

A WELL MAN, AT 81.

The Interesting Experience of an Old Settler of Virginia.

Daniel S. Queen, Burrell Street, Salem, Va., says: "Years ago while lifting a heavy weight a sudden pain shot through my back and after that I was in constant misery from kidney trouble. One spell kept me in bed six weeks. My arms and legs were stiff and I was helpless as a child. The urine was discolored and though I used one remedy after another, I was not helped until I used Doan's Kidney Pills, and I was so glad then that the first box made only a slight change. To-day, however, I am a well man, at 81, and I owe my life and health to the use of Doan's Kidney Pills."

Sold by all dealers. 50 cents a box. Foster-Milburn Co., Buffalo, N. Y.

MORE THAN LIKELY.



W. Willie—I see automobiles have been introduced in Borneo.

T. T. M.—What do you think will be the result?

W. Willie—An increase in the number of wild men.

THREE CURES OF ECZEMA.

Woman Tells of Her Brother's Terrible Suffering—Two Bables Also Cured—Cuticura Invaluable.

"My brother had eczema three different summers. Each summer it came out between his shoulders and down his back, and he said his suffering was terrible. When it came on the third summer, he bought a box of Cuticura Ointment and gave it a faithful trial. Soon he began to feel better and he cured himself entirely of eczema with Cuticura. A lady in Indiana heard of how my daughter, Mrs. Miller, had cured her little son of terrible eczema by the Cuticura Remedies. This lady's little one had the eczema so badly that they thought they would lose it. She used Cuticura Remedies and they cured her child entirely, and the disease never came back. Mrs. Sarah E. Lusk, Goldwater, Mich., Aug. 15 and Sept. 2, 1907."

Not Born There.

A Washington man, whose business had brought him to New York, took a run not long ago into Connecticut, where he had lived in his childhood. In the place where he was born he accosted a venerable old chap, of some 80 years, who proved to be the very person the Washingtonian sought to answer certain inquiries concerning the place. As the conversation proceeded the Washington man said: "I suppose you have always lived around here?"

To Save Trouble.

A Connecticut man tells of two Irishmen from Boston who, while driving through the state named, observed that many of the barns had weather-vanes in the shape of huge roosters. "Dennis," said one Irishman to the other, "can ye tell me why they always have a rooster niver a hin on the top of thim barns?" "Sure," replied Dennis. "Its because of the difficulty they'd have in collecting the eggs."

Sees in the Dark.

"I tell you," began the first clubman, "there never was a cat like my wife."

"Oh, come, now," protested the other, "that's a pretty rough thing to say."

"Oh, you misunderstand me. I mean to say it doesn't matter how dark it is when I get home, she can always see what my condition is."—Philadelphia Press.

The Age Index.

Ella—You shouldn't look a gift horse in the mouth.

Stella—But how are you going to tell whether the present is new or not?—Harper's Weekly.

THE DOCTOR'S GIFT.

Food Worth Its Weight in Gold.

We usually expect the doctor to put us on some kind of penance and give us bitter medicines.

A Penn. doctor brought a patient something entirely different and the results are truly interesting.

"Two years ago," writes this patient, "I was a frequent victim of acute indigestion and biliousness, being obliged to eat very few things. One day our family doctor brought me a small package, saying he had found something for me to eat, at last."

"He said it was a food called Grape-Nuts, and even as its golden color might suggest, it was worth its weight in gold. I was sick and tired, trying one thing after another to no avail, but at last consented to try this new food."

BUILDING UP TRADE.

METHODS PURSUED BY THE MOST SUCCESSFUL MERCHANTS.

WORK DURING DULL SEASONS.

Necessity of Advertising and Meeting Competition Given by the Large City Department Stores and Mail-Order Houses.

The mid-winter period is generally the dulllest in the retail trade. Why this is so is hard to explain. Farmers find a time of rest during February and March, and a portion of April, and the weather is generally such that they like to keep by their own firesides. While the country retailers may find a lull in business, it is different with the mail order houses. The farmer's leisure time affords him a chance carefully to go over the large catalogues and other advertising matter sent out to him, and quite often he is attracted by the alluring description of goods and the supposed low prices. Thus it is that the mail order houses benefit, while the local merchant loses.

