

## Night Sweats & Cough.

E. W. Walton, Condr. S. P. Ry., 717 Van Ness St., San Antonio, Tex., writes: "During the summer and fall of 1902, my annoyance from catarrh reached that stage where it was actual misery and developed alarming symptoms, such as a very deep-seated cough, night sweats, and pains in the head and chest. I experimented with several so-called remedies before I finally decided to take a thorough course of Peruna."

"Two of my friends had gone so far as to inform me that the thing for me to do was to resign my position and seek a higher, more congenial climate. Everyone thought I had consumption and I was not expected to live very long."

"Having procured some Peruna, I decided to give it a thorough test and applied myself assiduously to the task of taking it, as per instructions, in the meantime."

"The effects were soon apparent, all alarming symptoms disappeared and my general health became fully as good as it had ever been in my life."

"I have resorted to the use of Peruna on two or three occasions since that time to cure myself of bad colds."

### BATHING AN INDIAN IDOL.

Curious Ceremony Attended by Thousands of Devout Pilgrims.

Thousands of pilgrims from the various outlying villages and other parts of the Hooghly district poured in from an early hour in the morning to the temples of Jagernath, says the Calcutta Statesman.

The image of the god is placed on a conspicuous part of the temple, so that it can be viewed at an advantage by the immense crowd of pilgrims, and there at a certain fixed hour the bathing ceremony commences.

The most curious part of the festival is that water is not poured on the image of the god until a certain small bird is found sitting on the topmost banner of the temple. There is a popular belief that the bird comes from Puri, the famous place of Hindu pilgrimage, to Mahech on the day of this festival, and his very presence is an indication that the ceremony should commence. Immediately after the bath the bird disappears.

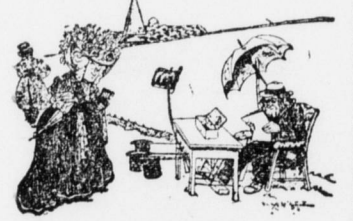
### TEN YEARS OF BACKACHE.

Thousands of Women Suffer in the Same Way.

Mrs. Thos. Dunn, 153 Vine St., Columbus, Ohio, says: "For more than ten years I was in misery with backache. The simplest household completely exhausted me. I had no strength or ambition, and suffered headache and dizzy spells. After these years of pain I was despairing of ever being cured when Doan's Kidney Pills came to my notice and their use brought quick relief and a permanent cure. I am very grateful."

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

### AN INGENIOUS BEGGAR.



#### Important to Mothers.

Examine carefully every bottle of CASTORIA a safe and sure remedy for infants and children, and see that it bears the

Signature of *Wm. C. Little*  
In Use For Over 30 Years.  
The Kind You Have Always Bought.

#### Of Most Benefit.

The fault which humbles us is of more use than a good action which puffs us up with pride.—Boeve.

#### Good for Sore Eyes.

For 100 years PETTIT'S EYE SALVE has positively cured eye diseases everywhere. All druggists or Howard Bros., Buffalo, N. Y.

Anyway, the man who borrows trouble isn't asked to return it.

Mrs. Winslow's Soothing Syrup.  
For children teething, softens the gums, reduces inflammation, allays pain, cures wind colic. Sic a bottle.

Don't hand your friends a lemon; treat them to lemonade.

## One of the Essentials

of the happy homes of to-day is a vast fund of information as to the best methods of promoting health and happiness and right living and knowledge of the world's best products.

Products of actual excellence and reasonable claims truthfully presented and which have attained to world-wide acceptance through the approval of the Well-Informed of the World; not of individuals only, but of the many who have the happy faculty of selecting and obtaining the best the world affords.

One of the products of that class, of known component parts, an Ethical remedy, approved by physicians and commended by the Well-Informed of the World as a valuable and wholesome family laxative is the well-known Syrup of Figs and Elixir of Senna. To get its beneficial effects always buy the genuine, manufactured by the California Fig Syrup Co., only, and for sale by all leading druggists.

## "CON" GAME AND DIPLOMACY

They Are Identical in Politics, Says Expert.

By Ernest McGaffey

How It Feels to Be Secretary to the Mayor of a Great Municipality.

AFTER a stay of two years on the Board of Local Improvements I was transferred, and, as I considered, promoted to the position of mayor's secretary. Many men can fill a position on the board of local improvements fairly acceptably, and there is often at least one strictly ornamental member on every public board, but as for a good secretary, that is another story. The selection of appointees for the various fair-salaried positions is governed to a great extent by both fitness and politics in municipal offices, and as civil service reform had curtailed the mayor's appointing powers to a comparative handful of offices, there was keen competition for the "plums," so-called. But when it came to the appointing of a secretary it was "hands off."

