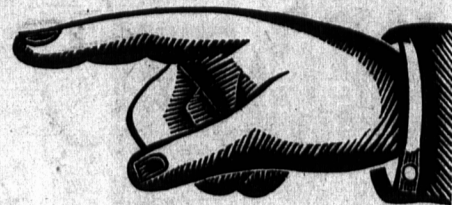


Dependable Spraying Service



How Many Cents Are There in YOUR Dollar?

If you pay \$100.00 for a farm implement and later on discover that you have only received \$75.00 worth of value, where do you suppose your other \$25.00 went to.

A few days ago Mr. Roy Campbell of Fernwood gave one of our agents a cheque for a new Hardie Sprayer. At that time Mr. Campbell had not seen our new model, but he had heard of our guarantees, and he knew us by reputation.

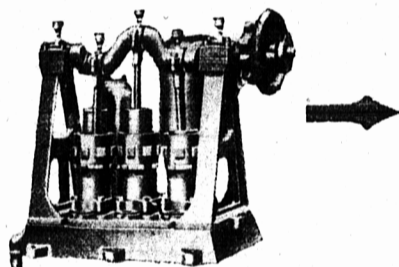
This is what Mr. Campbell actually bought with \$250.00 cash.

In the first place he bought a Sprayer that will go into the field, and do any given degree of work, at any given degree of pressure up to 350 pounds, under any given set of conditions, equally as well as and perhaps better than any other Traction Sprayer built. His Sprayer won't take one ounce more horsepower in the draught, than any other Sprayer that will do the same amount of work.

He got our Five Year Guarantee against defect and excessive wear and tear. He also got a Guarantee from us that we will keep his Sprayer in absolute spraying order free of charge for three full years. This last guarantee applies to every part of his new Sprayer from the tip of the pole to the nozzles on the boom.

During the lifetime of his Sprayer, in the case of any trouble, Mr. Campbell will receive expert field service, free of charge, within twenty-four hours of notification.

Can your money buy that much value in any other Sprayer sold in Prince Edward Island?



Performance

Of how many sprayers sold on Prince Edward Island can all of these things be said?

The ability to work up two hundred pounds pressure in eighteen feet from a standing start with the boom closed.

The ability to work up two hundred pounds pressure in thirty-two feet from a standing start with the boom wide open.

The ability to hold within twenty-five pounds, of any given degree of pressure up to 350 pounds, for twenty-four hours, without pump action.

The ability to hold any given degree of pressure without variance up to 350 pounds, at any speed up to eight miles an hour, or down to two miles per hour, with the boom closed off, or opened wide.

The ability to cover with one application a measured acre, with any amount of chemicals, up to 140 gallons, at any given degree of pressure up to 350 pounds.

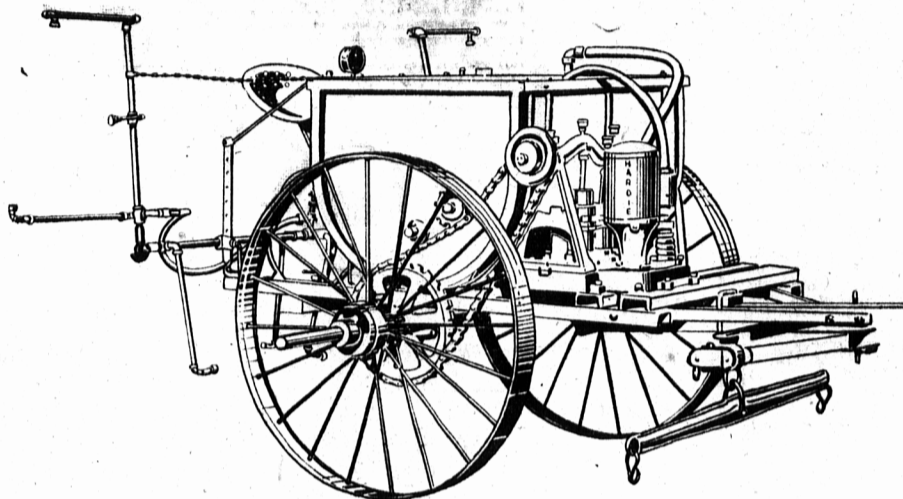
On how many Traction Sprayers can one man alone work up 350 pounds pressure.

That kind of performance can be demonstrated with the new Hardie Sprayer at any given time or place.

