FAIRBANKS

GAS or GASOLINE

ENGINES.

There are many Gas and Gasoline Engines and ONF

"FAIRBANKS"

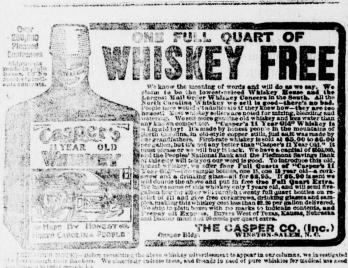
Some resemble it in construction, others in name BUT THERE IS ONLY ONE

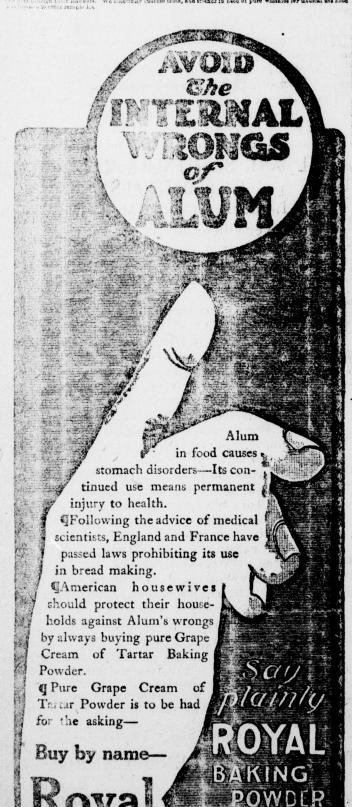
FAIRBANKS ENGINE.

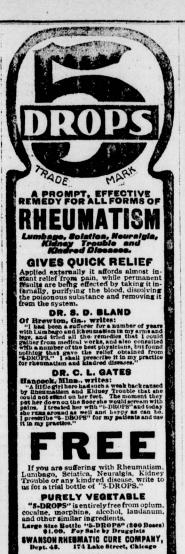
Engines that excell in quality and moderate in cost tical from one to ten horse power. Porizontal three rse power up-

THE FAIRBANKS COMPANY, Philadelphia. 701 Arch St.,

CHARLES L. WING, Agent, Laporte







The New Rotary

We Are The First

You Must Have

WASHINGTON D. C.

Foley's Honey and Tar-ures colds. prevents pneumonia.

N. Y. BANKING HOUSE offering

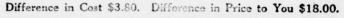
Machines

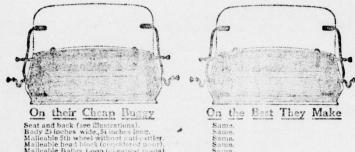


two buggies from the same house the other day. One cost \$18.00 more than the other. Then he took the buggies

Both buggies had exactly the same seat and back, same size body, same wheels, shafts and everything else, except

that the higher priced one had 14-0%. cloth trimmings instead of Keratol, found in the cheaper; a leather boot, instead of rubber; a better axle, and the finish on the woodwork was slightly better, but not very much.





Seat and back (see illustrations).
Body 23 inches wide, 54 inches long.
Malleable 5th wheel without sati-atter.
Malleable badley Loop (cheapest mada)
Common reaches.

sockets, ry and elm wheels (low grads).

ickory and elm wheels (lovommon axle, heels painted by dippling, oa, head lining in top, nafts. (cheap grade), ecratol trimming, nibber boot, eather quarter top mish, cheap

Long distance,

\$18.00 difference in price? The actual difference in cost, to the buggy maker, did not exceed \$3.80, yet one buggy costs you \$18.00 more than the other. Now, either the factory

making and selling these buggies to the house Mr. Shaw bought from, was fooling the house, or the house was fooling you. In either case, you were paying \$18.00 for \$3.80 worth.

We tell you these things because we believe in a square deal!

There isn't one purchaser of a buggy in a hundred-no, nor in a thousand-who can tell of his own knowledge the cause for the difference in prices between one buggy and another. A WELL BRACED SEAT

We make our own buggles.
We are the only general merchandising concern in the world that does.

The prices to you on our different buggies are based on the manufacturing costs. Wemak

we do on a \$40.00 outfir, and you get full value for every dollar you pay.

The difference in our buggles is not merely in the price. It's in the quality.

If you are a judge of buggy values we ask you to compare our vehicles with any make you know of, price for price. If you are not an expert judge of buggy values, you are safe to order from us, for we give honest value for

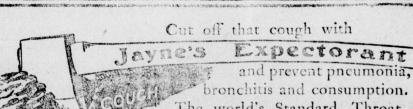
every dollar you spend. And we guarantee you satisfaction The thousands who have purchased vehicles of us write us of their perfect satisfacton and of \$10.00 to \$50.00 WHAT OTHERS SAY

saved on each one. WHAT OTHEPS SAY
"I feel I cannot say enough for Ward
buggles, but mine speaks for itself."
A. L. TAYLOK, Albion, III.
"The timber in your work stood our mountain roads well. Used it 4 years."
Cashier Bank Columbus, Mont.
"My 1600 lob in cash and the stood our mont."

Our New Vehicle Catalogue tells the truth without exaggeration. It describes in detail just the rig you want. Safe rig, safe price, safe house to deal with. Let us send you this vehicle catalogue, free. Remember, Mr. F. L. Shaw, an expert vehicle man, looks after your interest,

"My 546.90 job is far ahead of the \$60 to buggles sold here." JNO. T. Ca Ward & Co., Madison and Wash. Chicago

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Get it of your druggist and keep it always ready in the house.