



GLOSSINE



The True Hair Grower and Hair Straightener IS FOUND AT LAST.

Acts Quicker. Smells Sweeter, and Easier Applied than Any Other Preparation.

IT WILL TAKE THE PLACE OF ALL OTHER HAIR TONICS.

WHAT GLOSSINE WILL DO.

Cures Dandruff, Tetter, Itch, and all Scalp Diseases at once and forever. Straightens curly troublesome Hair in from 7 to 30 days, without the use of hot irons or any other mediums. When the Hair has become straight, which it surely will if you use GLOSSINE, it will stay straight forever. It will stop the Hair from falling out in 2 to 4 days. It will restore Gray Hair to its natural color in 30 to 60 days. It will grow Hair on the balding head in from 10 to 40 days. It will improve the hair at once. You do not have to wait. Just as soon as it is applied the Hair will become soft, lustrous, pliant, and wavy, so that you can dress it in any style you wish. It has never failed to straighten and beautify the most obstinate, curly, refractory, troublesome Hair, and will be sure to give you supreme satisfaction. It is good for all kinds of Hair for white or colored, for ladies and gentlemen, children or grown-up people, babies, and boys and girls. Good for the Hair, the Mustache, and the Eye-Brows. It is made from roots and herbs and leaves, and is



so harmless that it can do no injury—not even to a three year old child. Three boxes are sure to cure any hair trouble, and in most instances it is very cheap—50c. for one box, or \$1.00 for three boxes, guaranteed a full and complete treatment. You will never have to use more than three boxes. After you have used that quantity your Hair will be in a perfect condition, and you will never have to use any Hair Tonic of any kind again. It is the greatest wonder of the century, and will take the place of all other Hair Tonics now on the market. No one after once using GLOSSINE, will use any other Hair Tonic, because there is nothing to equal it in the whole wide world. Everybody be they white or colored, old or young, who will only use it, cannot fail to have a beautiful head of long, fine Hair. It is a wonder and as sure as sunrise. Who is it that will let a \$1.00 bill prevent them from having a beautiful head of Hair?

HERE IS A TRUE AND GENEROUS OFFER—Not a Bluff to get your money, but a chance we offer you to secure a beautiful head of hair, besides putting money in your pocket.

JUST READ THIS. Now, here is the glorious opportunity we offer you. Remember, GLOSSINE sells at 50c. for an extra large box. Now you must send to us only \$2.00 and the very moment we receive the money we will at once send to you 12 extra large boxes of GLOSSINE which will sell at retail for 50c. each or \$6.00. We exact of you only the following easy conditions, which are easily complied with: 1st. You agree to use it on your own Hair: 2d. Just as soon as you see the improvement in your own Hair (which will be in a few days only after you have commenced to use it) you must talk it up to your friends, showing your own Hair to prove its merits, and, as they will see what it has done for you, they will eagerly buy it. 3d. You are to sell it for no less than 50c. per box, and you are to keep all of the money that you receive for same, to compensate you for your kind efforts in introducing the great remedy in your locality. All we ask is that you act fair with us, and do us all the good you can, by showing the people, white and colored, what GLOSSINE has done for you. **REMEMBER,** we send you actually \$6.00 worth of goods for only \$2.00. Why? Because we know it will give you a beautiful head of Hair, and, when the people have seen your Hair, they will buy thousands of boxes. Every one whom you sell a box, white or colored will be a walking advertisement for GLOSSINE. **PLEASE DO NOT WAIT A MINUTE,** but fill out the Coupon and mail to us at once, and after you have received the \$6.00 worth of GLOSSINE and seen its good effects you will certainly become our Agent. Remember that GLOSSINE is now recognized as the standard and acme of all Hair Tonics by the best people of the country, who are sending us hundreds of testimonials daily.

\$4.00—This Coupon is worth \$4.00 to You—\$4.00.

Special Trial-Order Agents' Contract.

To Continental Chemical Co., 1700 Lucas Ave., St. Louis, Mo.:

Enclosed please find the sum of \$2.00, for which please send me at once twelve (12) of your regular extra large boxes of **GLOSSINE HAIR TONIC**, worth 50c. each, or \$6.00 in all. In return for this favor, I hereby bind myself to use GLOSSINE on my own Hair, and to sell all that I do not use at no less than 50c. per package. I also agree not to cut the price under any consideration. And for and in consideration of you allowing me to keep the money that I receive for same, I agree to act as your Agent in the future. But if all that you have told me is not true, you are to return the \$2.00 that I hereby send to you. If from sickness or any other good reason, I cannot act as your Agent in the future, I will endeavor to find some one who will take the Agency in my place. To all these agreements I hereby bind myself for the privileges as specified above. If you send only \$1.00, 6 boxes, worth \$3.00, will be sent to you.



Name _____ P. O. _____

Street _____ (if any) House No. _____ (if any)

State _____

Nearest Express Office _____



MAGNIFICENT WORK OF ART.

THE COLORED AMERICAN issued a double edition of that admirable periodical last week, which is very creditable to the management. Besides the enormous amount of news matter and feature work contained in the paper, the likeness of Booker T. Washington was issued as a supplement, which was a magnificent piece of artistic work. Mr. Cooper gave the public an example of the possibility of Afro-American journalism, of which his paper is one of the leading spirits.—R. C. M. Simmons in Charleston (W. Va.) Advocate.

INTERNATIONAL IN SCOPE.

THE COLORED AMERICAN, Washington, is the only Negro journal of its kind published. It is not only national, with a touch of the local, but is international in scope. It combines in a well balanced degree, the newspaper, the advocate and the magazine.—The American Star.

A GRAND RACE ADVOCATE.

It was not due to lack of appreciation, that we failed to acknowledge our great indebtedness to that splendid paper, THE COLORED AMERICAN of Washington, D. C., for placing us on its exchange list.

The Capital City may well be proud of this grand race advocate.—Home News, Alexandria, Va.

ANOTHER PROGRESSIVE MOVE.

The supplement to THE COLORED AMERICAN in the way of a beautiful engraving of the distinguished Booker T. Washington is another progressive move in Negro journalism.—Arkansas Appreciator.

NEVERTHELESS AND NOTWITHSTANDING.

The Negro press may criticize Editor Cooper of THE COLORED AMERICAN, but

he publishes the news and edits one of the best papers that comes out of the Capital City.—Kentucky Reporter.

WHY, CERTAINLY!

The Watchman thankfully accepts the compliments of THE COLORED AMERICAN for the portrait of Booker T. Washington, which no doubt will be highly appreciated by all the AMERICAN'S readers.—Travis Watchman, Austin, Texas.

The Colored American is a newspaper, a magazine and a staunch race advocate.