

**HEAD STUFFED FROM CATARRH OR A COLD**

Says Cream Applied in Nostrils Opens Air Passages Right Up.

Instant relief—no waiting. Your clogged nostrils open up; the air passages of your head clear and you can breathe freely. No more yawning, sniffling, sneezing, head-ache, dizziness. No struggling for breath at night; your cold or catarrh disappears.

Get a small bottle of Ely's Cream Balm from your druggist or mail order a little of this fragrant, anti-septic, healing cream in your nostrils. It penetrates through every air passage of the head, soothes the inflamed or swollen mucous membrane and relief comes instantly. It's just fine. Don't stay stuffed up with a cold or nasty catarrh.

**DRUGS EXCITE YOUR KIDNEYS, USE SALTS**

If your Back hurts or Bladder Bothers, drink lots of water.

When your kidneys hurt and your back feels sore, don't get scared and proceed to load your stomach with a lot of drugs that excite the kidneys and irritate the entire urinary tract. Keep your kidneys clean like you keep your bowels clean, by flushing them with a mild, harmless salt which removes the body's urinous waste and stimulates them to their normal activity. The function of the kidneys is to filter the blood. In 24 hours they strain from 100 grains of acid and waste, so we can readily understand the vital importance of keeping the kidneys active.

Drink lots of water—you can't drink too much, also get from any pharmacist about four ounces of Ely's Salts; take a teaspoonful in a glass of water, before breakfast each morning for a few days and your kidneys will act fine. This famous salt is made from the acid of grapes and lemon juice, combined with lithia, and has been used for generations to clean and stimulate the kidneys; also to neutralize the acids in urine so it no longer is a source of irritation, thus ending bladder weakness.

Ely's Salts is inexpensive; cannot cause lithic-water drink, which everyone should take now and then to keep their kidneys clean and active. For this, also, keep up the water drinking, and no doubt you will wonder what became of your kidney trouble and backache.

**GAS ON STOMACH SOUR STOMACH INDIGESTION HEARTBURN Instantly Relieved by BISURATED MAGNESIA IN 5 GRAIN TABLETS AND POWDER FORM**

BISURATED MAGNESIA is a Magnesia compound especially prepared for the safe, speedy and certain correction of dangerous stomach acidity. It comes only in the form of five-grain tablets and powder in sealed blue packages. Do not confuse with commercial magnesia, milk of magnesia, or citrate of magnesia. Look for the word BISURATED and get the genuine from DRUGGISTS EVERYWHERE.

**Constipation and Sluggish Liver**

Don't take chances. Get Carter's Little Liver Pills right now. They never fail to make the liver do its duty. They relieve constipation, banish indigestion, drive out biliousness, stop dizziness, clear the complexion, put a healthy glow on the cheek and sparkle in the eye. Be sure and get the genuine.



Small Pill—Small Dose—Small Price. DR. CARTER'S LITTLE LIVER PILLS, Nature's great nerve and blood tonic for Anemia, Rheumatism, Nervousness, Sleeplessness and Female Weakness. Beware of cheap imitations.

**HEARTBURN Caused by Acid-Stomach**

That bitter heartburn, belching, food-repeating, indigestion, bloating after eating—all are caused by acid-stomach. But they are not the end symptoms—danger signals to warn you of actual troubles if not stopped. Heartburn, indigestion, rheumatism, eczema, constipation, biliousness, lack of energy, dizziness, insomnia, even cancer and ulcers of the stomach and many other ailments are traceable to ACID-STOMACH.

Thousands—yes, millions—of people who ought to be well and strong are made weaklings because of acid-stomach. They really starve in the midst of plenty because they do not get enough strength and vitality from the food they eat.

Take EATONIC and give your stomach a chance to do its work right. Make it strong, cool, sweet and comfortable. EATONIC brings quick relief for heartburn, belching, indigestion and other stomach troubles. Improves digestion—helps you get full strength from your food. Thousands testify that EATONIC is the most wonderful stomach remedy in the world. Brings them relief when everything else fails.

Our best testimonial is what EATONIC will do for you. So get a big 50c box of EATONIC today from your druggist. Use it every day if you're not pleased, return it and get your money back.

**EATONIC FOR YOUR ACID-STOMACH**

**INDIA SALESMEN MUST HAVE CLASS**

Native Merchants Prefer to Deal With Those Who Have Full Authority.