HARDIE

-- Traction --

Potato Sprayers



The Hardie Perfection Traction Row Sprayer

A three cylinder—large capacity—high pressure traction machine for spraying potatoes

FIVE YEAR GUARANTEE

Serial No.
Owner's Signature Address
Agent's Signature Address

At any specific time during the months of during the years of and within twenty-four hours of written notification by the owner, The Hardie Manufacturing Company of Charlottetown and Summerside, Prince Edward Island, guarantee to replace gratis and free from charge any of the main working parts (designated below) of this Hardie Sprayer, that shall, from either defect or excessive wear and tear hinder or keep this Hardie Sprayer from rendering full and efficient Service.

1. The main Axle.
2. The manganese steel pump crankshaft.
3. The pump drive Chain.
4. The three Porcelain Lined Cylinders.
5. The Bell Metal Plungers. (This guarantee does not include plunger cups or packings.)

Dated
at Signed

IF IT'S A HARDIE—IT'S RIGHT

Try This Sprayer on Your Own Farm

Any Responsible Farmer who is intending to purchase Spraying Equipment this year, may secure a new Hardie Sprayer, freight paid and set up, for ten days trial, under his own conditions, at any time before July 1st, 1928. We sell HARDIE SPRAYERS on reasonable terms and will take your used hand or power outfit as part payment at reasonable prices.

What is the Explanation For This?

We have talked with a considerable number of Potato Growers, during the last few weeks. Most of these Growers have been questioned regarding what they would expect in the way of definite performance from a Sprayer. Very few Growers have any definite standard of performance that they expect in a Sprayer.

How many Growers know the exact distance that their own Sprayers require, to work up 200 pounds pressure from a standing start?

How many Growers know how long a dependable Sprayer should hold any degree of pressure without any pump action, or what the difference is between the old type relief valves, and the modern automatic Pressure Control?

These points are vitally important in connection with the effective control of blight, and yet it would sometimes appear that any improvements in this connection are wasted effort, on the part of the manufacturer.

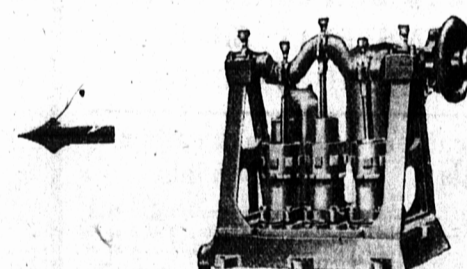
We have come to the conclusion that quite a number of Growers will buy expensive Spraying Equipment without investigating the merits or value of the article they are buying.

These Growers are speculating on the health of their potato plants, and they are paying just as much money for their equipment as the Grower who gets a guaranteed Sprayer, with guaranteed performance, and guaranteed Service.

There is one sure way of distinguishing good value from poor value in a Sprayer.

If a manufacturer builds a Sprayer so well that he can afford to make gratis replacements, for defects or wear and tear on the main working parts, up to a period of five years, that manufacturer is offering the Grower real value for the Grower's money.

If a manufacturer builds a Sprayer so poorly that he couldn't afford to make any guarantees to the customer, other than the ordinary Implement Warranty and Guarantee, to replace any defects in material and workmanship within a period of one year, then we say that that Sprayer sold by that manufacturer is apt to prove a bill of expense to the Grower, and that the manufacturer is more than likely taking considerable money from the Grower, for which absolutely no value is given, nor received.



Advantages of Experience

The Hardie Manufacturing Company has built three quarters of a million dollars worth of high-pressure pumps and sprayers during the last six months, and there are two hundred and fifty thousand dollars worth of unfilled orders yet on hand. That is Success!

In the warehouses on Prince Edward Island there are forty thousand dollars worth of Hardie pumps, parts and repairs, that are accessible to the growers of the Island today. That is Protection!

With over four hundred and fifty satisfied Hardie users during the last four years on the Island, we have not sold One Hundred dollars worth of repairs in that entire period on the Island. That is Low Upkeep Cost!

We look after our customers' interests and deliver any needed replacements, right to the machine, within twenty-four hours of notification. Free of charge. That is Service!

We sell a Guaranteed Sprayer, with Guaranteed Performance and Service, for practically the same amount of money that it takes to buy any ordinary Sprayer. THAT IS VALUE!

We Know How Good These New HARDIE SPRAYERS are

The Hardie Manufacturing Company

SUMMERSIDE
Opp. C. N. R. Freight Shed

Summerside 'Phone 297
Charlottetown 'Phone 742

CHARLOTTETOWN
Grafton St. Opp. Post Office