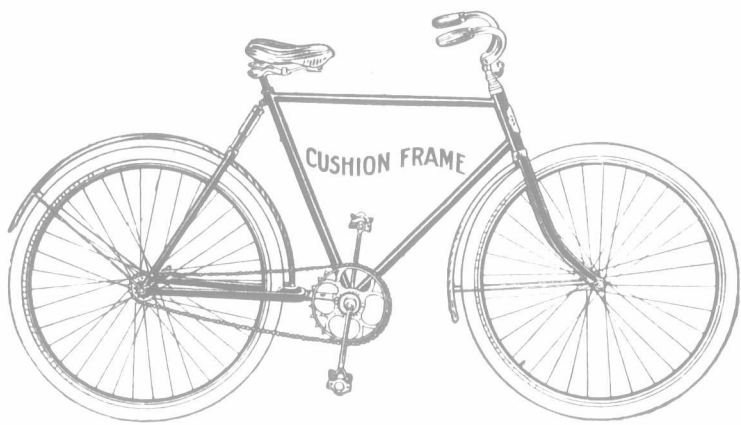


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YOU must pay the washer-woman fifteen cents an hour. It is hard-earned money at that. If you do your own washing, or have the servant do it, this steaming, back-breaking, hand-chapping, cold-catching, temper-destroying work will cost you more than 15 cents an hour in the end.

It takes eight hours hard labor to do the average family wash. Eight hours, at 15 cents, costs you \$1.20 per week for washing. This means \$62.40 per year, without reckoning fuel for fires, or wear on clothes.

We will save you half of that—or No Pay. We will send any reliable person our "1900 Junior" Washing Machine on a full month's free trial.

It runs on ball bearings like a bicycle, and it works with motor-springs. These motor-springs do most of the hard work.

You can sit in a rocking chair and make them do the washing—think of that! We don't want a cent of your money, nor a note, nor a contract, when we ship you the Washer on trial. We even pay all of the freight out of our own pockets, so that you may test the machine as much as you like before you agree to buy it.

Use it a full month at our expense. If you don't find it does better washing in half the time—send it back to the railway station, with our address on it—that's all.

We will then pay the freight back, too, without a murmur.

But, if the month's test convinces you that our "1900 Junior" Washer actually does 8 hours washing in 4 hours time—does it twice as easy—far better, without wearing the clothes, breaking a button, or tearing a thread of lace, then you must write and tell us so.

* * * * *

From that time on you must pay us, every week, part of what our machine saves you, say 50 cents per week till the Washer is paid for.

Each "1900 Junior" Washer lasts at least five years, yet a very few months, at 50 cents a week, makes it entirely your own, out of what it saves you on each washing.

Every year our Washer will save you about \$31.20 that you would have had to spend for labor of your own, or the labor of others.

In five years each machine saves its owner about \$156.00. Yet the "1900 Junior" Washer won't cost you a cent, under our plan, because we let it pay for itself.

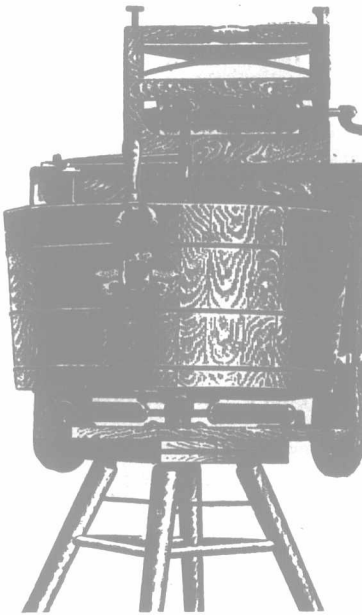
You need not take our word for that. We let you prove all we say, at our expense, before you decide to buy it on these terms.

Could we risk the freight both ways, with thousands of people, if we did not know our "1900 Junior" Washer would do all we claim for it? It costs you only the two-cent stamp, on a letter to us, to bring this quick and easy Washer to your door, on a month's trial.

That month's free use of it will save you about \$2.00. You thus risk nothing but the postage stamp to prove our claims, and we practically pay you \$2.00 to try it.

This offer may be withdrawn at any time if it crowds our factory. Therefore WRITE TODAY, while the offer is open, and while you think of it. A post card will do.

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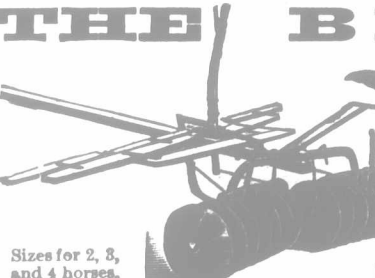
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