Terrible Suffering

Eczema All Over Baby's Body.

"When my baby was four months old his face broke out with eczema, and at sixteen months of age, his face, hands and arms were in a dreadful state. The eczema spread all over his body. We had to put a mask or cloth over his face and tie up his hands. Finally we gave him Hood's Sarsaparilla and in a few months he was entirely cured. Today he is a healthy boy." Mrs. Inez Lewis, Baring, Maine.

Hood's Sarsaparilla cures blood diseases and builds up the system.

Get it today in usual liquid form or chocolated tablets called **Sarsatabs.**

A Story With a Moral.

Back in '94 a farmer bought a farm wagon in Hutchinson for $60. It was a good farm vehicle, and the farmer of the kind who took care of his property. The other day he came back to the same Hutchinson dealer and said he wanted to buy another wagon just like the one he got in '94. "It was a good one," he said. "That's the reason I want another. How much are you going to charge me?"

The dealer reflected a moment and then asked: "I think you paid $60 for that wagon, didn't you?"

"That's right," said the farmer.

"It will cost you $70 now," said the dealer.

Distinctly surprised, the farmer began to object, and then demanded the reason.

"Well," said the dealer, "the material, like lumber and iron and steel, has advanced in price and it costs me more now to buy them. The tariff probably has something to do with it, too."

At the mention of the word "tariff" the farmer went straight up in the air. He began to expound against the theory of the whole thing.

The dealer let him run along a while and then asked again: "Say, when you bought that wagon from me in '94 I think you paid for it in corn, if I remember rightly, didn't you?"

"I did," said the farmer, "but what has that to do with it?"

"You had to give me 600 bushels of corn for that wagon, didn't you?" asked the dealer again.

"I did," said the farmer, after recalling in his own mind that corn was only selling at 10 cents a bushel in those days.

"Tell you what you do," said the dealer, "you bring me in 600 bushels of corn tomorrow, and I'll give you this wagon—"

"Well, say, hold on—" began the farmer.

The dealer interrupted him in turn. "But that isn't all," he said. "In addition to the wagon I'll let you and your wife go over in the warehouse and pick out a surrey. Then you go and pick out the best self-binder in the shop. And—"

"Here, wait a minute—" started the farmer.

"I'm not through yet," said the dealer. "When your wife comes in I'll let her go into the hardware department and pick out the best range we have. And just for good measure, suppose you tell your wife that she can also pick out enough kitchen utensils to entirely refurnish your kitchen. Now, I'll just give you that—all of that for 600 bushels of corn. In '94 the same amount of corn got you just the wagon. That's a fair proposition, isn't it?"

The farmer was stunned.

"I'll just work this out in figures and show you what you are getting," continued the dealer. "We'll put the wagon down at $70; the self-binder at $125, and that'll get you a beauty; the surrey at $125; the kitchen range at $80, and that certainly ought to be a peach; and the kitchen utensils at $20, and that ought to buy a few. Add that together and you have $420. Multiply 600 bushels of corn by 70 cents and you have $420."

The farmer dug up his $70 for the wagon without saying another word and motioned to the dealer to join him at the cigar stand for a smoke.—Kansas City Journal.

Mothers will find Mrs. Winslow's Soothing Syrup the best remedy to use for their children during the teething period.

He—Is any one going to meet you here?

She—Shure, Tom Callahan's going to meet me here, and we're going to be married.

He—What does Callahan do?

She—He's a swimming teacher, I think.

He—What makes you think so?

She—He wrote me that he was running a pool room.

Do You Use Eye Salve?

Apply only from Aseptic Tubes to Prevent Infection. Murine Eye Salve In Tubes—New Size 25c. Murine Eye Liquid 25c-50c. Eye Books in each Pkg.

More than 250,000 electric flatirons have been sold within a year in the United States and Canada.

How could a swell dresser frame up anything except by a mirror chance?

COLDS

CURED IN ONE DAY

As a rule, a few doses of Munyon's Cold Remedy will break up any cold and prevent pneumonia. It relieves the head, throat and lungs almost instantly. Price 25 cents at any druggist's or sent postpaid.

