



## With pick and shovel

—that's how most contracting work is done. We realize this homely fact, and stock a big variety of picks and shovels of all sizes and weights.

Of course, we like to sell an excavating machine or a concrete mixer better than we do to sell a dozen shovels. But in carrying the "big lines" we do not overlook the every-day tools of the professions to which we cater.

No matter what you want in mechanical goods, big or little—from a hand shovel to a revolving steam shovel—from a pair of pliers to a pumping engine—you will probably be able to do better with us than elsewhere. Each department is in charge of a specialist.

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