One of the faults of the average merchant is that during dull times he makes no effort to increase trade. He puts into practice a system of false economy. He generally curtails his advertising bills and lets goods remain upon his shelves, that a slight effort in the right direction would remove. The mid-winter and the months of early spring are the best months for the live merchant to arrange his campaign for the year. It is a time when the residents of the rural communities have not much else to do but to read. A little stroke of enterprise on part of local merchants at this period is more likely to accomplish good than at any other time. Well prepared circulars quoting prices so that comparisons can be made with the mail order house catalogues will result in bringing considerable trade, that otherwise would be diverted by the large catalogues.

It will pay the merchant in the small town carefully to study the methods of the large department stores and to benefit by the work of the mail order concerns. The large houses do not lie down during the dull period. They make an extra effort to gather in trade, and these efforts generally win. The present season is an exceptional one. Universal talk of panicky times has made a great class of people more economical in their every day affairs. They are looking for opportunities to save money. Low prices attract them. The merchant realizing this condition can turn matters well to account by making the right kind of effort. This is the time when intelligent appeals to common sense and the preaching of evils of concentration of capital, and the necessity of protecting home industries, will have the most beneficial effects. The home merchant has all the advantages over the foreign institution. He has the goods to show the people before they pay their money. He should be able to give as good values as the largest concern. His expenses are not one-half according to the amount of business he transacts as are the expenses of a large city department store or the mail order houses.

The trading away from home evil is up to the local merchant. He must realize that these days the back number, the lazy man and the incompetent ones cannot well succeed in mercantile life. There is competition that must be met, and it must be met in a business way. The only great lever that the catalogue houses use is that of "publicity." It is the right use of advertising space, and of advertising methods. The principles that apply to the largest concern also apply to the smallest one. It is purely a matter of degree. The merchant who does not use printer's ink these days cannot expect to make a great success in his chosen field.

KEEP TO THE FRONT.

Energy and Progressiveness Demanded by Present Strenuous Times.

Do you hear the rumble? The noise of the wheels of the car of progress? If you are deaf to it just make up your mind to join the ranks of the nonprogressive and the failures. This is a strenuous age, and a time when to succeed in business requires work, intelligent work, and a lot of it. System is the watchword, and work, steady and directed by brain, is what brings success. There are so many who are engaged in trade that are little equipped for it. These days, to succeed, it is necessary that every phase of the business you are in be understood. What rules today may undergo a change to-morrow. The man in business must be up-to-date or very likely he will soon be the loser. Keep posted on the markets, the conditions of trade in general, on the latest methods of doing business. If you do not—well, just put your name on the back-number list and drop out. The sooner the better for your own pocketbook and the welfare of your family.

Don't keep in the rear of the procession. There is plenty of room up front. Once in the rear, you may be inclined still to further lag behind and let the procession get clear out of sight. Lots of room in the front, and if you can carry the banner, all the better. Good old Step-Lively is always there, and he can hear every command, and right from the front, too. He can watch the maneuvers of the enemy and has by far the best chance of doing his duty well. The boy in the rear can only see the movements of those before him, and is pretty likely to get a stray shot from a point outside his view. If you want to succeed in life, don't get in the rear.

Sounded Like It.

Mrs. de Style (listening to daughter practicing on piano)—Shure, Patrick, music is the food of love.

De Style—Food, is it? Thin that must be steak Mary's poundin' on the plannery.—Judge.

STORES A NECESSITY.

Small Retailers Fixed Permanently as Factors in Social Life.

There are pessimists who view with alarm the revolutionary forces at work in the business world. These people of narrow views solemnly announce that within a few years there will be no place for the small retailers, that the so-called country merchant will be driven out of business, and will be supplanted by large concerns that will have the trade which is now divided among a dozen or more small stores. Some of them go so far in their doleful predictions as to predict that the business of the country will be transacted in the larger cities, and that the country town shall become a thing of the past.

These woful prophets fail to take into consideration the force of natural law in the social and the business world. They are illogical enough not to weigh the relationship of economy to trade conditions. Trade, like lightning or like water, follows the lines of least resistance. Citizens and towns exist upon economic foundations. On the virgin western plains a small colony of settlers seek homes. The wants and necessities of these settlers must be supplied. The result is the establishment of a store at a central point in the new colony. This store becomes the nucleus of a town, a city in embryo. As other settlers come in, the town grows more important, new industries are established, local government is organized, roads radiate from the place, banks and other financial institutions are established, and here we have a thriving town created.