If you need Medical advice write to Munyon's Doctors. They will carefully diagnose your case and give you advice by mail, absolutely free.

Address Professor Munyon, 53d and Jefferson streets, Philadelphia, Pa.

They drove up one street and down another until the driver pulled up in front of a little cottage. Pointing with his whip, he said: "The oldest butcher in Mount Clemens lives there. He is 75 years old and worth $75,000. Giddap!"

Then he drove back to the hotel.

REMEMBER

PISO'S

for COUGHS & COLDS

INFORMATION ABOUT COFFEE.

The following extracts are taken from circulars issued in four of the well known coffee markets of the world. The first extract is from circular issued to F. Nortz & Co., Havre, France, from their representatives in Brazil, and is translated from French.

"The stock of Brazil coffee in Havre is today 1,862,311 bags. The Valorisation, or rather the banks, hold 1,527,000 of it. There remains, therefore, actually at the disposition of legitimate trade, 335,311 bags of Brazil coffee. There is not a trader in the Interior of our country who has not in bond in Havre either 5, 20, 500 or more bags bought a long time ago. If all these small and large holders united to withdraw from our bonded warehouses this coffee, what would remain as visible stock at Havre? There would remain very little—Nothing. And at sea—afloat from Brazil to Havre—there is very nearly as much—this is to say, Nothing! Are you astonished now that Brazil is firm? Brazil knows that 50,000 bags of coffee per day are consumed in the entire world; it knows that Europe and America are short of coffee; it knows that the crops of other countries than Brazil have finished; that the stocks of these kinds are bound to diminish from now to the month of April, 1912, and it knows above all that the consumer is at its mercy."

Second extract: Carey & Browne's Fortnightly Circular, dated London, August 26, 1911:

"The Brazilian market appears to be in a serious condition. There is not much business passing c. & f., and yet values are kept very firm with an upward tendency which gives the impression that there is some agency at work which it is difficult to guage. The daily receipts are also surprisingly small for the season of the year."

Third extract: R. C. Wilhelm & Co., Inc., New York, who have been, as a firm, a constant "bear," or at least very conservative in his views with regard to the market going higher. From the following extract it is easy to see that they have changed their position more or less:

"The market is very firm, and every indication points toward the situation being strongly dominated by the powers who are now in control, forming virtually a trust, and we understand their predictions are for prices to be several cents a pound higher. We have not been believers heretofore; nevertheless, we see so little coffee around that we realize the conditions."

Fourth extract: C. E. Bickford & Co., San Francisco, Cal., have the following to say with regard to Central America coffees:

"It is our belief that the Pacific Coast buyers have anything but normal stocks, and the total of first-hand supply coffee in San Francisco today, with all the Central American Republics practically cleaned up, is less than 11,000 bags, all told—or, in other words, less than two weeks' normal roasting needs. With desirable selections of mild coffees obtainable in New York at less than 15 3-4 to 16 cents, and from telegraphic advices, we are led to believe that nothing desirable can be obtained at less than 16 cents, it is little wonder that local dealers have seen fit to buy here during the week as largely as they have. The point that we wish to call your especial attention to is the fact that mild coffees, which are almost essential to blend with Brazilian coffees, to insure a somewhat uniformity in your roasted output, will, in our opinion, be exhausted before new crop coffees, which cannot be looked for in quantity for six months, are available. This year's Brazilian crop is undeniably extremely poor in quality, due to the abnormal weather conditions existent in that country, and from the daily circulars of the New York Coffee Exchange you will find that unusually cold and rainy weather is still prevailing there, which is a most dangerous omen for the coming crop. Messrs. Nortz & Co., of Havre, write us that they are in receipt of cable advices from Mr. Barboze, Sr., of the firm of Barboze & Co., whom they consider one of their most reliable informants, that the September flowering is most unsatisfactory, and does guarantee that the next Santos crop will not surpass a maximum of from eight to nine million bags. The Pacific coast has no alternative now but to look largely to Brazil for coming needs, and if the writer were a buyer, from all advices we are in possession of, he would not under any circumstances purchase a single bag of cost and freight coffee until such a time as the quality of this crop is better determined, and, above all not until such a time as cost and freights could be purchased at a figure somewhat nearer the spot worth of relative grades or growths."