If a man sought the place, that was enough to kill his chances; if delegations went in to intercede for him they were only injuring his chances. It was a position, and is always a position, which the mayor of a large city fills by strict personal preference. The secretary must be a man in whom his chief has confidence, and he is usually selected from the ranks of the newspaper men. To begin with, he ought to be a perfect artist in diplomacy. In great affairs of state a first-class diplomat is called a genius; in lesser circles, and especially in politics, "a con man." But to be entirely honest about it, there is no difference except in the terms.

Now a 16 years' experience in the law business had fitted me peculiarly well for this end of the job. I could look a man or a delegation squarely in the eye and say that the mayor was not in his office, when he was busy and could not be disturbed, and make them believe it. Every once in awhile I did tell the truth, just to keep my hand in as to veracity, but if the occasion demanded I could invent with the ease and grace of a nature faker. To be frank, I always preferred to tell the truth. Not because I claim to be more naturally truthful than other men, but because the truth is much simpler and does not need corroboration.

There were many varieties of diplomacy necessary in my daily dealings with the public. There was the abrupt style, suitable to some one who wanted a railroad pass, for instance, which I happened to know was not obtainable; the persuasive and explanatory style to the delegation which wanted to see the mayor about something which I had orders to see was not intruded on him at that special moment; the sympathetic variety, the scornful species, the diplomacy



A Three-Dollar-a-Week Office Boy Could Attend to It.

which was a verbal "cross-counter" to some tale which was being handed me, etc.

Of course it was not imperative that I should give out a steady stream of diplomacy all the time, but when bluntness would have made an enemy I am happy to say that my talent for "diplomacy," coupled with long legal experience, enabled me to do reasonably well in that branch of my work. All work, if a man tackles it, whether washing dishes or shaking dice for a universe, ought to be done in a whole-souled and enthusiastic manner. And I can say truthfully that I brought to this absolutely necessary art in my position a frank and open manner, a sincerity of voice and an unwinking look from the eyes, that ethically was almost as genuine as nature itself, and practically much more effective than sarcasm or cold facts would have ever dared to be.

As I looked at the place, I was there

to do my chief the utmost good I could, and the only conscientious feeling I had in the matter was to do just that very thing. I hewed to that line, and wherever the chips flew I had and have no slightest savor of remorse. A secretary who told the truth all the time would be about as useful as a lighted candle in a powder magazine. The only man he needs to tell the stark truth to is his chief; as for the rest of the world, when it was advisable to tell them the truth they got it; when it was necessary to ladle them out "diplomacy" that was what they received.

To make as many friends as possible for his chief, and as few enemies, in his dealings with the politicians and the public, is naturally one of the essentials in "holding down" this job. And it goes without saying that all men like to be treated with courtesy. Enemies can easily be made by a rough and discourteous manner, and even by impatience and indifference. Especially is this true among the politicians. Every man who comes to a mayor's office on political business either has, or imagines he has, a cer-



Kindly and Pityingly to the Office of the Chief of Police.

tain amount of influence. If he is met with a churlish reception he does not easily forget it, and may carry the memory of his visit clear into the next convention. It is not in the least necessary nor advisable to "kotch" to any man; but a cheerful and polite greeting is just the kind of a greeting which any man prefers, and if you follow that rule strictly it is a winner in the end. Of course, your politeness may be thrown away entirely on some people, but an undeviating and sincere courtesy will in the long run make friends for your chief and yourself, where a "high and mighty" attitude will lose friends for the man who put you where you are.

It is highly essential that a secretary should have the common sense not to be "stuck on himself" or on his position. No one on earth will sense this quicker than the politicians, and no one will resent it and treat it with contempt any more readily. To begin with, there are some angles of the job which a three-dollar-a-week office boy could attend to with perfect ease. To sit in a revolving chair and say "the mayor isn't in" or "the mayor's in, but he's busy just now" does not require a very massive intellect. But when it comes to the finer points of the game, when it comes to the gradations where a "man must be sent to mill," then let the secretary "make good," and do it without any flourishes.

I certainly took a keen interest in my position. No finer place in the world to study human nature than there. All day long there was the constant influx of men, women and children to "see the mayor," to "speak with his honor," and with about 40 or 50 nationalities to choose from, and with all grades and kinds of these different races to meet, it was a study in mankind which was not attainable in any other position save in that of the mayorality itself.

A secretary in this position ought to be a fair speaker, for it may be that his chief will be busy when some delegation from an outside city must be met and welcomed, and the secretary ought to be able to represent the mayor with some decent amount of ability. He ought to be a writer of some force, also, for some of the mayor's mail is turned over to him to answer, and he should be able to handle all correspondence turned over to him in an acceptable manner. He ought to have some knowledge of human nature, and he should be possessed of an iron constitution physically, for the wear and tear outside the door is one which will send a trail man to the hospitals.

