

HARRY L. KRAMER,

The Famous Cascarets Man, Who Invests a Thousand Dollars Every Day for Newspaper Advertising.

THE young man whose portrait is printed above is a living, breathing illustration of the success which can be obtained by practical faith and persistent and judicious investment in newspaper advertising. Mr. Kramer, only a few years ago, without capital, started, in a modest way, advertising in newspapers the merit of No-To-Bac, the original guaranteed tobacco-habit cure, building up dollar by dollar an enormous mail order business for that successful specific. His original line, "Don't tobacco spit and smoke your life away," through the medium of newspapers, became known throughout the English-speaking world, and brought in unprecedented results. The secret of his advertising method is "reinvestment," which is practically "doubling his bet" from day to day, When Mr. Kramer ran his first little advertisement ten years ago his capital was less than \$100. He wrote the order on a rented typewriter operated by himself, and his advertising appropriation was \$5.00. Three years ago ho originated the famous Cascarets Candy Catharite that "work while you sleep," and this year he employs over 200 people, including twenty stenographers and typewriters and a system of ten graphophones. His daily newspaper advertising investment is over \$300,000 a year, and he is counted as one of the greatest practical, because successful, authorities on the science of advertising in the world. His delight is to see the working of the enormous advertising machine which he set in motion a few years ago, and his ambition is best illustrated by an expression made use of to a friend recently. He said: "My boy, we'll get rich when we make money faster than we can spend it for advertising."

Besides the No-To-Bac and Cascarets enterprises, Mr. Kramer scored another great business success in the Magno-Mud baths of Indiana Mineral Springs. Ind., the only place where this wonderful treatment for rheumatism can be obtained. The place, soon after No-To-Bac began securing recognition, was a mere wilderness in the hills of Indiana, but nature had provi THE young man whose portrait is printed above is a living, breathing illustration of the

bolic acid and coal oil are used for spraying and these two agencies keep

About 500 squabs are sold weekly,

the young birds finding a ready mar-ket in New York at five dollars a doz-en. The varieties raised here are

homers, dragons, runts and crosses. Some of the runts measure 40 inches

from tip to tip of wings, while there are many measuring 35 inches.

SUMMER GIRL'S FAILURE.

Rigged Herself Up to Make a Hit,

But Her Finery All

Once upon a time there was a girl

who decided that she would be the real thing in the summer girl line,

relates a St. Paul Globe writer. Be-

fore the snow melted she was plan-

ning a wardrobe that would bring

down any summer youth from a mil-

lionaire prospective to a Dry Goods

prostration by the domestic discussions

of skirt yokes and the best thing in color combinations, and brother Jimmy

ost his half-holiday chasing down

erise near-silk when she wanted aberry lining for her lawn dress.

The clerks at the stores all got to know her—she had so many goods

exchanged-and when at last she pulled

out for a Jersey town with two trunks

boys in sight wore the same

one party dress to her name. But she

Wilted.

sents an investment of \$25,000.

The farm covers 16 acres and repre-

the birds healthy.

CLAIMS CREDIT FOR HEIR. engaged in cleaning operations one waters and one feeds the birds. Car-

As Recompense for Her Advice, Dr. Mary Walker, Asks Czar to Stop War with Japan.

Dr. Mary Walker is claiming credit for the fact that the czar's new baby is a son instead of a daughter. The doctor says if she had not volunteered her advice there would have been ar-other grand duchess in the palace instead of a czarevitch.

Ail that Dr. Walker wants of the czar in return for the favor she has done is that he stop the war with Japan.

"Give Japan the harbor," Dr. Walker has written from Oswego to the czar. She does not specify which harbor, but pretty nearly any harbor will do, she thinks.

The following is a copy of an open letter Dr. Walker has written to the

"To the Czar of All Russia-Dear In congratulating yourself and the mother of your son, I most respectfully and earnestly request you to make peace with Japan.

"Give Japan the harbor.

"But for my professional advice you would not now be the father of a son heir. The world will rejoice and say that you would gladly have done this one year since as the price of the assurance of a son.

"Give Japan the harbor.

"Clerk. She embroidered all her shirt waists by hand, and made seven sets of turn-overs before the summer styles were settled, only to learn that they were wearing 1830 yokes. She bought a white silk drop skirt for her sourced to the summer styles were wearing 1830 yokes. She bought a white silk drop skirt for her well dress, and then her year old. mull dress, and then her poor old mother had to go without a new sum-

resulted so gratifyingly for the purpose of asking a reward of any nature, but circumstances are such at the present time that I expect you to go with our allow sum, the real thing in a lingerie hat to go with the silk drop skirt. Father was driven to the verge of nervous grant therein above asked action. "MARY E. WALKER, M. D."