We are issuing this circular with the view of acquainting our trade with one side of the coffee situation. We have not selected these extracts from circulars issued by the radical "bulls," but have endeavored to obtain circulars and extracts from circulars of conservative coffee men.

We have not issued these with any desire to influence a heavy buying movement, nor do we advise speculation in coffee. Our idea is to give the merchant the best information that we can obtain, and from that it is up to him to take his position in regard to the coffee situation. The 25c coffees are practically a thing of the past. Most merchants have advanced prices to 30c per pound. This is the only reason this circular to his local newspaper, as we think the item is of great importance to every consumer, and it will make it much easier for you to advance prices on coffee when the people understand the true situation, especially when given in newspapers.—Crescent Manufacturing Company.

sonable thing to do under present conditions. Should the market go higher it will be as much of an effort to obtain a 30c seller as it is now to obtain a 25c seller at the same profit. There is one fact that we are absolutely sure of, and that is that green coffees are a great deal higher per pound this year than they were 14 months ago. Rio Sevens are over 5c per pound higher, while Santos Fours are over 5½c per pound higher.

Another thing of which we are sure is that the grocer is not making the profit, the coffee blender and roaster are not making the profit, but our captains of industry and the other large coffee interests, together with the Brazilian farmer, are the men who are dividing the spoils. Grocermen and roasters are making less profit today on the higher prices than they have in the past 16 years.

We would suggest that in the smaller town in the state the merchant hand

Destroys Hair Germs

Recent discoveries have shown that falling hair is caused by germs at the roots of the hair. Therefore, to stop falling hair, you must first completely destroy these germs. Ayer's Hair Vigor, new improved formula, will certainly do this. Then leave the rest to nature.

Does not change the color of the hair.

Ayer's Formula with each bottle. Show it to your doctor. Ask him about it, then do as he says

Recent discoveries have also proved that dandruff is caused by germs on the scalp. Therefore, to cure dandruff, the first thing to do is to completely destroy these dandruff germs. Here, the same Ayer's Hair Vigor will give the same splendid results

—Made by the J. C. Ayer Co., Lowell, Mass.—

Painless Sales.

Whether selling to prospects that are strangers or whether selling to customers visited at regular intervals, always the principle remains the same—approach the prospect by focusing his eyes on the goods and away from the idea that he is going to be asked to buy. Many expert salesmen invent new plans from time to time to enable them to make their sales without pain, says Saturday Evening Post.

A salesman for a big men's clothing manufacturer came into the shop of a well-known retailer.

"I haven't come to sell you anything, Mr. L——," he said. "We're sold out to our full capacity. But I was going by and thought, if you had time, you might care to look at some of our latest numbers. They're dandies, and I'm proud enough of them to want you to see them."

Gravely the dealer went through the line, now and then picking out a pair of trousers to lay aside on a separate heap. "I'm sorry you didn't come in sooner with some of them. There are some numbers there I'd like mighty much to have," he said.

The salesman looked pitifully perplexed. "Honest to goodness, if I had known you were buying I'd have called here the first thing, Mr. L——," he said. "Tell you what I'll do: I'll rob some of my other customers. I'll take a dozen here and a dozen there off an order. You just fire away and leave it to me."

"Only heaven knows why men like to be fooled like that!" the salesman said, referring to this experience afterward. "I wonder whether they are fooled or if they only pretend to be."

RED CROSS BALL BLUE.

The blue that is all blue. Best for washing because it makes the clothes clear and white, lasts longer than liquid blue and produces better results.

Avoid liquid bluing because it is only a weak solution of blue in an expensive package. RED CROSS BALL BLUE is sold everywhere. Price 10c. ASK YOUR GROCER.

To Register Grocers.

A bill has been drawn at the instance of the Retail Grocers, Butchers and Bakers' association of St. Joseph which has met with the approval of the Missouri State association, requiring that all grocers pass an examination and be registered before they can start in business.