NEW YORK, Oct. 15.—Much has been written regarding the selling of American goods in foreign markets, comparatively little regarding the salesman. How much depends upon the man chosen to represent his firm in a foreign field only those men who have been brought into personal contact with foreign business.

In India the requirements of successful salesmanship are unique. There are over 300,000,000 inhabitants to be considered as representing the country's buying strength; of these but a relatively small number are of European descent. Clearly, therefore, commercial methods framed to meet the exigencies of a market governed by European ideals will require liberal amendment if they are to be successfully applied to non-European conditions.

In like degree a man who understands thoroughly the complications of commercial intercourse with the former may fall entirely through not understanding the vastly different intricacies of the latter.

Results Not Always Feasible. The responsible head of the house who stays at home must also be taught how wide is the divergence between the two fields of enterprise. Immediate results, orders by mail or cable within a few days of the salesman's arrival in his new sphere, are seldom possible. Just here the man at home is often led into error and the salesman abroad called to account for not doing as he has been wont to do elsewhere.

Of India, a marked degree it is true that quick sales are improbable, for India is not a country of hurry. This will appear at a glance. In Karachi, for example, the banks open for business at 11 o'clock in the morning. The average business man is seldom in his office before that hour, and thus the day's work must be done in at least two hours' less time than in more familiar countries. An hour and a half for luncheon is quite the usual thing; by 5 o'clock the offices are deserted.

The consequence is that the day's work is materially reduced in volume, hours for engagements are fewer and the salesman fresh from America, full of American enthusiasm and keen to get results, is often obliged to submit to delays which he finds irksome; but the only way to do business in India is to do it business in India's fashion. The salesman who hopes to "make good" here must be sufficiently adaptable to conform gracefully to the peculiar business customs of the country.

Authenticity Essential to Success. For two principal reasons the salesman sent to India should be a man endowed by his firm with full executive authority. The first is its effect upon the natives, particularly in transactions with native firms. The proprietors of these firms, many of them of large means and large interests, do not hesitate to display an easily discoverable predilection for dealing with men of an equivalent status.

A member of the firm or a director of the company will find it much less difficult to get through the veneer of native reserve than an irresponsible employe. Next to the partner or the director the fully authorized salesman holds place. He, too, can approach the native merchant with good chance of success, and it is never a mistake for such a salesman to advertise, with discreet modesty, the confidence reposed in him.

A second reason for the fully authorized salesman is the long distance between India and the United States. A month for mails, often more, and frequent delays in cable services make it essential that reference to the head office be seldom necessary. Confidence is inspired by the salesman who can give the final yes or no to all questions which may arise, and only by such a one. A man who is held by his firm in sufficiently high esteem to be granted this executive authority is presumably one whose failure to send immediate orders will be indicative not of inactivity but a careful preliminary studying of conditions, the only substantial basis for sound dealing in a foreign field.

LAUREL ENTRIES. Laurel entries for tomorrow: First race—Maiden; all ages; six furlongs. War Smoke, 115; Pride of India, 115; Vigilante, 115; Duke John, 115; Kennecott, 115; Rubidium, 97; War Winner, 100; Rockaway, 100; Echo E, 115; Little Eva, 115; Rubber 2nd, 115; Peregrine, 100.

Second race—Steeplechase; claiming handicap for three-year-olds and upward. About two miles. Smithfield, 125; Max Meadows, 125; Sacco, 124; Minata, 120; Syrdary, 120; Flare, 142.

Third race—Maidens all ages. Six furlongs. Link Boy, 100; Clarabella, 97; Rose of Rosa, 97; Torquato II, 115; Cock of the Main, 115; My Dear, 97; War Duty, 115; Pokey B, 115; Lloyd George, 115; Coronado, 115; Goblet, 115; A. W. Ward, 115.

a Mrs. C. H. Gilroy entry.

Fourth race—Handicap; all ages; six furlongs. Kelly, 124; Quietude, 99; Charlie Leydecker, 99; Boniface, 104; Camouflage, 98; Valor, 113.

a Com.—J. K. L. Rose entry.