HAS MONSTER PICEON FARM

Pennsylvanian Has 10,000 Birds-Arrangements Perfect and Success Follows Experiment.

and a dress suit case her old father said: "This is Heaven," and her E. C. Cummings, of Worcester township, is conducting a pigeon farm on which there are now 10,000 birds. Mr. mother stopped taking nerve cure. Cummings says that his is the largest lot of birds that are kept housed on one farm. He changed from chickens and drooped in the sea air and so did to pigeons, as the latter are 50 per her hair. Sitting up nights sewing cent. more profitable.

There are four houses on the farm.

The girl from doing fine embroidery. The girl

two 160 feet long and two 300 feet who made a hit with the few summer long. The buildings are heated by hot water, but cold houses are to be tried. dress three days running and had only The houses have cement floors and are

varying from 25 to 75 pairs.

The greatest care is exercised to keep the farm in the best sanitary condition, the houses being thoroughly cleaned weekly. Two men are raquired for the purpose and when not birds, but all women are not birds.

New Kind of Rubber. manicoba rubber has rapidly increased During the past few months discov- during the last few years and bids fair ery has been made that there are in to be a large item in the exports of the interior of Brazil vast forests of Brazil.

trees from which can be produced a high grade of rubber known as "man-Hug of the Russian Bear. Japan, says the Chicago Tribune, is Isoba." The area is said to be very large, but cannot be defined, as the region has not been fully explored. The attention called to the first discovery has led to further exploration, with the

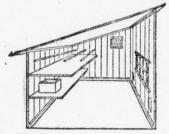
result that from time to time comes notice of other sections where like trees occur in profusion. The output of his money.—Cincinnati Enquirer. She-Poor fellow. How did he lose



CHEAP POULTRY HOUSES.

Valuable Suggestions from an Illinois Lady Who Has Made Hen-Keeping a Success

I keep about 300 fowls and have several small houses such as shown in accompanying illustration. The houses are built, some of pine and some of oak lumber. They are 7 feet wide and 10 feet long, 7 feet high in front and 4½ feet at back. Sills are 2x4-inch oak, caps 2x4-inch pine. They have one window of six lights 24x30 inches in front, 3 feet from the ground; one small window without glass, but a wooden shutter, 2



INTERIOR VIEW OF HOUSE.

feet square, in end opposite door, for air and ventilation; two exits for fowls in front. Have platform length of house 3 feet wide under perches to catch droppings. This is kept covered with dirt

Between dropping boards and floor is a platform for nests. All platforms and perches are removable. Houses have earth floors. Each house has one large door placed in the end, close to the front. The exits are 12x16 inches, placed close to the ground. On stormy days the door is kept closed, the fowls going in and out through the exits. The windows have strong, fine meshed wire nailed on the

These houses are about 5 rods apart



HOUSE FROM THE OUTSIDE.

yet there is little trouble in keeping the flocks separate. Each house shelters 60 hens, and I keep ten cockerels with four flocks. They have unlimited range. The eggs hatch better than when a cock is kept for every 12 or 15 hens. The interior of the house is also shown. The platform is whitewashed and dust or sand is sprinkled on it. The perches sand is sprinkled on it. are 2 or 3 inches in diameter. Between the floor and dropping platform is another platform 2 feet wide on which the nests are placed.

The nests are sometimes boxes made of short pieces of board, but usually are small boxes bought at the grocery for 5 cents each. In the corner opposite the door is usually a barrel of road dust. The hens use it for a dust bath, and I use it for the dropping boards. They also use it for a nest box, which I disapprove of

The cost of two houses was as follows: Lumber, \$7.85 (the pine lumber was second-hand, and I got it for half price); nails, 30 cents; glass and putty, 69 cents; hinges and locks, 40 cents; paper, ce-ment and nails, \$7.25; freight on paper and cement, \$1.25; total of \$17.74 for material; six days' labor at \$1 per day would add \$6, making the total cost \$23.74, or not quite \$12 for each. Two other houses made of new lumber and battens instead of paper, which cost \$20.25; oil and paint, \$1.13; 14 pounds nails, 56 cents; three windows, \$1.05; wire netting, \$1.05; hinges, locks and hasps, 59 cents; 6 hinges, days' labor, \$6, making the total cost \$31.04, or \$15.52 each.—Mrs. E. E. Datton, in Orange Judd Farmer.

FINE FEED FOR THE HENS. Unthreshed Grain Produces Results

That Will Surprise Those Who Have Never Fed It.

