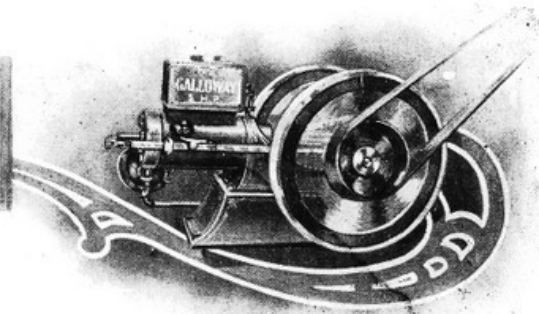
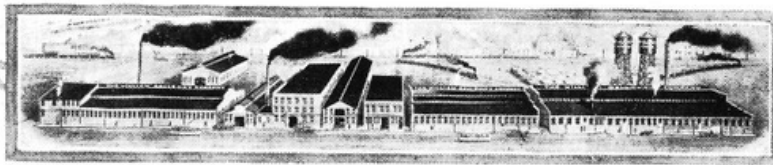
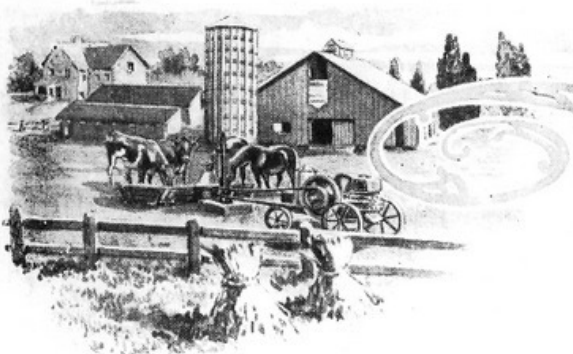


**THE
WILLIAM GALLOWAY
COMPANY**

WATERLOO, IOWA



Foreword

Read all I have to say in this catalog about the Galloway Gasoline Engines

I want you to know all there is to know about the Galloway Gasoline Engines. This catalog will tell you just how our engines are made. It will show you something of the factory in which they are built. It will make clear to you our plan of selling them. Remember, our catalog is our only salesman, as we sell all our engines fresh from the paint shop of our factory to the user. Read it more carefully than any other catalog that comes to your mail box as it will save you money.

The Galloway Engine is made in our own factory and like all other of Galloway's manufactured products it is different from the ordinary gasoline engine. It is an engine with an enviable reputation through more than fifteen years' of satisfactory service. Over three thousand of them have been sold in Iowa alone. It was formerly called the Davis Jr. and sold by the Cascaden Manufacturing Company of this city. In April, 1908, we bought the entire gasoline engine business, as well as several other lines, from Mr. Thomas Cascaden, sole owner, and with our new factory and new modern equipment are prepared to turn out the best gasoline engine on earth—one containing every modern improvement. The kind you want to buy.

Our plan of selling them is so simple and our terms so liberal, that our offer must appeal to every man interested in owning the most satisfactory power for ordinary purposes—the gasoline engine. Read carefully our thirty days' free trial offer on this page. Read our price guarantee on page two. How we stand back of our goods and protect our customers is shown in illustration on page three.

Sold on Thirty Days' Free Trial

Our thirty days' free trial offer is just this. We positively agree to give anyone buying a Galloway Gasoline Engine, on any one of our selling plans, thirty days in which to try our engine before deciding definitely to keep it. If any customer, after giving our engine a fair trial, finds it is not satisfactory or all that we claim for it, he can return it and we will refund any money paid us and pay the freight both ways.

You take no risk when you buy of us and we absolutely insist on our customers being satisfied. We realize that the first fundamental principle in selling an engine successfully by mail, is that it must be absolutely right in the first place—because when we send them out we do it knowing that if they are not right they will come back. That's why our engines are built better than the ordinary engine and an expert is not required to run one.

I want to say right here, as president of this company, that I do not want a single dissatisfied customer on our entire list of customers. As a straight business proposition alone we cannot afford it. Just stop to think what it means to us to have 10,000 to 15,000 satisfied customers using Galloway Gasoline Engines, Galloway Manure Spreaders, Galloway Cream Separators, etc. I want to tell you we have that many on our list today and it is growing larger every day. We have sold machines in every state in the Union and it is a common thing to see Galloway's name and trade mark. I am proud of this record and it has been built on just this same plan on which I want to sell you a gasoline engine.

I believe in my engines and stand back of them. I believe in my customers and protect them.

Your dealer may tell you that the Galloway is not a good machine. I found it to be a fact last fall when attending several of the State Fairs, that there are dealers who are misrepresenting me and the sort of goods I sell, who today never even saw a Galloway machine. They do it because I stand between them and a 25% to 50% profit which means a saving on my engines of from \$50.00 to \$300.00, according to the size you buy.

Now, it is only natural that dealers don't like me—but it is not fair for one man to misrepresent another simply because he is a competitor and is saving money for the man who buys of him. Hundreds of my customers and friends, and farmers who had never even bought of me, told me these facts—and so I determined that the first thing I would do in this catalog would be to call attention to my liberal and fair plan of selling engines as I know that every fair minded man can see that my goods must be all and more than I claim for them and much better than those sold by the dealer or I could not afford to sell them on the plan I do.

I guarantee every machine I sell. I stand back of my guarantee with a \$25,000.00 legal bond and the entire \$400,000.00 capital of this concern. Do

you get any such guarantee from any dealer? No! And you never will—nor any better goods, as no better goods can be made in the lines I sell. And you pay your dealer for what you do buy about twice what you pay when you buy of Galloway. Now, don't take my word for what I say unless you want to—don't take any dealer's word—be your own judge.

Just do as hundreds of my customers have done. Send for one of my engines and give it a trial for thirty days free. Prove to your own satisfaction that it is the engine best suited for all general purposes on your farm. Test it out carefully. Examine into its construction. Try it out for power. If it is not up to rated capacity ship it back at our expense. Keep a record of its fuel consumption. If it is not as economical an engine as there is made, do not keep it. They are made in every way just as good as money and brains can make them—built out of as good material as you will find in any engine made. Just price any other gasoline engine at your own dealer's corresponding in size to ours and see if we do not save you a lot of money. The only reason in the world why we can make such low prices as we do, is on account of the enormous quantity we make—making all engines of a size alike—turning them out of our enormous factory as though they

come out of a huge machine, and shipping them right direct to the user fresh from the factory paint shop. With our up-to-date equipment we can turn them out and sell them for less than engines not half as good cost some manufacturers to build. I want you to be the judge of the merits of the Galloway Gasoline Engine. Our thirty days' free trial offer is the best guarantee on earth that our engines are just a little better than the best. We could not possibly make an offer like this unless we knew our engines would stand the test. Prove it by trying one.

REMEMBER

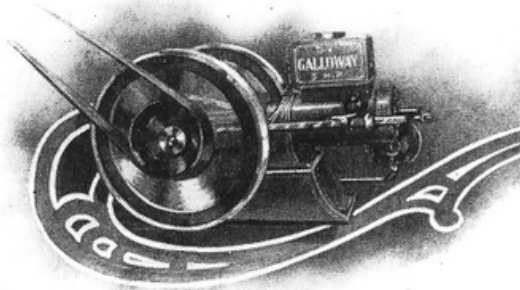
We are actual manufacturers selling gasoline engines direct from factory to farm

REMEMBER

We believe in our engines—and in our customers. We stand back of one—we protect the other

Wm Galloway President

The William Galloway Company, Waterloo, Iowa



Price—An Important Matter

I want to tell you all about gasoline engine prices and how we can save you fifty per cent if not more

OUR new method of selling gasoline engines direct from our own factory to user is the only right and logical way. It means a saving of from eight to ten crisp five-dollar bills on our 2½ h. p. engine alone, \$75 to \$175 on our 5 h. p. engine and as much as 50% on every engine we sell.

Why not stick these ten, twenty or more crisp five-dollar bills that we save you down in your own pants pocket, add them to your bank account, use them to pay some other bills, to buy a manure spreader or a cream separator, or put them in other improvements on your farm or in your business?

When you buy the Galloway you pay just one manufacturer's profit. Please remember again that we are actual manufacturers, not jobbers or a catalog house. Our large output makes it possible for us to buy materials from 10% to 20% cheaper than any ordinary gasoline engine concern. We save money right at the start on our castings and still more in working and finishing them. In making gasoline engines this is a big item. Our shipping facilities also are unsurpassed as we have two main lines of railroads passing our factory doors—one other main line in Waterloo and direct connections with three big trunk lines.

We can produce gasoline engines, on account of the enormous quantity we make, and sell them direct to the user, at prices lower than some concerns can make them for—let alone sell them to you at a profit. In addition to our great saving on cost of materials due to our large output, we want to tell you our way of selling engines cannot be beat for saving the buyer a lot of money.

The Galloway of selling gasoline engines saves you a lot of money. When you buy of us there are no jobbers, dealers or agents profits to be added to the cost of manufacturing. You will not have to pay any traveling men's expensive salaries or for their ten-cent cigars, dealers bad debts, etc. We sell our engines only through our only salesman—this catalog.

Now, our coming out with these remarkably low prices on our engines is causing a big stir among manufacturers and dealers everywhere. We are getting letters or word from our customers and friends nearly every day telling us that the dealers are not treating us fair, but are saying all sorts of things about us trying to hurt us and our business, just simply because we stand between them and an enormous profit of \$50 to \$300 on the different sized engines we sell.

If any dealer tells you our engines are not standard and what we claim for them, or that we will not do as we say we will, I want you to remember just three things. First—that Galloway puts his engines out on a strictly thirty days' free trial to let you prove for yourself what his engines will do before you decide to keep them. Second—that every claim we make regarding our engines is backed up by two guarantees as well as the entire capital of the Wm. Galloway Company. These two guarantees are given on this and the next page. Just read them. We make the first price guarantee ever made by any concern in this line. Third—remember what our customers say about our engines—this is the surest and best proof on earth that the Galloway leads them all. We have given in this catalog seven solid pages of testimonials and actual illustrations to show what the Galloway will do in actual use.

When it comes down to the point of buying the Galloway or any other engine made, we say to you be your own judge. Buy the engine that will give you the greatest value

for the least money and is the best protected. If you do that there is only one engine for you to buy—the Galloway.

The trusts set the prices and the dealers are their tools to make you pay an exorbitant price if you will. They will try and make you believe my engine is an inferior engine. That you can't get repairs, etc.

You are as much of a business man as they are. When you want repairs for an engine you buy from them they have to send for them and get the profit for doing it. You are your own dealer when you deal with us and save this profit. There is absolutely nothing to their talk except they want the profit you save when you deal with me.

Just try my engine beside theirs.

Compare the engines, compare the work done, compare the prices, and judge for yourself—I leave it entirely to your own judgment.

And don't forget this, the dealer is not as good a judge of a good machine as you are because it is you that will have to use it.

Now, I want to say just one word here about our advertising. That is the one argument firms selling through dealers can dig up to raise against the Galloway. It is an actual fact that we spend less money in advertising to sell Galloway engines than any of the six best known firms selling gasoline engines through dealers spend in straight publicity advertising. One or two of these firms, in fact, spend from two to three times more every year than we do and have this large advertising expense to add to their already tremendous heavy selling expense on their machines.

The majority of these firms are top-heavy with high-priced salaried men and are over-capitalized, which means another heavy expense which must be added to the selling cost of every machine they make.

I want to tell you I can save you a lot of money if you buy a Galloway Engine I will absolutely guarantee to do this. Read my price guarantee offer below.

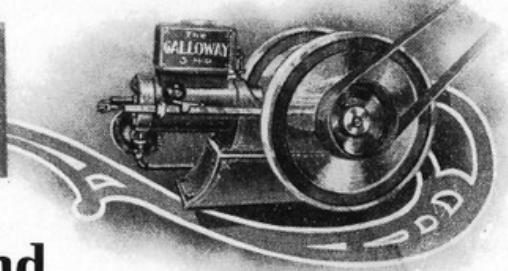
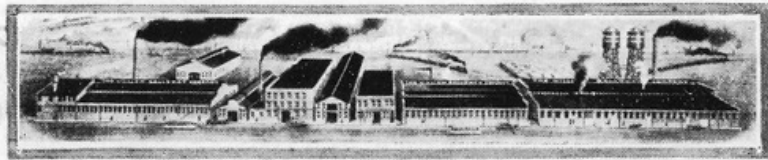
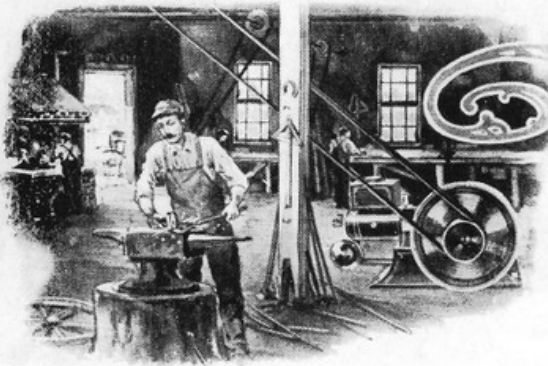
I want you to prove this for yourself.

I want you to investigate the prices other concerns are asking for their engines. Just write a few of them for their catalogs and best prices.

Compare their prices with ours. Figure out the big difference in price yourself and then give the Galloway engine a thirty days' trial before you place your order elsewhere—a trial will show what the Galloway actually will do under all conditions on your farm and will easily convince you that there is no better engine made selling at any price.

My Price Guarantee Offer

I POSITIVELY GUARANTEE to save anyone buying a Galloway Gasoline Engine from 25% to 50% of the regular list price asked for gasoline engines by concerns selling their goods through dealers. If any customer of ours is not satisfied that we have saved him this much money on the Galloway, we agree to take back the engine—refund his money in full—and pay the freight both ways at any time within thirty days from the time he receives the engine at his station.



Our \$25,000 Guarantee Bond

I want you to have confidence in our way of doing business.
This bond is your absolute protection

Our bond is a form of business insurance. It distinguishes us from other manufacturers. It absolutely guarantees you against any possible loss in doing business with us. It positively assures you that our engines are all and more than we claim for them. It makes your money sent to us as safe as if it was placed in any bank. You take no risk in buying of us on our fair and square plan. I instituted this bond protection in our plan of doing business right at the start. It has been a great success. Our customers who have done business with us, and that means thousands who have sent us their money with order, feel just as safe as if they were doing business with their own home banker.

But I want to tell you, we do not put up this bond merely to insure confidence on the part of our customers. It is a form of protection from unscrupulous manufacturers who make claims and promises but do not keep them. It distinguishes us from this class of manufacturers who do not have faith enough in their goods or in their customers to be willing to stand back of the one and protect the other. It also proves beyond any question of doubt that even if dealers tell you we will not do as we agree, that we will. I know how it is, some dealers will say anything and make

up any kind of a story against me just because I stand between them and from \$50 to \$300 profit, according to the size of the engine you want. I actually know of and can trace up cases where they have made up stories and misrepresentations of the rankest kind about my goods just to block a sale, when they know they cannot themselves buy engines at the price I sell mine to you. So that's another reason why I put up this bond. If you will stop and consider, I believe you will appreciate the fact that we must have absolutely as good an engine as there is made in order to stand back of it with this

bond and our enormous capital. When you buy a

gasoline engine be sure that it is guaranteed and that the guarantee amounts to something.

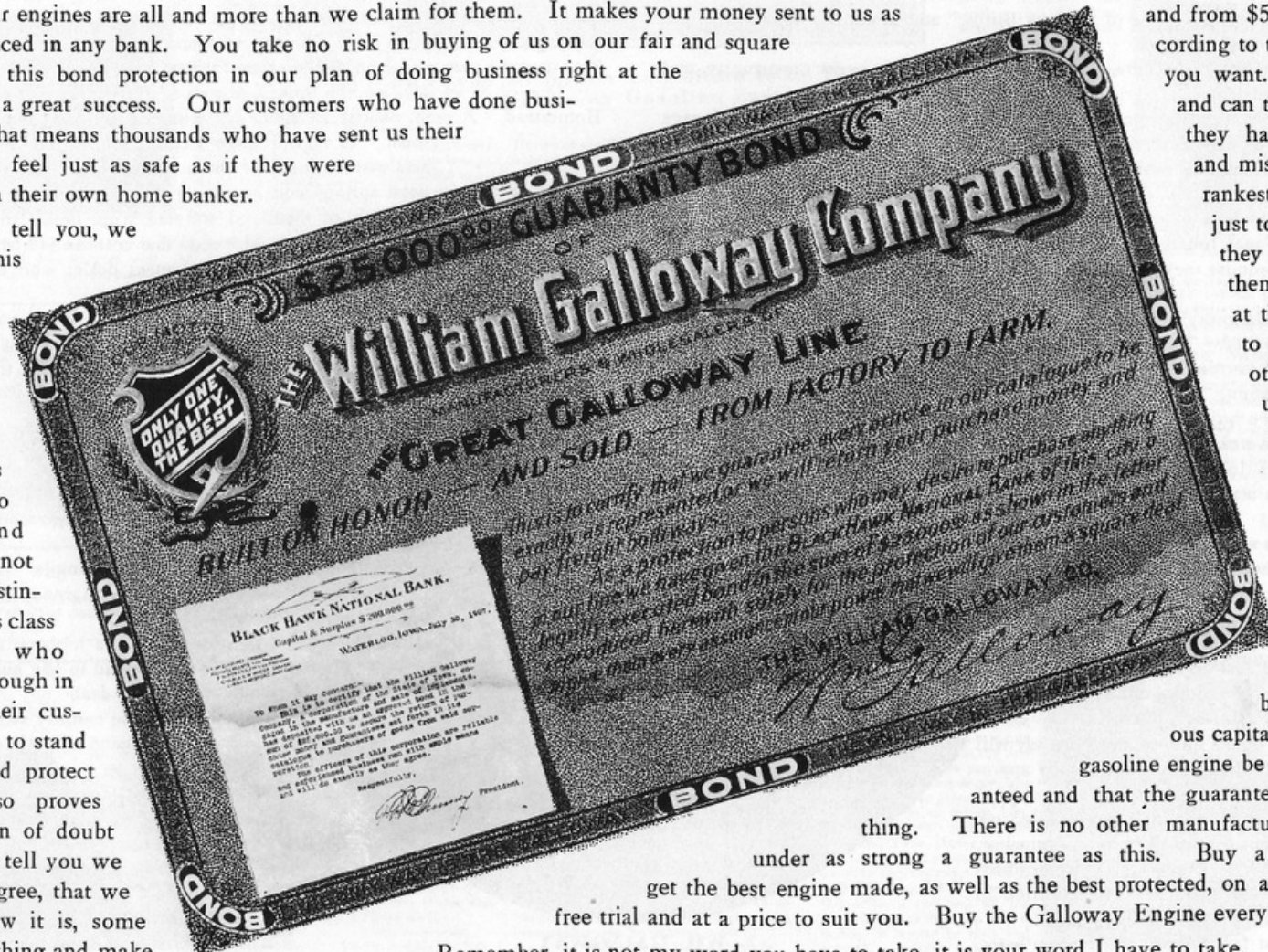
There is no other manufacturer selling engines

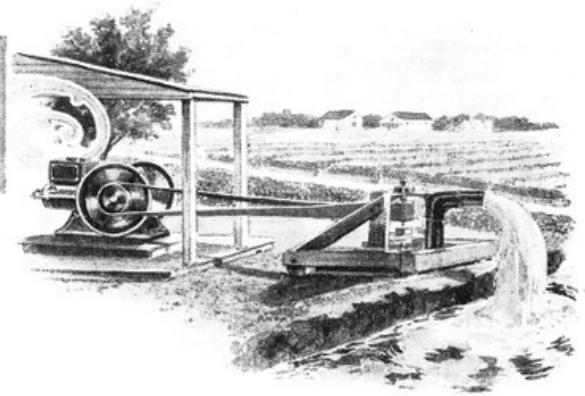
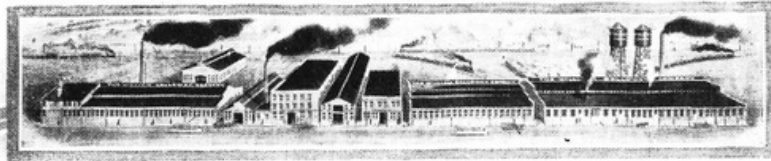
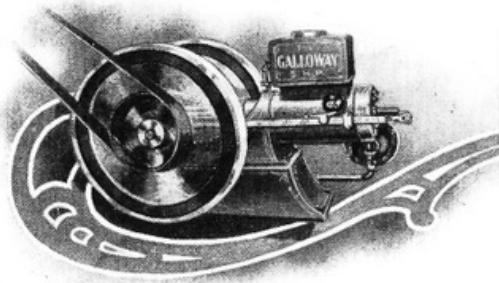
under as strong a guarantee as this. Buy a Galloway and you

get the best engine made, as well as the best protected, on a strictly thirty days'

free trial and at a price to suit you. Buy the Galloway Engine every time.

Remember, it is not my word you have to take, it is your word I have to take.





A Little History

Telling how it happened. Read it over if it takes a whole hour

BACK in '69, and it is only forty years ago, not long either as men reckon, two young men in Ayrshire, Scotland, heard the insistent call of the West. It is only seven miles from the birth place of "Bobby Burns," and it seems a long way from Waterloo, Iowa, but let us see.

These young men were far from content and they longed for a larger opportunity and a greater field of usefulness, and America held out its golden promise.

It took two weeks in those days to cross the water. It was in March and the voyage was rough and these two young Scotchmen, John Galloway and William Brown, cemented a life long friendship, which the common interests of business and later the stronger ties of kinship was to strengthen.

It took a week those days to cross the country from New York to Iowa, and these young men found themselves in the early spring looking on a new land whose promise they could but guess, but which seemed bright and sure.

For a year John Galloway worked for John McDowell, a prosperous farmer of Tama county. The next year he went to work for James Wilson, now our well known "Tama Jim," Secretary of Agriculture, and a little later the young Scotchman took Mr. Wilson's cousin in marriage and settled on a quarter section near Berlin, Iowa.

Land in those days was worth \$10 and \$12 an acre.

Through the years John Galloway raised corn and grain and saw his farm grow and his acres increase in value 'till now they are worth \$150 an acre.

During these years a large family of children grew up as strong and sturdy as the trees in the wind-break planted with his own hands in the early 70's. Lucky children, too, for they grew up under the stern Scotch discipline of the Free Kirk which knows no good but best, which knows no rule but right. They were taught to do right and fear no man, and when a thing needed doing that it must be done, not a quarter, not a half, but done right to a finish.

These are personal points but nothing I can say will give me greater pleasure than to here express my appreciation of the good staunch Scotch stock from which I am descended, because I believe it has enabled me to carry to success some ideas of right manufacturing, and right selling and right dealing, which I have formed; carry them to completion regardless of opposition in any quarter.

I was born on that farm down near Berlin, Iowa,

and I worked from dawn to dark just like other farmer boys are doing today. I know what farming means—from breaking sod to hauling the grain to market; from teaching a new born calf to drink out of a pail to driving the fat steer into the yards in Chicago or Omaha. I have used the old machinery and I have used the new, and I know the prices farmers have to pay for it.

One of those days on the farm I saw an advertisement. I think it was in the Iowa Homestead. A man wanted an agent for windmill springs, and I thought I could sell them. In fact, I knew I could, and I made my first venture in business with a dozen of those springs and I sold them because they were good springs and an article that was needed. I went out and sold hundreds of them. I traveled from house to house with a horse I traded for and an old buggy that cost me \$12.50.

One day I met an implement dealer who wanted me to work for him by the month, and I started in.

This implement firm was live and progressive. They soon began to wholesale wagons, buggies and farm machinery to the dealers, and I was sent out on to the road by this jobber to go from town to town selling to implement dealers only at wholesale, and I began to find out things.

I found out a lot of things for I commenced to open my eyes to what the farmers had to pay for their goods.

I was astonished, and said to myself, "If ever I have a chance to become a manufacturer I will sell my goods direct to the farmer at wholesale prices or better."

Here is an every-day case as an example.

We used to sell a 6-horse power engine for \$204 to the dealer, and it wasn't a very good engine at that.

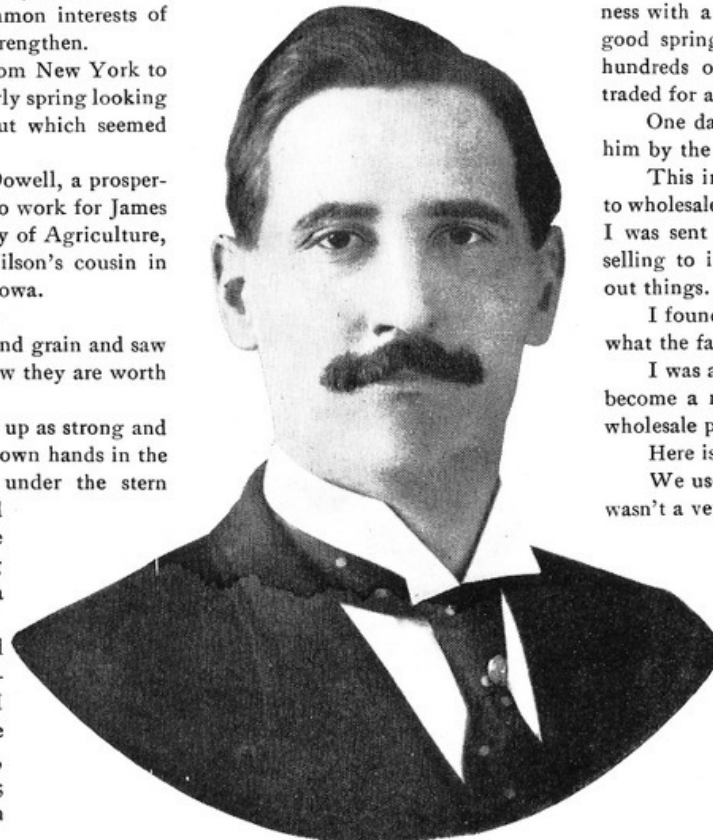
My employers were jobbers; they bought it from the manufacturer and he had to pay his salesman a heavy commission for making the deal.

I traveled over the country selling these to the dealer and I got my commission as well as my employers making their profits.

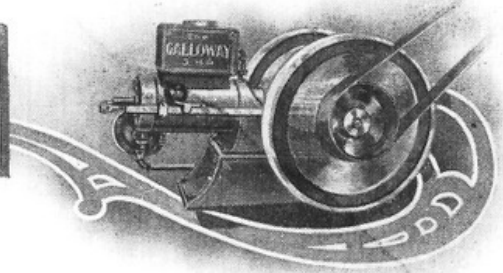
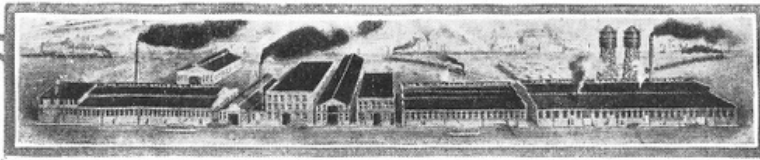
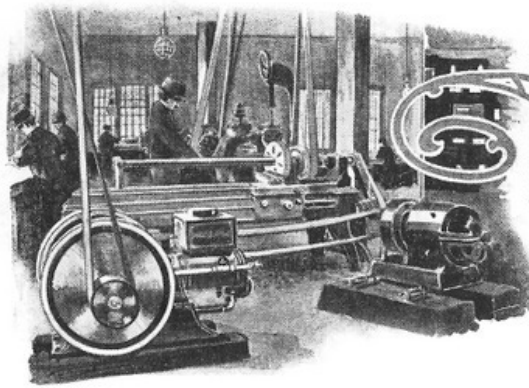
The dealer then tacked on 25% to 30% and sold it to the farmer, and I have no doubt by the time it got into the farmer's hands that 6-horse power engine cost him \$300.

In fact, I think that he most likely got less for his dollar in the way of engine value than in any other way he could have bought.

Think of it! He spent about three times as much



WM. GALLOWAY



for his engine as I ask today for my 5-horse and he didn't get an engine that was one-third as good; no, not one-quarter.

Of course, it paid him to get the engine; there is no doubt about that; but think of the amount of money he had to invest before he began to get his returns.

Now, this set me to thinking. I thought then that if farmers could afford to pay \$300 for an engine it must be a wonderful thing for them to have.

I could understand why it would save him in the course of a year many days of his valuable time, and that it would do much of his work a great deal better than he possibly could have done the work without the engine.

But it didn't seem right to me that he should have to pay that much to start with, and I figured that when I got in business for myself that there was going to be an engine sold to the farmer at a reasonable price and it would be a good engine, too.

Well it wasn't long before I bought an interest in that jobbing business and in about a year and a half more I bought out my partners and started in business on my own hook, and I didn't forget, either, the lesson I had learned on that gasoline engine matter.

I started in manufacturing and marketing my products direct to the farmer.

I took up the manure spreader business, and the whole United States knows that William Galloway finally succeeded in getting the best manure spreader on the market and that it is being sold today at about one-half what you have to pay others for a machine not one-half as good.

But there was a continual demand for a gasoline engine.

Men would write in, "I have used your spreader and it gives me perfect satisfaction. Do you make a gasoline engine," and I would have to tell them that we sold a gasoline engine, that it was a good one but that we didn't make it ourselves, and I made up my mind that I would have an engine that I could make myself, cut out everybodys' profits except a reasonable manufacturer's profit, and sell the machine direct to the user.

Well, in 1908 the opportunity came.

The Cascaden Manufacturing Company of this city have for years been making what I considered the simplest, most durable, most powerful gasoline engine on the market. It was called the Davis Junior.

I used to want to handle the engine but I couldn't get the opportunity because Mr. Cascaden also sold direct to the consumer, but finally he made me a proposition and though it ran into many thousands of dollars I accepted his proposition and bought the Cascaden factory, Davis engine, patents, patterns, raw material and finished product.

I took the whole business and I now own exclusively and manufacture this engine, and from now on it will be called the Galloway.

We have improved it in many ways. We have made it a better engine, and of all the engines I have seen at the State Fairs this year, and I made it a point to see every one, it has invariably been the lowest priced engine on the ground, the handsomest, the easiest running, the most simple, and by far the most satisfactory engine selling at any price. You will find this true if you compare it with the engine the dealers sell in your own town.

Just think what my engine has to stand in the way of a test. Day in and day out in

my factory it must go through the most rigid trial so that when it leaves my factory I know it is right.

But that's nothing to the test it has to stand after it gets onto your place, for I say to you that you can set the machine up yourself, put it to running and try it for thirty days yourself, free.

You can make it pull any kind of machinery that an engine of its rated horse power ought to pull, and I would like to ask you if you think your dealer would dare to let his engine go out without going along to see if everything is going well.

He daren't do it. His engine isn't built that way, and that's why I claim that this is the toughest endurance test to which any engine could be put.