Part of the time he may find that he can sit in his chair and take it easy. But that is only a very brief experience. And as for patience, he ought to be able to give Job a 40-yard handicap and a running start and then beat the patriarch in a walk. The most sanguinely ridiculous propositions will be handed up to him that were ever dreamed of, and he must consider these, and not lose his temper, even though he knows they must be ruthlessly "turned down."

And then there are the "cranks" and the absolute maniacs to contend with besides. There are many departments in a city hall, and yet the average citizen rushes to the mayor's

office if he finds anything amiss in the district he lives in. For instance, a dead animal may be lying in the streets, and some wrathful citizen posts to the mayor's office, presumably to have the mayor come out and take it away. A little pleasant questioning reveals the object of his visit. He is most politely informed that the matter is one for the health department, and he can be escorted personally to that department or a note given him for use there, and he can be very fairly commended for his public spirit, and sent away feeling that the matter will be looked after and that he has received fair treatment. Isn't that better than saying: "Ah! G'wan, you lobster, don't you know enough to go to the health department with that?"

As for the men and women who are actually crazy, nothing but diplomacy with them. I remember one day while I was particularly busy with something which had been entrusted to me by my chief, and was carefully mapping out my action with pen and ink, that I was suddenly surprised by the apparition of a richly-dressed woman who sat down in a chair close beside me and began hurriedly: "I must see the mayor at once; Rockefeller and Carnegie are in a conspiracy to rob me of \$40,000,000 worth of stocks and bonds. The delay of a single hour will ruin me."

"Alas, poor soul possessed." There was nothing to do but to acquiesce in her distorted dream and take her kindly and pityingly to the office of the chief of police and place her in custody until it was ascertained who her people were.

There were always a number of women callers, and to their credit it can be said that they were the most persistent and ingenious of visitors. Of course, it was necessary to defer to them with the utmost care, unless they were entirely crazy. Sometimes the outside room, a huge affair, would be crowded to the doors by a swarm of delegations and by a horde of individuals who were bound to get inside. To handle a crowd like that and to get order out of confusion was no small job for the office force, consisting of myself, the police officer at the door, the stenographer and the bridewell clerk. The bridewell clerk, by the way, had about seven different positions to fill, and he filled them well. The officer, during my time, was a man of strength and discretion. The stenographer, however, a civil service appointee, sent in to fill the place of the regular stenographer who was appointed a justice of the peace, was not a "star" at handling a crowd. If you ever get into politics you will find out what "civil service" sometimes means.

Day in and day out the politicians came in. Many of them aldermen, coming in to consult on prospective ordinances, or on city business of various kinds. Some of them ex-aldermen, some members of the legislature. From 11 until 1 each day, excepting Monday and Saturday, the doors were open to the public, and never such a motley throng poured in as did then. Children who wanted to get dogs out of the pound; women who were seeking to have husbands or relatives pardoned from the bridewell; men after jobs; aldermen after special privileges or in on city matters; all sorts and conditions of people, by singles, by twos, threes, delegations, mobs, they churned in and out of the office and the air was thick with the scent of tobacco and the varying dialects and patois of the different nationalities.

Before this hour the newspaper men had their "innings." An hour, usually from 10 to 11, was given them. I believe I got along fairly well with the newspaper boys. I never gave out any news to any of them which they had not previously been informed of, and certainly "played no favorites." They were there to get the news, and if possible get "scoops" for their various papers. All they cared for was to get an "even start," and I never by any hint nor inference interfered with their getting "away" together. And not once during my time did any newspaper man ask me to give him any advantage over any others of the clan, although a "scoop" over the rest always filled their souls with joy.

It was not absent by reason of sickness during my term as secretary, and looking back at the job, with unimpaired eyes, I believe I made a good secretary. The only real "break" I can think of, was once when I was told to keep all inquirers away from the chief's residence while he was getting out his annual message to the city council. A man from the east called and presented a card as one of the supreme judges of an eastern state. He backed this up by documents proving his claim. He wanted to see the mayor on a matter so important that it could not possibly wait. For once I weakened. The bridewell clerk was going up to the house and I sent this caller along. He was dressed like a duke. He was a most imposing-looking specimen of a man, and his manners had Lord Chesterfield going "east by south." And when he reached the house if he wasn't a book agent, then I hope to perish. And at that, he was all he claimed to be! And if that wouldn't send a man hiking to the "nut and bolt factory" then I don't know what would! When I introduced the next secretary of the mayor who followed my chief into office to the heads of the various departments in the city hall they all had a good word for the way in which I had handled the job. As "the bunk" under such circumstances would have been a waste of raw material, I am under the impression, that without setting the Chicago river on fire, I had "held up my end of the log."