Save a small amount of unthreshed grain for the poultry. You will save the thresher's bill on it, and the poultry will even pay you a nice profit for the privilege of working it over for their own benefit, by an increased supply of eggs, and thriftiness and growth among the flock. Wheat is best for this purpose, but rye and oats are also excellent. If so desired, you can select some of your poorest grain for this purpose, as the main object is to furnish the poultry with some interesting employment. Save enough of the un-threshed grain to furnish one goodsized bundle for every 30 hens in the flock daily. Whole grain can with ad-vantage be scattered among the straw. It will prevent the greedy ones from glutting themselves, while the small and weak ones have a chance to get their share of the grain. After the straw has been thoroughly worked over and all grain picked out, it should be all raked up and removed before bringing in a fresh bundle. If possible the unthreshed grain should be placed under a shed or in a barn to keep dry. If unthreshed grain cannot be obtained, dry fresh straw and chaff will be a good substitute to sprinkle the grain among, if frequently changed, but it will not give as good results as the unthreshed grain, owing to the amount of healthy exercise which the unthreshed grain will furnish .- Midland Farmer.

MAKING TOO LIGHT OF IT.

Drug Clerk Who Needed to Learn the First Principles of His Business.

"When a prescription for salt and water or peppermint and cough sirup is handed to you, you must look doubtfully, as if it were very hard to make up. Then you must bring it to me, and we will both read it and shake our heads. After that you go back to the customer and ask him if he wants it to-day. When he says yes you answer that you'll make a special effort. "Now, a patient appreciates a prescription that he's had so much trouble over, and when he takes it he derives some henefit from it. But don't you do any more of that three-minute prescription business, my boy, if you want to become a first-class chemist."

Always Food for Laughter.

Always Food for Laughter.

When Johnny was a child they laughed at the ridiculous things he said. When he was a youth they laughed at his half-baked opinions. When he was a man they laughed at his wisdom because they couldn't grasp it. When he was old they laughed at him for a crank. There is always some one to laugh, and this is a jolly world.—Newark (N. J.) News.

Not a Hamper.

The Lady-Why are you so melancholy,

my poor man?
Gritty George—Ah, lady, it's a sad story.
When I was a baby I was left in a basket.
"That was sad."
"Yes, m-ma'am, and it was a wash basket."—Chicago Daily News.

The millionarie may smoke only dollar cigars himself, but he has to smell the five-cent cigars that other men are smoking.—Somerville Journal The better front we put up, the more people want to know what is behind it.—

The Connecticut tobacco crop around Hartford this year is valued at \$2,760,000 and most of it will be burned, without insurance.—Boston Globe.

The elder sister must go to the beach to get her complexion browned. As for the little brother, he can get well tanned at home.—N. O. Times-Democrat.

When we make a poor guess we realize that to err is human, but when we make a good one we are convinced that foresight is a matter of intellectual superiority.—

Cassell's Magazine.

A Boston man has received \$40,000 damages for suffering a mental shock. It might be a good get-rich-quick scheme to cultivate the sensitive mind and be on the lookout for jars.—Boston Globe.

We believe the next census will show a marked increase in Atlanta's population, in spite of the fact that there are 83 auto mobiles in the city, several of which are run by amateurs.—Atlanta Journal.

"It takes mighty little to make some folks proud," said Uncle Eben. "I has seen men struttin aroun' an puttin on airs jes' 'cause dey's been lucky enough to keep f'um gettin' arrested."—Washington Star.

"Yes, sirec," said the old-time politician, decisively, "honesty is the best policy in politics as well as in everything else. There never was a time yet that I ever tried honestly to get money out of the public that I didn't succeed.—Washington Star.

Instructive Experience.

This afternoon the pretty little girl of Mr. and Mrs. Charley Wilds drank a quantity of gasoline. The little one has learned something about gasoline, and the parents are to be congratulated on the recovery of the little one, which is numbered among the sweet and bright babies of Arizona—the land of pretty babies.—Tombstone Epitaph.

GREATEST SHOE MAKER

(MAI)

With the Majority.

"Now, gentlemen, do you think this is or is not a case for operation?" asked an eminent surgeon of his class of six students as they walked the wards in a city hospital. One by one the young men diagnosed the case, and all of them answered in the negative.

"I notice," said the chemist to his assistant, in a Szizth's Weekly yarn, "that a gentleman came in with a prescription, and that you took it and gave him the stuff in about three minutes. What do you mean by that?"

"It was only a little carbolic acid and water," replied the assistant "I simply had to pour a few drachms of scid into the bottle, and fill it up with water."

"Never mind if you had only to do that," the chemist declared. "Don't you know that every prescription must take at least half an hour to prepare, or the customer will think he isn't getting anything for his money?

"When a prescription for salt and water or peppermint and cough sirup is handed to you, you must look doubtfully, as if it were very hard to make up. Then you must bring it to me, and we will heat a remainded to you, you must look doubtfully, as if it were very hard to make up. Then you must bring it to me, and we will heat a remainder to leaf the young men dagnosed the sive. "Well, gentlemen," announced the surgeon, "you are all wrong, and I shall operative. "No, you won't!" exclaimed the patient, as he rose in his bed, "ix to one is a good the surgeon, "you won't!" exclaimed the patient, as he rose in his bed, "ix to one is a good the you won't!" exclaimed the patient, as he rose in his bed, "ix to one is a good the property. Yeress.