Fifth race—Three-year-olds and upward; claiming: one mile and sixteenth; Galley Head, 105; Harwood 2nd, 105; Jacnetta, 101; a Firing Line, 108; Frank Monroe, 108; Parsi, 101; Sky Pilot, 108; Tit for Tat, 110; Galway, 105.

a—E. K. Bryson entry.

Sixth race—Three-year-olds and upward; claiming: one mile and a sixteenth. Graphic, 101; Biarri, 105; Dancing Carnival, 107; Arzaman, 110; Soldat de Verdun, 112; Jack of Spades, 112; Search Light 2d, 105; Sky Pilot, 112; Neureddin, 114.

Five pounds apprentice allowance claimed.

Weather cloudy; track muddy.

DANIELS TO SPEAK AT N. Y. Secretary of Navy Daniels will address the Far East Relief Society at New York tonight, he announced.

**Thursday Features at Lansburgh & Bro.**

The fall season is here—"in earnest"—and we are anticipating your wants. Thursday is always an eventful day at this big store. Each department offers special features and some are sure to interest you. No lots are guaranteed to last throughout the day. No Phone, Mail or C. O. D. Orders.

**Editorial**  
A man built a new house and was ready to move into it when he discovered he had forgotten all about the window shades.

He phoned our upholstery department explaining his difficulty and asked us to help him out. We did.

The shades were measured, made and hung by noon the following day, and the man got moved the day and time he had planned.

Another example of the help this store is rendering patrons and friends every day of its existence.

Naturally we would rather have had more time for the above job, but when necessary we're willing to put on extra steam to help a fellow out of a difficulty.



**Fiber Lace Boot Hose, \$1.25**  
In smart patterns, with seamless reinforced feet. In black, white and cordovan.—First Floor.

**Leather Kodak Bags, \$1.95**  
All leather hand bags, fitted with mirror, chain handle and nicely lined.—First Floor.

**White Lawn at 25c Yard**  
40-inch width and fine grade for making gift aprons.—First Floor.

**Women's High Black Boots \$5.98**  
Fashioned of good black leather, in either lace or button styles. Plenty of conservative styles as well as the more elaborate models which the young girls adore. The size range is incomplete, but practically every foot can be fitted. These shoes are worth double the price. Second Floor.

**Notions**  
Sanitary Napkins—12 in a box—at 40c box.  
Snap Fasteners, in all sizes and black or white, at 4 dozen 5c.  
Cotton Gro-grain Belt-line in black or white, at 10c yard.  
Fancy Novelty Braid, at 7c piece.  
Cute Pins, in jet, matt and assorted colors, good quality, at 6c.Hair Nets, in cap or straight styles, all colors, at 4 for 25c.—First Floor.

**Gloves**  
Chamoisette Gloves, 69c  
Classed as seconds, but the faults are slight and almost imperceptible. White, black, tan, gray and pongee.  
P. X. M. Cape Gloves, \$1.85  
Come in sand, white and several good colors, a value that is hard to duplicate.  
Leatherette Gloves, 99c  
Classed as seconds, but you would think they were firsts if we had not told you about it. Washable.  
P. K. Glove Gloves, \$1.65  
Full and half P. K. models, in white only, with self and two-tone embroidered backs.—First Floor.

**Part-Wool Blankets, \$10.45 Pair**  
White blanket in part wool quality. Size 70x82, pink blue or yellow borders. Worth \$12.00.—First Floor.

**Cotton Blankets, \$2.19 Pair**  
Gray cotton blankets, in size 60x76, well finished and close woven.—Fifth Floor.

**Wool-Finish Blankets, \$5.15 Pair**  
Regular \$7.00 value. In either gray or white. Size 70x80.—Fifth Floor.

**Silk Handbags, \$3.98**  
Moire silk bags in beaded effects, nicely lined and finished with tassels.—First Floor.

**Gauze Combinations, 79c**  
Worth \$1.00; perfect qualities and in all regular and extra sizes.—First Floor.

**Fancy Ribbon Remnants, 35c**  
Remnants of fancy taffeta, moire or plain satin ribbons in light or dark colors; a large assortment.—First Floor.

**Lisle and Cotton Hose, 39c**  
Full-fashioned irregular weaves of 50c values. Faults are slight and hardly noticeable.—First Floor.

**Beautiful Cretonnes, 29c Yard**  
Regular 30c cretonnes, in a large assortment of new designs and colors.—Fourth Floor.

