



## Sum- ming Up



I HAVE talked to you in a straightforward way. I haven't told you half about my range but have stated a few facts as they occurred to me and have tried to tell you in an honest homely way the plain unvarnished story of the "Happy Thought."

I have told you why and in what details it excels. It is your reason I have appealed to and your intelligence I have tried to convince. I have shown you the basis of claims that otherwise might seem extravagant. Frankly I want you to use a "Happy Thought" range—I want you to use it for your own advantage, but more I want you to believe in it for me. The satisfaction of making an article so thoroughly reliable, so superior, so unqualifiedly good is not entirely in the number sold or the material advantage reaped. The appreciation of those qualified to judge and the esteem of the public I have tried to serve is more to me than I can tell. Thank you for having read this booklet. May I ask you to inspect the range? Will you write for further information or with suggestions?

My work, my pleasure and my hobby is the "Happy Thought" range.

In conclusion let me say that I know every ounce of it and that I believe in it. It is worth a life work and I have given it and whether or no pride in any form is excusable I am proud of it.

Yours truly,

**The "Happy Thought" Range Man**