New Tourist Sleeping Car Service to California.

On August 15th the Missouri Pacific Railway will establish a daily through Tourist Sleeping Car Line, St. Louis daily 11:59 may will establish a daily through Tourist Sleeping Car Line, St. Louis daily 11:59 may will establish a daily through Tourist Sleeping Car Line, St. Louis daily 11:59 may will establish a daily through Tourist Sleeping Car Line, St. Louis daily 11:59 may will establish a daily through Tourist Sleeping Car Line, St. Louis daily 11:59 may will establish a daily through Tourist Sleeping Car Line, St. Louis daily 11:59 may will establish a daily through Tourist Sleeping Car Service to California. California.
On August 15th the Missouri Pacific Railway will establish a daily through Tourist Sleeping Car Line, St. Louis to San Francisco. Train will leave St. Louis daily 11:59 p. m. The route will be via Missouri Pacific Railway to Pueblo, Colorado, thence via Denver and Rio Grande to Salt Lake City and Ogden and Southern Pacific to San Francisco and Los Angeles. This is the famous scenic line of the world—through the picturesque Rocky Mountains. The service and accommodations will be up to date and will be personally conducted.

Very low rates will be in effect from August 15th to September 10th via Missouri Pacific Railway to the principal Pacific Coast points and return. Also Low Rate Coloxist one way tickets will be sold from September 15th to October 15th. For rates, information and reservation of berths, apply to nearest representative of the Missouri Pacific Railway, or address H. C. Townsend, G. P. & T. A., St. Louis, Mo.

Little Mixed.

"George," remarked Mrs. Spofkin, "I shouldn't think them baseball magnets would make any money. I see their men is always going out on strikes."—Brooklyn Life.

Kansas City Southern Ry. Special Excursion

Sept. 13, 20 and 27, Oct. 4 and 18, 1904, to Arkansas, Indian Territory, Louisiana and Texas, very low one way and round

For further information, write to S. G. Warner, G. P. & T. A., K. C. S. Ry., Kansas City, Mo.

When a man says he can't make a speech he don't grow angry if some one contradicts him.—Philadelphia Bulletin. Fits stopped free and permanently cured. No fits after first day's use of Dr. Kline's Great Nerve Restorer. Free \$2 trial bottle & treatise. Dr. Kline, 931 Arch st., Phila., Pa.

They who say that beautifying is foolish dispute their own eyes—Chicago Record-Herald.

I am sure Piso's Cure for Consumption saved my life three years ago.—Mrs. Thes. Robbins, Norwich, N. Y. Feb. 17, 1900.

There is a foolish corner even in the brain of a sage.—Chicago Journal.



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ONN STEEL RANGES

Correctly built of the right materials, they save fuel and give years of satisfactory service. Sizes for all requirements.

The Born Steel Range Co. Originators of the Steel Range, CLEVELAND, - - OHIO HAD TO GIVE UP.

Suffered Agonies from Kidney Disorders Until Cured by Doan's Kidney Pills.



George W. Renoff, of 1953 North 11th St., Philadelphia, Pa., a man of good reputation and standing, writes: "Five years ago I was suffering so with my back and kidneys that I often had to lav off. The kidney secretions were unnatural, my legs and stomach

were swollen, and I had no appetite. When doctors failed to help me I began using Doan's Kidne Pills and improved until my back wa strong and my appetite returned. Du ing the four years since I stopped using them I have enjoyed excellent health. The cure was permanent.'

Are cure was permanent."

(Signed) George W. Renoff.

A TRIAL FREE-Address Foster-Milburn Co., Buffalo, N. Y. For sale by all dealers. Price, 50 cents.



The Big Four Route

Having acquired trackage rights between Carey and Toledo over the tracks of the Hocking Valley R. R., will, on Septem-ber 4th, 1904, commence the operation of

Through Train Service

Cincinnati Toledo and Detroit (Via Michigan Central R. R.)

3 Daily Trains 3 each way.

Parlor Cars. Sleepers. Dining Cars.

Your patronage is solicited.

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G. P. and T. Agent, Cincinnati, O.

IN ALL CLASSES OF INVESTMENT The Southwest

STANDS PRE-EMINENT AND WE CAN GIVE YOU THE BEST. particulars address the SOUTHWEST DEVELOPMENT AND EXPLORATION CO., Bax 173, Albuquerque, N. M.

Live Stock and ELECTROTYPES In great variety for gale at the lowest prices by &. N. Kellegg Newspaper Co., 71 Ontario St., Cleveland

ANAKESIS gives the left and Positive re-left and Positive re-tor free sample of the re-vanakesis. Trib-une building. New York.

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