If the bill is passed Missouri will be the only state in the Union to have such a law, although Germany, England and other European countries require grocers to pass examinations.

The object of the bill is two-fold: To protect those who want to enter the grocery business and to protect the public. It is said that 95 per cent of all persons who enter the grocery business fail—because of inexperience mostly—and that the losses are about a million dollars a year.

Under the proposed law a person entering the business must have some knowledge of foods and how to handle them, as well as a knowledge of the way to keep a store in a sanitary condition. The bill is not retroactive, those who are now in the business not being required to pass the examinations.

Those back of the bill say that if it is passed it will materially raise the standard of the grocery store, and will also be of benefit to the public.—Commercial Journal.

IS YOUR STOMACH IN BAD CONDITION?

Then by all means get a bottle of

Hostetter's Stomach Bitters

this very day. It makes weak stomachs strong, keeps the liver and bowels active.

Get Hostetter's At All Druggists

Stops Neuralgia Pains

Sloan's Liniment has a soothing effect on the nerves. It stops neuralgia and sciatica pains instantly.

Here's Proof

Mrs. C. M. Dowker of Johannesburg, Mich., writes:—"Sloan's Liniment is the best medicine in the world. It has relieved me of Neuralgia. Those pains have all gone and I can truly say your Liniment did stop them."

Mr. Andrew F. Lear of 50 Gay Street, Cumberland, Md., writes:—"I have used Sloan's Liniment for Neuralgia and I certainly do praise it very much."

SLOAN'S LINIMENT

is the best remedy for rheumatism, backache, sore throat and sprains.

At all dealers.

Price 25c., 50c. and $1.00

Sloan's book on Horses, Cattle, Hogs and Poultry sent free. Address Dr. Earl S. Sloan Boston, Mass.

"I'm married. Yes, girls, I'm married—to a traveling salesman. His line is skirts. He knows every skirt and model from here across the country. He's only home six months in the year. Next year he'll have lingerie, and he won't be home at all.

"Never marry a traveling man, girls. You'll be just like a telephone girl. All you'll hear will be 'Hello' and 'Good bye.'"

Free to our Readers

Write Murine Eye Remedy Co., Chicago, for 48 page illustrated Eye Book Free. Write all about Your Eye Trouble and they will advise as to the Proper Application of the Murine Eye Remedies in Your Special Case. Your Druggist will tell you that Murine Relieves Sore Eyes, Strengthens Weak Eyes, Doesn't Smart, Soothes Eye Pain, and sells for 50c. Try it in Your Eyes and in Baby's Eyes for Scaly Lyelids and Granulation.

Gasoline may be supplanted by kerosene as a source of power for automobiles by the invention of a compact device for producing gas directly from the cheaper fuel.

Howard E. Burton, Assayer and Chemist, Leadville, Colorado. Specimen prices: Gold, Silver, Lead, $1.00; Gold, Silver, 75c; Gold, 50c; Zinc or Copper, $1.00. Mailing envelopes and full price list sent on application. Control and Umpire work solicited. Reference: Carbonate National Bank.

The production of sugar cane in Cuba for the crop year ending with September exceeded 1,459,000 tons.

Queer Uses for Cedar Wood.

Inquiry by the government's forest bureau shows that white cedar was probably the first of American woods used in the building of pipe organs, says Saturday Evening Post. A German organ builder named Mittleberger, having come to Philadelphia, observed that the patter of rain on the white cedar roofs made sounds highly musical to the ear, "like a roof of copper or brass," and so was led to try the material in his work. He declared that the tones emitted by the cedar pipes were finer than from metal.

In the vicinity of Philadelphia a special class of artisans grew up known as "cedar coopers," because they wrought in this wood exclusively. Their chief trade was in churns, pails, firkins and washtubs—a belief being popularly current to the effect that this material possessed medicinal qualities and imparted such qualities to its contents. It was even imagined that water issuing from a white-cedar spigot was especially healthful.

Much of the fighting by which the Revolutionary war was brought to a successful close was done with gunpowder made of white-cedar charcoal.