This town exists because there is a necessity for its existence, and this necessity is the working out of economic laws. Wherever communities exist, tradesmen will exist. There are a necessary part of the social and business life. They are necessary agents in the distribution of commodities. They are the outgrowth of thousands of years of commercialism, and they cannot be supplanted by any other system. Large stores of the department kind may grow up. They are also a necessity and are revolutionary in character, but there will ever remain a place for the small store, it matters not how large the city or how small the town.

FREE PREMIUM DEAL.

Get-Rich-Quick Concern Put Out of Business by Postal Department.

Verily, fishing is good for the catchers of gudgeons and the various other kinds of suckers. They are caught of every class and kind, and so numerous are they that the post office department of the government pays out thousands of dollars monthly to protect them. But whether it is worth while to keep the brainless persons from parting with their change is the question. Yet it is one of the benign features of our government machinery to protect children, women, fools and incompetents in general, and as far as possible punish those who make any department of government the means of defrauding them. Recently a fraud order was issued against a New York city mail order concern, claiming to be "dealers in any kind of merchandise." It had been doing an extensive business, and in the possession of the New York postmaster when the order went into effect were 5,000 letters, each of which was supposed to contain 88 cents to pay packing charges on a "premium, a very valuable, beautiful silver fruit dish, gold lined, and guaranteed quadruple silver plate." These articles had cost the concern 30 cents each. The letters in the post office addressed to the company were in response to a circular which informed the "lucky" person that "you answered a premium offer some time ago, and we have just completed the list of the fortunate ones who may receive presents, and are now ready to ship them. Your name is on the list, and this notice is sent that you may claim the present." Then the gentle touch of 88 cents was made to "cover expense of packing." This is only one of hundreds of similar concerns which cause the post office department great annoyance, and the unsuspecting heavy losses.

Unwise Competition.

There cannot be a doubt but that competition stimulates trade, but trade is the natural outgrowth of civilization and found its origin when intelligent man discovered that he had a few wants, and that they could be supplied by commodities others possessed and which he did not have himself, and that he had a surplus of things that he could trade for articles others had and which he needed. Thus it can be seen that want, demand, supply, all go to make up that which is the life of trade. Competition is merely an indication of a man's ambition to excel his neighbor, to gain more in barter and trade than what would in ordinary channels come to him. It is merely to seek to reach out after things desired. From the fact that 90 per cent of those who engage in the mercantile business fail, it seems more appropriate to say that competition, unhealthy and not directed by sound judgment, instead of being the life of trade, is one of its fatal diseases.

Money Ill Spent.

One of the ways that country town business men generally spend a lot of money with inadequate returns, and in many cases with no benefit, is in fake advertising. There are hotel registers, programs, pictures to be placed in public places, etc., and hundreds of other methods designed principally to separate the business men from their cash. These schemes are generally worked by grafters from out of town, and there is not a merchant who has been in business half a dozen years but has been struck by dozens of them, and if he has succeeded in escaping without being a loser he has played lucky. The only good and safe way to advertise is in the home paper, and by means recognized as regular, the use of posters, letters, etc., but of all, the local paper is the best medium.

ECONOMY CARRIED TOO FAR.

Old Man's Thrift That Led Him Into Ridiculous Action.

President J. G. Schurman of Cornell was discussing elective college courses, of which in the freshman and sophomore years, he disapproves. "A freshman of 16 or 17," said President Schurman, "is too young to choose for himself the courses best for him. His mind is not mature enough. It will make mistakes."

"In its immaturity, its proneness to error, it is like the mind of an old man in my native Freetown. He, though old, was mentally undeveloped, and saw nothing wrong or ridiculous in a piece of economy that he put in practice in the cemetery."

"The old man had lost four wives, and desired to erect for each a headstone, with an inscription commemorating of her wifely virtues."

"But inscriptions, he found, were very expensive. He economized in this way:

"He had the Christian name of each wife cut on a small stone above her grave—'Emma,' 'Mary,' 'Heiter,' 'Edith.' Under each name a hand pointed to a large stone in the center of the lot, and under each hand were the words: 'For epitaph see large stone.'"