I have given you this little history because I want you to know something of the way we try to do business.

I have through my early training gotten certain ideas of right that I must carry out, and I have applied these ideas of right in my plans of right selling, right manufacturing and a right price, and it seems to me after looking the whole situation over that the only right way to sell a man an engine is to say that he can try it for himself and that I will abide by his decision in the matter.

I know the dealer will object and he will do a lot of talking against my engine.

He will tell you that it won't work. He will tell you that you are foolish to spend your money that way.

You can't blame the dealer; he is in business to make money; but I just want to ask you this. Will his engine pull one pound more, will it run your saw any faster or make it cut a bigger stick because the dealer gets his 40% profit?

Will his engine make your mill grind one bushel an hour faster because the dealer makes his 40% profit?

That 40% might just as well be in your own pocket for you to buy a new suit of clothes with, or for you and your wife to take some trip that you are planning on.

In short, you could do many things with those dollars if they were in your own pocket that you couldn't do with them if they were in your dealer's pocket.

So whatever the dealer or anyone else has to say just decide this matter on your own judgment. Think over what I have told you of how I came to be in this business and see if you can agree with me as to whether or not I have the right plan of selling.

I know I have. Twenty thousand American farmers have told me so this year and three times that many will tell me the same thing another year, "for the price is right, the article is right, and it is sold to you on the only right plan—direct from factory to user.

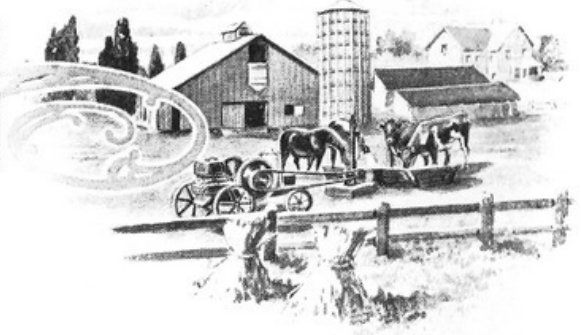
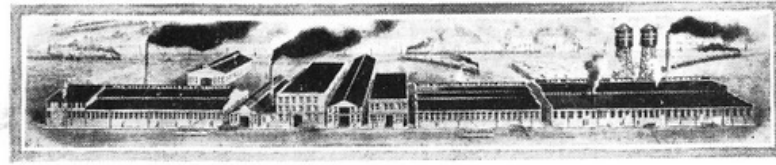
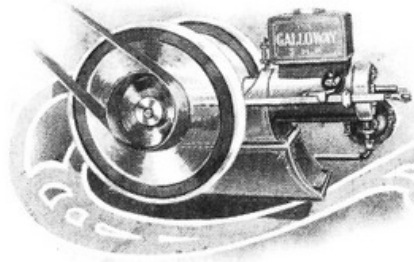
Remember, you don't even have to take my word. It is your word I have got to take. You try the engine for thirty days and you do the deciding.

We make the engine in the first place as near right as human skill can make it, knowing that it will have to stand this very test.

I invite your attention to the rest of my catalog, for every page means a dollar to you. It is just the same as though a dollar bill was pinned on every leaf that you turn.

Yours truly,

Wm Galloway



Our Location

It helps to save you dollars and cents. I want to make clear to you the advantages of our exceptional location

WE are situated right in the heart of the nation in one of the most wide-awake, progressive cities in the country. The city of Waterloo has a population of about 25,000 hard working people who mostly own their own homes and enjoy living to the fullest. This bustling manufacturing city is situated on the banks of the beautiful Cedar River. Its splendid homes, green lawns and magnificent shade trees make it one of the most beautiful of cities. Its public buildings are imposing; its paved streets,

energetic business men, excellent school facilities, all stamp it as an ideal modern American city. The illustration on this page shows Waterloo's beautiful Melan arch bridge spanning the Cedar River. A similar bridge is now in process of construction one



street below. In the background can be seen the towers of some of its churches, the Black Hawk County Court House, large jobbing houses, several manufacturing establishments, its milling industries, the Illinois Central Railway station and interurban car crossing the bridge. For progressiveness, energy and up-to-dateness, this city is second to none. These conditions contribute to making the home life of its many factory workmen pleasant and happy. The workmen here are satisfied and unaffected by strife and turmoil. There are no strikes to interfere in the manufacturing or to cause a cheapening of the quality of our output. Waterloo is fast becoming famous as the factory city of the middle west. No city could be more fortunately situated for a concern manufacturing gasoline engines and other farm implements to be put out in exchange for the farmers products grown right out of the soil.

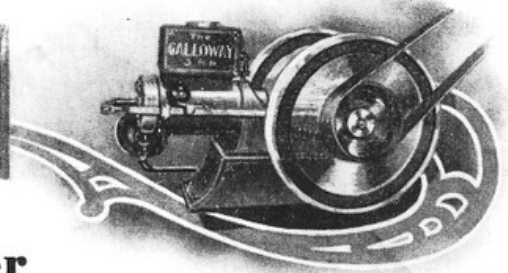
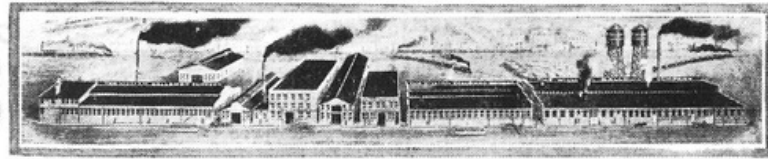
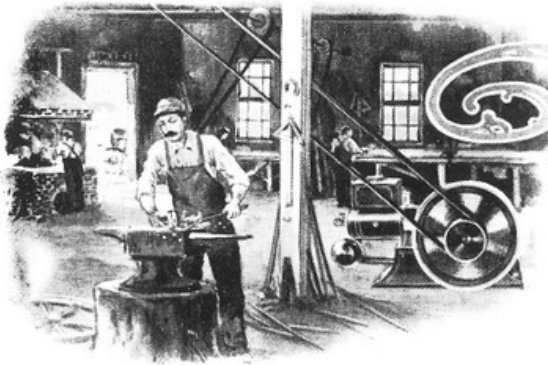
We understand conditions perfectly because we live right in them. The raw material used in the construction of our engines lies almost at the doors of our factory. We get our lumber right direct from the mills of Wisconsin. All

our iron ore comes from the famous Mesaba region of northern Minnesota, and it is moulded in our own foundry. There is no large expense for long freight hauling of raw materials to our factory. We are in turn in a position to deliver the finished product at our customer's station at the least possible expense as we are situated in the heart of the greatest buying section in the world along the lines of goods that we handle. All these things make our location very favorable to the man who buys. It means that the man who buys of us gets the best goods at lowest possible cost.

Our Shipping Facilities Are Unequaled

There is nothing more necessary for a satisfactory conduct of a mail order business than good shipping facilities. I believe that our shipping facilities are unequalled anywhere. We are located on the main lines of the Illinois Central, Chicago Rock Island & Pacific and Chicago & Great Western Railroads, the latter two of these roads pass right by our factory doors. We have close connections with the large trunk lines of the Chicago & North Western; Chicago, Milwaukee & St. Paul and Chicago, Burlington & Quincy Railroads. We also carry goods in warehouses at Minneapolis, Kansas City, Fargo, North Dakota; Madison, Wisconsin; Indianapolis, Indiana; and Portland, Oregon; so that we can make very prompt deliveries to any section in the United States. It very frequently happens that enough orders come in in one days time so we are able to make up special car load shipments to a state, securing quicker service and lower freight rates per machine. We consider prompt shipments a most important feature in our business. When you send us an order it is filled quickly and the goods do not lie three or four days in the railroad freight houses on account of congested freight as in large cities. Our business is so large that the railroads put a regular freight man right at our own factory so the goods are packed in cars ready for shipment right out of our own factory instead of being carried to different freight depots. We aim to make up carload shipments to different points nearly every day so as to insure almost through fast freight service. Consider these things carefully in connection with the other many advantages in buying goods of us. No matter where you are situated we can save you money on gasoline engines. We can even ship engines from here to Alaska, Maine, Florida, California, Washington, Canada and foreign countries, as well as every state in the Union, and save you all the way from 30% to 50% over what you would have to pay for gasoline engines of the same capacity and equal quality in your own town.





Only Successful Mail Order Gasoline Engine

mail it's got to be right in every way to stand up to the thirty days' test which we ask every customer to make before deciding to keep the engine.

There was a time that gasoline engines could not be sold successfully by mail direct from manufacturer to the user.

Why?

Because, they were not a positive success.

Because it took an expert to run them and he could not do it at times.

Because they were complicated and hard to run.

That time is over so far as our engines are concerned, although I will not say that it is over on all gasoline engines made today, because some of the engines that are sold today, especially those made by smaller concerns and sold through dealers, will not work without an expert and somebody continually around them.

It is not the case with the Galloway.

Because in the first place, before we made our deal with the Cascaden Manufacturing Company of this city for the purchase of their enormous engine plant, they had sold them for years through the dealer and then in later years by mail—thousands of them—we looked into the matter very thoroughly as we realized in order to make a success of this engine it would have to be right in every particular and detail to be a successful mail order engine.

In looking up the matter carefully we found they did not get $\frac{1}{3}$ less than one engine in every 200 of the engines returned that they sold by mail on thirty days free trial, and they sold thousands.

This satisfied us that the engine was right and mind you this was before we made the many improvements added in the past months which makes it still more easy to operate.

There is one thing we want you to always remember about the Galloway engine, and in fact about any of Galloway's goods.

It is this: On the plan we sell our goods, we realize that the goods have got to do the talking themselves.

We know when we sell them by mail, direct from our factory to the user, they go out all over the country and when the goods arrive at your place they have to be right in order to complete the sale and make it a success, because on the open plan of selling we follow, the goods are ours unless they please you, and we cannot and will not ask you to take them unless you are satisfied.

When we make these engines we know and realize these conditions.

Every man in our factory knows them.

They know, when they make their particular piece, or whatever part in the building of the engine is theirs, that the success of the engine depends on everything being made right.

Why? Because we know when we make it to sell by

They also know that their jobs depend on the goods being made right and that we, as well as ourselves, are better off financially to simply keep the goods at our factory and not ship them out at all if they are not absolutely right in every particular, because it is not our word you have to take in this matter, but it is your word and say-so that we have to take about the goods. We know the goods have to be right and better for you (in order to get your business) than they would be for a dealer who has nothing else to do but keep running the different goods he sells, and the manufacturer who makes the dealers goods realizes that if anything is wrong with the goods, the dealer can fix it.

I tell you this is not the case with the Galloway. The engine has got to be right before it ever leaves our shop, as near as it is possible for human genius and skill to make it.

Every piece of our engine is carefully inspected and if one piece that is not exact should happen to go into the engine and you should get it, the workman who put in that

particular piece knows it is traced back to him and he may lose his position.

This is what insures a perfect machine.

That and the fact that our engine has always been built on the simplest and most satisfactory principles is the reason we have a successful mail order engine and I doubt if there is another successful one made in the United States today.

We know and realize they have got to be right in the first place before we put them in the shipping crates ready to go to the user.

No engine ever constructed is as simple as the Galloway. It is about impossible to make one more simple.

Just four things to do to run it—and you never go wrong.

First: Turn on the gasoline.

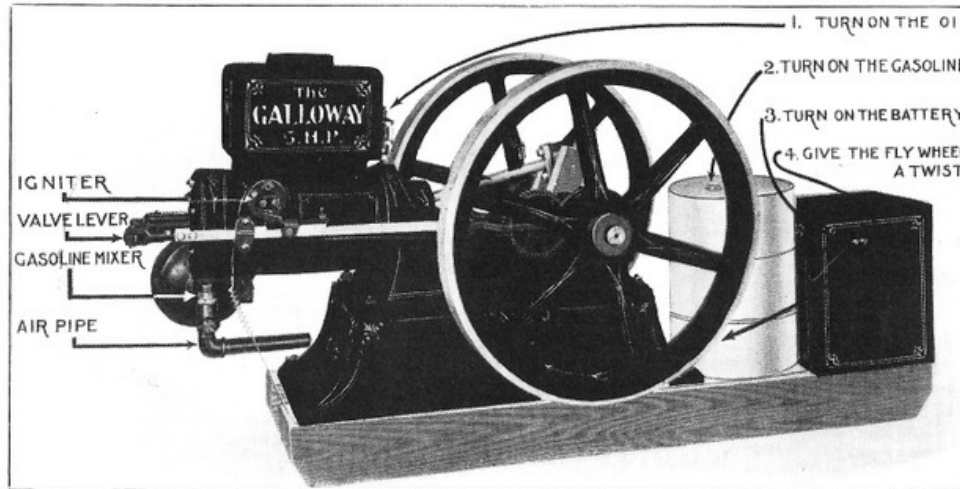
Second: Turn on the lubricating oil.

Third: Turn on the battery.

Fourth: Give the fly wheel a turn.

That is all, and away she goes.

Remember, all you have to do to keep it going is to keep it supplied with lubricating oil, gasoline and water, and of course, after you have run it a long time you will have to put in fresh batteries.



Simplest and easiest operated engine in the world. No extra gears, levers, valves or mechanical parts. Just four things to do in starting the Galloway

This is why we have the only successful—direct to you—engine today.

When we make the Galloway we know what is necessary to make it a success, viz:

First: So simple you can understand it.

Second: So strong it cannot break.

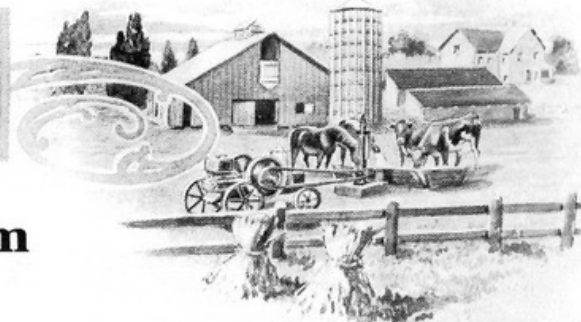
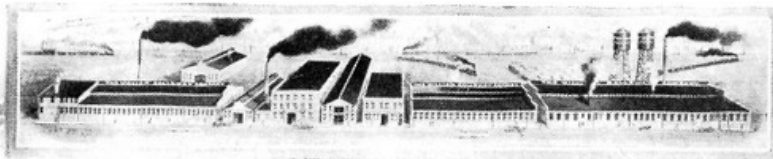
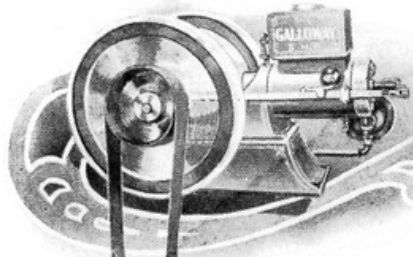
Third: Very easy to start, and

Fourth: Most important of all, you don't even need to understand the principle of a gasoline engine to successfully operate the Galloway.

Just remember the four things in starting and keep it supplied with these four things, oil, gasoline, water and batteries.

And always remember this, the Galloway engine is absolutely safe and cannot explode no matter what you do to it.

It's the cheapest labor and help you can buy.



Make More Money on the Farm

That's the question which confronts every farmer
The question is: How can it be done?

I will tell you. It's all in management.
Running a farm is just exactly like running a factory.
You are a producer.

Instead of manufacturing a machine, some kind of ware or something else, you are turning out products of different kinds, such as grain, live stock, fruit, vegetables or whatever the case may be.

You are a manufacturer in reality, in the true sense of the word, when you manufacture the stuff off of your farm.

The more dollars worth you are able to get by careful management, at the end of the year the more money you have made.

Did you ever stop to think what your time is worth in actual dollars?

Then figure what it costs you for a hired man.

At present a good hired man costs from \$25.00 to \$45.00 and board a month and it is sometimes hard to get a good one at that. That is an average of about \$32.50 a month.

Do you know what that means?

It means \$390.00 a year for a man, or 10% interest on \$3,900 annually; or 5% on \$7,800 annually.

That's the interest you pay on labor or that's what a man is capitalized at, and, mind you, you do not own that labor either, and you are sometimes glad to pay higher in order to get it.

Your own time is worth at least twice as much and perhaps ten times more.
Get your pencil and figure it out.

In our business, the manufacturing business, we pay as high as from \$1,000 to even \$5,000 for a machine that saves one man's labor.

Why?

Because a \$5,000 investment at 6% is only \$300.00 annually. Less than the interest on a farm hand.

We could not begin to hire a machinist or mechanic for that money, yet we are willing to pay \$5,000 cash for a machine that will save one man's labor simply because it will do better work and at the end of a certain period the machine pays for itself and we have something to show for what we spend our money.

It is just exactly the same way on the farm, only the class of machines you have to buy to save labor on the farm don't cost nearly so much. It always pays a farmer to invest in a machine that saves labor if he can figure out where it pays.

A Galloway 5 h. p. Gasoline Engine costs

you only \$119.50. The interest on this amount for one year at 6% is only \$7.17. Now that is the only way you can get at it. Just think of it! The interest on the investment of a Galloway engine for a year is only \$7.17.

Read these five lines over again.

It is less than you can hire an ordinary hired man for a week to say nothing of what it costs to feed him.

It can be operated at an expense of not more, at the outside, than fifteen cents per horse power for fifteen hours steady running, without even a stop for feed.

Did you ever take a look into your pasture or stable and look over your horses and stop to think that you can pick out the poorest horse you have, one that may be blemished, one that may be a little off in the wind, one that may be a little under size, a horse that may not be doing you so very much good, and sell him for more than enough to buy a full 5 h. p. Galloway Gasoline Engine?

What does it cost to keep a horse at the present price of grain and feed? Even the poorest one, because you know it costs as much to keep a poor one as it does a good one.

If you actually figured it out the result would surprise you.

In town where we have to buy all the feed, it costs at the very lowest estimate \$5.00 per month.

That is \$60.00 a year or 6% interest on an investment of \$1,000 annually.

Just think this over.

Of course, I know you raise your own feed; that may be true, but if it was sold instead of being fed, see what it would bring you.

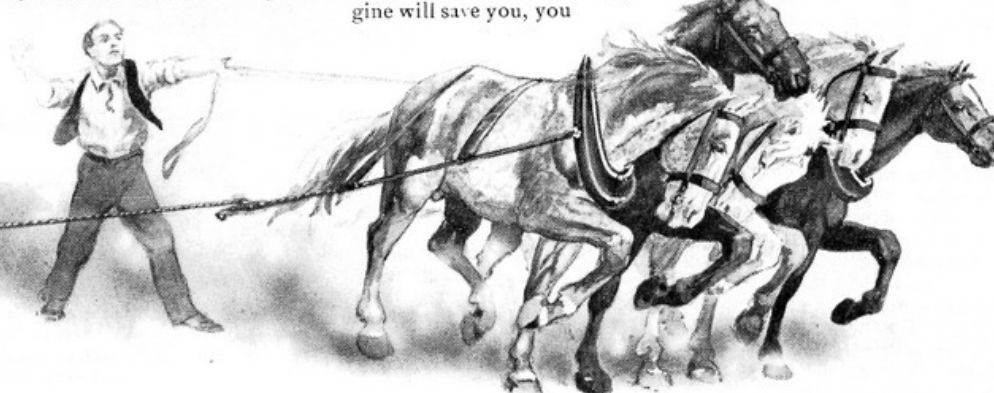
I know just exactly how it is on the farm.

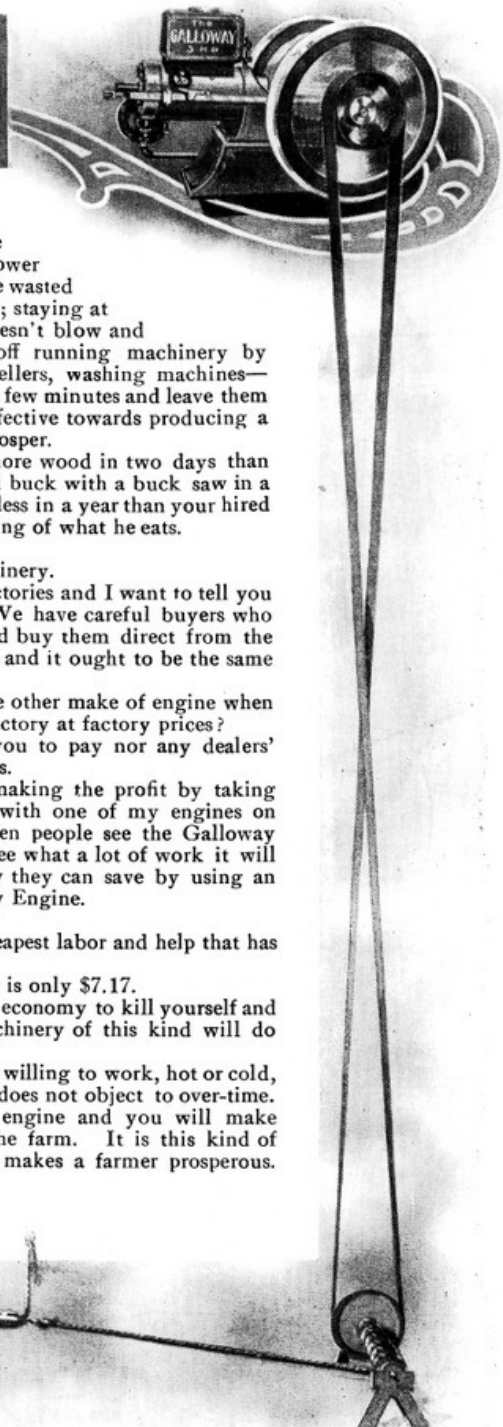
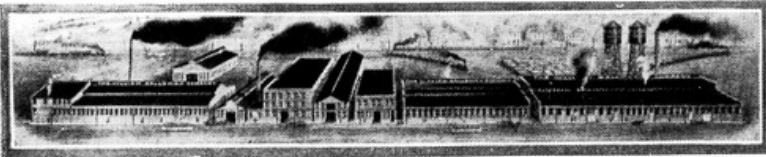
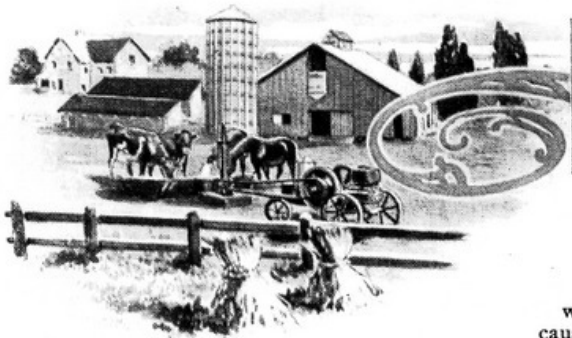
I was raised on a farm, have farmed all my life, and today my brother and myself own and operate a large farm in Canada.

We have lots of horses and I know we have one or two that we could just as well get along without and perhaps be ahead at the end of the year because unless an accurate account is kept you do not fully realize what it takes to keep a horse.

Sell just one of your poorest horses and buy a Galloway Gasoline Engine.

After you do it, see how much labor and time that engine will save you, you





to stop and rest; it will run for a week without stopping, and there is no danger of it dropping dead; it will run in warm or cold weather—anytime in fact, and is good for twenty years' service.

When your horse reaches the age of ten or twelve years it commences to depreciate in value

Now, if you want to divide up your work in a right and systematic way just sell your poorest horse and try this out.

You will be surprised.

To sell your poorest horse and buy an outfit like this is what I call good judgment and management.

All there is to making money on the farm is good management.

Why is it that two farmers living right side by side are so different?

I know of hundreds of cases where right across the road from a very prosperous and well-to-do farmer, there is a farmer who farms under exactly the same conditions as far as rain and sun are concerned, having the same soil, and he is not able to make ends meet.

Why is this?

Here's the reason:

There are too many leaks.

He does not manage carefully enough.

He does not divide his facilities equally.

He has perhaps too much horse-flesh power that is not bringing him in a dollar, but is eating his head off.

It is just exactly like running a big factory like ours.

Some superintendents and managers can run a factory and stop all the leaks by distributing different facilities they have, that save money, in the right direction.

They will invest the money that is appropriated to them wisely and install labor saving machinery that saves man-labor and time, and at the end of the year they make a record that shows a good balance, while on the other hand, others

do not watch these little things and there is always some department

will say, that the price of your poorest horse was well spent indeed because you will have a 5 h. p. engine at your command any minute, any time of the day; it will work over-time; it don't need

eating its head off. It is just exactly the same on the farm. Some farmers pay out too much for labor and power that could be produced at a less cost; allow feed to be wasted that would go twice as far if ground up and fed right; staying at home and pumping water by hand when the wind doesn't blow and they ought to be in the field; work their heads off running machinery by hand for hours—such as cream separators, corn shellers, washing machines—doing work that a good gasoline engine could do in a few minutes and leave them feeling good to do other work that would be more effective towards producing a good crop, and then they wonder why they do not prosper.

A Galloway 5 h. p. Gasoline Engine will saw more wood in two days than you and your hired man and two or three boys could buck with a buck saw in a month, and the interest on the investment costs you less in a year than your hired man's wages would cost you for a week, to say nothing of what he eats.

It is all in management.

Now, here's another thing—the buying of machinery.

We buy a lot of labor saving devices for our factories and I want to tell you we do not pay any more profits than we have to. We have careful buyers who buy the most up-to-date machinery they can buy and buy them direct from the factories that build them when it is possible to do so and it ought to be the same with you.

Why pay from \$50.00 to \$300.00 more for some other make of engine when you can buy the Galloway right straight from the factory at factory prices?

Remember, I have no salesmen's expenses for you to pay nor any dealers' and jobbers' profits to add to the price of my engines.

My factories are your factories and you are making the profit by taking advantage of my low prices. An up-to-date farmer with one of my engines on his place is all the dealer or salesman I want, for when people see the Galloway Engine working on his place, see how simple it is, see what a lot of work it will do, see how little fuel it takes and how much money they can save by using an engine and buying it of me—they buy the Galloway Engine.

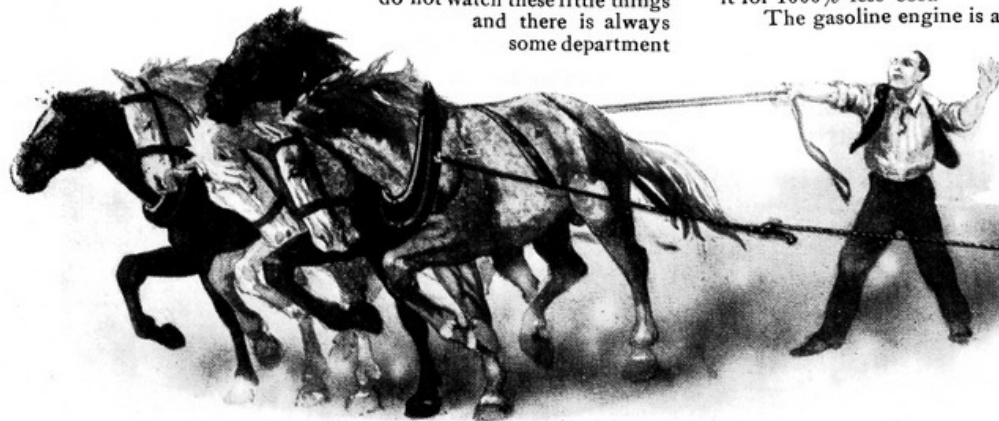
You get them at factory prices.

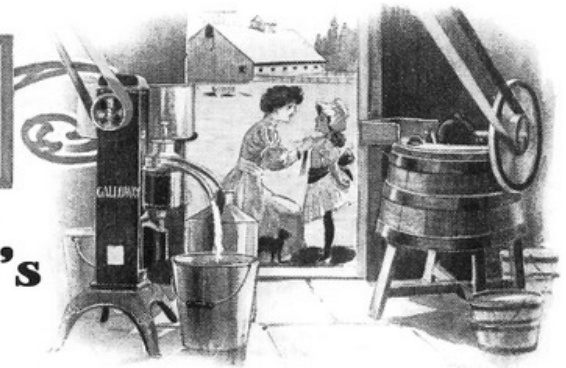
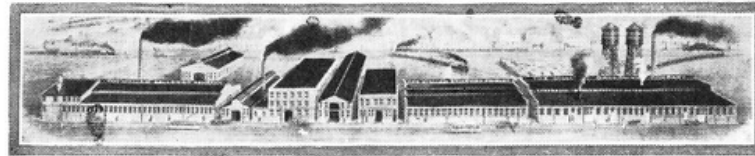
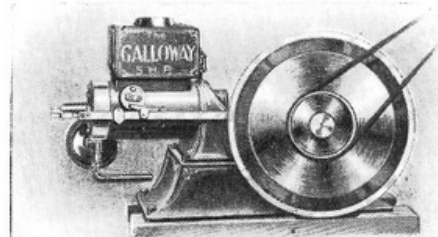
Get a gasoline engine to do your work—the cheapest labor and help that has ever been contrived.

The interest on the investment for a whole year is only \$7.17.

There is such a thing as economy, but it is not economy to kill yourself and pay out money on expense for hand labor when machinery of this kind will do it for 1000% less cost.

The gasoline engine is a machine that is always willing to work, hot or cold, rain or shine, and does not object to over-time. Buy a Galloway engine and you will make more money on the farm. It is this kind of management that makes a farmer prosperous.





The Galloway is Everybody's Engine

I Want You to Consider Carefully the Many Uses of the Gasoline Engine



On the Farm the Galloway will go a long ways in helping solve the labor problem. Its uses are almost without number. It can be depended upon to shell corn, run the separator, turn the washing machine, crank the grindstone and do a dozen other things that would require your own or hired labor. It will positively pay for itself, and in fact, make money for you before the year is out.



The Cream Separator. Twice a day for every day in the year—730 times—a Galloway can be used to save time and labor in running this profit-making machine. Consider this item alone and none of its other many uses and it will pay you to buy a Galloway engine.



The Churning comes two or three times a week and takes a lot of valuable time which the Galloway will save. It beats the old way all hollow.

The Washing Machine. Once a week invariably, the women folks have this hard, tiresome work to do. It would only require a Galloway engine to save this hard work and they can be looking after the cream separating at the same time.



Two Men to Run a Grindstone is poor economy of time and labor. When it comes to sharpening tools you can do it alone with the help of a Galloway engine to turn the grindstone for you.

Shelling and Shredding. How can you get along without a Galloway when it comes to work of this kind? More than man power is required here. The cheapest possible power would be a Galloway engine. Try one and prove it.

