

Of Course You Are Busy

— And So Are We —

BUT nevertheless, it might be worth your time to figure right now on some of your needs for next season. There are any number of things that you really ought to speak about this Fall, so there will be no delay next Spring. For instance, how about your *Spraying*—have you thought of placing your order for a HARDIE POWER SPRAYER for Spring delivery? We have bought *thirty* of these machines for next season's demand, and already have contracts for six of them. We don't ask for any deposit on them, but if you are going to be in the market for one we would ask that you let us know *now* if possible. The success of our Sprayer last season was remarkable—it took the orchardists by storm. Our Sprayer for 1911 is going to be even better. Several improvements have been made, such as, a CUT-UNDER frame, a new and more convenient relief valve, encased gears and cog-wheels, and cover over engine and pump. Can you think of any more improvements and conveniences we might add? We will be glad to receive your suggestions.

Another thing to consider is *Automobiles*. Next spring is going to be a HUMMER in Auto Sales, and leave it to us to get our share. We are going to handle the same cars—we can't get anything better for the money or we would. The Chalmers-Detroit Thirty for 1911 is a marvel of beauty and power. Our demonstrator will arrive within the next week or ten days—watch for him. The Cadillac for 1911 was announced in our adv. two weeks ago—if you didn't read it, you missed something worth while. The Hudson Roadster has numerous refinements for 1911—there were very few improvements which could be made in this classy looking little car.

So much for future needs! Now a word about your needs *right now*. We still have a few of those Ladders left—the ones we advertised last week. Lots of people came in this week just to look, and went home with a ladder. They only cost \$2.80, so you can't afford to be without one. Get it now, TO-DAY.

And how about your wagon? We've got a new one for you, waiting for you to call. Every one of our wagons are guaranteed—we handle only the best and can afford to guarantee them. You all know the ones we handle—the *Studebaker*, the *Mandt* and the *Milburn*.

We still have some bargains in Buggies and Spring Wagons—you are not yet too late for the sale. We invite your inspection at any time and would like to talk over with you your needs for Spring.



GILBERT-VAUGHAN IMPLEMENT COMPANY

THAT'S ALL — THAT'S ENOUGH