**Bandeaux and Brassieres, 50c**  
Regular 75c values in brocade lines and sizes.—First Floor.

**Apron Portieres, \$4.95 Pair**  
Today's value \$7.50. Come in blue, rose, brown, green or red; very pretty self-woven patterns.—Fourth Floor.

**Gingham Aprons, 45c**  
Of Amalongs gingham, made with pockets and ties. Regular 50c values.—Third Floor.

**Black Astrakhan, \$3.98 Yard**  
Regular \$5.00 value in full 60-inch astrakhan, this price for one day only.  
Cream Gravelletta, 99c Yard  
All-wool cream gravelletta that is washable.  
Navy Blue Serge, \$1.29 Yard  
Regular \$1.50 value in our staple double warp serge.

**Albatross at \$1.19 Yd.**  
35-inch all-wool albatross in navy or cream, a limited quantity.  
Exquisite Plaids, \$1.19 Yard  
In attractive color combinations, for school dresses especially.  
Broadcloth at \$2.59 Yard  
Regular \$3.00 value, in all-wool black broadcloth with twilled back. Full 50 inches wide.  
Novelty Serge, \$2.29 Yard  
All-wool novelty serge, full 42 inches wide, for one day only. Several of the season's most wanted colors.—Third Floor.

**Army Blankets, \$10.00 Each**  
All-wool army blanket in oxford gray, weighs 5 pounds. Very warm and durable.—Fifth Floor.

**Wool Goods**  
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**Boys**  
Long Pants Suits, \$14.75  
Waist seam model in fancy dark mixtures. Sizes 15 to 19 years.  
Young Men's Overcoats, \$10.00  
Single and double-breasted styles in loose or form-fitting models. Size 33, 34 and 35 chest measure.  
School Suit, \$8.98  
Norfolk style of heavy weight mixtures, chevrot or cassimeres. Size 7 to 18 years.  
Pink Cotton Bloomers, 39c  
Elastic at waist and knees and worth 50c.—First Floor.

**Children's Stamped Dresses, 79c Each**  
Ready made up in an assortment of materials. Sizes from 2 to 6 years.—Fourth Floor.

Featuring Tomorrow  
**Tricotine Frocks \$39.50 up to \$89.00**

Indeed, an opportunity to select a wonderfully becoming frock at a very reasonable price. Select from a quantity of pretty styles with attractive bead trimming—tiny pin tucks, and some are braided in effective patterns of self-colored braid.



Navy, Brown, Black, Taupe  
Many new arrivals in the season's latest models. Straight-line effects, Russian blouse or belted at waist with silk cord girdle or narrow belt.  
Second Floor—Lansburgh & Bro.

**Bandeaux and Brassieres, 50c**  
Regular 75c values in brocade lines and sizes.—First Floor.

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**Children's Knit Underwear, 60c**  
In a large assortment of colors, sizes 20 to 13 years.—Third Floor.

**Silks**  
Black Satin Duchesse, \$2.69 Yard  
Full 35-inch satin Duchesse in regular \$3.15 value. Weight for suits and dresses.  
Georgette Crepe, \$2.19  
40-inch silk Georgette crepe in extra heavy weight. 30 different colors to choose from.  
Costume Velvet, \$3.75  
In black only and guaranteed fadeless and a regular \$4.50 value.—Third Floor.

**Domestics**  
44-inch Sheeting, in mill lengths, at 20c yard.  
36-inch Unbleached Sheeting, Sea Island, will wash heavy, at 15c yard.  
10-4 Unbleached Sheet-ing for double beds at 20c yard.  
7-4 Unbleached Sheet-ing, full 1-5-4 yards wide for single bed, at 15c yard.  
Sixth Wash Heavy Sheets for double beds, extra long, at \$1.95 each.  
38-inch Unbleached Cotton Flannel, with twill back, at 25c yard.  
51x36 Soft Linen Finish Sheets, seamless and hand torn, at \$1.75.  
Heavy Linen Finish Pillow Cases, special at 50c each.—First Floor.

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Store Hours: Open 9:15 A. M.; Close 6 P. M.  
THE STORE OF GREATER SERVICE  
**LANSBURGH & BRO.**  
420-430 Seventh St. Through to Eighth St.