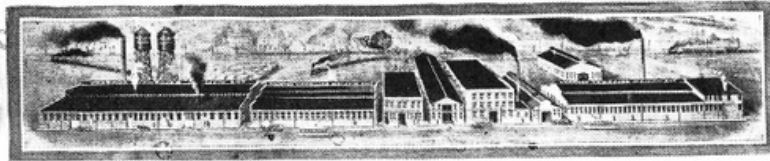
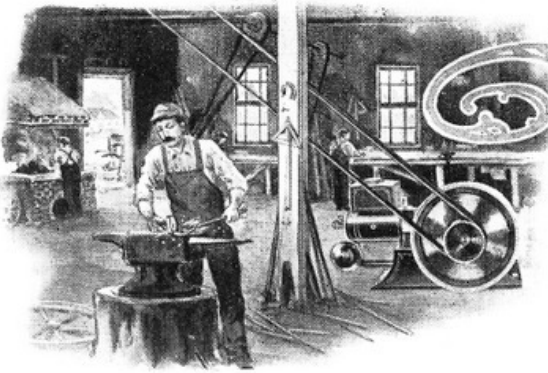


The Elevator and Silo go hand in hand with a gasoline engine. Of course, you can use an ordinary horse power, but it is a lot cheaper to use the Galloway and three times more satisfactory. That is why so many farmers are buying our 7½ and 10 h. p. engines.

Sawing Wood. There is a lot of money to be made with the right kind of a sawing outfit. We can fit you out with one complete and save you fifty cents on every dollar.

Pumping. When the old wind mill balks on a calm day, or is put to rest by a bad storm, or laid up for repairs by lightning, or for any other reason is put out of business, what are you going to do? Pump water for twenty or fifty or 100 head of stock? It's mighty poor management when a Galloway engine would always be ready to do the work.





In the Printing Shop the Galloway will give dependable power. It is a lot cheaper and more satisfactory to install a 5, 7½, 10 or 15 h. p. Galloway for running the printing press, cutting machine, etc., than it is putting in a cumbersome, expensive steam boiler which requires an engineer to run it. Many of our engines today are giving satisfaction in the print shop. We recommend them highly in this connection.

Blacksmith Shops today require some reliable power. Just let a Galloway supply it. A good 5 h. p. Galloway will be all you need ordinarily. You can buy one for \$119.50—a clean saving of \$100 to \$175 of retail price.

In the Wood-Working Shop there are lathes, small saws, planers, etc., to run. Just the power you need for such machines is a good, steady-running gasoline engine. It is ready to start the first thing in the morning and all the attention it needs is merely oiling and supplying the gasoline. Will run all day without a murmur.

Everywhere gasoline engine power is almost universally needed. It can be used in almost any capacity.

In Running the Spraying Machine it is handiest and most economical.

Small Electric Light Companies are using the Galloway for power to good advantage. Private lighting plants almost invariably use the gasoline engine power. Own and operate your own private plant.

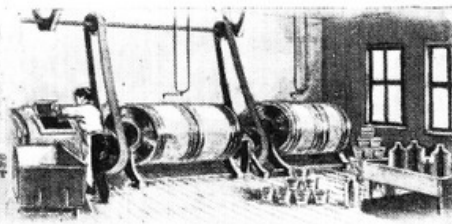
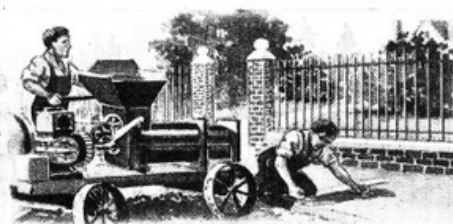
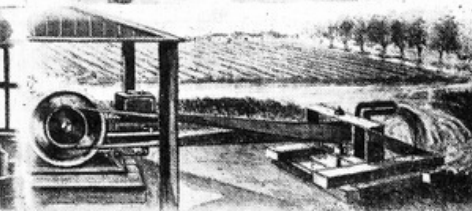
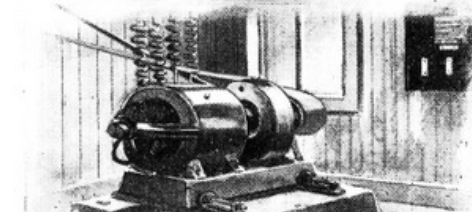
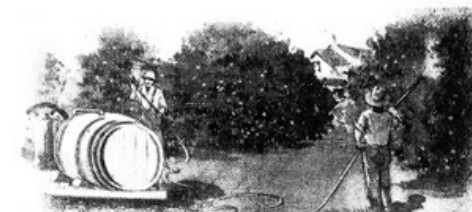
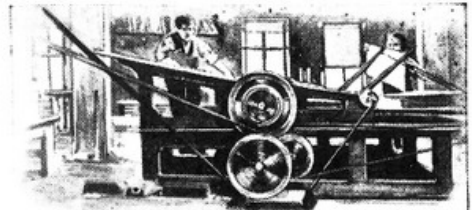
Irrigating Pumping Plants can be quickly and economically fitted out with a 5, 7½ or 10 h. p. Galloway. Notice on pages thirty and thirty-one our list of extras which we can supply you with for this purpose.

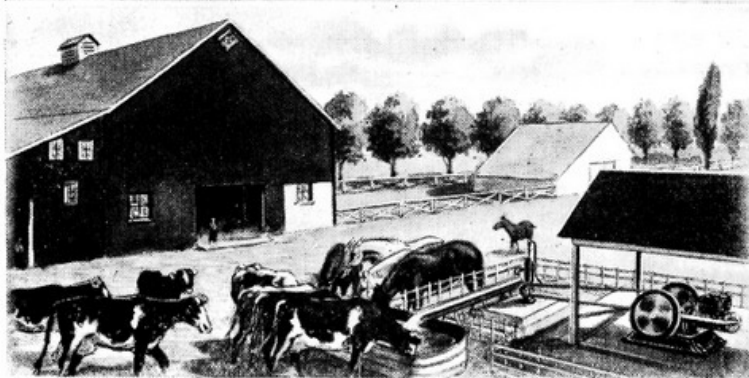
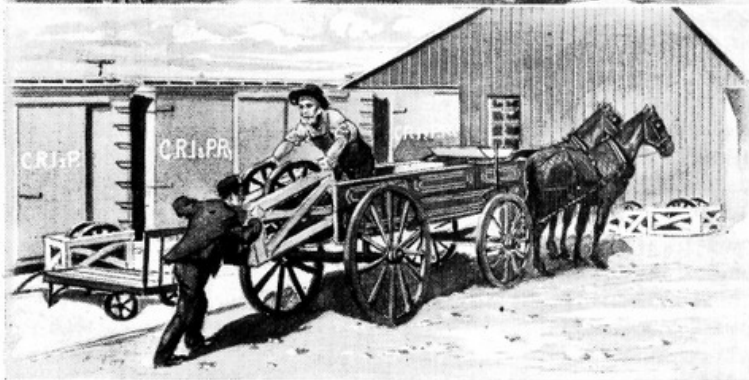
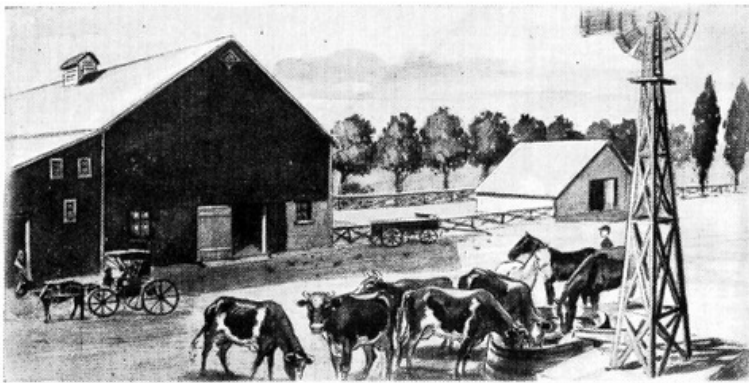
A New Departure in the last few years has been to run a cement and concrete mixer with gasoline engine power. You get the biggest power in the smallest space and convenient for mounting on trucks.

For the Same Reason more than one threshing company has adopted the gasoline engine in the past year or two as the most satisfactory power. Ask anyone that has made the change. You couldn't hire them to go back to the old steam power engines. We can mount any size engine (except our 28 h. p.) that we make on trucks. Our engines are comparatively light and easy to move from place to place and cost one-third as much as steam power. You pay a big price for the traction feature of your threshing machine engine. Save this by buying a Galloway 15, 18 or 22 h. p. engine—mounted.

I have not attempted to set forth here a complete list of the many uses of a gasoline engine for power, but merely point out and illustrate some of its most common uses. I want here to call attention to the many illustrations given among the letters from our customers showing to what actual uses our engines have been put. We are showing there over sixty illustrations taken from actual photographs sent us by users of our engine, which show wonderfully well how a good gasoline engine can be made to do a lot of hard work on the farm, in the shop and everywhere.

There is no machine that would pay you bigger interest on your investment—none that will save you such a lot of genuine hard work. It will pay you to buy a gasoline engine. It will pay you best to buy the Galloway.





My Experience in the Wind Mill Business

I WAS raised on a farm where we always had a wind mill.

I have a farm now on which we have a wind mill, and I used to be in the wind mill business and am pretty well posted on them. We used to sell the best makes all over the country.

I have seen farmers invest all the way from \$75.00 to \$100.00 in a brand new wind mill and go to town the very next week for another one because the one they had just put up was blown down and all smashed to pieces.

I remember at one time in Reinbeck, Iowa, where I was in the implement business, there were twenty-two wind mills blown down in one night. The next day there was a skirmish for windmills.

We were out of them and the farmers did not know what to do.

We wired for a carload and got them in just as quick as we could to replace the ones that were blown down. Some farmers had to wait two and three weeks before they could get their mills replaced.

And when I stop to think of it now and figure out the cost of a wind mill compared with a gasoline engine like we sell with the power our Galloway engine has, and the other many uses you can put an engine to, I can not help but think that it is poor management to put up a wind mill of any kind on a farm.

Since that time some of the wind mills which we put up to replace the ones that were blown down, have been blown down again and have had to be replaced.

Now, to say nothing at all of the risk of having them continue to blow down; to say nothing of the chance farmers take in keeping them oiled and repaired and keeping the children from climbing up on top of them—the worst of it is this:

When the very driest, hottest time of the whole year comes on the wind mill won't work because the wind won't blow and the farmer is out of water entirely—he has to stay away from some of his important work to pump water.

Then again quite frequently in the winter time a wind mill gets covered with ice and sleet and nothing can move it, so you are out of the use of it again. There is nothing to do but go out and run an iron pump handle for three hours straight, almost freezing your hands to the heavy iron handle.

Now what's the use of monkeying with a wind mill, depending on the wind and running a chance of it not only blowing down, perhaps hurting somebody, but being out of water the very time you need it most.

Get a Galloway Gasoline Engine and you can go inside on the coldest day in winter or the hottest day in summer and start it off knowing that it will run at just the speed you set it at, just as long as you want it to run.

It is an actual fact that half the pump troubles all farmers have today is because of the unsteady speed the pump is driven at by the wind mill.

Half of the time it is running so fast that it almost jerks the pump out of the well.

Then again, so slow that on account of it having run so fast the leathers are all worn out, the valves are spoiled and it will not throw a stream at all.

Then in a few years' time the trees around the house grow so tall that even if there is wind you do not get a breeze at all and you either must put the tower of the wind mill higher (which is dangerous and inconvenient) or cut off the tops of your trees which you hate to do because it took a long time to grow them, so your wind mill is no good to you and you will have to take the time to pump the water by hand.

A wind mill is a good deal like a sail boat.

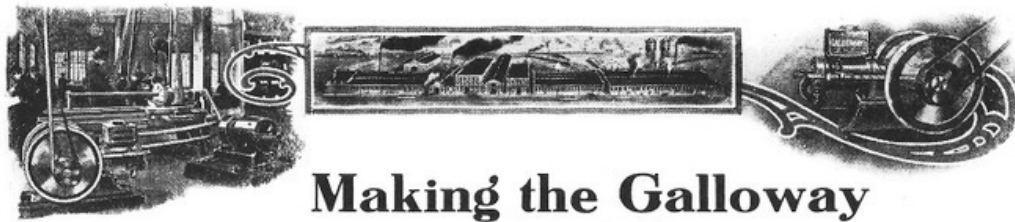
It is alright when the wind blows, but cannot absolutely be depended upon and if you ever noticed, just when you are going some place or just when you are at the busiest time perhaps of the whole year, the wind don't happen to blow or the mill is out of whack.

I know just how it is, I have been there myself—it's an investment good for pumping water only.

While manufacturers have tried to get around it, wind mills are not practical to do other things than pump water, such as running a saw, grindstone, grinder or corn sheller, and you can't do it unless the wind is blowing. You can't afford to place reliance on any machine that only once in a while serves the purpose it is intended for.

I say it will pay every farmer to buy a Galloway engine regardless of whether he has a wind mill or not. I say to every man who figures on buying a wind mill not to do it, but get a Galloway Gasoline Engine and so secure a machine that will run any time or all the time just as you want it and whenever you want it. This is the sort of economy in buying that means something. A saving of labor all the time and a ten times better investment. Any man who has owned a mill knows these are facts. It won't take you long to figure it out if you will just consult my engine price list and buy a Galloway to do your pumping and all other things for which power can be used on the farm.

Men who have bought my engine tell me it is the only power, and you can always depend upon it.



Making the Galloway

I want you to know about the care used in the selection of materials and the pains taken to make the Galloway the best engine built

A GOOD factory is the best indication of a good engine. Our factory is thoroughly equipped for turning out the best engine built. It is modern in every detail—clean, roomy and arranged for bringing in the raw material at one end, working it up step by step and turning out a completely finished machine at the other end. As a friend of mine told me one day after I took him through the factory. He said, "Galloway, you keep everything moving and turn them out as if they came out of one big machine." That's the idea exactly. Human genius could not produce such a high class machine for less money.

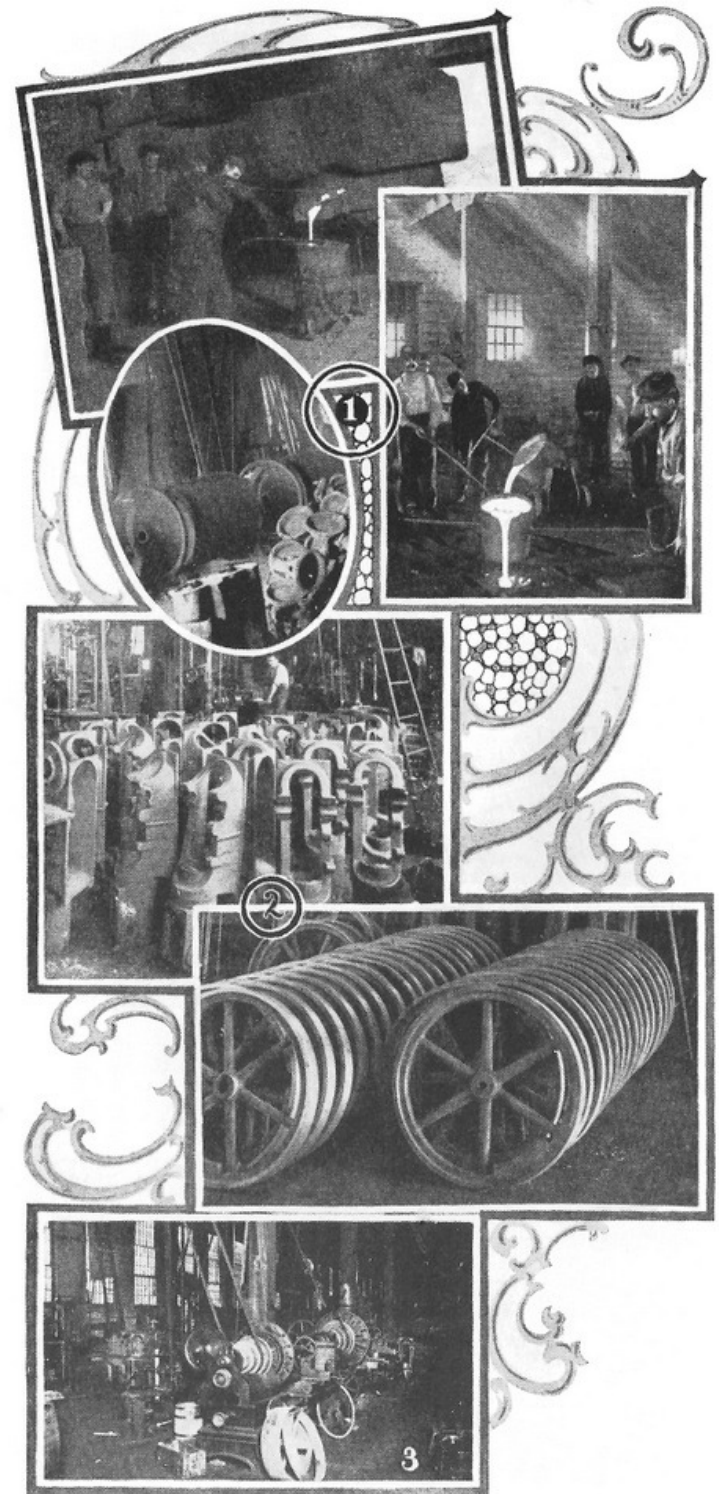
There are no extra steps, no waste time or extra carting around—in fact, there is no "lost motion" in the building of the Galloway Engines or in the product we turn out. A glance at the large illustration on pages sixteen and seventeen tells the story in a nut-shell. This sketch is made from an actual view of our gasoline engine factory, showing the arrangement of our different departments. If any competitor tells you his engine is a better made machine, ask him to show you where it is made—for an engine can be but little better than the factory that builds it.

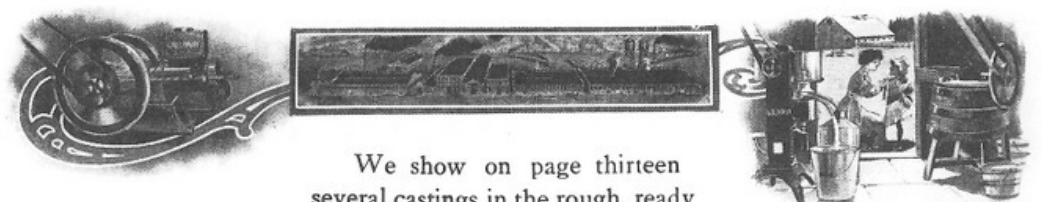
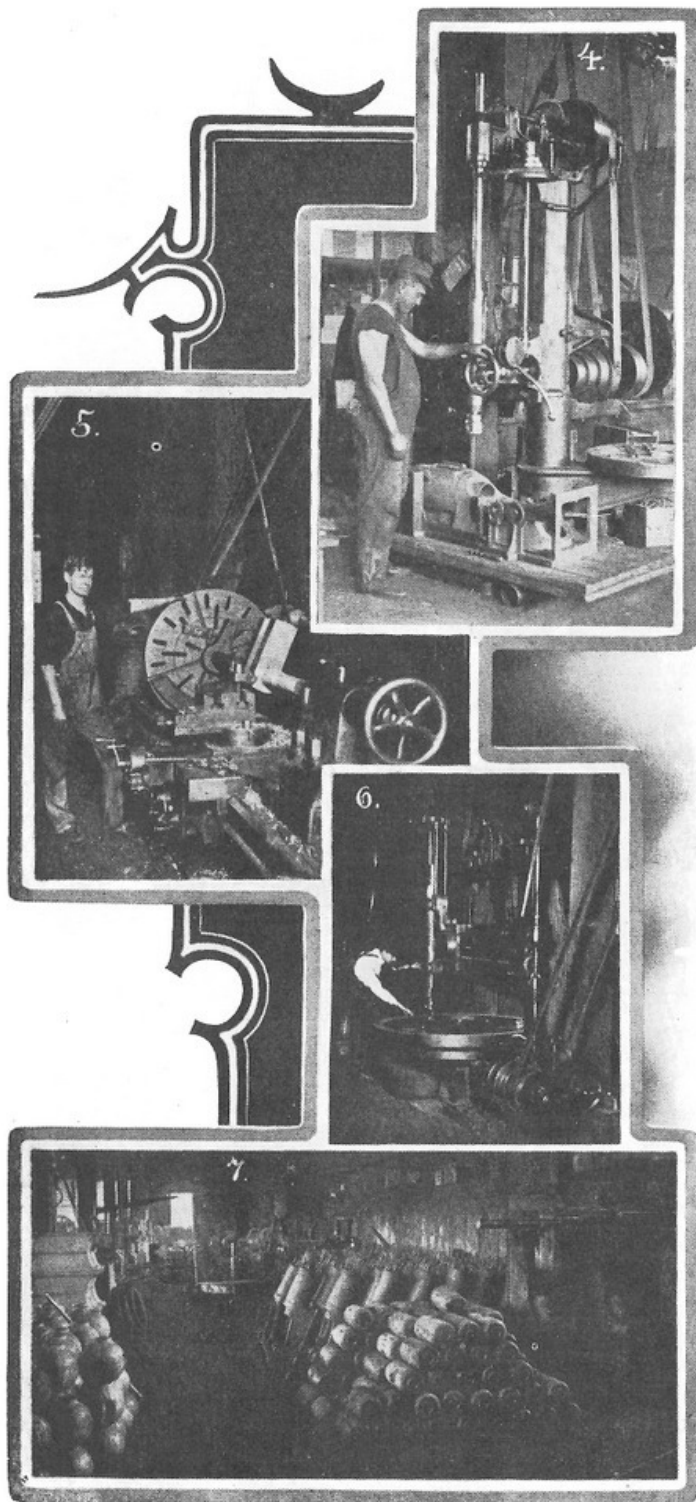
We are able to save our customers money right at the start on account of our superior methods of manufacture. We save money by saving time and labor in the making of our engines. Every man has his particular work to do and is an expert in the turning out of that work. We are actually making and selling better engines today to you for less than some factories can make them for, and putting in better stuff at that.

When it comes to the construction of the engine, the castings are by all odds the important thing in any gasoline engine outside of the principle on which the engine is built. The base, the balance wheels, the cylinder, the water-chamber are all made out of castings—and castings differ a lot. The great fault in machinery castings is their brittleness. They are too hard and break too easily. It is seldom you hear of too soft castings.

Our castings are made by a special secret formula which produces a cast-iron that has much of the properties of malleable for working and extraordinary strength and endurance. You won't find castings breaking in our machines. There is no engine built that has better castings in it than you will find in the Galloway.

After our castings leave the blast furnace, shown in illustration No. 1, they have quite a road to travel before they enter the factory. They are first carefully hammered when leaving the moulds to remove the moulding sand and small iron clinkers and then go up to the shakers. In the shakers they get two to three hours' thorough rattling and testing out to remove all particles of sand and to locate, if possible, all imperfections. They are then blown by air pressure to make sure they are clean and free from flaws. We then sort all the castings thoroughly, throw out any defective ones and set the good castings aside to be filed, sand papered and worked.





We show on page thirteen several castings in the rough, ready to put on the lathes, drills, planers, etc. They give a good idea of the high quality of material that goes into our engines. All work on lathes, drills, planers, etc., is done by setting the casting in forms which insure every casting being drilled absolutely accurate and thus making the parts of our different sized engines interchangeable.

Without attempting to go into detail and show how every part is taken from one lathe to another or from lathe to planer and planer to boring machine—I just want to call attention to some of the different machines used in our factory in the construction of Galloway Gasoline Engines. Illustration No. 3 shows a large lathe at work turning out rims. No. 4 shows one of our large boring machines drilling cylinders. This work is very accurate, at some points being measured at one one-thousandth of an inch.

The work on the crank shaft shown in No. 5 is very accurate work and requires the close attention of our best workmen. Drilling the large balance wheels and trimming them up is shown in illustration No. 6. Finally, in No. 7 can be seen piles of finished castings with proper fittings ready to be assembled. They have passed through several stages and the hands of many experts, and the result of their work is shown in our next two departments—those of assembling and testing.

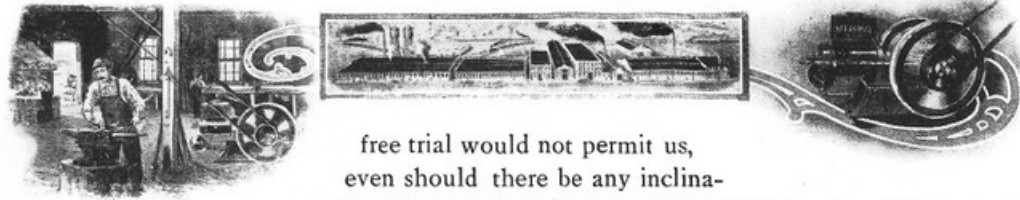
We assemble a lot of small-sized engines at a time. They look like a small army when they are lined up, and indeed they are. These twenty or so little machines of steel and iron in this picture represent over 100 horse-power. Think of putting 100 horses up along-side of them. The work they can do cannot be equalled by that many horses operating the old tread power or circle horse-power and yet they represent less than one-fifth the amount you would have to pay for that many horses.

An engine when it gets through our assembling department is bound to run. There isn't any question or doubt about it. But to insure all adjustments being made properly and that every machine has the power claimed for it, it must go through a severe try-out in our testing department.

Every machine is here tested as shown in illustration No. 9 with brake attachment. They are run at a high speed, carefully inspected to determine that our cooling system is in order, and gauged by a brake beam test and weights to secure all and more power claimed for them.

Then a final test is given the engine after it leaves the paint shop to be sure if everything is in proper running order. We take no chances in letting any that are weak or defective get away from us.

Implicit instructions are given our experts that nothing but perfect engines go into the paint shop from our testing room. Remember, when an engine leaves the paint shop of our factory it goes to the shipping room to be crated ready for shipment direct to our customers at a big saving of money. That is why we commonly say, "The Galloway is shipped fresh from the paint shop of our factory direct to you." You get only a brand new, fresh painted, thoroughly tested engine when you buy a Galloway. Our plan of selling on thirty days'



free trial would not permit us, even should there be any inclination on our part, to let a weak engine through. They must be as perfect as we can make them. If you find a Galloway that isn't that way send it back at our expense. Our records will enable us to see who is to blame for any careless oversight.

The paint shop shown in illustration No. 10 is in our old factory and does not compare with that in our new factory (now being fitted up), but gives a good idea of the way our engines are handled in the paint shop. Here they are carefully sand-papered, painted, striped and stenciled with the name Galloway which stands for the highest quality at the very lowest price in gasoline engines.

We use care in painting as we want our engines to appear just as handsome as they can be made, as they stand for the best we can turn out and are always regular salesmen for us. We have nothing to cover up and any time you want to, you can dig down under the paint, scrape off a little if you wish at some point on the machine, take a file and test our castings or try and polish them and see the fine nickel appearance they give. You will have no difficulty to prove every claim we make in regard to the sort of materials put into our engines. It's engines like these that sell more engines and that is the kind we build. Every Galloway Engine that goes out of our factory sells several more for us. Good paint insures longer wear in an engine and our paint is selected after a great deal of care for that purpose. You won't find a handsomer engine on the market selling at any price.

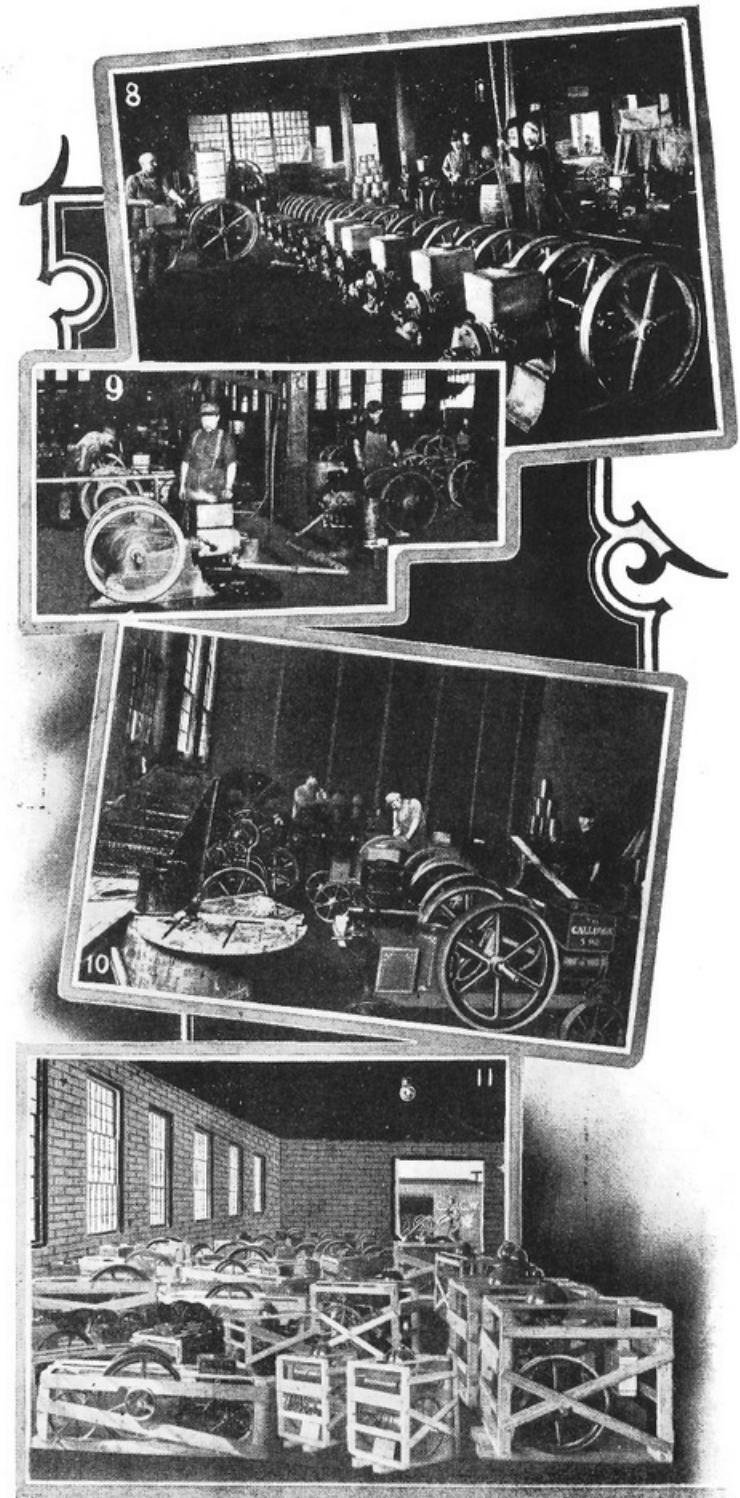
To get our engines in the hands of our customers in as good a condition as when they leave our factory requires care and brains in our shipping department. We crate them substantially—as little knocked down as possible—in fact, they are practically ready to start the minute the crate is removed, fuel supplied and connections made. They will stand any amount of rough handling without the least possibility of injury, and when in our skid bottomed crates they are easily handled in moving them about, considering their weight. We spare no pains or precautions in guarding against delays or injury to our engines in shipment.