The Son of Ham.

"During a revival in Texas," said Philip R. Bangs of Toledo, O., his turn for a story having come, "a negro was reputed to have had visions about Heaven and hell. His boss called him up and interrogated him as to what he saw in both places, and first as to what the white men and darkies were doing in Heaven. 'Lord, boss, the white men was all a-tittin' back in their chairs, with their heels on the banisters, a-smokin' cigars, and the niggers was down on their knees a-shinin' up their golden slippers.' Then as to what was going on at the other place. 'Ef you believe me, boss, every single white man had nigger in his hands a-holdin' him up between him and the flames.'—Washington Herald.

There is more Catarrh in this section of the country than all other diseases put together, and until the last few years was supposed to be incurable. For a great many years doctors pronounced it a local disease and prescribed local remedies, and by constantly failing to cure with local treatment, pronounced it incurable. Science has proven Catarrh to be a constitutional disease, and therefore requires constitutional treatment. Hall's Catarrh Cure, manufactured by F. J. Cheney & Co., Toledo, Ohio, is the only medicine that will cure it. It is taken internally in doses from 10 drops to a teaspoonful. It acts directly on the blood and mucous surfaces of the system. They offer one hundred dollars for any case it fails to cure. Send for circular and testimonials. Address: F. J. CHENEY & CO., Toledo, Ohio. Sold by Druggists. Take Hall's Family Pills for constipation.

Lesson in Music.

Little Marion's music teacher, while endeavoring to make plain to her the different note values, used an apple as an illustration. Cutting it in two, Marion announced: "Those pieces are all halves." On bisecting the halves, she replied "Quarters," but when it came to dividing one quarter to bring out the idea of eighths, here was the wise response: "That's a bite!"

Might Be Worse.

"What you swearin' about?" inquired the farmer. "Oh!" growled the disgusted motorist, between oaths, "this machine's broke down and I can't get it to go." "Gosh, you're in luck. Last fellow I seen 'round here got all broke up 'cause he couldn't get his to stop."—Philadelphia Press.

A Slip.

Jack (studying geography)—Father, what is a strait? "Father (reading the paper)—Five cards of a—that is, a narrow strip of water connecting two larger bodies.—Harper's Weekly.

It Cures While You Walk.

Allen's Foot-Ease is a certain cure for hot, sweating, callous, and swollen, aching feet. Sold by all Druggists. Price 25c. Don't accept any substitute. Trial package FREE. Address Allen S. Olmsted, Le Roy, N. Y.

A Word from Josh Wise.

"It's 'cause he doesn't talk back that th' oyster's given so much sauce."

A Sore Throat or Cough.

If suffered to progress, may affect the lungs. "Brown's Bronchial Troches" give immediate relief.

The poor you have always with you.

"The poor you have always with you," said a woman to her husband, who had a mania for offering excuses.

Taylor's Cherokee Remedy of Sweet Gum and Mullein is Nature's great remedy—Cures Coughs, Colds, Croup and Consumption, and all throat and lung troubles. At druggists, 25c, 50c and \$1.00 per bottle.

A powder magoozine iss full mit latent enerchty—und sometimes mit powter.

You ought to be satisfied with nothing less than Nature's laxative, Garfield Tea! Made of Herbs, it overcomes constipation, regulates liver and kidneys, and brings Good Health.

Dere iss always room ad der top. Dot iss why deatm iss full of chunk.

ONLY ONE "BROMO QUININE"

That is LAXATIVE BROMO QUININE. Look for the signature of E. W. GROVE. Used the World over to Cure a Cold in One Day. 25c a bottle.

Multiplying her words seldom adds to a woman's popularity.

PILES CURED IN 8 TO 14 DAYS.

PAZO OINTMENT is guaranteed to cure every case of Itching, Blind, Bleeding or Protruding Piles in 8 to 14 days or money refunded. 50c.

Actors who are egged off the stage ought to make a fresh start.

Mrs. Winslow's Soothing Syrup.

For children teething, softens the gums, reduces inflammation, always pain, cures wind colic. 25c a bottle.

Malice supplies the want of age—Latin.

JUDGING BY THE RESULTS.

Villager's Conversion Had Not Been of Great Avail.