The Indians of the Northwest coast have always used red cedar for their wonderful totem poles, not only because it is soft and they could work it easily with their rude tools, but for the reason that it could be counted upon to resist decay for an extraordinary length of time. Some of these gigantic tree trunks, hewed in the likeness of men and beasts, often with much artistic skill, are the largest pieces of wood carving in the world, greatly exceeding in size the largest columns and doors of European cathedrals.

In former days the Indians made fully as much use of the bark as of the wood. With it they roofed, ceiled and papered their huts. They wove long strips of the bark, sometimes 30 feet in length, into mats, which they used for beds, blankets and table cloths. Of the same material they made clothing; and they twisted it into ropes for dog harness, fish lines, snares for wild animals and nets for catching fish. They even made food of it, beating the bark to a pulp and saturating it with salmon oil.

The lead pencil industry in this country consumes 110,000 tons of red cedar annually. It is stated that the cost of the wood for a pencil is about three-fourths of a cent, 90 per cent of the raw material going to waste. Much of this waste, however, is worked up into carpet paper. So reduced is the supply of this indispensable wood that agents of the pencil makers look eagerly for old cedar rail fences, of which they secure possession by replacing them with modern fences of woven wire.

Complaint is made that woodpeckers single out red-cedar telephone poles for attack and excavate nests in them, sometimes so weakening them that they snap off in storms. It is thought that the softness of the wood and possibly its odor invite the birds. Attempts to drive them away by plugging the nests with stones usually make matters worse; for under such circumstances they excavate new holes alongside the stone packing in the old ones, and the pole is further weakened.

Wayburn—Have you noticed your health improved since you have the automobile?

Spinney—Oh, yes. I think I'd have a fine appetite now if I could afford to eat.

Dr. Pierce's Pleasant Pellets cure constipation. Constipation is the cause of many diseases. Cure the cause and you cure the disease. Easy to take.

If Taft is elected would senators Root and Clapp?

Wind pressure on wires strung upon poles is assumed to be one-half that on flat plates of equal area.

FASHION HINTS

Pale blue uncut velvet is used for the foundation of this handsome evening gown. The chiffon overskirt has an appliqué of roses in pastel shades.

Very new is the suggestion of a draped sleeve.

WOMEN MAY AVOID OPERATIONS

By taking Lydia E. Pinkham's Vegetable Compound

The following letter from Mrs. Orville Rock will prove how unwise it is for women to submit to the dangers of a surgical operation when it may be avoided by taking Lydia E. Pinkham's Vegetable Compound. **She was four weeks in the hospital and came home suffering worse than before.**

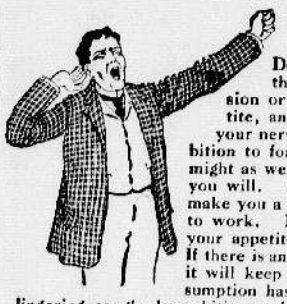
Here is her own statement.

Paw Paw, Mich.—"Two years ago I suffered very severely with a displacement. I could not be on my feet for a long time. My physician treated me for seven months without much relief and at last sent me to Ann Arbor for an operation. I was there four weeks and came home suffering worse than before. My mother advised me to try Lydia E. Pinkham's Vegetable Compound, and I did. Today I am well and strong and do all my own housework. I owe my health to Lydia E. Pinkham's Vegetable Compound and advise my friends who are afflicted with any female complaint to try it."—Mrs. ORVILLE ROCK, R. R. No. 5, Paw Paw, Michigan.

If you are ill do not drag along until an operation is necessary, but at once take Lydia E. Pinkham's Vegetable Compound.

For thirty years it has been the standard remedy for women's ills, and has positively restored the health of thousands of women. Why don't you try it?

Do You Feel This Way?