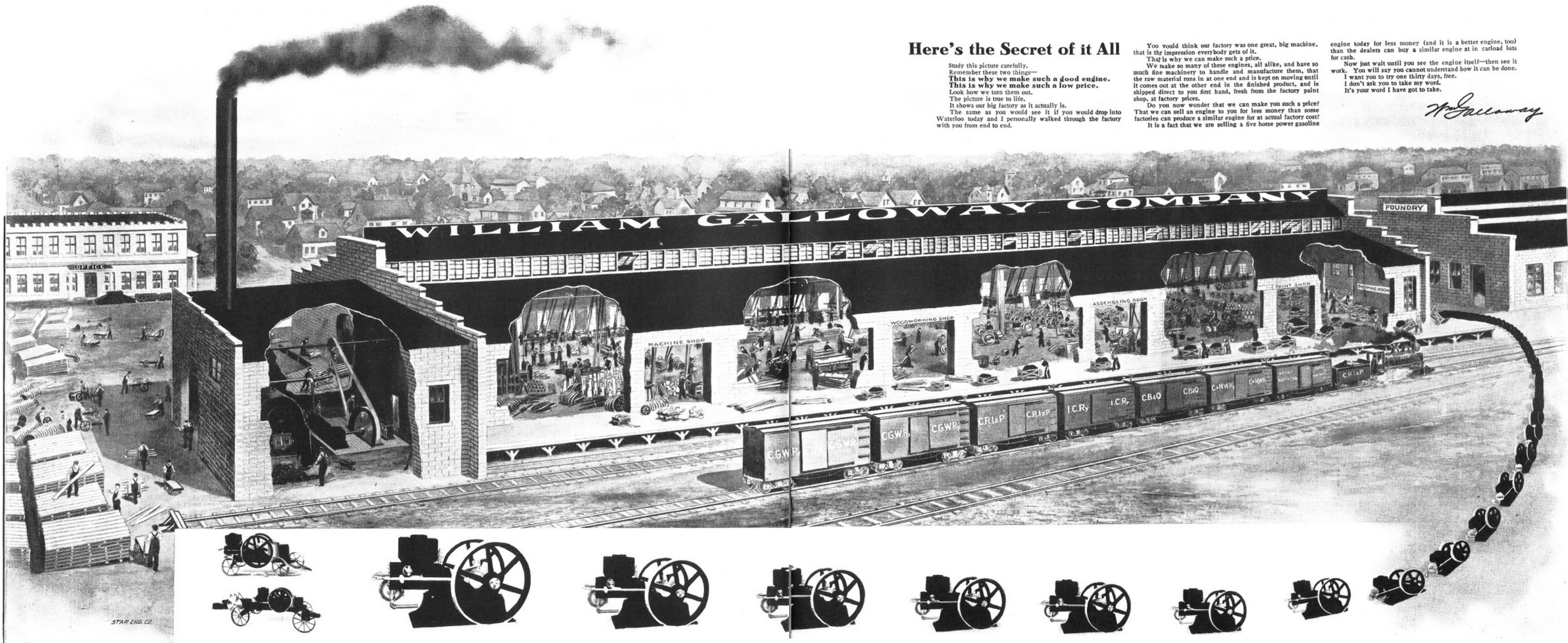
Remember, we carry engines in stock of all sizes under 14 horse power and can as a rule ship the same day your order is received. This means much to our customers and accounts in a large measure for our rapid growth in the business of manufacturing and selling direct from our factory by mail to the user, at a big saving of money.

For a detailed description of the construction of our engines, read carefully the next seven pages, the data for which has been prepared by our head expert, and as he knows his business from A to Z you may know that this construction talk given in this catalog is based on facts.

Just remember there are two things required to make a good engine. A machine in the first place built upon right principles, simple in construction, easy of operation, and inexpensive in fuel consumption and, secondly, the right kind of factory to build it. We have only tried to show you in a small way here something of the kind of factory that builds the Galloway.

Read in the next seven pages about the "Construction of the Galloway" and then do as thousands of my satisfied customers have done, send in your order for one of my engines, give it a trial and be convinced by the machine itself that it's the engine you want on your farm





Here's the Secret of it All

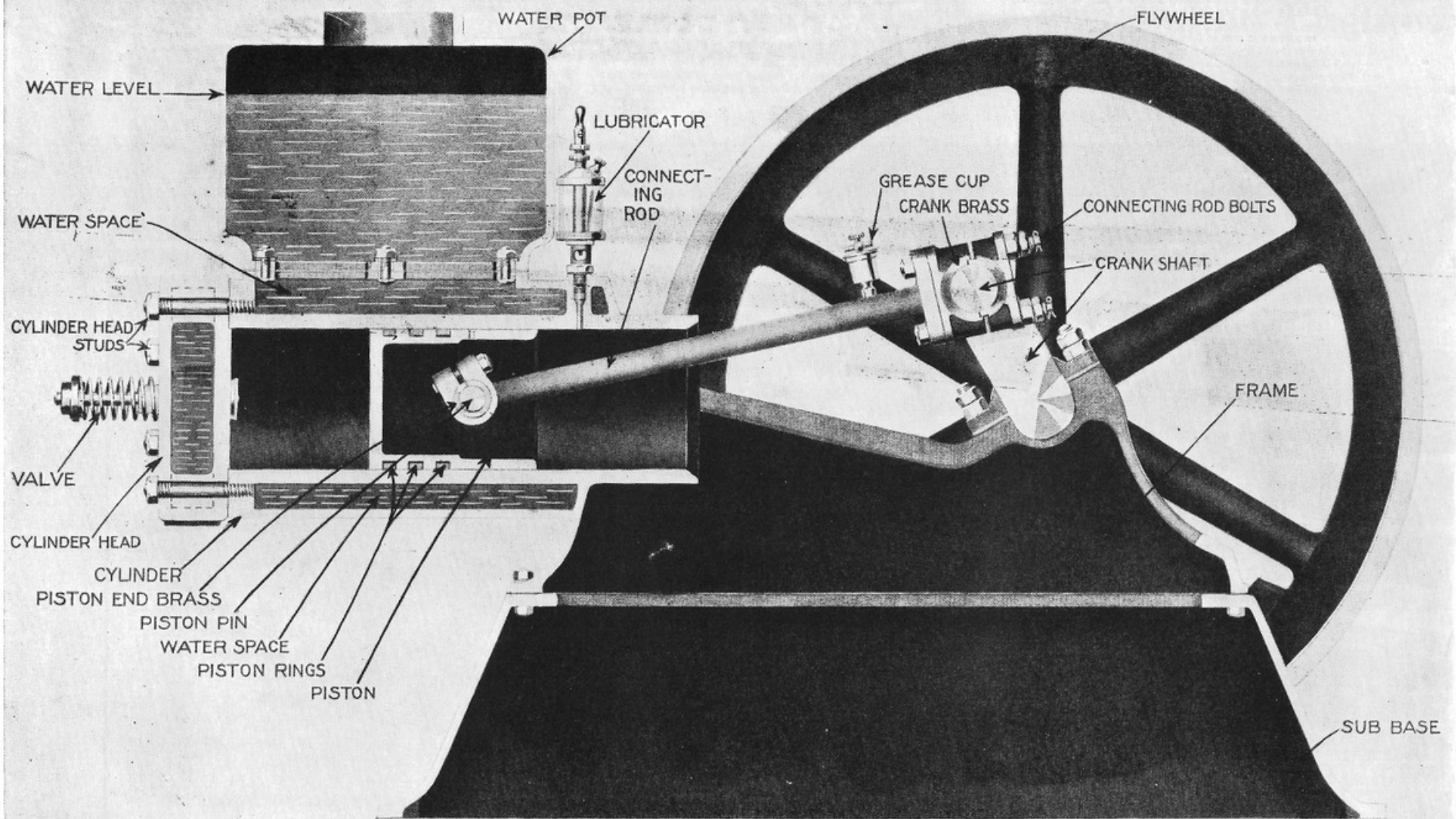
Study this picture carefully. Remember these two things—
This is why we make such a good engine.
This is why we make such a low price.
 Look how we turn them out. The picture is true to life. It shows our big factory as it actually is. The same as you would see it if you would drop into Waterloo today and I personally walked through the factory with you from end to end.

You would think our factory was one great, big machine. That is the impression everybody gets of it.
 That is why we can make such a price.
 We make so many of these engines, all alike, and have so much fine machinery to handle and manufacture them, that the raw material runs in at one end and is kept on moving until it comes out at the other end in the finished product, and is shipped direct to you first hand, fresh from the factory paint shop, at factory prices.
 Do you now wonder that we can make you such a price? That we can sell an engine to you for less money than some factories can produce a similar engine for at actual factory cost! It is a fact that we are selling a five horse power gasoline

engine today for less money (and it is a better engine, too) than the dealers can buy a similar engine at in carload lots for cash.
 Now just wait until you see the engine itself—then see it work. You will say you cannot understand how it can be done. I want you to try one thirty days, free. I don't ask you to take my word. It's your word I have got to take.

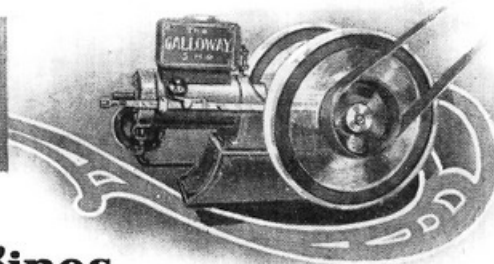
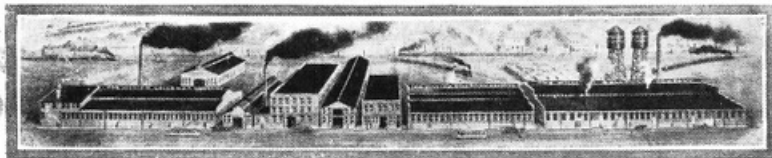
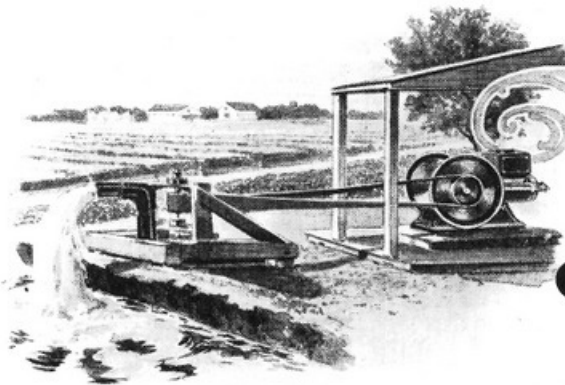
W. Galloway

STAR ENG. CO.



Cross Sectional View of the Galloway

We mention the simplicity of the Galloway on many pages of this catalog. Here you can see for yourself a machine of simple construction requires least attention, is least liable to get out of order, easier to understand, easier to operate, more durable and consequently the best engine to buy. This illustration shows the remarkably simple and effective construction of the Galloway, which has counted so much in making it the most satisfactory and serviceable engine built.



Construction of Galloway Engines

I want you to know just how our engines are built, the materials they are made of, the work they will do, and our liberal plan of selling them

THE GALLOWAY GASOLINE ENGINES are made just as good as brains, money and machinery can make them. They are made to fill the large, growing demand on the part of farmers, manufacturers, printers, elevator men, creameries, blacksmiths, contractors—and, in fact, any one wanting a thoroughly dependable, inexpensive power.

It shouldn't take anyone very long after considering our prices, guarantee and liberal selling plans, to determine that the Galloway is the best engine to try regardless of its construction or anything else.

It stands to reason that our engines are well made of the very best material and finish and as good an engine as you will find at any price, or we couldn't afford for a minute to put them out on the plan we do.

Nevertheless, I am going to tell you all about the Galloway—just how it is made—the materials used in different points of its construction, and want you to read it. Compare the Galloway point for point with any other engine on the market, noting its simplicity, ease of operation, several patented features, clean-cut appearance and elegant finish.

Also compare our prices with those asked by any other firm selling gasoline engines, either through dealers or by mail, and judge which is the cheapest machine to buy.

Then send for one of our engines and give it a fair trial. Test it out, side by side if you wish, with any other engine made—for thirty days—examine into its construction and compare it with what I am telling you here about it.

Try it out for rated power and ship it back if it don't give you all and more power than we claim for it. Scrape off the paint at any point and test our castings, steel rods and brass fittings. I will leave it entirely with you to give our engine a good, square, fair trial and after which to determine whether you will keep it or not.

Thousands of customers have bought of me on just this same plan and I don't believe you will find a dissatisfied one on the list. I know that no fairer offer than this can be made.

I mean every word of it and stand right back of it with the large capital of this concern and our \$25,000 legal bond guarantee, which is just as binding on us as a promissory note. Now, you know that I couldn't make all these claims and a guarantee like this without the engine to back it up.

The reason I come out so strongly on this point is because all the engines we have sold have been sold just this way. They are still out and doing the work to perfection as our seven pages of illustrated testimonials in the back of this catalog show, so I know they will absolutely "make good" for you.

To improve my method of manufacture has always been a hobby with me. "Good enough" don't go in my shop. To get something that is the best in its line, then to make them so fast, in such large quantities that I can put them out at a price that literally stifles competition, giving the user the benefit of a big saving, is just as much my aim today as it was two years ago when I came out with the famous Galloway Wagon Box

Manure Spreader, known and used in every state in the Union, and of which I am making as many as seventy-five a day now.

It is only on account of the enormous quantity we make, our new plan of selling engines, our exceptionally up-to-date and completely systematized factory and our indomitable determination to lead in the gasoline engine line, that enables us to offer the Galloway to you—fresh from the paint shop of our factory—at the remarkably low prices we are making.

I believe the average, every-day man who is interested in saving money on the best engine built, when he learns about our engine and plan of selling is going to give the Galloway a trial before investing in any other make of engine, so I want to tell you here all about the construction of the Galloway in a way that you may clearly appreciate its many superior features. Remember, the Galloway is not a new engine. It has been on the market under the name of "The Davis" for over fifteen years and all through that time has given the most satisfactory service. We are adding a few improvements and making this engine better than ever today, and in order to continue our regular selling policy we are changing the name to the "Galloway."

The word Galloway is our trade-mark and stands for the best there is going in the machinery line. It stands for the best possible quality at the lowest possible price, two things you want to consider carefully when buying a gasoline engine.

The Galloway is a four cycle, water-cooled, frost proof, horizontal gasoline engine. We make no other kind. The horizontal engine has been found more satisfactory than the vertical engine and has practically displaced them entirely.

The four cycle engine is the only type which experience has proven is practical and dependable under ordinary conditions.

To briefly explain the principles on which the Galloway works: In four cycle engines like the Galloway, there are two revolutions of fly wheel to every explosion when the engine is pulling full load; two strokes to every revolution, the inward and the outward stroke.

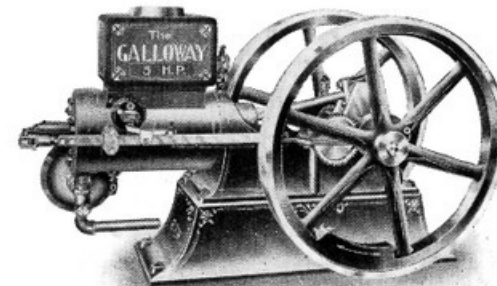
Now, the four movements of the four cycle engines are these:

First. The engine draws in a charge of air and gasoline which has been thoroughly mixed and made into a vapor by our mixing valve shown in illustration No. 1.

Second. This charge is compressed so that the vapor is more readily exploded.

Third. An electric spark fires off this charge, causing an explosion of the compressed gas which gives the power to the engine.

Fourth. The exhaust valve is



No. 1. Main View of Engine

This is one of five views on the pages of our construction talk to show the Galloway from every point of view.

Frost Proof

THE GALLOWAY is strictly a frost proof engine. It is as serviceable in winter as in summer—in cold as well as in warm weather—the best all year 'round engine made. Our cooling system is designed to give the most satisfactory service regardless of season or condition of weather. In the winter time there is no danger of a cracked cylinder as the water jacket can be quickly and easily drained of all water, and as an additional precaution, a reliable non-freezing solution can be added if desired. Any engine which gives satisfaction in only one season of the year is not the sort of engine it pays to buy. There are a lot of that kind. The air cooled engine, for instance, works better in cold than in warm weather. The engine with the big dripping and sieve cooling tank works better in summer than in winter.

The Galloway works at any and all times. That's why you will find them giving perfectly satisfactory service in Alaska, Washington, Colorado—in the coldest parts of North Dakota, Minnesota and Wisconsin—in Canada where the winters are long and severe, or in Texas, Kansas and Oklahoma, where it is warm most of the time. The Galloway is not only frost proof but it is heat proof—it is the engine that gives good service under all conditions.

Water Cooled

THE GALLOWAY is a water-cooled engine—the most satisfactory style. Our cooling arrangement allows water to circulate completely around the cylinder in a wide channel. The valves in the Galloway, in the head of the cylinder, are surrounded by water, and circulation is perfect. We never have trouble with our engines overheating in warm weather when water is kept properly in the water jacket. Evaporation is slight.

Remember, the only satisfactory cooling system in a gasoline engine is the one that provides for conditions in all seasons of the year.

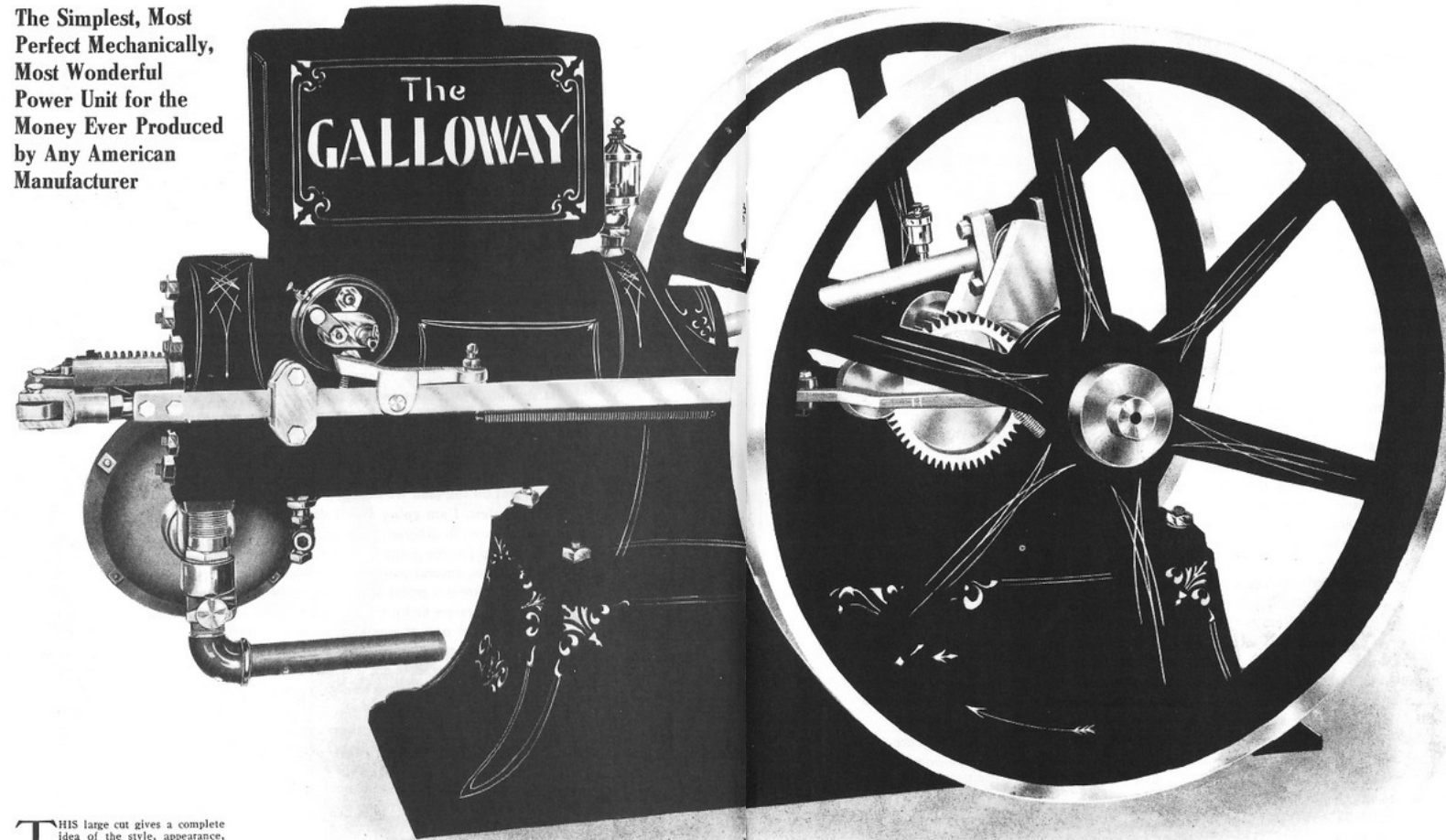
The advantages of the water cooled engine are many. In the first place, water is the best absorbent of heat as well as the cheapest, as it can be used over and over again and you have it always at hand. It is necessary to have an absolutely even temperature for the cooling system of an engine to get the most satisfactory service out of it and water is the only medium which gives that even temperature—the only medium that will hold the engine down to even heat; not so cold that the gasoline will not evaporate and not so hot that the lubricating oil will burn out. When buying a gasoline engine insist on getting one that is water cooled.

Horizontal

WE make only one style of engine (except for our 2 h. p. Upright) and that is the "Horizontal" engine. Experience has proven conclusively that the horizontal engine is the most reliable and serviceable. You can secure a better and more uniform circulation in the cooling system. The weight is less and the engines are consequently easier to handle, and runs steadier. The adjustments and mechanical parts are more compactly arranged and easier gotten at.

The horizontal engine, especially in the larger sizes, has practically displaced the old style vertical or upright engine. We recommend the horizontal engine as the best and most satisfactory engine built.

The Simplest, Most Perfect Mechanically, Most Wonderful Power Unit for the Money Ever Produced by Any American Manufacturer



THIS large cut gives a complete idea of the style, appearance, mechanical construction and high-class finish of all our Galloway Engines. We make only this one horizontal style of engine (excepting a 2 h. p. upright engine shown on page 25) and we aim to show here as large an engine as the size of our catalog will permit, in order to give as good an idea as possible just what our engine looks like. Remember, the Galloway is sold direct from our factory to the user on thirty days' free trial backed by a \$25,000 legal bond guarantee at a price lower than dealers are paying for engines not so good in car load lots. On pages 25, 26, 27 and 28 we are listing all our different sizes of engines, and complete specifications.

THE GALLOWAY

A Four Cycle, Horizontal, Water Cooled, Frost Proof Gasoline Engine
Selling Direct From Manufacturer to User

Easily Operated

THERE are just four things to do to start the Galloway:

1. Turn on the gasoline.
2. Turn on the lubricating oil.
3. Turn on the batteries.
4. Give the fly wheel a turn.

These four things any boy or girl can learn to do in a minute. In fact the Galloway is the simplest and easiest operated engine made. It never has and never will require an experienced engineer to run our engines. They are built right from the start with this in view and are just as simple as it is possible to make them without a single unnecessary mechanical device, for we know on our plan of selling they must be easy to operate and we believe in the simple machine every time. Effective simplicity is the hardest thing to obtain in a machine—but you will find it in the Galloway always.

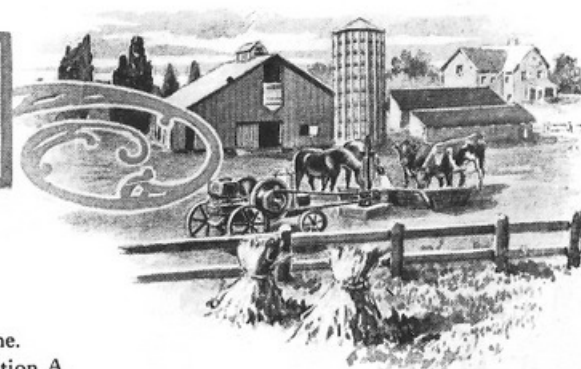
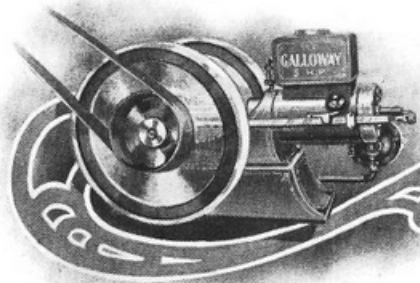
When you have started the Galloway there is nothing more to do but see that it has plenty of lubricating oil, gasoline, and water in the jacket. You can go off and leave it do the work for you without another thought until it is done. To stop it, just turn off your battery switch. So remember, there are no adjustments to make—no heating up of carburetor, etc.—just simply the four things to do to start it and the one thing to do to stop it.

Economical

THE GALLOWAY is the most economical engine built. Why? That's just the question. We want you to know why. Other manufacturers—in fact, every manufacturer makes this same assertion, but how many of them give a reason for it. We do, and one that you can prove yourself. An engine to be economical must be arranged mechanically in such a way as to get the most out of every charge of gasoline vapor and use the batteries only when an explosion is needed. In other words, it must not waste fuel or the batteries. Our governor which regulates the flow of gasoline consists of a single iron weight which rotates with the crank, as the speed increases the weight flies out and stops the valve motion shutting off the gasoline and cutting out the electric spark. This prevents the engine running at too high speed, prevents loss of fuel and saves the batteries. Our electric igniter operates only when an explosion is needed—as a result, the batteries last twice as long and less wear on the working parts insures less expense for repairs and greater reliability. Less than one gallon of gasoline for every horse power is required to run the Galloway ten hours. It is a lot cheaper, will do more hard work and do it better than hired labor. And it is always reliable.

Few Parts

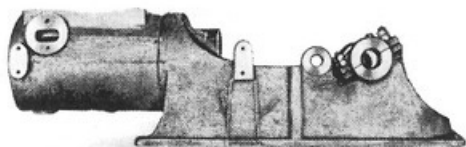
THERE are "no extra trinkets on the Galloway," as one man says. The simplicity of the Galloway cannot be mentioned too often or over-emphasized. It is the great feature that distinguishes the Galloway from other engines and puts it absolutely in a class by itself. The fewer parts to the engine, the less trouble you will have—the easier it is to understand and easier to adjust. Thousands of dollars have been spent in simplifying this engine, in cutting out every unnecessary part. Yet we do not slight the construction of our engines but make them in every way just as good as money, brains and best materials can make an engine.



opened up and the burnt gas is discharged in the air.

In the two cycle engine all this is accomplished in just one revolution of the fly-wheel instead of two, consequently the speed of the wheel is just twice as great to acquire the same power.

This double speed means just twice the heating in the cylinder and as a consequence the two cycle engine right at the start has an obstacle which is hard to overcome and makes it impracticable for all general purposes. Don't invest in a two cycle engine for general power, as it is bound to prove a bad investment for you.



A—Cylinder and frame casting. This cylinder has been bored, reamed and drilled. The quality of castings we use is clearly shown.

I know this is rather technical talk—but as it is the life principle of a gasoline engine, I consider it very important.

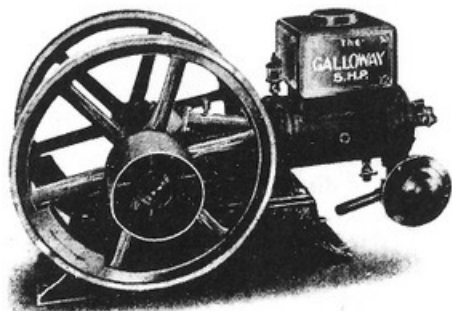
An engine cannot fail in any of these particulars and operate properly. For this reason it is a good thing to

know this much of the technical construction of a gasoline engine.

There are a lot of engines that give trouble continually just because they are weak in design and fail slightly in one or more of these four operations.

I just want to emphasize here again one important fact, that is, that the Galloway is not a new and untried engine. The engine we are making has been tested through fifteen years of most satisfactory service and is not an experiment like two-thirds of the gasoline engines now on the market which are offered for sale to you at twice our prices.

Right here I want to urge a word of caution. Don't be misled by dealers, agents or trusts who will say anything about us and our engines—that we will not do as we agree, that our engines are no good, etc.—just because we stand between them and a \$50 to \$300 profit. Now, just remember you take no chances when you buy of us, as it is entirely up to you to be the judge of our engines.



No. 2. Belt Side of Engine
Note few exposed working parts.

Our gasoline engine has always been built on the right principles and the past years of experience have simply served to simplify its construction, improve its material, reduce its proportionate weight, increase its power and lessen the cost of construction.

The Galloway is built by high-class mechanics and experts who know from experience how to build gasoline engines right.

The cylinder, which is the biggest part of an engine, is cast from steel and iron according to our own special

formula, which gives a material of extraordinary strength such as is needed in a strictly high-grade gasoline engine.

As you can see from illustration A—showing a 5 h. p. engine partly finished—the cylinder overhangs. This permits a perfect expansion of the metal without its getting out of shape from uneven heating.

Our cooling device has always given perfect satisfaction. The cylinder of our engine is practically surrounded by a wide channel of water which is continually circulating, giving an extra large cooling surface. When it comes right down to it, there is no better absorbent of heat than water and it is by far the cheapest.

Manufacturers have tried various compounds, but the fact still remains that water will most quickly take up the greatest amount of heat and can be used over and over again.

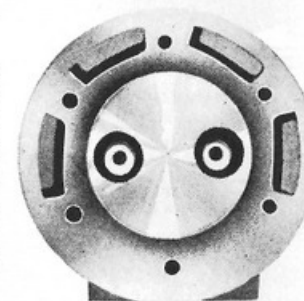
Air cooled engines are impractical because they are too dependent upon the temperature of the air. The work of cooling is not uniform, and in hot weather they will often refuse to perform at all because they overheat and burn out the lubricating oil with the result of a complete stoppage of the piston.

It is necessary to have an absolutely even temperature in the cooling system to do satisfactory work with a gasoline engine, and water is the only medium which gives that even temperature; the only one which will satisfactorily hold the engine down to the working heat, not so cold that the gasoline will not properly evaporate and not so hot that the lubricating oil will burn out.

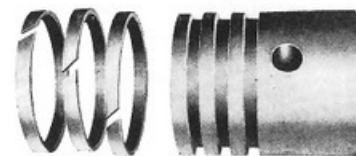
So when it comes to buying a gasoline engine insist on getting a water cooled, four cycle engine every time.

The piston rings on our engines are turned out with exceptional care. These rings are placed around the end of the piston so as to make the piston fit accurately into the bore of the cylinder. It is essential that they be absolutely true or some breakage results, causing a loss of compression at one point and a loss of power in the driving stroke.