ERNEST MCGAFFEY.  
(Copyright, 1908, by Joseph E. Bowles.)  
Profitable Municipal Markets.  
The municipal markets of Manchester, England, are very profitable

The Place to Buy Cheap

— IS AT —

J. F. PARSONS'



**DROPS**  
TRADE MARK  
**CURES**  
**RHEUMATISM**  
**LUMBAGO, SCIATICA**  
**NEURALGIA and**  
**KIDNEY TROUBLE**

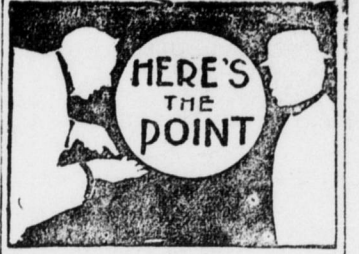
"DROPS" taken internally, ride the blood of the poisonous matter and acids which are the direct causes of these diseases. Applied externally it affords almost instant relief from pain, while a permanent cure is being effected by purifying the blood, dissolving the poisonous substance and removing it from the system.

DR. S. D. BLAND

Of Hiram, Ga., writes:  
"I had been a sufferer for a number of years with Lumbago and Rheumatism in my arms and legs, and tried all the remedies that could be gathered from medical works, and also consulted with a number of the best physicians, but found nothing that gave the relief obtained from 'DROPS.' I shall prescribe it in my practice for rheumatism and kindred diseases."

**FREE**

If you are suffering with Rheumatism, Neuralgia, Kidney Trouble or any kindred disease, write to us for a trial bottle of "DROPS," and test it yourself. "DROPS" can be used any length of time without acquiring a "drug habit," as it is entirely free of opium, cocaine, alcohol, laudanum, and other similar ingredients.  
Large Size Bottle, "DROPS" (500 Doses) \$1.00. For Sale by Druggists.  
SWANSON RHEUMATIC CURE COMPANY,  
Dept. 89, 140 Lake Street, Chicago



If you are a business man, did you ever think of the field of opportunity that advertising opens to you? There is almost no limit to the possibilities of your business if you study how to turn trade into your store. If you are not getting your share of the business of your community there's a reason. People go where they are attracted—where they know what they can get and how much it is sold for. If you make direct statements in your advertising see to it that you are able to fulfill every promise you make. You will add to your business reputation and hold your customers. It will not cost as much to run your ad in this paper as you think. It is the persistent advertiser who gets there. Have something in the paper every issue, no matter how small. We will be pleased to quote you our advertising rates, particularly on the year's business.

### MAKE YOUR APPEAL

to the public through the columns of this paper. With every issue it carries its message into the homes and lives of the people. Your competitor has his store news in this issue. Why don't you have yours? Don't blame the people for flocking to his store. They know what he has.

### The Home Paper

Gives you the reading matter in which you have the greatest interest—the home news. Its every issue will prove a welcome visitor to every member of the family. It should head your list of newspaper and periodical subscriptions.

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FRESH BREAD,  
PIES,  
FANCY CAKES,  
ICE CREAM,  
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CONFECTIONERY

Daily Delivery.

All orders given prompt and skillful attention.

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If you are in business and you want to make more money you will read every word we have to say. Are you spending your money for advertising in haphazard fashion as if intended for charity, or do you advertise for direct results?

Did you ever stop to think how your advertising can be made a source of profit to you, and how its value can be measured in dollars and cents. If you have not, you are throwing money away.

Advertising is a modern business necessity, but must be conducted on business principles. If you are not satisfied with your advertising you should set aside a certain amount of money to be spent

annually, and then carefully note the effect it has in increasing your volume of business; whether a 10, 20 or 30 per cent increase. If you watch this gain from year to year you will become intensely interested in your advertising, and how you can make it enlarge your business.

If you try this method we believe you will not want to let a single issue of this paper go to press without something from your store.

We will be pleased to have you call on us, and we will take pleasure in explaining our annual contract for so many inches, and how it can be used in whatever amount that seems necessary to you.

If you can sell goods over the counter we can also show you why this paper will best serve your interests when you want to reach the people of this community.

## JOB PRINTING

We can do the finest class of printing, and we can do that class just a little cheaper than the other fellow. Wedding invitations, letter heads, bill heads, sale bills, statements, folders, cards, etc., all receive the same careful treatment—just a little better than seems necessary. Prompt delivery always.