



Ed Brown was in the office of John Frederick, arranging to renew his fire insurance. Frederick was looking up the descriptions, valuations, etc.

"Let's see," he was saying, "any changes in the property described as follows, to wit:"—and so on? You've been doing some building, haven't you, Ed."

"Yes," Brown answered. "I've built a new barn, and put on some new roofs. I've got this Rex Flintkote Roofing on all my buildings now, including the house. No more shingles or tin or tar and gravel for me."

"Good for you, Ed. Now, this Rex Flintkote Roofing is fire-resisting, isn't it?"

"You bet it is. I made sure on that point. I sent for a free sample of Rex Flintkote Roofing, and tried it with live coals of fire. Then I tried it with water, too,—never feazed it. There's no getting-away from dead sure prove-up tests like these."

"You're right, Ed. I have to keep posted about different roofings. Fires nearly always start on the roof. In the cities, where they have strict building laws, people aren't allowed to use shingles and other inflammable materials for roofs. And there's just as much danger from flying sparks around farm buildings. Something might be wrong with the chimney on the house—threshing-machine engines are around shooting up sparks—a dozen-and-one ways a fire might start, if you haven't got a proper roof."

"But—here's what'll tickle you, Ed. I will try to give you a lower rate of insurance, now that you've got Rex Flintkote Roofing on your building."

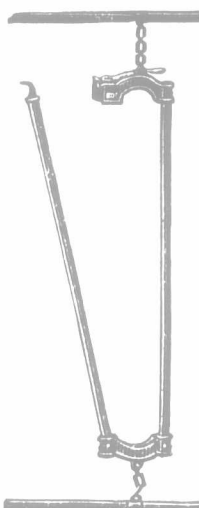
"Is that so! Well, I'm going to tell every farmer in the country about it, and I guess they'll all be sending to Boston for that book which tells about Rex Flintkote Roofing. If anybody wants to know about it, Mr. Frederick, you tell them to write



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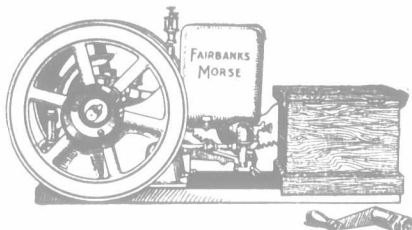
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