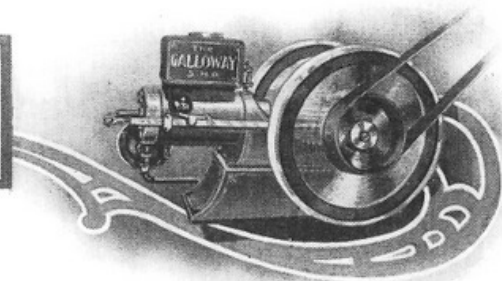
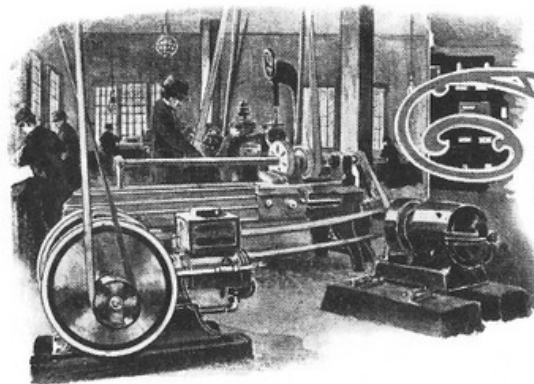
Our method of turning out these pistons is a good illustration of the great care we use in the construction of our engines. These rings are first turned out a little larger than the bore of the cylinder; then a small section is cut out of the ring. It is then set into a form bringing the cut ends together and turned down to an exact circle and the result is that when it is placed on the piston and put into the cylinder the spring of the ring makes it fit exactly in the cylinder and prevents any possibility of leakage. If the piston rings are not made this way they will not be perfect circles and cannot be made to fit accurately. Remember that leakage means a sure



B—Cylinder Heads showing water space. There is no engine made that has a simpler or more satisfactory cooling arrangement than the Galloway. This accounts for its great durability.



C—Piston and Piston Rings. Our Pistons fit the cylinder perfectly and the care used in their construction is only another indication of Galloway quality.



able to figure on the proper compression necessary. This enables us to get more power out of our engines for the same amount of fuel than any other engine. This is a point we have considered very carefully in putting out our engines, for too many engines are like



D—Crank Shaft. The crank shaft of our engines is made of one solid piece of steel without weld or shrink, and is milled to shape from a single piece of steel twice its finished size.

with this common statement as is the case with practically all other manufacturers, without the proof as given in the statement above to back it up.

The fly-wheels on our engines are adjusted so as to even up power, and they are not too heavy and cumbersome as in most engines of other makes.

Just notice carefully the crank shaft (illustration D) we use. It has several times the strength necessary for the work it ordinarily has to do. It is always a good idea to build a machine that way to stand the unexpected and unusual knocks it may get. That is the safe way and the Galloway of doing things.

Our crank shafts are made from one solid piece of steel without weld or shrink. They are milled to shape and size from a piece of steel twice its finished size. This gives them strength and durability—two essentials in the crank shaft of a gasoline engine.

Our connecting rods (illustration E) are machined perfectly, making them absolutely accurate in their dimensions. If you could just notice the difference in the material used in connecting rods of different engines and see the kind used in the Galloway, I don't believe you'd look any further before placing your order for one of our engines.

We use a solid steel, marine type of rod and not the cheap, malleable casting rod used by others. Our rods are milled out of one solid piece of steel and have no weld or bends. They never need repairing and are practically indestructible.

loss of power, so insist on knowing how the pistons are made in any engine you buy.

As a result of our perfect piston arrangement, with no leakage to contend with, we are able to figure on the proper compression necessary. This enables us to get more power out of our engines for the same amount of fuel than any other engine. This is a point we have considered very carefully in putting out our engines, for too many engines are like the star-boarder cow in the dairy that eats twice as much food as the other cows and gives one-half the milk.

I will absolutely guarantee the Galloway to be as economical in its fuel consumption as any engine built. Just notice, please, that we are not coming out



E—Connecting Rod. Milled out of one solid piece of steel.

The gears of the Galloway are all cut from the solid piece.

Each is accurately milled out of a block as shown in illustration F, and are interchangeable. They run perfectly smooth, giving the best as well as the longest service.

You will find narrow minded manufacturers of gasoline engines as well as in other lines. They will try to cut down the cost of construction at every possible point, some even to a point of sacrificing the reputations of their engines. And there is a good reason for this as well as for our not doing so. It is just this: On their plan of selling the cost of putting their engines into the customers' hands is so big they are compelled to reduce their cost of manufacture in order, some times, to make a profit. Our low cost of selling makes it possible for us to put the best of everything into our engines—and even then we can undersell the others

one-half. This is a point well worth considering and remembering.

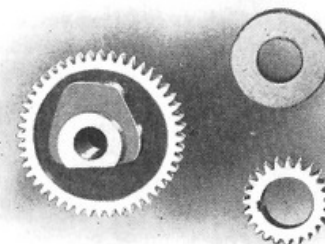
Did you ever examine the bearings of an ordinary gasoline engine? It would pay you to do so and compare them with those in the Galloway engines. The main bearings in the Galloway engines are made of the best babbitt metal, are adjustable, so can always be kept in perfect adjustment.

On the crank pin and piston pin, we use adjustable bearings made of a fine quality of bronze in addition to the babbitt metal. A great many engines have simply a little brass thimble for the bearings, which cannot be adjusted, and when the least bit worn must be replaced. It is a good thing to examine an engine at this point before you buy.

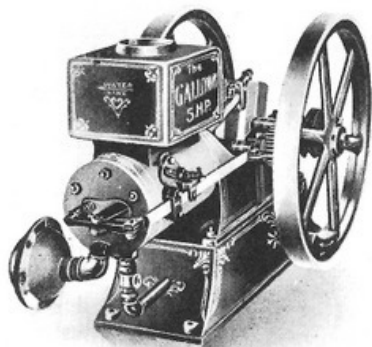
The governor of the Galloway (illustration G) could not be simpler. There is no complicated mass of machinery here—just merely a single weight which rotates with the crank. As the speed increases, this weight flies out and stops the valve motion, shutting off the gasoline and also cutting out the electric spark. This keeps the engine running at a regular speed, prevents loss of fuel and saves the batteries.

The electric igniter in the Galloway is fitted with special aluminum alloy contact points which enable it to withstand the intense heat of the explosion and at the same time the points remain bright, insuring a perfect contact. Illustration G shows clearly the contact points and working parts.

Our igniter operates only when an explosion is

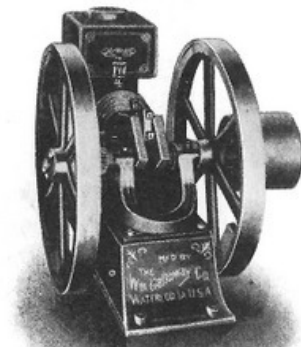


F—Finished and Unfinished Gears. The gears in the Galloway are made from the solid piece—not just cheap casting as in the case in some supposedly high-grade engines.



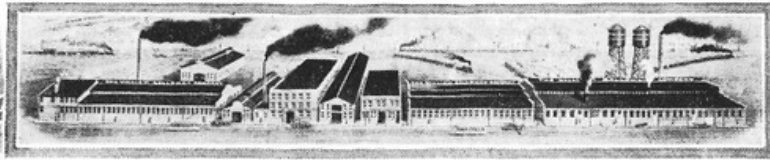
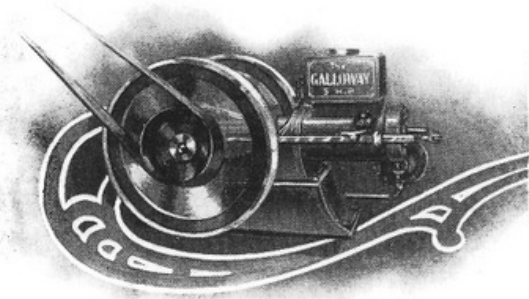
No. 3. Front End of Engine

Elegant finish, simplicity and strength shown here.



No. 4. Back Part of Engine

Piston arrangement in the Galloway is perfect. One solid piston crank piece.

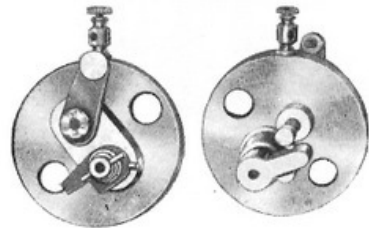


needed. As a result of this the battery lasts twice as long and the wear saved on the working parts insures less expense for repairs and greater reliability.

All Galloway engines operate with suction feed for gasoline instead of the troublesome pump and check valves which are continually leaking and filling up with dirt.

The suction feed is positive and always reliable. It delivers the fuel when it is needed and at no other time. Just another saving you make when you buy a Galloway.

Both valves of the Galloway are located in the cylinder head. They are surrounded by water which keeps them cool and prevents undue wear on the stems.



G—Two sides of our igniter shown here. A very simple but thoroughly effective and durable igniter. None better.

The inlet valve has a locking device which prevents it from operating during the "idle" strokes of the engine, hence no waste fuel. The exhaust valve is hooked up and operates only when necessary and on the well known hit-and-miss plan, which is reliable and positive in action as well as very economical in the control of the fuel supply.

The valve lever is made of high-grade machinery steel, accurately drawn and cold rolled to size. This guarantees perfect shape. It's quality and it means satisfaction.

For furnishing the necessary spark to cause the explosion of the vapor gas in the cylinder of our engines, we use only the best batteries we can buy—standard high grade—every one thoroughly tested before leaving the factory, and only those showing full strength are ever sent out with an engine.

If you have read this catalog carefully up to this point, you will probably remember that I have gone into the matter of painting, finishing and testing on page nineteen, and the matter of speed on pages eight and nine.

I just want to repeat here that the Galloway is as beautifully a finished engine as there is made. It is as carefully a tested engine as you will ever find. No better proof of this could be given than the fact that we send out a signed test record with every engine that goes out of our factory and it is a very simple matter to verify these tests.

Our manner of testing is absolutely the only reliable way, the standard brake test. It is a test that every customer can apply to his engine after it has been received.

The actual brake test will develop any weakness of the engine, and show exactly what it can do, and is the only one which is to be depended upon, for it comes the nearest to being actual work of any test which can be given.

Every engine must come up to its proper rating in this test or it never goes out of the factory. In other

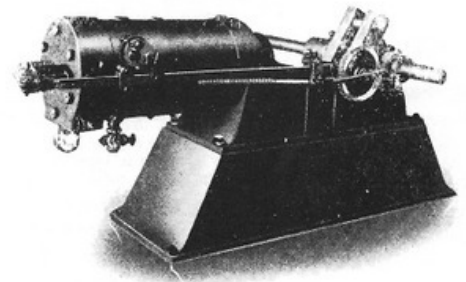
words, the Galloway must be right in every way—the sort of engine that will make more sales for us, or it does not leave our factory.

The speed of the engine is a very important matter to consider. I have gone into that thoroughly in my talk on "Making More Money on the Farm" on pages eight and nine. But here, just let me remind you of this fact. Right on our price list we put full specifications of our engines; bore, stroke, speed, actual horse power, and shipping weight crated.

When you buy an engine from us you know absolutely just what you are getting and can, if you like, test it out or measure it up to verify any statement we make in regard to it.

I want you to know that Galloway stands right back of everything that bears the Galloway name.

We are making the best gasoline engine built today—one that you can buy for from \$50 to \$300 lower than what the same size engine would cost you through a dealer at retail price. Take advantage of my offer—buy a Galloway—and save money.



Partly Assembled Engine

Showing the magnificent simplicity of the Galloway gearing. This explains graphically why the Galloway is the only successful mail order engine.

Read the Next Ten Pages Carefully

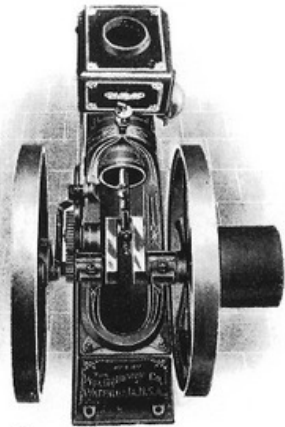
THE following ten pages are very important. The first seven pages contain a complete list of all the different sizes and styles of engines and extras that we put out. Page thirty-two will give you some very good reasons why it will pay you to buy a Galloway.

On pages thirty-three and thirty-four you will find our selling plans fully explained, and on page thirty-six a talk on freight and a table of rates.

Then on page thirty-five you will find our order blank. I don't believe you can make a better move than to fill out one or the other of these orders—the one most convenient for you—and send in for a Galloway on my thirty days' free trial plan.

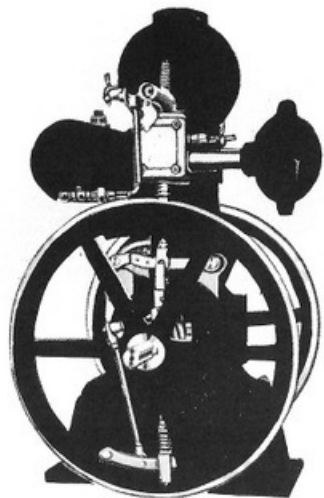
As a clincher to this catalog and for the best proof on earth that the Galloway is an engine that will do the business you want in a gasoline engine, just read the seven full pages of illustrated testimonials. Remember always:

"The Only Way Is The Galloway"—direct from factory to the farm



No. 5. Top of Engine

This is as the engine appears when looking straight down on it. Note simplicity of gearing.



Style A
Stationary



Style B
Portable

2 Horse Power Upright

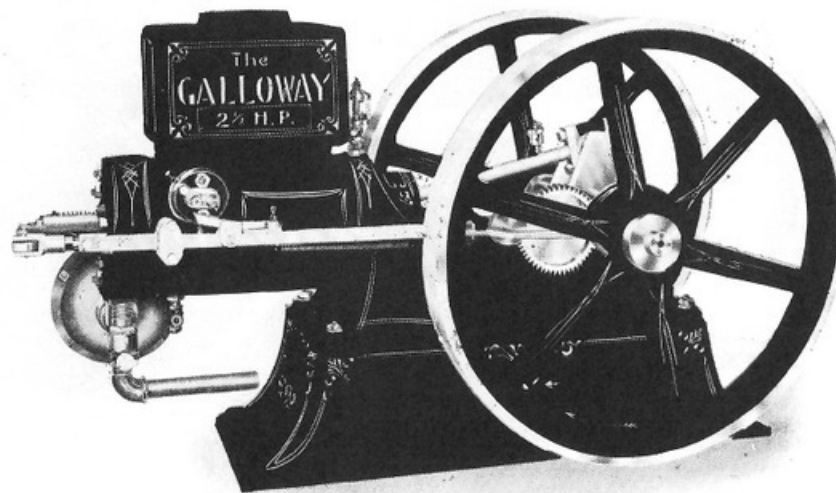
Specifications

SPEED—400 revolutions of fly wheel per minute.
BORE AND STROKE—4 x 6 inches.
DRIVE PULLEY—8-inch diameter, 4-inch face.
FLOOR SPACE—24 x 26 inches.
SHIPPING WEIGHT—500 pounds.



Galloway Gasoline Engines

2 and 2½ Horse Power



2½ Horse Power Galloway

Specifications

SPEED—350 revolutions of fly wheel per minute
BORE AND STROKE—4½ x 7 inches.
DRIVE PULLEY—8-inch diameter, 4-inch face.
FLOOR SPACE—24 x 30 inches.
SHIPPING WEIGHT—Stationary, 600 pounds.
Portable, 725 pounds.

Style W
Stationary



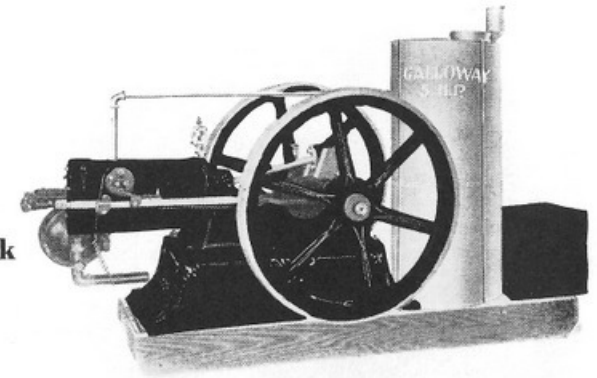
Style X
Portable



All engines shipped complete with gasoline tank battery box and can of cylinder oil. For trucks and saw outfits see page 29. For price list of engines see insert opposite page 34.

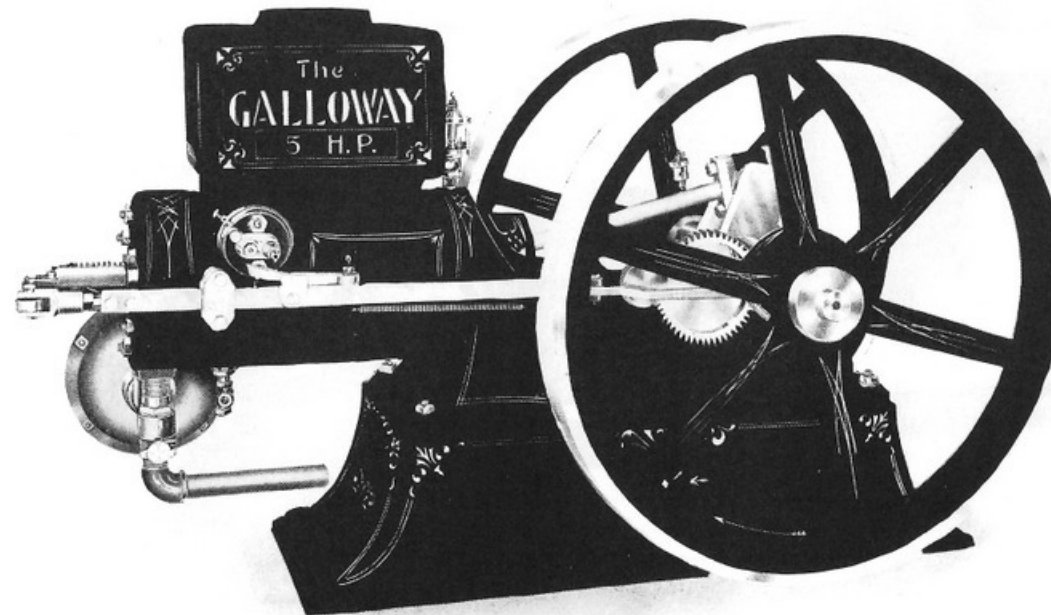


Style C
 With
 Water Tank

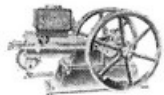


Galloway Gasoline Engines

5 Horse Power



Just the
 ideal engine
 for all-purpose
 farm work—
 the size we sell
 the most



Style D
 Stationary



Style E
 Hand
 Portable



Style G
 Horse
 Portable



Style F
 Saw Outfit

5 Horse Power Galloway Specifications

SPEED—325 revolutions of fly wheel per minute.

BORE AND STROKE—5½ x 10 inches.

DRIVE PULLEY—Stationary and Hand Portable, 10-inch diameter, 8-inch face.

Horse Portable and Saw Outfit, friction clutch pulley, 26-inch diameter, 6-inch face.

SHIPPING WEIGHT—Stationary, 950 pounds.

Hand Portable, 975 pounds.

Horse Portable, 1,650 pounds.

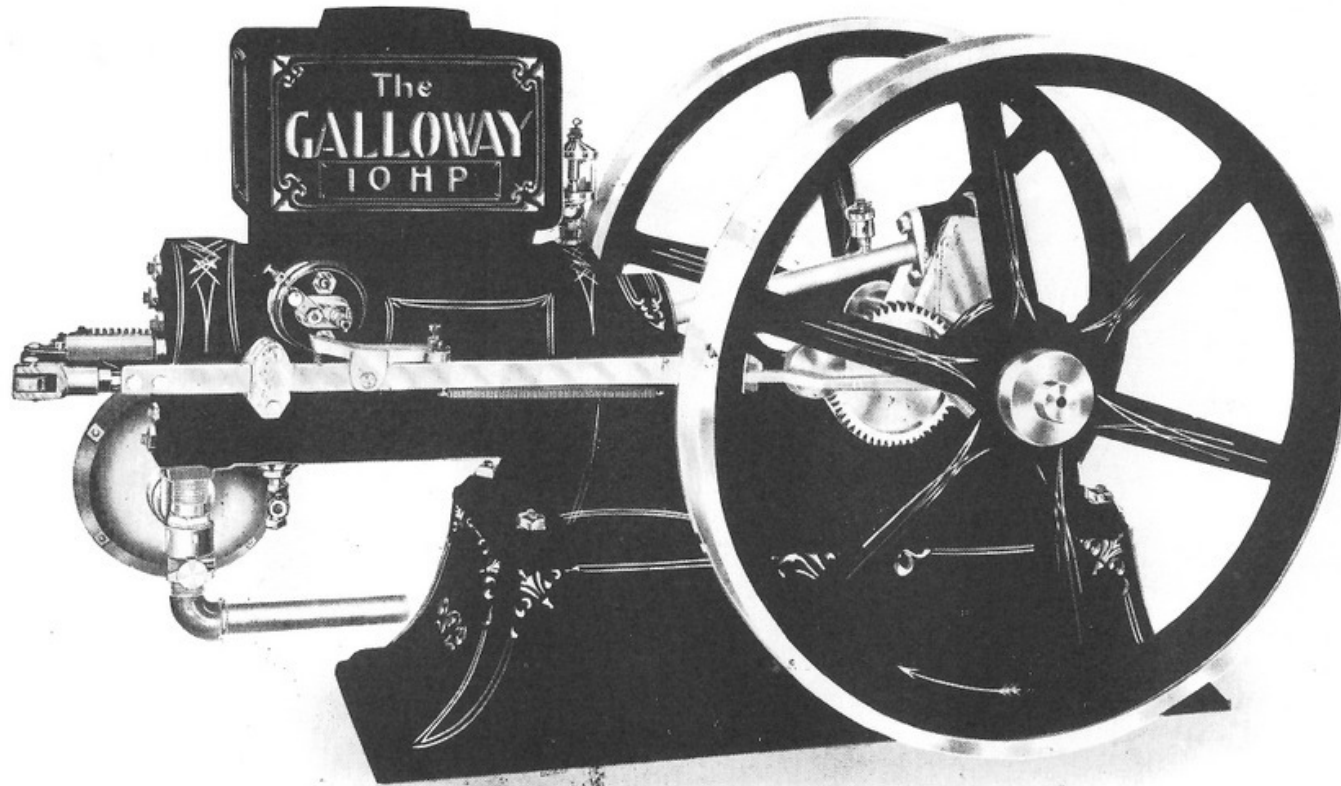
Saw Outfit, 2,000 pounds.

All engines shipped complete with gasoline tank, battery box and can of cylinder oil. For trucks and saw outfits see page 29. For price list of engines see insert opposite page 34.

OUR FIVE YEAR GUARANTEE
WE ABSOLUTELY GUARANTEE every engine sold
 to be made in every way to every class we
 make the best and most reliable made out
 of the very best materials and to develop the actual horse
 power as rated. We agree to replace the actual horse
 power for the period of five years from date of purchase, or
 any breaking or wearing defect in excess of normal con-
 struction or poor materials. *Wm. Galloway*
THE WILLIAM GALLOWAY COMPANY
 WATERLOO, IOWA

Galloway Gasoline Engines

10 to 28 Horse Power



The Galloway

is also made in these large sizes, which are not illustrated:

15 Horse Power

Style O—Stationary.
 Style P—Portable.

18 Horse Power

Style Q—Stationary.
 Style R—Portable.

22 Horse Power

Style S—Stationary.
 Style T—Portable.

28 Horse Power

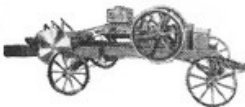
Style U—Stationary.
 No Portable made in this size.



Style L
 Stationary



Style M
 Portable



Style N
 Saw Outfit

10 to 28 Horse Power Galloway

Specifications for Larger Sizes

STYLE	H. P.	SPEED	BORE AND STROKE	DRIVE PULLEY	FLOOR SPACE	SHIPPING WEIGHT
L	10	250 Rev.	7x12 inches	16-inch Diameter, 12-inch Face	60x40 inches	2,100 Pounds
M	10	250 "	7x12 "	*28 " " 6 " "		3,700 "
N	10	250 "	7x12 "	*28 " " 7 " "		3,805 "
O	15	225 "	8x16 "	20 " " 14 " "	80x48 inches	3,245 "
P	15	225 "	8x16 "	*32 " " 8 " "		5,220 "
Q	18	210 "	9x17 "	22 " " 16 " "	92x56 inches	4,320 "
R	18	210 "	9x17 "	*32 " " 8 " "		6,055 "
S	22	200 "	10x18 "	24 " " 16 " "	104x65 inches	5,220 "
T	22	200 "	10x18 "	*36 " " 10 " "		6,000 "
U	28	185 "	11½x20 "	30 " " 20 " "	132x92 inches	7,245 "

*All Horse Portable and Sawing Outfits are fitted with friction clutch pulleys instead of regular plain pulleys.



Style F
5 h. p.
Sawing
Outfit

The Galloway Sawing Outfits

OUR sawing outfits are exceptionally high grade. We build three sizes, for our 5, 7½ and 10 h. p. engines. They are mounted just as you see them in the illustration above, on trucks very similar to our regular steel-wheeled truck, but with saw frame extension. With every outfit is included the following parts, besides the truck and engine:

- (a). Friction clutch pulley.
26-inch diameter by 6-inch face, for 5 and 7½ h. p. engines.
28-inch diameter by 7-inch face, for 10 h. p. engine.
- (b). 24-inch cut-off saw—the very best grade we can buy.
- (c). Drive belt.
- (d). Sliding table saw frame.
- (e). Saw mandrel, complete with pulley.

The machine is shipped out complete, ready to run.

The advantages of a good portable outfit, over the stationary sawing outfit, are almost too numerous to mention.

With a portable machine you can saw wood anywhere. With the stationary outfit, it is a case of moving your engine from place to place, or hauling your wood to the machine at a big expense.

The difference in the original investment, between the stationary and the portable sawing outfit, is practically nothing, so the choice every time would be a portable sawing outfit like the Galloway.

The capacity of the Galloway 5 h. p. outfit is from twenty to thirty-five cords of wood a day, twice sawed in two. The capacity, of course, depends a good deal on the kind of wood you handle, but anyway you take it, you can save enough, or make enough with a Galloway 5 h. p. outfit, to mighty soon pay for the entire outfit and make you a good profit besides.

Here is the way it figures out.

It would cost you at the lowest estimate, to saw wood by hand, \$1 a cord, and that is putting it pretty low. With a 5 h. p. Galloway and two men, you can easily handle twenty-five cords a day.

It takes about one gallon of gasoline per horse power for a run of ten hours, which would mean about 75c a day for a Galloway 5 h. p. engine. Add to this the cost of lubricating oil at 25c and labor of two men for sawing at \$2 a day each. It will cost you just \$5 to saw twenty-five cords of wood, or at the rate of 20c a cord, making the net profit to you, over the old way, 80c per cord.

On this basis, your outfit will earn you from \$15 to \$20 a day, but say you make only \$10 a day profit with your outfit, it would then take less than a month's time to pay for your complete outfit.

There is good money to be made in the winter months with a Galloway sawing outfit. You ought to own one.

The prices for our complete outfit are quoted in the price list insert opposite page thirty-four.

For prices on saw blades, see inside back cover page.

Write us for special prices on the saw trucks and everything except the engine.

For prices on separate parts, pulleys, etc., see next two pages.

The Galloway Portable Engines

WE make trucks for all sizes of our engines, from the 2 h. p. upright and 2½ h. p. horizontal engine, up to the 22 h. p. engine, which is the largest size that can be mounted on trucks and used conveniently.

Our 2 h. p. upright and 2½ h. p. horizontal engines are mounted on hand trucks. Our 5 h. p. engine is mounted on hand or horse trucks, and our larger sized engines are all mounted on horse trucks.

We use solid steel frame, wide-tire, steel-wheeled trucks. This makes the lightest draft and most durable truck possible for gasoline engines.

The engine is firmly attached to the frame, with gasoline tank and battery box also on the frame. Everything is compactly arranged and firmly attached.

The fly wheels come in the center of the trucks, so the vibration is equally distributed and the engine runs steadier and more uniformly.

Our guarantee on engines also covers the trucks, so if you are not perfectly satisfied with the truck sent with your engine, ship it back at our expense.

For ordinary farm use, we would most highly recommend the Galloway engine mounted on trucks. You can get the very best

service out of your engine when mounted, as it can be easily moved from one part of the farm to another. You can pump water in the barnyard, have it to shell corn in the granary, run the washing machine or cream separator at the house, and turn the grind stone in the machinery shed; or do any number of things with a portable Galloway.

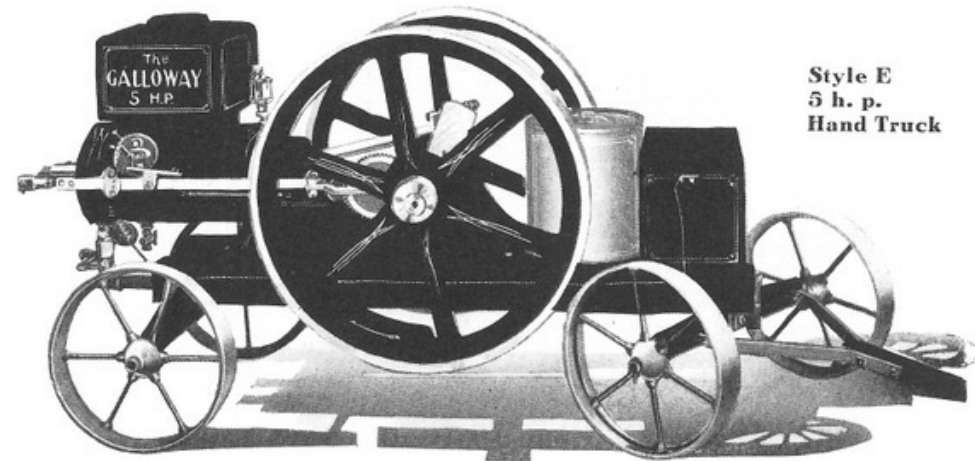
Where you have everything in one building close to the barn or house, the stationary engine can be made to serve your purposes. In that case, and a good many of our customers have just these arrangements, you can use a system of line shafting and pulleys with the machinery in the basement, or in the loft, or outside the shed—almost anywhere, in fact.

The portable engine, of course, can be used to good advantage to run a system of line shafting, running several machines at the same time, provided arrangements are made to permit of the engine being connected up easily to the shafting.

We quote prices on our portable engines, that is, the regular Galloway engine mounted on trucks and completely equipped, in special price list opposite page thirty-four.

If you need a portable engine you can hardly afford to make your own trucks and mount your engine yourself when you can buy an outfit complete, made as good as money and brains can make it, at these factory prices.

For prices on special parts, etc., see the next two pages.



Style E
5 h. p.
Hand Truck

MAKE YOUR ENGINE MORE VALUABLE

Galloway Clamp Pump Jack No. 1

For Horse Power or Belt

Made of heavy iron and steel; no wood used in its construction.

