

## 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 a thing 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."

I was afraid the horse wasn't all right and that I might have to waste my money if I once parted with it. So I didn't buy the horse, although I wanted it badly. Now, this man is thinking.

You see I make Washing Machines—the "100 Gravity" Washer.

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

But I'll never know, because they wouldn't 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 "1000 Gravity" Washer will do. I know it will clean 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 "100 Gravity" Washer does the work so easy that a child can run it almost as well as a strong woman, and it doesn't wear the clothes, fray the edges, nor break buttons, the way all other machines do.

I just drive soapy water clear through the fibres of the clothes like a force pump might. So, said I to myself, I will do with my "100 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.

Let me send you a "1000 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 "100 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 the cost of a woman's wages. If you keep the machine after a month's trial, I'll let you pay for it out of what it saves you. If it saves you 50 cents a week, and you save 50 cents a week, I'll pay for it. I'll take that cheerfully, and I'll wait for my money until the machine itself earns the balance.

Drop on a line today, and let me send you a book about the "1000 Gravity" Washer, that washes clothes in six minutes.

Address me personally:  
K. N. MORRIS, Manager 1900  
Washer Co., 357 Yonge St., Toronto.

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## Value of an Ideal in Home and Community

Alice A. Ferguson, York Co., Ont.

My ideas on the value of an ideal to the individual, appeared in a recent issue of Farm and Dairy. What an ideal does for the person it does for the home. You picture what you wish your home atmosphere to be and that very purpose will help to keep down many unpleasant words or acts, and will help to keep a clear and sunny atmosphere. Good feeling grows in a sunny atmosphere, but dies in the chill and mist of unpleasantness.

Then an ideal is necessary if we wish to improve our surroundings. In our minds we picture how we want our home furnished, or our lawns laid out, or our garden planted. And we plan and work to bring about that purpose. Having ideals before us will keep us out of ruts, and will give zest to life.

What ideals will do for the individual and for the home they will do for the community. The community is the sum total of the life of our homes. The home training shows when people congregate. We desire the life of our surroundings to be peaceable, helpful, kindly and progressive. We want it to be the cleanest, purest and best that can be, so we try to favor everything that will aid in bringing about this result. All that is base and vulgar we disdain, and strive to bring about the reign of righteousness.

## HAVE PURPOSE IN LIFE

People long married, who are happy, are often said to become more like each other in character and even in physical features. We grow like that which we love. The Christian who takes as his pattern the Lord Jesus, grows like Him. We would not attempt to cut out a garment without either a pattern or some picture in our mind as to how we wanted to look when we finished it. So we should not attempt to live a life without some formal purpose.

Having a purpose puts iron in the blood, starch in the backbone, and the light of a living energy in the eye. It sweeps the cobwebs from the brain, sluggishness from the liver, and chases many mists of darkness from the heart.

Many of our foremost men have attained the positions they hold because of the high purpose formed in youth. By all means have the ambition fired by having and holding before the mind some high resolve, a vision only to be reached by persistent climbing. Then only do we reach the best of manhood and womanhood.

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**A Shiny Skirt.**—One of the many problems of the woman in the matter of dress is that of the skirt that has acquired shine through wear. Often times a skirt is perfectly good except for the very noticeable gloss it bears after being worn for a considerable length of time. Unfortunately this fault cannot be remedied entirely, though there are several methods which improve the skirt for a time at least. One is to rub the shiny portions gently with emery cloth or fine sandpaper, rubbing after with a method is to rub with a bit of flannel dipped in turpentine, or sponge with a solution of common washing blue and water; press while still damp under a thin cloth.

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The sunny smile is more than money in the bank. It makes friends that coin cannot buy. You may be shy on the long green, so develop a big smile, just for the sake of having a little business capital.

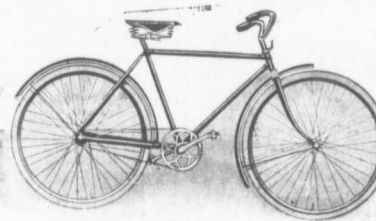
# WANTED

Five Hundred Answers are wanted to this advertisement.

I want every boy and girl who reads this announcement to fill in the coupon below and send it to me immediately.

## WHY?

Because I have a number of fine English Imported Bicycles that I am going to give away free to some of the energetic boys and girls who send me a coupon.



Ladies' the same except in the frame.

Frame—18-24 inch.  
Finish—Black and Striped.  
Rims—Dunlop.  
Chain—Roller, 1/2 inch.  
Pedals—Solid Rubber.  
Handle Bars—Perfection.  
Tool Bag—Tools and Pump.  
Mud Guards—Black and Striped

These are perfect bicycles and they are something that most boys and girls have been most anxious to get for a long time.

Now you have this splendid chance to get one absolutely free. If I were you I would not let it get away. I would fill in this coupon to-night and send it right along, so you will get full particulars by return mail.

**Be Independent—Own a Bicycle**

**FILL IN THIS COUPON**

CIRCULATION MANAGER,  
FARM AND DAIRY,  
PETERBORO,—

Dear Sir,—I would like very much to get a bicycle, and I would like to get it free. Please send me full particulars by return mail.

Name.....

Address.....

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