"In our business we get many doubtful compliments," said Col. John F. Bishop, deputy surveyor of the port, the other day, "but I do not think I ever received a compliment such as my grandfather got down in my native state of Tennessee. My grandfather was a minister and I was a very small boy when we both strolled down the road one day. One of our fellow villagers came along toward us."

"Good morning," said the villager, who apparently had looked upon the cup. 'Ish con-ver—hic—ted, parson,' he stammered with difficulty. 'An-twashyoun—hic—that con—hic—con-ver—hic—me.'"

"That must be so," replied my grandfather, 'for it's certain the Almighty had nothing to do with your conversion.'—New York Evening Telegram.

What Did He Mean?

For a number of years a bitter feud had existed between the Browns and Perkins, next door neighbors. The trouble had originated through the deprecations of Brown's cat, and had grown so fixed an affair that neither party ever dreamt of "making up." One day, however, Brown sent his servant next door with a peace-making note for Mr. Perkins, which read: "Mr. Brown sends his compliments to Mr. Perkins, and begs to say that his old cat died this morning."

Perkins' written reply was bitter: "Mr. Perkins is sorry to hear of Mr. Brown's trouble, but he had not heard that Mrs. Brown was ill."—Harper's Weekly.

The Editor of the Rural New Yorker, than whom there is no better Potato Expert in the country says: "Salzer's Earliest Potato is the earliest of 28 earliest sorts, tried by me, yielding 454 bu. per acre. Salzer's Early Wisconsin yielded for the Rural New Yorker 739 bu. per acre. See Salzer's catalog about them."

JUST SEND 10c IN STAMPS and this notice to the John A. Salzer Seed Co., La Crosse, Wis., and they will mail you the only original seed catalog published in America with samples of Emperor William, Oats, Silver King Barley, Billion Dollar Grass which produces 22 tons per acre. Sainfoin, the dry soil luxuriant, etc., etc.

And if you send us we will add a package of new farm seeds never before seen by you. K. & W.

Perfectly Plain.

With all the impartiality of the partisan, Prof. Price set forth the contentions of both political parties regarding the tariff.

At the close of his talk he was surrounded by the fair members of the Woman's Current Events club.

"O Prof. Price," cooed the fairest, "thank you so much for your perfectly lovely talk! I understand it all about the tariff now. It's just like a lover's comparisons—the free-traders are the other girls!"—Sunday Magazine.

True Generosity.

"They say very few authors sleep more than seven hours a day." "But think how much slumber they furnish other people."—The Herald and Presbyter.

WHAT CAUSES HEADACHE.

From October to May, Golds are the most frequent cause of Headache. LAXATIVE BROMO QUININE removes cause. E. W. Grove on box 25c.

In looking out for No. 2 a widow looks out for No. 1.

SICK HEADACHE.

Positively cured by these Little Pills.

They also relieve Dis-tress from Dyspepsia, Indigestion and Too Hearty Eating. A perfect remedy for Dizziness, Nausea, Drowsiness, Bad Taste in the Mouth, Coal-tion, Flatulency, Pain in the Side, TORPID LIVER. They regulate the Bowels. Purely Vegetable.

SMALL PILL. SMALL DOSE. SMALL PRICE.

CARTER'S LITTLE LIVER PILLS.

Genuine Must Bear Fac-Simile Signature. REFUSE SUBSTITUTES.

Hooper's Tetter Cure.

(Don't Scratch) is sold by druggists everywhere on a positive guarantee to cure Dan-druff and all Scalp Troubles, Tetter, Eczema, Itch, Ringworm, Chapped, Sunburned Face and Hands, Pimples, Itching Piles, Sore, Sweaty, Blistered Feet, Cuts, and all Irritations of the Skin. Does not stain, grease or blister. Two Sizes, 50c and \$1.00 bottles. Trial Size 10c. Mailed direct, on receipt of price.

HOOPER MEDICINE CO., Dallas, Texas.

IF YOU ARE TROUBLED WITH RHEUMATISM.

Apply this Liniment to the affected joints. Rub on straight. Many cases treated relief not obtained by using.

IMPERIAL LINIMENT.

This is a new and completely original medicinal preparation. It is a sure relief for all rheumatic pains, sprains, strains, and all other ailments of the joints. It is also a sure relief for all other ailments of the joints. It is also a sure relief for all other ailments of the joints.