This jack is clamped to the base of the pump standard by means of two heavy "U" bolts which adjust themselves to the size of the pump.

The jack makes one stroke for every $4\frac{1}{2}$ turns of tumbling rod.

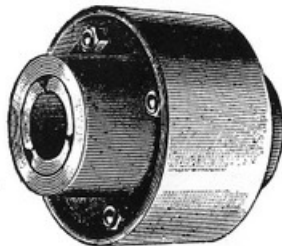
When driven with belt the jack makes one stroke to every nine revolutions of the pulley which is $8 \times 2\frac{1}{2}$ inches.

The jack has 5-, 6- and 7-inch stroke. The pitman rods are adjustable for different heights of pump standards. This jack will handle a 4-inch cylinder on the 5-inch stroke against 300 foot head, on the 6-inch stroke 200 ft., 7-inch stroke 100 ft.; 35 to 40 strokes per minute in ordinary practice.

\$8.00



Patent Compression Couplings



SIZE SHAFT	PRICE
$1\frac{1}{8}$	\$2.40
$1\frac{5}{8}$	2.55
$1\frac{7}{8}$	3.00
$1\frac{1}{2}$	3.25
$1\frac{5}{8}$	4.00
$2\frac{1}{8}$	4.75

Some of Its Good Points

- No Keys are required.
- Will run true if shaft is straight.
- No Projecting Bolts to catch the clothes.
- Won't slip under heavy loads when properly on.
- Can be removed from the shaft by screwing the bolts into the threaded hole in the flange.

To the User or Prospective Buyer of Galloway Engines

These articles shown on this and the following page, are shown to accommodate the users of gasoline engines. I want you to make the engine I sell you more valuable to you by putting to use these indispensable articles. I am offering these goods to you at the lowest possible prices; why, because every well equipped factory, creamery, blacksmith shop, milk house, work house, barn, or granary with a Galloway Gasoline Engine sells more engines for me.

My customers may not know it but they are the best salesmen I have, for when other people see how valuable the Galloway Gasoline Engine is to my customers, how simple and inexpensive it is, what little fuel it takes to run it, what little money it takes to buy it and how much work it does, they send me orders for my engine.

That is why I am anxious to have you use the articles shown on these two pages, for I want my engine fitted up in the best possible shape on your place.

Wm. Galloway President.

The Galloway Clamp Pump Jack No. 2

For Operating Ordinary Well Pump
Standards by Belt Power

The power may be derived from any source, such as gasoline engine, power windmill, tread power or water wheel. They have three strokes, 5-inch, $7\frac{1}{2}$ -inch and 10 inch.

They are furnished with tight and loose pulleys 13 inches in diameter for 2-inch belt, which should not be driven over 200 turns per minute. As a rule we recommend 160 turns, which will cause the pump to make 39 strokes per minute. The belt is sufficient for raising water with a 3-inch cylinder on the 5-inch stroke 200 feet; on the $7\frac{1}{2}$ -inch stroke 150 feet; on the 10-inch stroke 100 feet.

It will be observed:

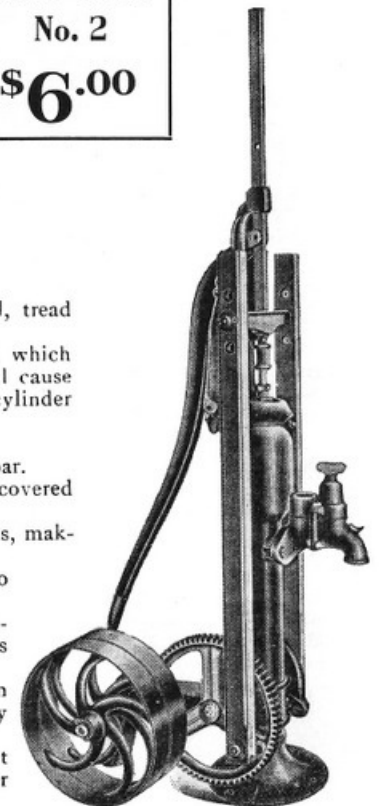
- 1st. On the up stroke the pitmans are vertical and put no side wear on the pump piston bar.
- 2nd. The pump jack is extremely simple in design and has only one gearing which is covered with a shield to prevent anything getting into the gearing.
- 3rd. The pump jack is fastened to the pump standard by means of a clamp and four bolts, making it convenient to fasten to all ordinary pump standards.
- 4th. There is a foot on the back part of the jack that rests on the platform and serves to help support the pump jack and also to brace the pump.
- 5th. The crank shaft presses down and holds the pump down when the pitmans are pushing the piston bar up and lifting the water, while, when an engine operates the pump by means of a walking beam, it tends to lift the pump bodily.
- 6th. There is much less difficulty in getting a good foundation for an engine when it can be set a few feet away from the well than when it must be set partly over the well as is necessary when the engine operates the pump by means of a walking beam.
- 7th. When a pump is set under a windmill the pump may be operated by three different means—the windmill, the engine and by hand, and one can quickly change from one to the other by simply changing the pump pin.

Finished Iron Pulleys Machine Moulded

Bored, turned, balanced with se screws or key seats.

Diam.	Face	Single Belt	Diam.	Face	Single Belt	Diam.	Face	Single Belt
6	3	\$1.05	10	5	\$1.60	16	8	\$3.05
	4	1.10		6	1.85		8	2.10
	5	1.25		8	2.10		4	2.35
	6	1.35	12	3	1.50		6	2.95
	4	1.15		4	1.65		8	3.50
7	3	1.40		6	2.10	10	10	4.00
	4	1.40		8	2.40		3	2.35
	5	1.35		3	1.80	20	4	2.65
	6	1.55	14	4	1.95		6	3.35
	3	1.20		6	2.40		8	3.95
	4	1.35		8	2.75		10	4.45
	5	1.50	16	3	1.90		12	4.55
	6	1.60		4	2.10			
10	3	1.35		6	2.65			
	4	1.55						

**PUMP JACK
No. 2
\$6.00**



INSTALL YOUR OWN POWER SYSTEM

Wood Split Pulleys

Diam. Ins.	FACE IN INCHES							
	2	3	4	5	6	7	8	10
3	.65	.75	.85	.95	1.00	1.05	1.10	1.25
4	.70	.85	.95	1.00	1.05	1.25	1.40	1.55
6	.80	.95	1.00	1.05	1.20	1.30	1.45	1.65
8	.90	1.05	1.10	1.20	1.30	1.45	1.50	1.70
10	1.00	1.20	1.25	1.35	1.40	1.70	1.80	1.95
12	1.25	1.30	1.35	1.55	1.70	1.85	1.95	2.20
13	1.35	1.50	1.55	1.70	1.85	1.95	2.10	2.40
15	1.45	1.60	1.65	1.80	1.95	2.15	2.35	2.70
16	1.55	1.65	1.75	1.90	2.15	2.20	2.55	2.95
18	1.65	1.75	2.00	2.20	2.30	2.80	2.95	3.35
20	1.75	2.00	2.20	2.50	2.75	3.00	3.30	3.95
24	2.00	2.35	2.65	3.00	3.35	3.75	4.05	4.00
28	2.75	3.00	3.45	3.75	4.10	4.60	5.00	6.20
30	2.95	3.30	3.75	4.10	5.75	5.15	5.70	6.80
36	4.00	4.45	5.10	5.70	6.55	7.00	7.85	9.20
40			6.00	6.80	7.65	8.50	9.25	10.40



Cold drawn, highly polished and absolutely round. Every bar guaranteed straight and true to size, manufactured to U. S. Standard Gauge.

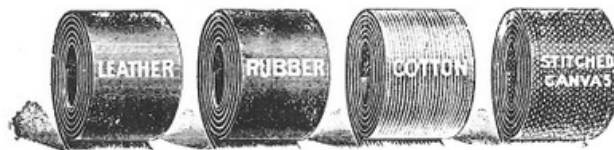
Our key seats are all milled and are accurate. We are prepared to furnish square, octagon, or special shapes of drawn or cold rolled shafting. We box only when actually necessary and charge for same at cost.

Prices on hammered shafting on application. An extra charge will be made on all shafting of lengths shorter than 12 inches.

POLISHED STEEL SHAFTING—ROUND

Dia. in inches	Weight per ft. in pounds	Price per ft.	Dia. in inches	Weight per ft. in pounds	Price per ft.
1	.67	\$.03	1 1/8	5.08	\$.18
1 1/16	1.05	.04	1 1/4	5.50	.20
1 1/8	1.50	.05	1 3/8	6.00	.21
1 1/4	2.03	.07	1 1/2	7.04	.24
1 1/2	2.64	.09	1 3/4	7.60	.26
1 3/8	3.00	.10	1 7/8	8.16	.27
1 3/4	3.33	.11	1 7/8	9.39	.30
1 7/8	3.74	.13	1 7/8	10.00	.36
1 7/8	4.16	.15	2	10.65	.38
1 7/8	4.61	.16			

BELTING—Price List



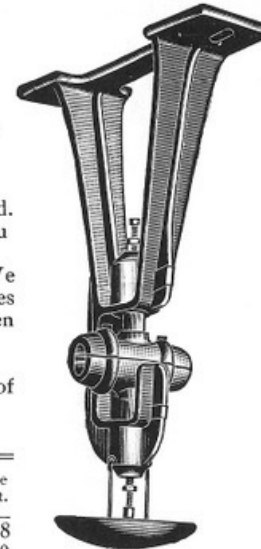
Inch Width	Leather Belting		Rubber Belting			White Cotton Belting			Stitched Canvas Belting		
	Single per ft.	Double per ft.	2 Ply per ft.	3 Ply per ft.	4 Ply per ft.	2 Ply per ft.	3 Ply per ft.	4 Ply per ft.	4 Ply per ft.	6 Ply per ft.	8 Ply per ft.
1	\$.08	\$.16	\$.02	\$.04	\$.06	\$.02	\$.03	\$.05	\$.04	\$.06	\$.08
1 1/8	.10	.20	.03	.05	.07	.03	.04	.06	.06	.08	.11
1 1/4	.12	.24	.04	.06	.07	.04	.05	.07	.07	.10	.14
1 1/2	.15	.30	.05	.07	.08	.05	.06	.08	.08	.12	.18
1 3/4	.17	.34	.06	.07	.08	.06	.07	.09	.10	.14	.20
2	.21	.42	.07	.08	.10	.07	.08	.10	.12	.16	.22
2 1/2	.29	.58	.09	.10	.12	.09	.10	.12	.14	.18	.24
3	.29	.58	.10	.12	.15	.10	.11	.13	.15	.20	.26
3 1/2	.34	.68	.12	.14	.16	.12	.13	.15	.17	.22	.28
4	.38	.76	.12	.15	.19	.13	.14	.16	.18	.24	.30
4 1/2	.42	.84	.14	.17	.21	.15	.16	.18	.20	.26	.32
5	.50	1.00	.17	.20	.25	.17	.18	.20	.22	.28	.34
6	.60	1.20	.20	.24	.28	.20	.21	.23	.25	.32	.38
7	.67	1.34	.24	.28	.32	.24	.25	.27	.29	.36	.42
8	.84	1.68	.30	.33	.48	.30	.31	.33	.35	.42	.48
12	1.00	2.00	.36	.44	.52	.36	.37	.39	.41	.48	.54

Safety Collars—with Set Screws



Size—in.	Price, each	Size—in.	Price, each	Size—in.	Price, each
15-16	\$.18	1 1-4	\$.28	1 1-2	\$.34
1	.20	1 5-16	.30	1 11-16	.37
1 1-8	.22	1 3-8	.32	1 15-16	.40
1 3-16	.24	1 7-16	.32	2 3-16	.50

Adjustable Ball and Socket Hanger



Our Adjustable Ball and Socket Hanger is a ring oiling, single brace hanger and is machine moulded of very heavy, yet neat design, and is made so shifter arms can be very readily attached. It is also made so it can be inverted and used for floor stands. This hanger is furnished with babitted bearings.

Size of Shaft. Inches	DROP IN INCHES					
	8	10	12	14	16	18
1 5/16	1.15	1.25	1.35			
1 3/8	1.60	1.70	1.75	1.85	1.90	1.95
1 1/2	1.70	1.80	1.85	1.90	1.95	2.10
1 5/8	1.80	1.90	1.95	2.10	2.12	2.30
1 3/4	2.45	2.80	2.85	2.90	3.15	3.20
2	2.55	2.95	3.00	3.10	3.25	3.30

For price on Hangers to fit shafting not included above take the size nearest to it. For instance, if shafting is 1 1-8 inch, price is same as 1 3-16 inch; if shafting is 1 1-2 inch, price is same as 1 7-16 inches.

Friction Clutch Pulley with six inch face

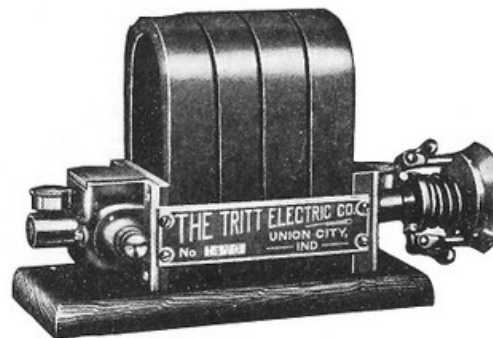
10 inch and 12 inch	.....	\$13.00	22 inch to 26 inch	.....	\$20.00
14 " " 16 "	.....	15.00	28 " " 32 "	.....	23.00
18 " " 20 "	.....	17.00	34 " " 38 "	.....	28.00

Prices on Plain Pulleys are as follows

10 inch by 8 inch	..\$2.70	18 inch by 6 inch	..\$3.50	26 inch by 6 inch	..\$5.00
12 " " 6 "	..2.60	20 " " 6 "	..4.00	28 " " 6 "	..5.75
14 " " 6 "	..3.00	22 " " 6 "	..4.30	32 " " 6 "	..6.25
16 " " 6 "	..3.25	24 " " 6 "	..4.40	36 " " 6 "	..7.25

The Galloway Magneto No. 1

We have designed this Magneto to take the place of batteries on our engines if customers so desire. They are very economical and convenient. It is driven by friction of the pulley against the fly wheel of the engine.



While this Magneto will keep the engine running very nicely without the batteries, by furnishing the spark for the engine, a great many people use them in connection with the batteries, using the batteries to start the engine only.

Standard Rigid Pillow Block

This Pillow Block is of heavy design and babitted with good babbit.

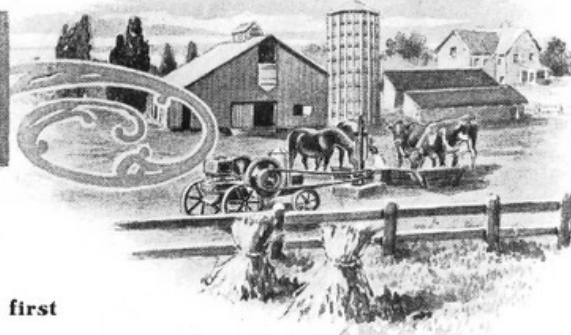
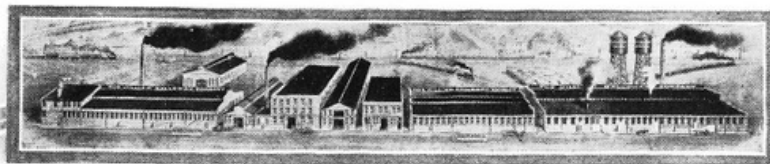
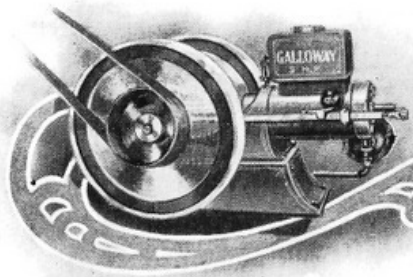
Size of Shaft inches	Price each	Size of Shaft inches	Price each
15-16	\$.65	1 11-16	\$1.45
1 3-16	.85	1 15-16	1.65
1 7-16	1.00	2 3-16	1.80

Weight, 15 lbs. Price, \$8.75

No. 1 Magneto can be used only on engines having "make and break" ignition.

The Galloway Magneto No. 2 is similar in construction to the Galloway No. 1. It is somewhat larger and heavier and is designed to be used in connection with jump spark coils.

Price, \$11.25



My Final Argument

Just a word to the man who is considering buying by mail for the first time as well as the man accustomed to buying this way

NATURALLY, I would like to have every person who writes for my catalog send me his order for an engine on trial. A great many of them do, and you will find them enthusiastic in their praise of my machine. In fact it is the good words from my customers that helped to make the Galloway machines so well known and widely used in every state in the Union. Remember, these customers bought their engines on thirty days' trial on one of my liberal selling plans, backed by my strong guarantee and bond just as I am asking you to do now. They have tried out my engines and unless they were satisfied they would not have kept them and written these

strong letters of praise or recommended the engine to others as they have done. Testimonial letters, I know, as a rule don't mean much, but on our plan of selling they do, as they mean that our engines are right in every way or our customers would have sent them back and asked for their money.

Isn't that a fact, and don't that prove something? It certainly does. Now, I don't suppose it is a question with you any longer whether or not you will buy a gasoline engine, for no person needing power in the shop or on the farm can possibly afford to be without one. It should no longer be a question with you as to what make of engine you will buy. I know you want to save your money when you can do so and get the best there is going in any line.

As to your being able to save money when buying of me there isn't a question of doubt. Our price guarantee on page two ought to settle that in anyone's mind conclusively. It can't be otherwise, as there

is no manufacturer who sells his goods through dealers who can possibly compete with us in price. It's just as impossible as to make water roll up hill. It can't be done. Just think of the many hands an engine passes through before it reaches you, when you buy of the dealers, and the expenses and profits to be added to the one legitimate profit of the manufacturer before the engine is put down at your door.

Stop to consider them and no more argument will be necessary on this point.

First: There is the manufacturer's salesman with his 8% to 10% commission and ten-cent cigars, etc.; the jobber's 10% to 20% profit and traveling

men's expenses; the dealer's 20% to 50% profit and bad debts; one on top of the other are added to the price that you, Mr. Buyer, must pay, and when the engine reaches you is it any wonder that you have to pay twice as much for their engine as we ask for ours?

Now, I have shown in this catalog just how the Galloway is made; its many special features and advantages; the sort of factory that makes it and our superior methods and equipment for turning out a high grade gasoline engine which enables us to sell it so cheap direct to the man who uses it. There is no secret about the making of the Galloway—I simply try to make it right and just as well as it can possibly be made—then leave it to my customers finally to determine if they are made that way. That is why they must be made better than others and capable of doing all and more than I claim for them.

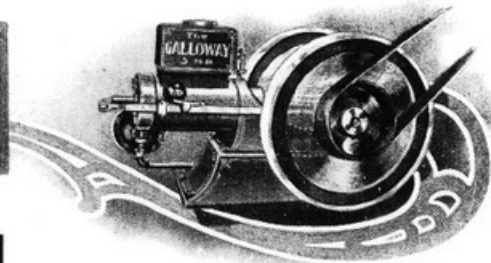
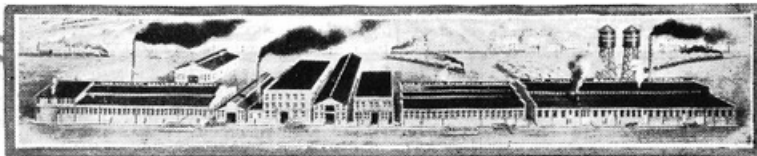
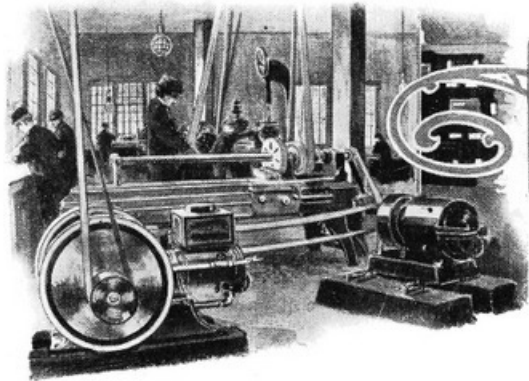
I have tried to make clear to you in every way possible that there isn't a better engine being made, selling at any price. I don't think there is as good an engine as the Galloway at any price, all of my customers will tell you so, but if you still have any doubt in your mind about the merits of the Galloway as an engine I want you to just let me put one in your own shop or on your own farm for thirty days' free trial. Test it out in any way you want to—speed it up—put on the brake test for horse power—hitch it up to any machine that an engine of its horse power is supposed to run—examine into its construction—note the sort of material it is made of—put it to the most severe test possible for an engine. If, after you have done this, you do not find it all I claim for it, or you are not perfectly satisfied with it, just send it back. Then I will have no reason to complain or to think you haven't treated me exactly fair by not even giving my engine a fair trial under my extremely liberal and fair offer. I will see that you will have no reason to complain if you return the engine, as your money will be cheerfully refunded—my \$25,000 legal bond guarantees that.

I'd be foolish to make you an offer like this unless I knew my engine would please you—especially so when I tell you I would rather lose \$25, yes, \$50, on a deal than to have a dissatisfied customer on my list, for they would hurt my business in a short time more than that amount. My plan of selling is so far-reaching and so liberal that when I sell a Galloway in a neighborhood I almost invariably make several more sales in that section. So you see it means something to have thousands of satisfied customers scattered all over the United States whose good words and this catalog are the only salesmen I have.

You take no risk in buying a Galloway. You will get the best engine made for the lowest price. You have our liberal and fair selling plans to order on. Our five year engine guarantee is proof that it is made well. Our \$25,000 legal bond guarantee protects you.

Get acquainted with us and let us prove in every way that The Only Way is The Galloway—selling direct from factory to farm.





Our Selling Plans Explained

How to order, and a description of the different plans upon which you can buy the Galloway

ORDERING goods by mail is a very simple matter. You can order goods of us just as well as your dealer can of the manufacturer and by doing so you will save from \$50.00 to \$300.00. That ought to be argument enough for any man to be his own dealer and buy a Galloway Gasoline Engine direct from the manufacturer.

How to Order. We send out with every catalog a loose order blank, and in this catalog we also print, on page thirty-five, an order blank that can be easily filled in, quickly detached and sent in if you do not have one of our loose blanks.

The few things to observe in sending in your order are as follows:

Be sure and state carefully the style and size of engine you want. Our different sizes and styles of engines are shown fully on pages twenty-five to twenty-nine. If there is any special equipment ordered to go with engine, give your order fully, and correct price of different items.

Be sure to state plan on which you wish to buy. See our three plans of selling explained below.

Be sure to enclose money order, express order or draft for correct amount, or send by registered mail if the money is sent on Plan No. 1. When buying on Plan No. 2, cash deposit in bank, have the banker's statement properly filled out and sent to us, or send note properly filled out for Plan No. 3.

Be sure to give full name and post office. Write very plainly so no mistake can be made.

Be sure to give shipping point if different from post office, and if shipping point is a prepaid station enclose with order enough to pay freight. We will refund if you send too much and will send agent's freight receipt with bill of lading showing shipment, so you may know exactly the amount paid for freight.

Our Very Fair and Liberal Selling Plans

We offer you the fairest and most liberal selling plans ever made by any firm manufacturing and selling gasoline engines. There is no reason why any honest, fair dealing person on earth who wants a gasoline engine can't get one on one or the other of

our selling plans. They are as liberal as can be made, yet they thoroughly protect us and the honest customer who buys of us.

Remember this: On all our selling plans we allow thirty days' free trial of the engine for you to decide if it is satisfactory in every way and all that we claim for it. Just test out the engine we ship you in any way you see fit. Try it out for power, speed, endurance, fuel expense, etc. Make any test that's fair, to satisfy yourself the Galloway is all we claim for it. If not perfectly satisfactory to you, just send it back to us any time within this thirty days' trial period, and we will refund you every cent you may have paid us for the engine, and pay the freight both ways.

Now, we offer you three plans on which you can buy the Galloway Gasoline Engines. Select the plan which you think is the best for your purpose and send us in your order for a Galloway on trial.

Plan No. 1 Cash With Order

On this plan cash in form of draft, money order, express order, registered letter, etc., must accompany order. We recommend Plan No. 1 as the best and cheapest plan on

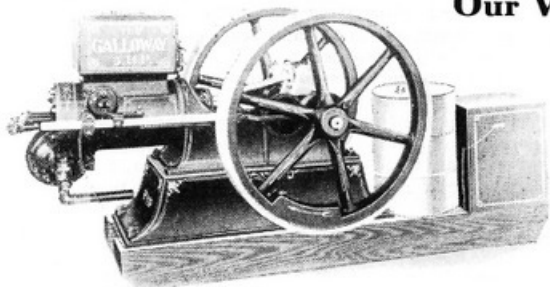
which to buy for the man who has the ready money, or can borrow it of his own banker. We are put to no extra expense on this plan so can quote the lowest, rock bottom prices.

On this plan we allow a full thirty days' trial of the engine for you to determine if it is perfectly satisfactory and all that we claim for it. If not, ship it back and we will cheerfully refund your money and pay all freight charges.

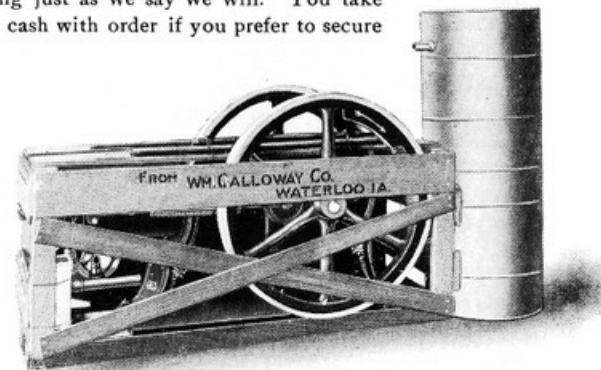
This trial offer is backed by our \$25,000 legal bond guarantee which gives you fullest assurance that we will do everything just as we say we will. You take absolutely no risk in sending your cash with order if you prefer to secure the benefit of our lowest cash prices. Thousands of satisfied customers have bought of us on just the same plan.

Plan No. 2—Cash Deposit With Bank

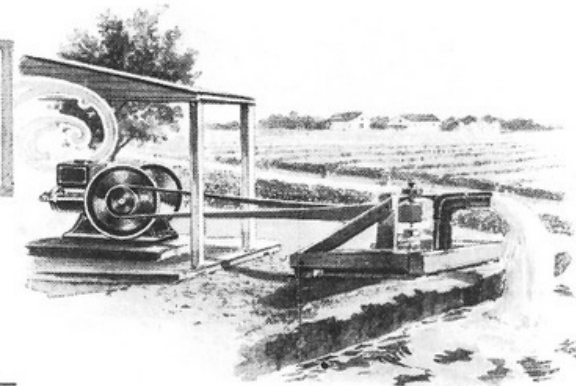
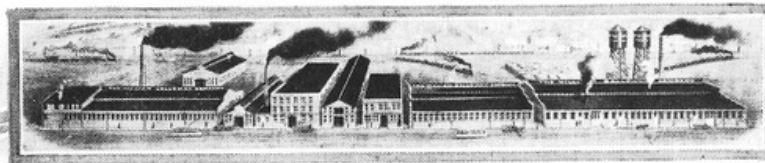
On this plan you may deposit the full amount with your own banker to be held by him during thirty days' free trial of engine. When ordering on this plan be sure and have your banker fill out bank statement, and fill out order correctly



The above cut shows the Galloway Engine, complete with battery box and gasoline tank, on skids ready for crating.



This shows the Galloway Engine, style C with water tank, crated all ready for shipping.



yourself. You can at any time within thirty days from time of engine's arrival at your station, if for any reason it is unsatisfactory or in any way not all we claim for it, get your money back from

your own banker. To do this, all that is required is to present to him the railroad bill of lading showing return of engine to factory according to instructions. On receipt by us of bill of lading showing return of engine, and freight bill showing amount of freight you paid on engine when you received it, we will immediately cancel your order and refund to you full amount of freight.

On this plan we charge \$2.00 more for our engines, as we are compelled to go to more expense. The bank who handles this deposit order charges from 50c to \$1.00 and our extra book-keeping expense is more than enough to make up the difference.

Remember, our \$25,000 legal bond guarantee is your protection no matter on what plan you order a Galloway Gasoline Engine.

Plan No. 3 Note Settlement Plan

On this plan you will send with your order, or deposit in your bank—just as you wish—one-half the amount of your order, in cash, and the balance in a three or six months' note with interest running at 6% from date of purchase.

Any honest, responsible person can buy goods of us on this plan and if it is not convenient for you to pay all of the amount of your order cash down we will be glad to allow you credit on your note for one-half the amount of your order.

Sometimes you may need an engine when the ready money is scarce, or the buying of an engine would make it possible for you to make enough more money to pay for the engine before your note would fall due. This is very often the case in the winter time as a party can frequently buy one of our sawing outfits, paying one-half cash and the balance by note, and in three months' time have earned enough to pay for the machine.

We allow you thirty days' trial of the engine the same as on our other two selling plans, and if the engine is not satisfactory ship it back to us any time within the thirty days and we will return you your note and the cash you have sent us, or release to you the amount deposited in the bank, and pay the freight both ways.

Now just let me remind you of this fact.

We have been selling goods on just these same plans through our advertisements in all of the best farm papers.

We have customers in every state in the Union, Canada, Mexico and some foreign countries, who have bought of us on just these plans.

We do not believe you will find a customer in our large list who will tell you that Galloway does not do exactly as he says he will.

All the publishers of the papers carrying our advertising, and most of them print guarantees in their papers protecting their readers against unreliable advertisers, know us and our responsibility. Many of them I am personally acquainted with and I know they would not for a minute accept our advertising unless we did in every respect as we agreed.

All this and our \$25,000 guarantee, our bank letters, our customers' testimonial letters from every state in the Union—and we have thousands of them—are certainly all the proof anyone could ask for to show that we are reliable and that you will make no mistake when

it comes to buying an engine through your own good judgment of Galloway where you can buy the best engine made at the lowest possible price—an engine that is sold under the most liberal selling plans and backed by the strongest guarantee—and save from \$50 to \$300.

A Word About Repairs

The dealer will tell you that you cannot get repairs handy if you buy a Galloway engine by mail. Now look here! Just consider your past experience along this line. You know whenever you need repairs along the line of machinery nine times out of ten the dealer has to send for them for you and he gets from 50% to 300% profit for simply sending in an order and handing them over to you when they come.

