

Imperial Bank

Established OF CANADA 1875

Capital Authorized - \$10,000,000

Capital Paid Up - 6,925,000

Reserve and Undivided

Profits - - - 8,100,000

D. R. WILKIE, President and General Manager

Open a SAVINGS BANK
ACCOUNT. Deposits of
\$1.00 and upward received

THIS WASHER MUST PAY FOR ITSELF.

A MAN tried to sell me a horse once. He said it was a fine horse and had nothing the matter with it. I wanted a fine horse, but, I didn't know anything about horses much. And I didn't know the man very well either.

So I told him I wanted to try the horse for a month. He said "All right," but pay me first, and I'll give you back your money if the horse isn't all right."

Well, I didn't like that. I was afraid the horse was'n't "all right," and that I might have to whistle for my money if I once parted with it. So I didn't buy the horse, although I wanted it badly. Now, this set me thinking.

You see I make Washing Machines—the "1900 Gravity" Washer.

And I said to myself, lots of people may think about my Washing Machine as I thought about the horse, and about the man who owned it.

But I'd never know, because they wouldn't write and tell me. You see I sell my Washing Machines by mail. I have sold over half a million that way. So, thought I, it is only fair enough to let people try my Washing Machines for a month, before they pay for them, just as I wanted to try the horse.

Now, I know what our "1900 Gravity" Washer will do. I know it will wash the clothes, without wearing or tearing them, in less than half the time they can be washed by hand or by any other machine.

I know it will wash a tub full of very dirty clothes in Six Minutes. I know no other machine ever invented can do that, without wearing the clothes. Our "1900 Gravity" Washer does the work so easy that a child can run it almost as well as a strong woman, and it don't wear the clothes, fray the edges, nor break buttons, the way all other machines do.

It just drives soapy water clear through the fibres of the clothes like a force pump might.

So, said I to myself, I will do with my "1900 Gravity" Washer what I wanted the man to do with the horse. Only I won't wait for people to ask me. I'll offer first, and I'll make good the offer every time.

Let me send you a "1900 Gravity" Washer on a month's free trial. I'll pay the freight out of my own pocket, and if you don't want the machine after you've used it a month, I'll take it back and pay the freight too. Surely that is fair enough, isn't it?

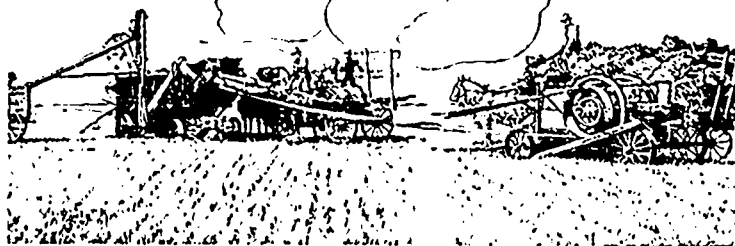
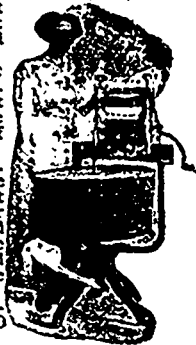
Doesn't it prove that the "1900 Gravity" Washer must be all that I say it is?

And you can pay me out of what it saves for you. It will save its whole cost in a few months in wear and tear on the clothes alone. And then it will save 50 to 75 cents a week over that in washwoman's wages. If you keep the machine after the month's trial, I'll let you pay for it out of what it saves you. If it saves you 60 cents a week, send me 50 cents a week 'till paid for. I'll take that cheerfully, and I'll wait for my money until the machine itself earns the balance.

Drop me a line to-day, and let me send you a book about the "1900 Gravity" Washer that washes clothes in six minutes.

Address me personally:

B. H. MORRIS, Manager, "1900" Washer Co., 357 Yonge St., Toronto.



Backing Up the Purchaser

IF we didn't have an eye to the future, and if we didn't care what you or anybody else was going to think of us, we could sell engines and other machines for much less money, but we could not put I H C quality into them. The kicks would start coming in right away, and soon there would be no market for I H C engines.

I H C engines stand for everything that is opposed to such a policy. The I H C way is to build always for the respect and good will of the Canadian farmer, and to that end it has been successfully working for many years. The agent who sells you an I H C engine expects on its merits to do business with you again. The purchaser of an

I H C Oil and Gas Engine

buys security and safety with it. He banks on the many years of square dealing and the reputation back of all I H C machines. He knows it is the best engine bargain because it gives him efficient service in all kinds of farm work—pumping, sawing wood, spraying, running repair shop, grindstone, cream separator, etc. He knows that I H C responsibility is always back of the engine.

I H C oil and gas engines operate on gas, gasoline, naphtha, kerosene, distillate, and alcohol. Sizes range from 1 to 50-horse power. They are built vertical, horizontal, portable, stationary, skidded, air-cooled and water-cooled. I H C oil tractors range in size from 6-12 to 30-60-horse power for plowing, threshing, etc.

Look over an I H C engine at the local agent's. Learn from him what it will do for you, or write for catalogues to

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