W. A. WILKERSON & SONS.

MEMPHIS, TENNESSEE.

ST. PATRICK Drove all the snakes from IRELAND ST. JACOBS OIL Drives all aches from the body, cures Rheumatism, Neuralgia and CONQUERS PAIN! 25c—ALL DRUGGISTS—50c.

Fragrant Satisfying Coffee No matter what brand or grade of coffee you use, you can always secure that delightful aroma, that satisfying flavor, that rare, delicious taste, by using a little Franck Chicory The Famous Coffee Addition The genuine Franck Chicory is scientifically prepared by an original, exclusive Franck process. It is now produced in our large American factory, precisely the same as prepared in our eighteen European factories for nearly a century. Franck Chicory improves the aroma of any coffee. It entirely removes any injurious effects of the "purest" and betters the taste of the "ordinary." Ask your grocer for the coffee containing only the famous Franck Chicory. See that the word Franck is on the package. This insures you getting the genuine Franck Chicory. Your coffee will be richer in taste and flavor if you insist on Franck Chicory. Heinrich Franck Sohne & Co. American Home of Franck Chicory, Flushing, New York.

W. L. DOUGLAS SHOES \$300 \$350 SHOES AT ALL PRICES, FOR EVERY MEMBER OF THE FAMILY. MEN, BOYS, WOMEN, MISSES AND CHILDREN. W. L. Douglas's \$4 and \$5 Gilt Edge Shoes Cannot Be Equalled At Any Price. W. L. Douglas Shoe Co., Brockton, Mass.

Hunt's Cure Will stop and permanently cure that terrible itching. It is compounded for that purpose and is absolutely guaranteed. It is a never failing cure for eczematous affections of all kinds, including: Humid Tetter Herpes Salt Rheum Prurigo Heat Eruption Flavas Ring Worm and Scabies (Itch). A. B. RICHARDS MEDICINE CO., Sherman, Tex.

MULE TEAM BORAX CLEANS & WHITENS CLOTHES WITHOUT INJURY. Hooper's Tetter Cure (Don't Scratch) is sold by druggists everywhere on a positive guarantee to cure Dan-druff and all Scalp Troubles, Tetter, Eczema, Itch, Ringworm, Chapped, Sunburned Face and Hands, Pimples, Itching Piles, Sore, Sweaty, Blistered Feet, Cuts, and all Irritations of the Skin. Does not stain, grease or blister. Two Sizes, 50c and \$1.00 bottles. Trial Size 10c. Mailed direct, on receipt of price. HOOPER MEDICINE CO., Dallas, Texas.

Paxtine TOILET ANTISEPTIC Keeps the breath, teeth, mouth and body antiseptically clean and free from unhealthy germ-life and disagreeable odors, which water, soap and tooth preparations alone cannot do. A germicidal, disinfecting and deodorizing toilet requisite of exceptional excellence and economy. Invaluable for inflamed eyes, throat and nasal and uterine catarrh. At drug and toilet stores, 50 cents, or by mail postpaid. Large Trial Sample WITH "HEALTH AND BEAUTY" BOOK SENT FREE THE PAXTON TOILET CO., Boston, Mass.

W. A. DRYDEN Cotton, Stocks, Grain 120 Madison St. MEMPHIS, TENN. Reference—Any bank or business firm in Memphis. 20 years in postity, write for our new booklet "Interested with Poultrey" illustrated. Helpful of facts and up-to-date ideas on the advanced poultry raising. FREE! DR. H. L. LEE, Ocala, Fla. DROPSY NEW DISCOVERY gives quick relief and cures from use of medicinal oils and 10 days treatment FREE! W. H. GIBSON'S SONS, Box 8, ATLANTA, GA. A. N. K.—F (1908—11) 2221.

Your Good Looks Woman's good looks depend, of course, very largely upon her health. If you are weak, sick, miserable, and suffer from pain or other symptoms of womanly ailments, your face and appearance will quickly show it, and nothing will bring back your good looks, until you cure your female troubles. Wine of Cardui is the medicine for you to try, when sick. Mrs. Sarah Avery, of Moark, Ark., writes: "I suffered with womanly troubles for two years, and nothing helped me until I took Cardui. Now I am well." Try it. Sold everywhere, in \$1.00 bottles. WRITE FOR FREE BOOK