You have often wondered why repairs from a dealer cost so much. I will tell you. It costs just about so much to do business. The manufacturer who sells through the dealer knows it takes as much of the dealer's time to write for a small order of repairs as to order a full sized machine, and as much of his time to call up or write the farmer when the repairs come as it would to tell him that a complete machine has arrived. Consequently, in order to have the dealer handle repairs at all, he must figure a big profit for the dealer and that is just exactly what they do. It is an actual fact that one Big Trust selling farm machinery figures its repairs on a basis of just eight times what they sell their complete machine for; that is, if you were to take one of their repair price lists and add the prices given for the different parts of their machines the total would be just eight times what you could buy a complete machine for containing these different parts. Just try doing this once and prove it for yourself.

You won't need many repairs for the Galloway Gasoline Engine, but when you do need them, all you need to do is to order them yourself, just as the dealer would do, and save his profit.

If you had to dig some potatoes for dinner would you be willing to pay somebody 100% profit for digging them when you could do it just as easy as they could?

Now, it is just exactly the same way with ordering repairs, only it is easier. You can order repairs just as well as the dealer and get more direct service.

Why should you pay a dealer from 50% to 300% profit on repairs just because all he did was to write one letter?

You will get repairs quicker, direct from us, than you would from any dealer, as we have a special department for this purpose. We require that all repair orders must have immediate attention and be shipped out the same day as received. As a rule they can be sent my mail or express so there is no occasion for their being long in reaching you.

Now, in closing, I just want to say this: I know it to be an actual fact that dealers are saying a good many false things about me, my goods and my way of selling goods. Their talk about repairs is only one of the things they bring up, but I believe you know it is only natural that they should do this when I stand between them and an enormous profit.

I just want to say to you this: I have thousands of customers all over the United States, in fact, I have them in every state in the Union—in Canada, Mexico and several foreign countries, who have bought goods of me on my plan of selling and they know that Galloway sells the best Gasoline Engine, Manure Spreader, Cream Separator, etc., direct from factory to farm, that can be bought at any price and still saves them big money. Now, you will find also that these parties are thoroughly satisfied customers of mine, which is the best proof on earth that the Galloway quality is the best, and many of them are more enthusiastic about my goods than I dare be in my own catalogs.

Just prove this for yourself. I will send the names of as many of my customers nearest you as you wish and you can either write them, or if you live near enough, go around and see them, and investigate this yourself.

Ask them about Galloway, my way of doing business and the sort of machines I sell.

Order Blank

Look on Pages Thirty-three and Thirty-four for Instructions on "How to Order"
To The William Galloway Company
 WATERLOO, IOWA

Date _____

GENTLEMEN: Please enter my order as specified below, shipment to be made on or about _____

This purchase is made under terms of Plan No. _____ as shown on pages thirty-three and thirty-four, and I enclose with this order

\$ _____ This line to be used only when sending cash settlement on Plans No. 1 and No. 3.

After the arrival of the engine I will set up same according to directions, and carefully follow instructions for operating which you send me. It is understood that I am to have thirty days' trial of the engine and that the purchase money or deposit does not become your property unless this thirty days' trial is satisfactory and shows the engine to be what you represent it.

It is also understood that the engine belongs to The William Galloway Company until paid for by me. If at any time during the thirty days' trial period I do not find it as represented and satisfactory, I agree to write you once fully about it. I will carefully follow your directions for remedying the difficulty, and then if I still find it unsatisfactory, you are to give me shipping instructions, and upon receipt of same I agree to recreate the engine and deliver it to the railroad freight agent at the station named below, obtain the usual freight receipt from railroad company, and send it to you.

Upon receipt of freight receipt The William Galloway Company agrees to return to me the full amount of money which I paid, or release to me my deposit, refund to me the freight I have paid and return the engine to Waterloo at their own expense.

(Signed) Name _____
 Post Office _____ R. F. D. No. _____
 County _____ State _____
 Shipping Point _____

Amount Enclosed	
Currency - \$	_____
P. O. Order - \$	_____
Exp. Order - \$	_____
Draft - - \$	_____
Note - - \$	_____
Certified Check \$	_____
Certificate of Deposit - \$	_____
Stamps - \$	_____

QUANTITY	STYLE	DESCRIPTION	RATED H. P.	PRICE
		Galloway Stationary Engine		
		Galloway Hand Portable Engine		
		Galloway Horse Portable Engine		
		Galloway Portable Sawing Outfit		
		Galloway Pump Jack		

Our Guarantee Notice it is made a part of your order. Here's the guarantee that goes with the engine. I hereby personally warrant the Galloway Gasoline Engine to be well made, rightly constructed of good material and to have full you or any purchaser may try the engine for a period of thirty days from date of its receipt at his station and if not satisfied that the engine will do the work we claim for it purchaser may return the engine at my expense, we will refund purchase price and pay freight both ways. This means that the engine has got to be right or I could not put behind it a guarantee of this sort.

Certificate of Deposit "A"

THE WILLIAM GALLOWAY COMPANY, Waterloo, Iowa. Date _____ Town _____ State _____

Mr. _____ has deposited \$ _____ with us for payment of one Galloway Gasoline Engine. We agree to hold the money during a thirty days' preliminary trial of this engine. The trial dates from time of the arrival of the engine at its destination. If at the end of that time the purchaser has not reported the engine unsatisfactory, this money is to become the property of The William Galloway Company, and we will remit the purchase price to you promptly by New York, Chicago or St. Louis draft, less charge for exchange. If the engine is returned to you, you are to notify us promptly upon receipt of the railroad shipping receipt showing this to be the case and instruct us to refund the money without delay, returning this Certificate of Deposit at the same time.

(Signed) _____ Name of Bank _____
 Name of Bank Official _____

This deposit is subject to draft at the end of thirty days' trial.

TO THE BANKER: This is a straightforward business proposition. We would be pleased to have you consult your Commercial rating book as to our responsibility and inform the person who presents this Certificate as to our financial standing. *The William Galloway Company.*

I BELIEVE there is no one who is, as a rule, better posted on the matter of freight, than the farmer. Take it ten to fifteen years ago when buying goods by mail was not so common as it is today, the manufacturer selling his goods direct to the user, made a strong argument by agreeing to pay the freight. But it wasn't long before the men buying the goods discovered that they were paying the freight on the goods just the same.

Here is the way they figured it out.

They soon saw that goods being sold, freight prepaid, cost considerably more at the start than those selling f. o. b. factory. Then the shrewd buyer got out his pencil and went to work and it wasn't long before he discovered why this was so.

The man who pays the freight had to figure the average freight on the goods he sold and of course, to be sure he was on the safe side, he had to stick a dollar or two to this price—then he added this freight cost to his selling price.

Now that was all right in a way for the fellow living a long ways from the manufacturer, but pretty hard on the man living near-by, as he was actually paying more freight than he would have had to pay if he could have bought the goods at the factory without the freight being added. In other words, the man who lives close at hand pays a part of the freight of the man living a thousand miles or more away. That isn't a fair arrangement to either party.

As the selling price of goods, especially in the west, is higher than in the middle

Just a Word About the Freight

WE DO NOT PAY THE FREIGHT ON GALLOWAY GASOLINE ENGINES

west or in the east where the goods are made, any person in the west buying by mail will save on the same proportion or better, when he pays the freight. This is due to the higher prices asked in his section. The dealer buys his goods f. o. b. factory and charges the freight to his customer by charging more for the goods.

So any way you take it, the customer pays the freight and it is only fair that the man buying should pay only the freight on the goods he buys and not help pay for somebody else also. We do not pay the freight on the Galloway Gasoline Engines.

The following table of freight rates on gasoline engines is given to allow an approximate estimate to be made on the freight on engines to different points. You can arrive at the approximate freight rate by taking the town nearest to your shipping point and figuring the freight to that town and adding or subtracting a small amount to cover the distance to your town.

The rate given here in this table below is per 100 pounds.

The weight of our engines crated ready for shipment is given in the price list.

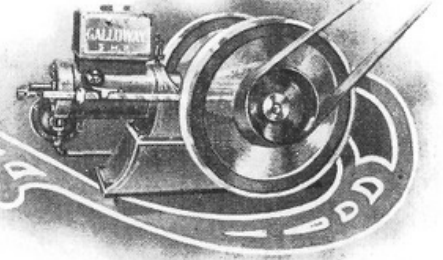
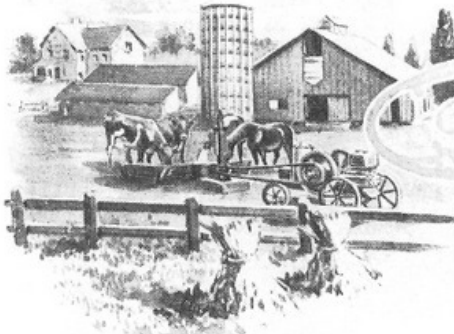
To arrive at the freight just divide the weight of engine by 100 and multiply by the rate given in the table here.

Just for example take the rate to Decorah, Iowa, which is 35c per 100 pounds; the weight of our 2½ h. p. engine is 600 pounds, so 600 divided by 100 is 6, and 6 times 35c is \$2.10. So, the freight to Decorah, Iowa, on a 2½ h. p. engine is only \$2.10.

Not a very big amount considering that you save from \$45 to \$75 on this size engine.

TABLE OF FREIGHT RATES ON GASOLINE ENGINES

WATERLOO, IOWA TO	WATERLOO, IOWA TO	WATERLOO, IOWA TO	WATERLOO, IOWA TO	WATERLOO, IOWA TO	WATERLOO, IOWA TO
Per 100 lbs.	Per 100 lbs.	Per 100 lbs.	Per 100 lbs.	Per 100 lbs.	Per 100 lbs.
Alabama	Iowa	Louisiana	Nebraska	Oklahoma	Rhode Island
Birmingham..... \$1 79	Audubon..... \$0 57	Baton Rouge..... 1 32	Ainsworth..... 1 37	Kingfisher..... 1 30	Providence..... 1 28
Mobile..... 1 82	Centerville..... 44	New Orleans..... 1 32	Hastings..... 1 11	Ohio	Texas
Montgomery..... 1 98	Ciarinda..... 78	Shreveport..... 1 37	Kearney..... 1 15	Akron..... 89	Dallas..... 1 57
Arizona	Council Bluffs..... 59	Maine	Lincoln..... 65	Chillicothe..... 82	Galveston..... 1 57
Phoenix..... 3 79	Davenport..... 26	Bangor..... 1 28	McCook..... 1 35	Cincinnati..... 79	Laredo..... 1 68
Arkansas	Decorah..... 35	Maryland	Norfolk..... 95	Columbus..... 83	Panhandle..... 1 66
Little Rock..... 1 20	Des Moines..... 42	Baltimore..... 1 18	Omaha..... 51	Dayton..... 79	San Antonio..... 1 57
California	Grinnell..... 33	Massachusetts	Red Cloud..... 1 14	Lima..... 74	Utah
Los Angeles..... 3 00	Indianola..... 45	Springfield..... 1 28	Nevada	Mansfield..... 84	Salt Lake City..... 2 90
Colorado	Iowa City..... 23	Michigan	Carson..... 3 95	Toledo..... 79	Vermont
Greeley..... 1 15	Keokuk..... 47	Bay City..... 83	New Hampshire	Pennsylvania	Burlington..... 1 28
Connecticut	Muscatine..... 27	Detroit..... 79	Manchester..... 1 28	Gettysburg..... 1 18	Virginia
New Haven..... 1 28	Ottumwa..... 38	Lansing..... 79	New Jersey	Harrisburg..... 1 18	Richmond..... 1 18
Delaware	Rock Rapids..... 47	Manistee..... 89	Newark..... 1 21	Philadelphia..... 1 19	Roanoke..... 1 18
Newark..... 1 19	Sioux City..... 47	Minnesota	New Mexico	Pittsburg..... 93	Washington
District of Columbia	Spirit Lake..... 42	Albert Lea..... 42	Alberquerque..... 2 12	Scranton..... 1 19	Seattle..... 3 00
Washington..... 1 18	Waukon..... 57	Crookston..... 1 22	New York	Uniontown..... 98	Spokane..... 3 60
Florida	Indiana	Duluth..... 65	Albany..... 1 17	South Carolina	West Virginia
Jacksonville..... 1 74	Elkhart..... 81	Hallock..... 1 40	Buffalo..... 89	Charleston..... 1 74	Charleston..... 1 18
Georgia	Evansville..... 79	Mankato..... 65	Elmira..... 1 07	Columbia..... 1 83	Parkersburg..... 98
Atlanta..... 1 77	Ft. Wayne..... 76	Marshall..... 78	New York..... 1 21	Greenville..... 1 95	Wisconsin
Savannah..... 1 74	Indianapolis..... 76	Minneapolis..... 55	North Dakota	South Dakota	Ashland..... 80
Idaho	South Bend..... 76	Sauk Center..... 98	Bismark..... 1 55	Aberdeen..... 1 04	Beloit..... 60
Boise..... 10	Terre Haute..... 70	Winona..... 60	Carrington..... 1 48	Belle Fourche..... 2 15	Chippewa Falls..... 60
Illinois	Kansas	Mississippi	Cooperstown..... 1 49	Chamberlain..... 1 10	Fond du Lac..... 60
Belvidere..... 60	Atchison..... 60	Jackson..... 1 43	Devils Lake..... 1 51	Deadwood..... 2 05	Green Bay..... 60
Cauro..... 80	Dodge City..... 1 47	Missouri	Ellendale..... 1 04	Gettysburg..... 1 27	Madison..... 60
Danville..... 60	Fort Scott..... 74	Chillicothe..... 60	Fargo..... 92	Mitchell..... 90	Manitowoc..... 60
Freeport..... 60	Norton..... 1 38	Clinton..... 62	Grand Forks..... 1 22	Pierre..... 1 22	Milwaukee..... 60
Joliet..... 60	Topeka..... 89	Hannibal..... 60	Grafton..... 1 34	Rapid City..... 1 86	Prairie du Chien..... 60
Litchfield..... 60	Wichita..... 1 20	Kansas City..... 60	Langdon..... 1 51	Redfield..... 1 04	Rhineland..... 1 07
Mt. Vernon..... 72	Kentucky	Poplar Bluff..... 1 15	Medora..... 1 89	Sisseton..... 88	Wausau..... 60
Peoria..... 60	Bowling Green..... 1 34	Springfield..... 62	Minot..... 1 70	Sioux Falls..... 58	Wyoming
Quincy..... 60	Louisville..... 78	St. Joseph..... 60	Williston..... 1 84	Watertown..... 78	Cheyenne..... 1 85
Springfield..... 60	Montana	North Carolina	Oregon	Tennessee	Evanston..... 2 80
Indian Territory	Glendive..... 2 10	Charlotte..... 1 79	Baker City..... 3 55	Chatanooga..... 1 55	Rawlins..... 2 86
McAllister..... 1 20	Helena..... 3 10	Raleigh..... 1 72	Portland..... 3 00	Memphis..... 1 40	Sheridan..... 2 50



Read Here the Proof of the Pudding

I want you to know what the men who have actually used our make of engines on their farms, in their shops, in fact, almost everywhere, have to say about them. Now, if you have any doubts about the

Galloway settle them here. These testimonial letters with illustrations showing the engine at work are certainly proof that there is no better engine made, selling at any price, than the Galloway.

They tell what our engines will do under all conditions, and in nearly every place you care to put them to work. While they refer to the Davis engine, which they bought of the Cascaden Manufacturing Co., remember this is the engine we are now building better than ever before with several new and valuable improvements, and selling them under the new name, "The Galloway."

They have bought their engines on a plan much similar to that on which the Galloway engines are sold today.

We are no better acquainted with any of these people than you are. They simply saw the advertisement of the engine in some farm paper, and wrote for information.

They received letters, catalogs and price lists of engines.

They sent in their orders for an engine, on 30 days' free trial.

Now, you can read their letters telling in their own words just what they think of them. They were in just exactly the same position you are now in, before they bought.

You will feel exactly the same as they do now, if you buy.

Our customers are satisfied customers, as we do not believe in having any other kind. Remember you take no chance when you buy our engines on our plan. You can't make a mistake, for if the engine is not right in every way, and perfectly satisfactory, you can return it to us with no expense to you. We will pay the freight both ways, and refund you any money you have paid.

What these men say tells more about the true merits and what our engine will actually do than I could by writing you a ten page letter.

You know these are facts. What they tell you will answer almost any question you could raise with reference to power, speed, endurance, easy operation, simplicity, and value at the price, etc., than anything I could say.

Read these letters carefully, then judge for yourself.

SEVEN PAGES OF TESTIMONIALS THAT CERTAINLY PROVE SOMETHING

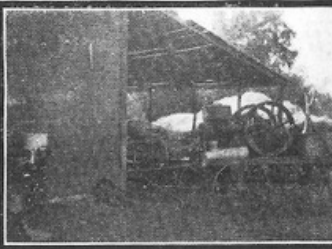
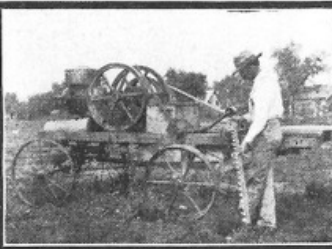
Read this remarkable letter. Read them all. And you can't help but want to own a Galloway. The most serviceable machine for the farm or shop.

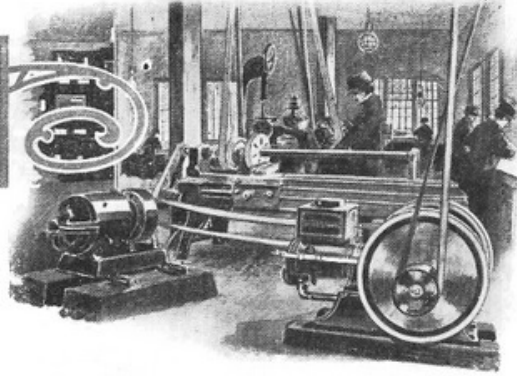
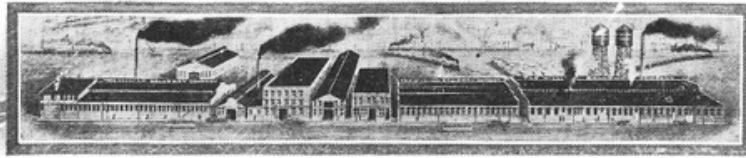
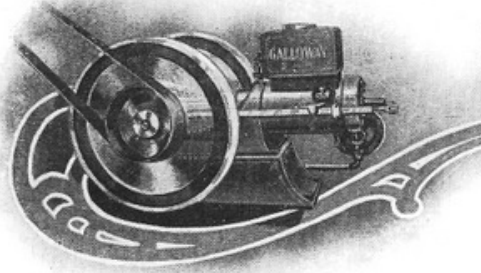


The William Galloway Company, Waterloo, Iowa.

JOHNSON, NEBR., Sept 1, 1908.
GENTLEMEN: These photographs of my Davis Gasoline Engine at work, you are welcome to put in your catalog or show anyone, because they are true pictures and I do these things with my engine. In one year from now, I expect to be able to send you new pictures of different work I'm doing for my engine is just waiting to run anything within its power that I can attach to it, and on a farm there are so many kinds of work that can be done better and cheaper, also easier, with an engine. We have our little engine run the washing machine as you see in the picture. It's so much easier to sit and watch it do the rubbing, when you have a large washing. Some say they are hard on the washing machine, also on the clothes. That is a mistake. It is simply a matter of gearing. If you make it run the machine slow as by hand, it would be easier on the washing machine and clothes than washing by hand, because it runs steady. We did not buy a new washing machine to run with our engine, but just put on an old wheel and geared the engine slow and there it is ready to rub as many batches of clothes as you want. If you are washing at meal time, it makes no complaint, but just rubs while you sit down and eat. My well is 115 feet deep and it takes a very strong wind to run the windmill and pump water. This summer I would have been out of water for stock several times if it had not been for my engine. I pump water up to my third story also with it. I have a feed grinder which I run with my engine, it saves time and expense taking grain away from home to have ground, then the chickens pick up all the waste as you see in the picture. My two-hole mounted Sandwich sheller runs alright with my 5 h. p. Davis (Galloway) Engine. I do all my own wood sawing besides some for my neighbors. I can saw all the wood three men can hand up with my engine. My engine is so simple and easy to run. Always ready. I can go out any time, turn the wheel two revolutions and it goes. When I have a cycle to grind, I start up my engine. It runs my emery wheel and does it so easy. Boys don't like to turn grind stones and I don't blame them, for with a little more brain and lots less muscle they can accomplish more. My engine pleases me just fine, and I could not get along without it. Respectfully,
R. F. D. No. 2. FRED DOUZE.

Just note what Mr. Douze finds for his engine to do. No one can afford to do without a labor-saving machine like the Galloway Gasoline Engine.





A great shop engine. All the power necessary

Medoc, Mo., Aug. 26, 1908.

Gentlemen: You can see most of what the engine does. I put extension on the fly wheel to run emery wheel, rip saw and planer which gives them plenty of speed. The planer and rip saw are on the other side of band saw, both on one shaft. I have 22 inch wood saw outside the door, 20 feet from engine. I also do lots of wood sawing. The engine has given me plenty of power so far.

Yours truly,
BERT CASS.



Notice this engine at work sawing wood, and snow on the logs. You can use a Galloway the whole year 'round

Chehalis, Wash., June 28, 1908.

Gentlemen: I received your letter last week. I bought a Davis (Galloway) engine last winter and have used her ever since more or less. I grind grain, cut hay and saw wood with it. She is alright. She is very simple and has caused me so far no trouble. A boy can run her and is cheaper than others. I can grind about eight bushels of grain in an hour and can saw a cord of wood in about 45 or 40 minutes.

Yours very truly,
A. WACKERBARTH.

Uses it in many ways on farm. Gives satisfaction

Eldora, Iowa, Aug. 22, 1908.

Dear Sirs: Will say that we like our engine fine. We have run a fanning mill, feed grinder, cream separator, washing machine and grindstone. I also took it to the neighbors last week and pumped water one-half day with it. It seems to have as much power as any of the high priced engines that are in use around here, and we would not be without it.

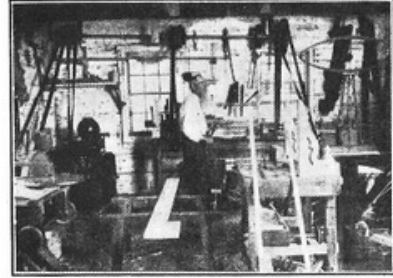
C. BREWER.

Uses his engine for running all sorts of machinery

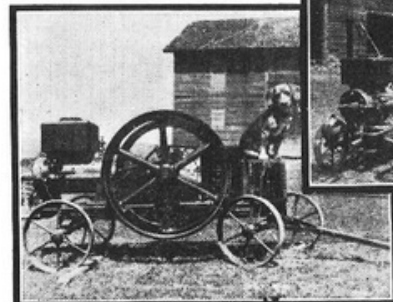
West Point, Iowa, Aug. 22, 1908.

Gentlemen: I have had one of your 2 h. p. gasoline engines installed in my workshop since January, 1908, and it gives perfect satisfaction. You will note that it drives a scroll saw, grindstone, turning lathe, emery wheel, circle saw, throater and shaper, also many other things which I attach at times. It has never given me any trouble, is so simple a child can run it, and is the most economical gasoline engine in the community; all those who have seen it are surprised at the work it does and the low cost of same.

Yours very respectfully,
C. ELLEMBERGER.



The simplest engine he ever saw



Pennsylvania. I have used my engine long enough to know that it is the best engine a farmer can have on the farm for furnishing power.

G. S. SWARTZ
Nittany, Pa., Aug. 19, 1908

Gentlemen: Will send you two pictures of the Davis (Galloway) engine, taken by one of my sons. The engine is a good one and is the simplest that I have seen, and does not use much fuel. It is the lowest priced engine in these parts or in the state of



Geneva, Iowa, Sept. 12, 1908.

Dear Sirs: I use my engine to grind feed. It does all the work that I want it to do on my farm, and I wouldn't do without it for anything. It is simple, easy to run, and uses but little fuel, and I can use it summer or winter.

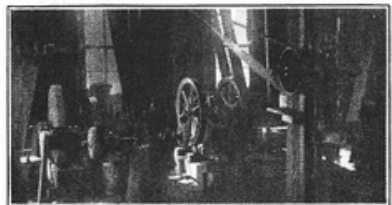
Very truly yours,
W. S. REED.

The Galloway makes an ideal shop engine

Round Lake, Minn., Aug. 22, 1908.

Gentlemen: I run a press drill, emery stand, large sized grindstone, rip saw, disk sharpener, and a large size sausage mill and have plenty of power to spare. I am well pleased with the engine and the longer I run it the better I like it. I send you under another cover, a picture of the engine.

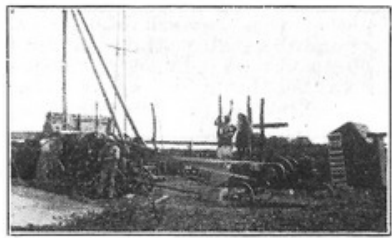
Yours truly,
F. H. HORTON



His neighbors wish they had a Galloway instead of the machine they bought

Eskridge, Kan., Aug. 17, 1908.

Dear Sirs: I like the five horse engine fine. Everyone that has seen it at work says it is a daisy. It is so simple and runs as fine. There are a good many that are running some others that if they had not those they would get one like mine, so



Saved \$130 by buying a Galloway (Davis) and It serves even

The William Galloway Company, Waterloo, Iowa.

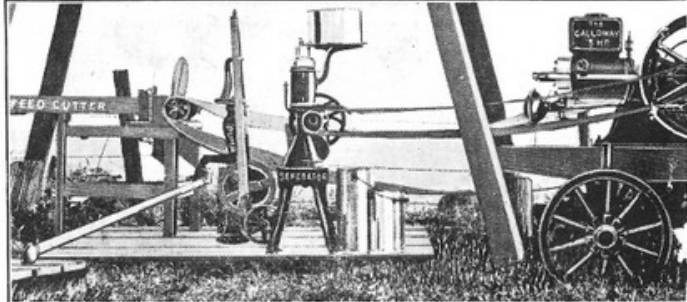
Gentlemen: The Davis (Galloway) gasoline engine I bought arrived in fine shape. engine and I have had no trouble with it since I have had it and am well pleased with the en

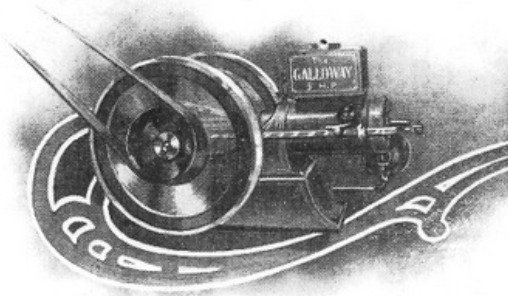
you can see that it is well liked. It is the first of its kind in this town. It is fine: it runs my rig fine and my helper at this time is cute also: she is a fine young lady, she said that it was a little daisy. I will always speak a good word for the Davis Junior (Galloway) five horse engine.

JAMES LUKE.

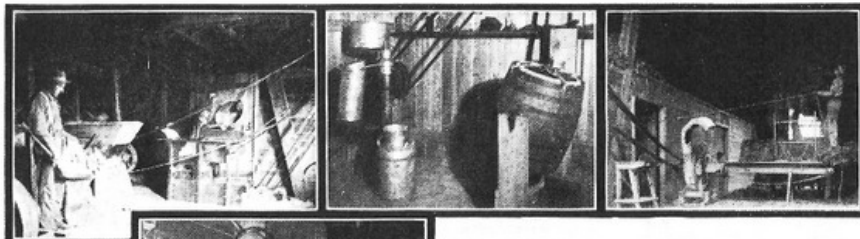
The Davis (Galloway) is the engine for the farmer. It excels all others I have seen for simplicity and durability on the farm. I run a Galloway engine from morning till night or even longer if I wanted to and it never troubled me so far. It's just a cracker-jack.

FELIX BILGER.
Kingfisher, Okla., Aug. 27, 1908.





"One man's word is no man's word." You want to hear both sides. These letters are unprejudiced and give the exact truth.



The dealers wouldn't compete with the Galloway (Davis). This man didn't believe in buying a \$300 or \$400 engine just to make the dealer a big profit, but bought a Galloway (Davis) instead at \$119.50 and got a better engine. This is real proof of the saving we can make you.

Berlin Center, Ohio, Sept. 16, 1908.

Gentlemen: About a year ago I bought one of your 5 h. p. gasoline engines to furnish motor power on a five hundred acre farm, and it fills the bill to perfection. We start our engine two times every day and some days a great many more times, and have never had it refuse to start. Two turns of the wheels almost always start it. We use a dynamo and no batteries.

We do pretty nearly everything with our engine; turn a milk separator, churn, pump water from a well 500 feet away from the pump for all of our stock. We grind all our own feed and a good deal for our neighbors and a man brought 600 lbs. of corn and wheat to be ground a few days ago. I ground it for him in just 40 minutes with a little less than a half gallon of gasoline. I get 10 cents per cwt. for grinding. We also turn a buzz saw to saw stove wood, cut corn fodder with a blower ensilage cutter which is rated for an 8 h. p. engine and it handles it as fast as a man can feed it. We turned a sheep shearing machine with the engine two full days with five gallons of gasoline. It is cheaper and better power than a man if he would

work for his board. It is a dandy to turn the fanning mill, grind stone, and we cut our sausage meat by the engine power. The Mrs. says, "It is a better job than we have ever done by hand." I know it is a lot easier.

This engine is doing just as well and just as cheap as any which we have seen which cost from \$300 to \$450. When I bought this engine there were two gasoline engine agents to see me. I told them what I had ordered and offered to let them put one of theirs beside this one on trial and I would keep the one which was most satisfactory. But they did not care to compete. I almost forgot to mention the nicest thing we do with the engine; that is to unload hay and grain with slings. There is no bother with horses, rope and all in the barn and it always goes up.

You may always refer to me any time and I will be glad to say a good word for the Galloway.

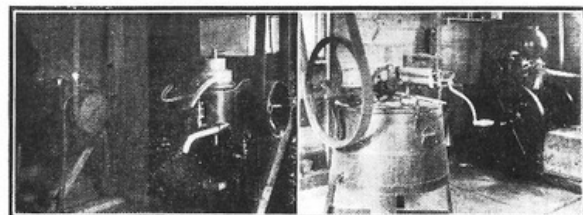
Yours truly, W. A. JOHNSON.

Has plenty of power for any use he has for an engine, and it is a dandy

Atwater, Minn., Aug. 17, 1908.

Dear Sir: The Davis (Galloway) 2 h. p. engine I purchased some time ago is a dandy. I use it for pumping, running fanning mill and wood saw, giving one plenty power for those machines. I also attach it to cream separator and washing machine as you can see by the pictures, and in every way it has proven satisfactory and does the work easy.

