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OCTOBER 16, 1913

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 wasn'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.

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first part of my "Experience Boke" before mentioned, and upon it two queer fat little pairs of bronze kid shoes, buttonless and much worn on the toes, telling a tale of feet that dragged and ankles that wobbled through inexperience in walking. Ah yes! I'm quite awake and the same Barbara, though looking over a wider eye-opening horizon, having had three rows of candles, ten in a row, around my last birthday cake and one extra in the middle, which extravagance has constrained the family to use lopsided, tearful, pink candles ever since.

And the two pairs of feet that first touched good earth so hesitatingly with those crumpled shoes are now standing firmly in wool-lined rubber boots topped by brown corduroy trousers, upon the winter slat walk that leads to the tool house, while the owners, touched by the swish of the Whirlpool that has recently drawn this peaceful town into eddies, are busy trying to turn their patrol wagon, that for a year has led a most conservative existence as a hay wain and a stage-coach dragged by a curiously assorted team of dogs and a goat, into the semblance of some weird sort of autocar by the aid of bits of old garden hose, cast-away bicycle gearing, a watering-pot, and an oil lantern.

I have wondered for a week past what yeast was working in their brains. Of course, the seven-year-old Vanderveer boy on the Bluffs had an electric run-about for a Christmas gift, also a man to run it! Corney Delaney, as Evan named the malestic gray goat—of firm disposition blended with a keen sense of humor—that father gave the boys last spring and who has been their best beloved ever since, has for many days been left in duress with the calves in the stack-yard, where the all-day diet of cornstalks is fatally bulging his once straight-fronted figure.

In fact, it is the doings of these two pairs of precious feet, with the bodies, heads, and arms that belong to them, that have caused the dust to gather in my desk, and the "Garden Boke," though not the garden, which is more of a joy than ever, to be suspended and take a different form. Flesh-and-blood books that write themselves are so compelling and absorbing that one often wonders at the existence of any other kind, and, feeling this strongly, yet I turn to paper pages as silent confidants. Why? Heredity and its understudy, Habit, the two h's that control both the making of solitary turtlets as well as family pies.

So the last entry in the "Garden Boke" was made a week before the day recorded in the white book with the cherubs' heads painted on it that underlies the shoes.

It seems both strange and significant to me now that this book chanced to be given me by Lavinia Dorman, mother's school friend and bridesmaid, a spinster of fifty-five, and was really the beginning of the transfer of her friendship to me, the only woman friendship that I have ever had, and its quality has that fragrant pungence that comes from sweet herbs, that of all garden odors are the most lasting.

I suppose that it is one of the strongest human habits to write down the very things that one is least likely to forget, and vice versa; for certainly I shall never forget the date and double record on that first fair page beneath the illuminated word Born,—yet I often steal up here to peep at it,—and live the intervening five years backward for pure joy. January 10, 189,—Richard Russell—and John Evan—.

Every time I read the names anew I wonder what I should have done if there had been a single name upon the page. I must then have chosen between naming him for father or Evan—an impossibility; for even if the names had been combined, whose should I have put first?

No, the twins are in every way an advantage. To Evan, in providing him at once with a commuted family sufficient for his means; to father, among other reasons, by giving him the pleasure of saying, to friends who felt it necessary to visit him in the privacy of

his study and be apologetically sympathetic, "I have observed that the first editions of very important books are frequently in two volumes," sending them away wondering what he really meant; to me by saving the rack of argument, the form of evil I most detest, and to their own chubby selves no less, in that neither one has been handicapped for a single day by the disadvantage of being an only child!

It doubtless seems very odd for me to feel this last to be a disadvantage, being myself an only child, and always a happy one, sharing with mother all the space in father's big heart. But this is because God has been very good to me, leaving me safe in the shelter of the home nest. Suppose it had been otherwise and I had been forced to face the world, how it would have hurt, for individual love is cruelly precious sometimes, and an "only" cannot in the very nature of things be as unselfish and adaptable as one of many.

I was selfish even when the twins came. I was so glad that they were men-children. I could not bear to think of other woman hands ministering to father and Evan, and I rejoiced in the promise of two more champions.

I often wonder how mother felt when I was born and what she thought. Was she glad or disappointed? I wish that she had left written words to guide me, if ever so few,—they would mean so much now; and let me know if in her day social things surprised and troubled her as for the first time they now stir me, and therefore belong to all awakening motherhood. Her diaries were a blending of simple household happenings and garden lore, nothing more; for when I was five years old—and her son came, he stayed but a few short hours and then stole her away with him.

I wonder if my boys, when they are grown and begin to realize woman, will care to look into this book of mine, and read in and between the lines of its jumble of scraps and letters what their mother thought of them, and how things appeared to her in the days of their babyhood. Perhaps; who knows? At present, being but five years old, they are centered in whatever thing the particular day brings forth, and but that they are leashed fast by an almost parental and unconscious affection, they are as unlike in disposition, temperament, and coloring as they are alike in feature. Richard is dark, like father and me, very quiet, except in the matter of affection, in which he is clingingly demonstrative, slow to receive impressions, but withal tenacious. He clearly inherits father's medical instinct of preserving life, and the very thought of suffering on the part of man or beast arouses him to action. When he was only a little over three years old I found him carefully mending some wind-fall robins' eggs, cracked by their tumble, with bits of rubber sticking-plaster, then, putting them hopefully back into the nest, with an admonition to the anxious parents to "sit very still and don't statch." While last summer he unfortunately saw a chicken decapitated over at the farm barn, and, in Martha Cokle's language, "the way he wound a bit o' paper around its poor neck to stop its bleedin' went straight to my stummick, so it did, Mrs. Evan;" for he it said here that Martha has fulfilled my wildest expectations, and whereas, as queen of the kitchen, she was a trifle unexpected and uncomfortable, as Mrs. Timothy Saunders, now comfortably settled in the new cottage above the stable at the north corner of the hayland, she is a veritable guardian angel, ready to swoop down with strong wings at a moment's notice, in sickness or health, day or night, and seize the nursery helm.

It is owing to her that I have never been obliged to have a nursemaid under my feet or tagging after the boys, to the ruin of their independence. For the first few years Effie, whose fiery locks have not yet found their affinity, helped me, but now merely sees to buttons, strings, and darns.

I found out long ago that those who get the best returns from their flower gardens were those who kept no gardeners, and it is the same way with the

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