Do you feel all tired out? Do you sometimes think you just can't work away at your profession or trade any longer? Do you have a poor appetite, and lay awake at nights unable to sleep? Are your nerves all gone, and your stomach too? Has ambition to forge ahead in the world left you? If so, you might as well put a stop to your misery. You can do it if you will. Dr. Pierce's Golden Medical Discovery will make you a different individual. It will set your lazy liver to work. It will set things right in your stomach, and your appetite will come back. It will purify your blood. If there is any tendency in your family toward consumption, it will keep that dread destroyer away. Even after consumption has almost gained a foothold in the form of a lingering cough, bronchitis, or bleeding at the lungs, it will bring about a cure in 98 per cent. of all cases. It is a remedy prepared by Dr. R. V. Pierce, of Buffalo, N. Y., whose *advice is given free* to all who wish to write him. His great success has come from his wide experience and varied practice.

Don't be wheedled by a penny-grabbing dealer into taking inferior substitutes for Dr. Pierce's medicines, recommended to be "just as good." Dr. Pierce's medicines are OF KNOWN COMPOSITION. Their every ingredient printed on their wrappers. Made from roots without alcohol. Contain no habit-forming drugs. World's Dispensary Medical Association, Buffalo, N. Y.

W. L. DOUGLAS

$2.50, $3.00, $3.50 & $4.00 SHOES

WOMEN wear W. L. Douglas stylish, perfect fitting, easy walking boots, because they give long wear, same as W. L. Douglas Men's shoes.

THE STANDARD OF QUALITY **FOR OVER 30 YEARS**

The workmanship which has made W. L. Douglas shoes famous the world over is maintained in every pair.

W. L. Douglas shoes are **warranted** to hold their shape, fit and look better and wear longer than other makes for the price.

CAUTION The genuine have W. L. Douglas name and price stamped on bottom

Shoes Sent Everywhere — All Charges Prepaid.

How to Order by Mail.—If W. L. Douglas shoes are not sold in your town, send direct to factory. Take measurements of foot as shown in model; state style desired; size and width usually worn; plain or cap toe; heavy, medium or light sole. *I do the largest shoe mail order business in the world.*

Illustrated Catalog Free. W. L. DOUGLAS, 146 Spark St., Brockton, Mass.

ONE PAIR of my BOYS' $2, $2.50 or $3.00 SHOES will positively outwear TWO PAIRS of ordinary boys' shoes

Fast Color Eyelets Used Exclusively.

COLT DISTEMPER

Can be handled very easily. The sick are cured, and all others in same stable, no matter how "exposed," kept from having the disease, by using SPOHN'S LIQUID DISTEMPER CURE. Give on the tongue or in feed. Acts on the blood and expels germs of all forms of distemper. Best remedy ever known for mares in foal. One bottle guaranteed to cure one case. 50c and $1 a bottle; $5 and $10 dozen, of druggists and harness dealers, or sent express paid by manufacturers. Cut shows how to poultice throats. Our Free Booklet gives everything. Local agents wanted. Largest selling horse remedy in existence—twelve years.

SPOHN MEDICAL CO., Chemists and Bacteriologists, GOSHEN, IND., U. S. A.

MEXICAN MUSTANG LINIMENT

THE POULTRY REMEDY.

Mr. Stephen Holbrooke, Sec'y Tacoma (Wash.) Poultry Ass'n writes:

"I will give Mexican Mustang Liniment an unequivocal endorsement as a remedy for Bumblefoot and Canker in the Throat. Hitherto I have found these diseases of my poultry very difficult to cure but Mustang Liniment proved to be a positive remedy."

25c. 50c. $1 a bottle at Drug & Gen'l Stores

DR. THOMPSON'S

KOLA TABLETS FOR MEN

make life worth living. Will make you a new man. Strong and well. The greatest nerve stimulant known. Send 25 cents for small box or $1 for five boxes, to last a month, to CLOSSON & KELLY, Druggists, Seattle, Wash.

Petit's Eye Salve RELIEVES TIRED EYES

PUTNAM FADELESS DYES

Color more goods brighter and faster colors than any other dye. One 10c package colors silk, wool and cotton equally well. Is guaranteed to give perfect results. Ask dealer, or we send post paid at 10c a package. Write for free booklet, how to dye, bleach and mix colors. MONROE DRUG CO., Quincy, Illinois.