Yours truly, B. A. PLYGARE



His neighbor is ashamed because he paid \$440 for a 4 h. p. engine when he found out Mr. Brahm got his Galloway so cheap, and just as good an engine. Mr. Brahm wouldn't trade even up. Costs just 12 1-2 cents to run the Galloway twice a day for a week. From table of comparison of prices we quote the average price of a 5 h. p. gasoline engine at the dealers as only \$285. This man's neighbor paid \$440 for only a 4 h. p. engine. You can see by this something of the unfair prices dealers ask. They will get all they can out of you every time, and make any price they think you will pay.

Dear Sirs: Please find enclosed photographs which will show you how I use my 5 h. p. Davis engine on my place. I am more than pleased with this engine and have had no trouble since I got it and no repairs but one small spring on the side bar.

I bought my engine last November, 1907, and I would not be without it. I have all the power I need and some to spare. It is easy to start and my wife tends the engine and separator when I am not around.

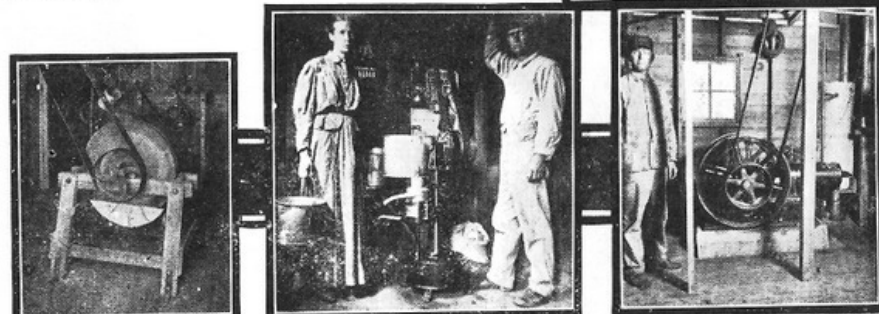
I think I have the best and cheapest engine around in my neighborhood. My neighbor has a 4 h. p. that he paid \$440 for and I would not trade with him and my engine runs just as good as his does. My engine is rated 5 h. p. and can pull anything I have tried to pull with it. I run this engine twice a day and use one gallon of gasoline a week and this gasoline costs me 12 1/2¢ a gallon. This is certainly cheaper than running my machinery by hand, and besides this engine runs it better than I could.

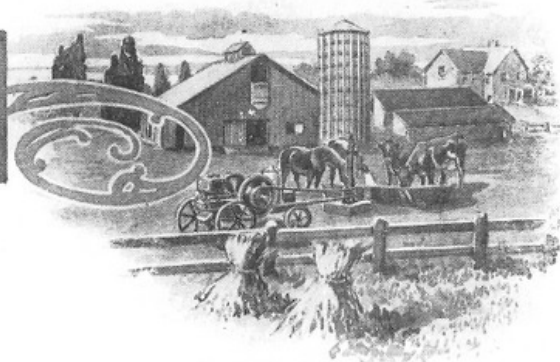
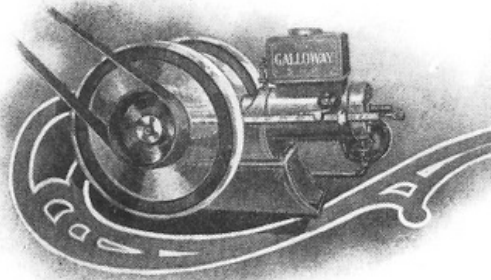
Besides the cream separator, I use it on my feed grinder, which grinds 40 bushels per hour and it runs a seven foot elevator to carry the feed away. I also run a two-hole corn sheller, 350 bushels a day, and run a grind stone, and a sixteen foot elevator to carry the grain to the upper bins. Run a ten inch buzz saw and fanning mill and my engine does all this work at one time, except the feed grinder which takes a little more power. I have almost a country mill.

I would not sell my engine at any price and I think every farmer should have a Davis (Galloway) gasoline engine on their place, for they can depend on them to do their work.

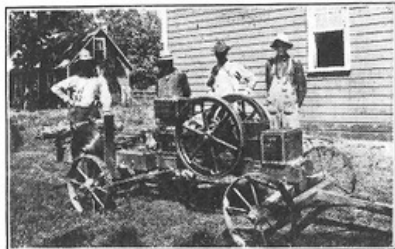
Wishing you a great success in the future, I remain,
Very truly yours, CHARLES BRAHM.

Hope, Kans.,
Sept. 14, 1908.





The slickest thing to saw wood with he ever saw
Northwood, Iowa, Aug. 20, 1908.



Gentlemen: I see from your letter you wanted to know what I thought about the Davis (Galloway) Gasoline Engine. It seems to be the dandiest engine and it works very nicely. I would not sell it for twice what I paid if I could not get another one. It is the slickest rig to saw wood with that I ever saw.

Yours very truly,
LEWIS TUFTEDAL.

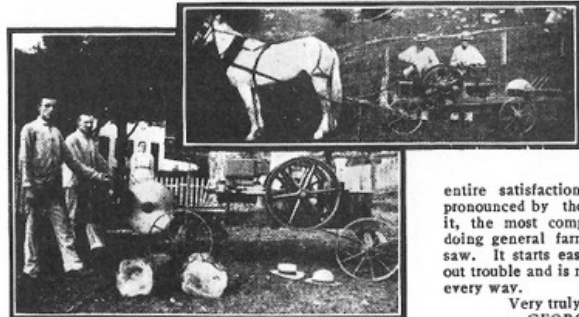
Pumps from a well 143 feet deep without a murmur

Gentlemen: In regard to working power of the Davis Jr. (Galloway) 5 h. p. engine, will say it furnishes more power than any other same rated h. p. gasoline engine I have seen. Does all the work I have used it for very satisfactorily. I have used it to saw wood, grind feed of all kinds, and grain, and pump water. I grind feed and pump water at the same time. It pumps water from a well 143 ft. deep and the pump pulls pretty hard.



Yours respectfully,
ROY A. KEPLER.
Aron, Ill.,
Aug. 15, 1908.

The Galloway proves to be the best engine for general farm work they ever saw



Owen, N. J.,
Sept 14, 1908.

Gentlemen: I herewith enclose two photographs of my 5 h. p. portable wood saw outfit, purchased last December, ready for use, which has given

entire satisfaction, and has been pronounced by those who have seen it, the most complete machine for doing general farm work they ever saw. It starts easily, operates without trouble and is most economical in every way.

Very truly yours,
GEORGE FERGUSON



He knew nothing about a gasoline engine when he bought his, yet has had no trouble whatever in starting and running his engine

Dougherty, Iowa, Sept. 17, 1908.

Gentlemen: We have had our gasoline engine since last May. Our first test of it was in sawing wood. We use it nearly every day to pump water for our stock. These are the only things we have used it for yet, but we expect to use it to shell corn and grind feed. We knew absolutely nothing about gasoline engines before we purchased this one. We are well pleased with it so far. Just turn the switch of the battery and let in the gasoline, open the cylinder oiler, and turn the wheels about three or four times around and off it goes at the work. It is good to see it run so steady. We would have taken a picture of it attached to the pump, but it is hard to get one in the engine house as there is not room enough. We use our 2 h. p. engine at a well in our pasture. We built a little house for it there, 8 ft. square, and I go down there about every day and pump the tank full, and it does not take but a little while to pump for 60 head of cattle.

Yours truly,
L. N. LOCKWOOD.



The Galloway easy to run

Eyota, Minn., Aug. 17, 1908.

Gentlemen: It does not need an expert to mount and run this engine. It is not even staked down except in front to hold the belt. It will run as cheap and is far more simple than engines that cost twice as much, and is as easy to run as a mower or other farm machinery. I have run a 20-inch wood saw to its full capacity.

ROBT. E. RICHARDSON

After a careful study of gasoline engines he chose the Galloway (Davis)

Oakdale Farm, Perkins, Okla., Aug. 22, 1908.

Gentlemen: I will say this in favor of the Davis Jr. (Galloway) 5 h. p. Hand Portable Engine; it is all right. Its size is right, will pump water, run a separator or it will saw wood or grind feed. Yes, and 20 to 30 bushels per hour. Its weight is right. It is heavy enough to be substantial and stand the strain, and light enough to be moved either by one or two men or by a horse. The simplicity is right, in fact the simplest of all, the least triggers, springs and catches to get out of order. The consumption of oil is very small. I think I am safe in saying that one gallon per actual h. p. per ten hours will carry it under a heavy load, therefore oil consumption is very small.

I made a careful study of gasoline engines for some time before buying and at last decided on the Davis Jr. (Galloway) 5 h. p., because it is best and the price is right.



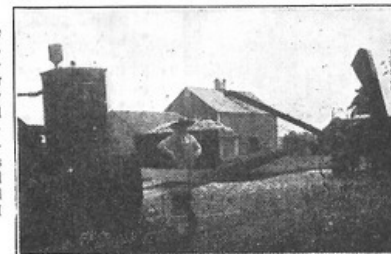
Respectfully,
CLYDE A. OSTRADER.

A years' hard usage proves the Galloway O. K.

Remsen, Iowa,
Aug. 24, 1908.

Gentlemen: Have used one of your 14 h. p. Davis (Galloway) engines for about a year and have not found any fault with it so far, and as for power it is certainly O. K. for it is always ready to do its work. I use it to shell corn and also grind feed and I must say it is a good engine and I can cheerfully recommend it.

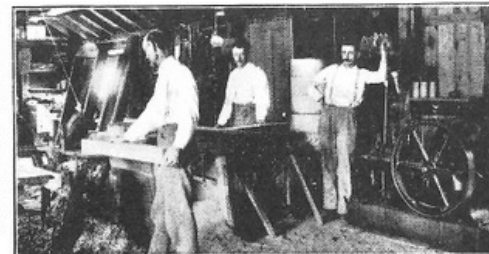
Yours sincerely,
J. P. GRAGE.



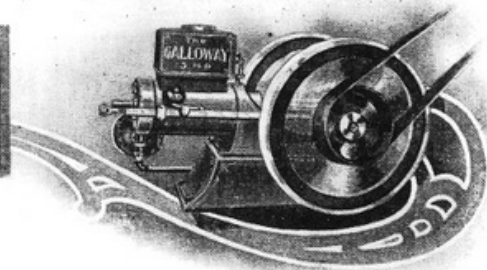
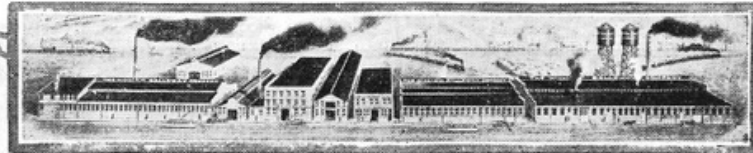
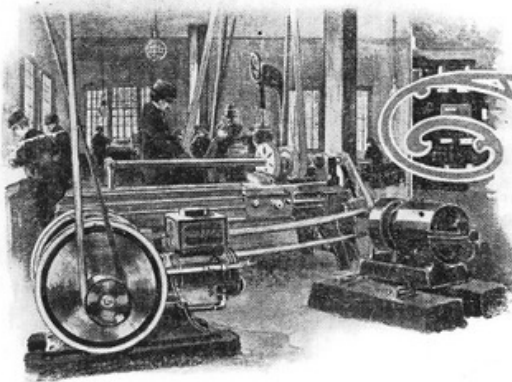
Runs four big shop machines with his 5 h. p. Galloway engine

Richland, Ia., Aug. 24, 1908.

Gentlemen: I run all four machines at the same time, groover, planer, rip saw and sanding drum and have plenty of power and to spare. As for simplicity and ease of operation, your engine is second to none. I used a high priced engine three years before buying yours, and I have less trouble starting and operating your engine than the one I had. If I was to buy another, I would buy the Galloway.



J. N. COOK.



Some good reasons why the Galloway is the best engine on the market



Hopkinton, Iowa, Aug. 24, 1908.
Gentlemen: I would rather refer anyone to the Davis Jr. (Galloway) Gasoline Engine than any other on the market for several reasons. First, because it is so well constructed that any unskilled person can operate it. Second, because it uses less gasoline than any other engine of the same rated power I have ever seen. In talking about rated power will refer you to our 5 h. p. Davis Jr. (Galloway) engine pulling a 34-inch rip saw and it does its work well. In summing this all together the Davis Jr. (Galloway) engine in my estimation will take the honors for the best gasoline engine on the market for simplicity, economy and rated power.



W. R. BLANCHARD.
We helped W. R. Blanchard saw wood. We sawed twelve cords of wood in two hours and twenty minutes with half a gallon of gasoline. It is the best engine on the market.

JAMES DUNN.
L. M. WILLARD.
CHARLES DUNN.
JOHN J. ROWERY.
ROBERT NIERTERT.

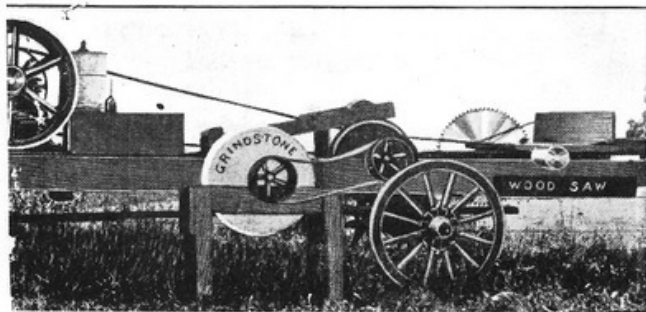
Engine worth three times what he paid for it. In other words an engine of any other make would cost him three times as much as his Galloway Engine cost him

Duluth, Minn., Aug. 26, 1908.
Gentlemen: Enclosed find photographs of my 5 h. p. Davis (Galloway) Engine. We were pressing hay while the picture was taken, but it is a poor picture. The engine does fine work and it is worth three times the price I paid for it.

Yours very truly,
JOHN J. ZEIGLAND.

Just see what he saves in the way of labor / purpose

SOLDIERS GROVE, WIS., Sept. 14, 1908.
I am running a pump, feed cutter, separator, grinding stone, and wood saw with this ne. I have saved \$130 by buying the Davis engine. RASMUS JOHNSON.



He thinks no farmer can afford to be without a Galloway Gasoline Engine

Cedar Falls, Iowa, Sept. 16, 1908.
Gentlemen: Have had the Davis (Galloway) engine about a year and find it is the best and cheapest power to be had on the farm, and think no farmer can afford to be without one. We use it for grinding feed, shelling corn, sawing wood, pumping water and running the washing machine. My wife can start and stop it as easy as I can, which is sufficient proof of how easy it is to operate. It will run the washing machine all day for less than two cents an hour and not growl either, more than any man would do, I am sure. L. E. HANSON.

Clay Center, Nebr. Aug. 16, 1908.
Gentlemen: I am using the engine for running machinery in my blacksmith shop. Am running a trip hammer, emery stand, disk sharpener, lawn mower, grinder, press drill, and a 16 pound blower. I like the engine very much. So far it has not given me any trouble. I have a Davis Jr. (Galloway) 5 h. p. It's a good engine alright, and I would advise anyone who wants an engine of the size of mine, that they will make no mistake in getting a Davis Jr. (Galloway). J. C. WARD



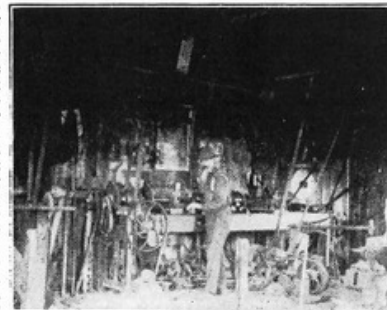
Twelve year old daughter starts it

Powellton, Ill., Sept. 8, 1908.
The Davis (Galloway) Gasoline Engine I purchased in February, 1908, has given excellent satisfaction. I use it to run a disc-sharpener, corn sheller, and Corn Belt feed mill and emery wheel for which it furnishes plenty of power. It is so simple in construction and of such ease of starting that my 12-year old daughter can start and run it. I can recommend the Davis (Galloway) engine to all who wish an efficient engine at a reasonable cost for general work. WILLARD MCFARLAND.

The Galloway is all the power necessary for this large blacksmith and machine shop

Moors Forks, N. Y., Aug. 20, 1908.

Gentlemen: In answer to your request I am sending you under separate cover photographs of my engine as I use it in the shop. As the picture shows, we use our engine in a general blacksmith, carriage and machine repair shop. It runs a 12 ft. 17-in. swing iron lathe, trip hammer, emery stone, saw gummer, drill and Challenge feed mill on first floor; and 18-inch rip saw, 16-inch planer, 26-inch band saw, boring and tennon machine, and 12 ft. 30-inch swing wood



lathe, and cider mill (capacity twelve barrels a day), on second floor; also use it for sawing my wood, using a 30-inch saw with 80-pound balance wheel and run 1240 revolutions per minute and can bury the saw full depth in maple and not check the little engine. This I can vouch for by six men who helped me; we cut hard maple 19 1/2 inches thru. measured on the cut. I can also put the belts on every machine in the shop except the feed mill, and with a man at each, the little engine will pull it with apparent ease, which I think is very good. As far as power is concerned, no farmer need be afraid to buy a Davis (Galloway) 5 h. p., for it will do all he will ever need in the line of threshing, sawing wood, or grinding feed, and no mechanic who tries to be up-to-date at all can afford to be without one, they are so near fool proof that any novice or man of ordinary intelligence can learn to run and care for them in half an hour easily. In fact there is nothing you can make go wrong unless thru extreme carelessness. The fuel consumption is very low, as I have repeatedly tried it and can saw wood or do ordinary work in the shop for ten hours on three gallons of 74% gasoline which costs us now 17c, which I call cheap power. The water pot is also very far ahead of the old fashioned tank and pipes, and my engine runs just as cool as any tank cooled one around here, and there are several standard makes doing service here. Respectfully yours, FRED L. ROWE.

He has owned another make of engine. He says the Galloway 5 h. p. engine is as strong as other 7 h. p. engines

Stanberry, Mo., July 6, 1908.

Gentlemen: In reply to your inquiry as to the kind and nature of work done with my 5 h. p. Davis (Galloway) Engine. I received my engine last November, 1907. I am perfectly satisfied with it. I use 24x6 inch pulley on the engine. I run a cord wood mill with 26-inch saw and use a 6x6 inch pulley on saw. I saw cord wood twice in two, at the rate of three to five cords per hour. I also chop feed, crush corn and at the same time grind 10 bushels of corn on an 8-inch burr. That makes 20 bushels per hour and have plenty power. My engine is as strong as other gasoline engines rated at 7 h. p. I just sold one before I bought this one. I can saw all the wood as fast as they can get it to me. It is easy to start and operate. GEO. A. SAGER.



The New Galloway Cream Separator

\$33.50
FREIGHT PREPAID

Five Sizes—200 to 900 Lbs. Capacity
Let us save you from \$25 to \$85 on the separator you buy

THE GALLOWAY is the most modern and advanced separator on the market today. It is the only strictly standard, high-grade separator selling direct from factory to farm. It has every advanced feature found in other leading high priced machines, with several new features distinctly its own and found in no other separator made. We are very enthusiastic over our separators and do not hesitate to put them out in competition with makes selling at twice our price.

The Galloway is equipped with large capacity, low-down supply tank. The gearing is enclosed, dust proof and perfectly safe. The bowl is the easiest cleaned bowl in any separator and there is no better skimmer.

Gearing Runs in Oil

The Galloway is the only entirely self-oiled separator in the world. The main gearing and bowl spindle is bathed in oil. This makes the Galloway by far the best separator on the market today and worth \$10 to \$25 more than any other standard separator selling at twice our price. This bathed in oil feature is the greatest single improvement made in the line of cream separator construction in over ten years. This original bathed in oil gearing feature not only insures always plenty of oil but is a mechanical guarantee of long life to the machine. Our new catalog sets forth this great feature at length. Send for it.

Revolving Supply Tank

This is another feature which is found in the Galloway alone and, next to our bathed in oil feature, the biggest single advanced improvement made in a cream separator in years. It adds much to the convenience in operating and handling, and cleaning of the separator parts. When the skimming is being done, the supply tank locks firmly in position with inlet spout directly over center of feed cup. When skimming is over, just unlock and swing supply tank on hinged socket out of the way—take bowl apart in bowl clamp and wash all parts in supply tank—right in the machine. Save all extra steps and extra labor of washing and cleaning wash pans, etc. This is the greatest feature ever devised for a separator.

Adjustability

This is a matter not much referred to by any other manufacturer of a separator, because few of their machines are really adjustable. The new Galloway is adjustable in every way and it does not take a minute to make every adjustment in the machine, as they are all in plain sight and easily gotten at. In every way, style and manner the Galloway has taken the lead in advanced separator construction. You could not buy a better machine at any price as there is none as good. Prove this for yourself. Just send for one on thirty days' trial and test it out in competition with any other separator. That is certainly a fair and square offer. Then I will gladly leave it to you to decide what machine to buy. Send for my latest separator catalog describing it fully and setting forth its advanced, original features.

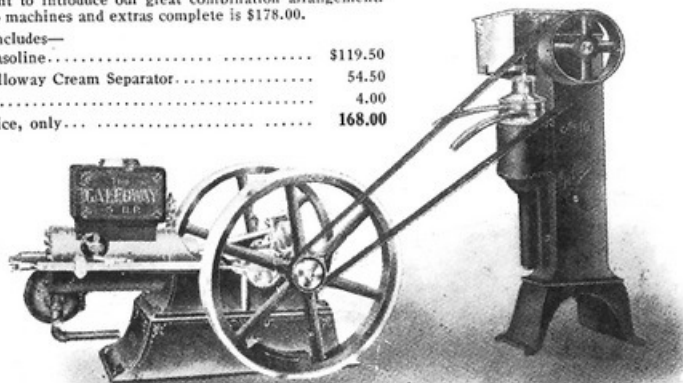
Save \$10 by Our Special Combination Offer

Save time and labor by buying a Galloway Gasoline Engine to run your separator. We are making this exceptional offer as a special inducement to introduce our great combination arrangement. The regular price on our two machines and extras complete is \$178.00.

Here is what our offer includes—
Style D 5 h. p. Galloway Gasoline..... \$119.50
No. 14, 700-lb. capacity Galloway Cream Separator..... 54.50
Pulley..... 4.00
Our Special Combination price, only..... 168.00

Remember, the Galloway is the only strictly standard separator that is being sold direct from manufacturer to user.

There are other concerns claiming to sell a high grade machine this way, but they are nothing more than jobs and a comparison of out of date machines with the new, modern Galloway that is necessary.



Send For These Two Catalogs



THE GALLOWAY Manure Spreader

Four Sizes—With or Without Trucks
Let us save you from \$50 to \$100 on the spreader you buy
50 to 70 Bushels Capacity—2 Horses

\$59.50
WITHOUT TRUCKS

THE GALLOWAY is the only successful wagon box manure spreader ever made. We sell them complete with trucks or just the wagon box attachment without the gear. Our wagon box attachment will fit any ordinary truck or common wagon gear. It is light enough to easily be moved off and on trucks by two men or by one man with tackle. Its capacity is fifty bushels when carrying full load and two light horses can handle it easily. Our wagon box attachment on account of the wagon reach re-enforcement—double drive chains and wonderfully simple roller feed is by far a stronger and more durable spreader than the large horse killing kind.

Only Endless Apron Force Feed Spreader in the World

Our simple force feed attachment to our remarkably simple endless apron conveyor is alone enough to make the Galloway a better machine, regardless of price, than any other spreader made. You will say, as our thousands of satisfied customers scattered through every state in the Union say, that the Galloway is the greatest spreader human brains and genius ever produced.

The Galloway gearing is adjustable at every point. The overhanging metal shelf prevents the manure getting into the gearing. Our spreading steel rake supports permit of the load going back to beater unobstructed, reducing draft on the horses. Our four feeds regulate the spreading from six to twenty-four loads to the acre. Our adjustable mud lugs are easily and quickly attached to almost any width tires. The completeness and yet remarkable simplicity of the Galloway spreader astonishes every man who sees it. The Galloway is not like other spreaders but has a dozen or more features never found in any other make of spreader. That is why it is today such a remarkable success and is more widely talked about than any other farm machine introduced on the farm in the last ten years. But our greatest feature of all is this great new improvement:

Our New Roller Feed

We have succeeded right from the start in equipping our spreaders with the simplest gearing ever put on a spreader, but it remained for our roller feed to reach the climax. We believe it is the height of perfection in every way in manure spreader gearing construction. It is so simple you will wonder what there is to it. Our competitors long ago gave up in despair trying to keep up with us in improved spreader construction and today are simply amazed at this piece of mechanical genius. It is a patented device found only on the Galloway spreader and makes our machine fully \$25.00 superior to any other make of spreader, yet we have not raised the price on our spreader one cent, but put this roller feed on every machine that goes out of our factory without extra charge. All parts to it are malleable as well as practically every part of the entire gearing in the machine. The mechanical gearing of the Galloway weighs but fifteen pounds all told. Gearing of other makes using cheap grey iron castings weigh 200 to 400 pounds.

That's our great saving in the weight of our machine. But why not send for our special manure spreader catalog, explaining all about the Galloway and showing fully the many points in which it excels. It's the cheapest in price and best in point of mechanical excellence.

Remember, the Galloway manure spreaders are sold on exactly the same liberal plan and are backed by the same strong, iron-clad guarantees as our gasoline engines. You can try one on a thirty days' absolutely free trial.

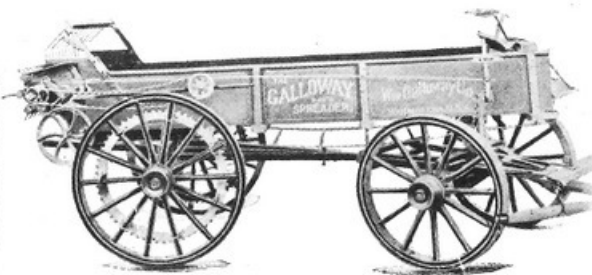
Send for our spreader catalog today

PRICES ON SPREADERS

F. O. B. Waterloo

- No. 1. 50-bushel Spreader fits narrow track gear, 4 feet 8 inches and 38 inch wide box..... \$59.50
- No. 2. 50-bushel Spreader fits wide tread gear, 5 feet 2 inches, 38 inch box... \$59.50
- No. 3. 60-bushel Spreader fits wide tread gear, 5 feet 2 inches, 42-inch box... \$64.59
- No. 4. 70-bushel Spreader, complete with large standard wide tread 4 inch tire trucks, force feed, mud lugs, whiffletrees, neckyoke, etc., complete..... \$105.00

Let us quote a delivered price on all sizes.



Price List of The Galloway Gasoline Engines

All Prices F. O. B. Waterloo, Iowa

Remember When you buy the Galloway Engine, you buy an engine that has been worked upon by engine experts for fifteen years, and they have been perfected in every way possible. They are without a question the simplest engines built today, barring none. There is nothing about them that is complicated, and not only are they simple, but they are durable and efficient. Every part of these engines is made of the very best material that money can buy. That is the reason why we send them out on thirty days' free trial. Not only that, but we guarantee them for five years.

When we build these engines in our factory we build them right in the first place realizing they are sold by mail, on thirty days' free trial, and it is unprofitable to send them out unless they are absolutely right before they ever start. For this reason you get better engines than are made by other factories selling through dealers.

These prices are absolutely factory prices. Order direct from our factory, and you save from \$50 to \$300, according to the size engine you order.

STYLE No.	STYLE	ACTUAL HORSE POWER	REVOLUTIONS PER MINUTE	BORE AND STROKE		DRIVE PULLEY		FRICTION CLUTCH PULLEY		SHIPPING WEIGHT	FLOOR SPACE	CASH PRICE	BANK DEPOSIT	Half Cash Half Note
						DIAM.	FACE	DIAM.	FACE					
A	Stationary Vertical	2	400	4 In.	6 In.	8	4			500	24x26	\$ 59.50	\$ 61.50	\$ 65.50
W	" Horizontal	2½	350	4½ "	7 "	8	4			600	24x30	78.50	80.50	86.50
D	" "	5	325	5½ "	10 "	10	8			975	30x48	119.50	121.50	131.50
C	" "	5	325	5½ "	10 "	10	8			950	30x48	119.50	121.50	131.50
I	" "	7½	290	6½ "	10 "	12	10			1640	36x49	205.00	207.00	226.50
L	" "	10	275	7 "	12 "	16	12			2100	60x40	265.00	267.00	291.50
O	" "	15	230	8½ "	16 "	20	14			3245	80x48	350.00	352.00	385.00
Q	" "	18	210	9 "	17 "	22	16			4320	92x56	450.00	452.00	495.00
S	" "	22	200	10 "	18 "	24	16			5220	104x65	500.00	502.00	550.00
U	" "	28	185	11½ "	20 "	30	20			7245	132x92	650.00	652.00	715.00

The Galloway Line of Portable Engines

B	Portable Vertical	2	400	4 In.	6 In.	8	4			625		\$ 69.50	\$ 71.50	\$ 76.45
X	" Horizontal	2½	350	4½ "	7 "	8	4			700		89.50	91.50	98.45
E	Hand Port. Horizontal	5	325	5½ "	10 "	10	8			1125		130.50	132.50	143.50
G	Horse " "	5	325	5½ "	10 "			26	6	1650		162.50	164.50	178.75
H	Portable " "	7½	290	6½ "	10 "			26	6	2830		270.00	272.00	297.00
M	" " "	10	275	7 "	12 "			28	6	3700		350.00	352.00	385.00
P	" " "	15	230	8½ "	16 "			32	8	5220		440.00	442.00	485.00
R	" " "	18	210	9 "	17 "			36	10	6035		550.00	552.00	600.00
T	" " "	22	200	10 "	18 "			36	10	6800		585.00	587.00	643.50

Portable Sawing Outfits

F	Saw Outfit Horizontal	5	325	5½ In.	10 In.	Saw 24 in.		26	6	2000		\$192.50	\$194.50	\$211.75
K	" " "	7½	290	6½ "	10 "	" 26 "		26	6	3300		305.00	307.00	335.50
N	" " "	10	275	7 "	12 "	" 28 "		28	7	3800		385.00	387.00	423.50

Whiffletrees and Neckyoke \$2.00 Extra on All Horse Portables

Please notice that the specifications given above on Styles I, L, O, H, M, P, K and N do not correspond with the specifications given on pages 27 and 28 of our Engine Catalog. The specifications given above are correct.

Important Notice. Notwithstanding the fact that our prices are lower than any other manufacturer charges, we wish to call your attention to the fact that we come right out and tell you the actual horse power, speed, size of bore and length of stroke, and shipping weights.

The Bore and Stroke Count. Some other manufacturers over-speed their engines 25% and raise the horse power rating and the price accordingly.

The Galloway Engine is not over-speeded; the horse power rating is correct and is certified from actual brake tests made on the testing block in our own factory. Any time you want to, you can get the actual test which was given to your own engine. Our engines will all develop more horse power and do more than we claim for them in their rating.

THE WILLIAM GALLOWAY COMPANY, Waterloo, Iowa