

## AFRAID SHE COULD NOT LIVE

Operation Advised, But Lydia E. Pinkham's Vegetable Compound Made It Unnecessary

Glasgow, Kentucky. — "I was run-down, nervous, with no appetite. My side had given me trouble for five or six years. At times it was all I could do to live, and the doctor said I couldn't live but a short time longer without an operation. That was two years ago. My sister-in-law recommended Lydia E. Pinkham's Vegetable Compound. She had never used it herself, but she said one of her neighbors suffered just like I did, and it cured her. After I had taken four bottles the pain left my side. I had a fine appetite to eat anything that was put before me, and I began to do all my work and my washing, something I hadn't done for years. I am a dressmaker, and this last fall I began suffering with my side again, so I began taking the Vegetable Compound again. I am on my fourth bottle, which makes eight in all I have taken. I feel so much better when I take it and everybody tells me I look better. My appetite improves and I feel stronger in every way. I am a very nervous woman and it seems to help my nerves so much." — Mrs. MAGGIE WALLER, Glasgow, Ky.

**Skin PERFECTION—**  
Constantine's Persian Healing Pine Tar Soap neutralizes the destructive effects of cosmetics. Lathers freely. Makes skin smooth, clear, firm, elastic. Soothing, refreshing, healing. At all drug stores.

**Constantine's PINE TAR SOAP**  
A 40-YEAR SUCCESS

## Go From College to Marriage Altar

To judge from statistics compiled at Goucher college, marriage continues to be the most popular vocation among the students. Of nine different kinds of occupations in which 2,276 Goucher alumnae are engaged, 979, or about 40 per cent are "married and are intelligent home-makers." More than 90 per cent, or 2,056, including the 979 married coeds, are listed as being engaged in "the duties of home and society."

The unmarried graduates are occupied as follows: 633 are teaching or are engaged in the work of educational administration; 172 are in business; 119 are in social work; 52 are in scientific work; 23 are physicians; 26 are librarians; nine are doing statistical work; 42 are doing varied work, such as encouraging community dramatics and other activities.—Chicago News.

**Can't Hock the Cow**  
If you ever run short of funds in Paris and happen to have a cow handy, it won't help you much. The French government has ruled that cows cannot be hocked in pawnshops. A farmer at Boulogne attempted it. The secretary general of the government pawnshop system ruled against him.

"Cows are not acceptable," the secretary general said, "because they come under the head of perishable goods. A cow hocked by its owner is liable to die in its sad surroundings."—From Collier's.

**LIVE!**  
Your case is not beyond hope. Let Munyon's Remedies bring you back to health. Write now for "Munyon's Guide to Health"—a FREE medical work. Munyon's, Scranton, Pa. These wonderful remedies sold in any first-class drug store:

- Munyon's Eye Remedy
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Doctor's Advice FREE  
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**PARKER'S HAIR BALSAM**  
Removes Dandruff—Cleanses Scalp—Falls Out—Restores Color and Shine—Keeps Hair Beautiful to Gray and Faded Hair—Sells Everywhere—Write for Free Sample.

**HINDERCORNS** Remove Corns, Calluses, etc., stop all pain, soothe and comfort the feet, masses walking easy. See by mail or at drug stores. Hixson Chemical Works, Philadelphia, Pa.

**ASTHMA**  
DR. J. D. KELLOGG'S ASTHMA REMEDY for the prompt relief of Asthma and Hay Fever. Ask your drug-gist for it. 25¢ a bottle and one dollar for a 3-month supply. Write for FREE SAMPLE. Northrop & Lyman Co., Inc., Buffalo, N.Y.

**Dr. J. D. KELLOGG'S ASTHMA REMEDY**

## MAKING GOOD IN A SMALL TOWN

Real Stories About Real Girls

By MRS. HARLAND H. ALLEN

### INSURANCE SELLING AS AN INCOME SOURCE

THE girl who has been successful since childhood in "persuading people to do things" has the faculties which she can capitalize in selling insurance. For the power of persuasion, plus the art of attention, comprises the science of salesmanship.

So a small-town girl who succeeded in selling me an accident policy gave me to understand, in a conversation subsequent to the transaction.

"It's the girl who's always been able to 'talk people around'; who always got the best of it when she 'swapped clothes' with her sisters—that's the girl who should sell insurance," she declared. "No girl should take up the work unless she likes to sell; unless, in minor, everyday ways, she has always been successful in selling."

In other words, the insurance agent must, paradoxically, be successful before she even starts work! Now, for the girl who believes she is already successful in selling insurance is an invitation and an opportunity. She does not need to maintain an office; she does not need to keep regular hours; she may devote her full time, or only part of it, to the business; she may easily be successful with only a common school education; and she has at her disposal any one of a number of kinds of insurance which she may choose—life, accident, fire, hail, tornado or lightning.

The prospective agent should decide her special line of business with consideration for the type of community in which she lives, as well as her personal inclinations in the matter. She should cultivate a "line of talk" suitable to the type of insurance. While it is a business proposition, it has a great deal of sentiment connected with it—for most people think of it as a protection to those dear to them.

The first actual step for the prospective insurance saleswoman to take, after preliminaries are settled, is to select a company and get the appointment as agent. She should consider the local "styles" in companies, and connect with a concern that is already favorably known in the locality.

Since the insurance saleswoman's income is almost always on a commission basis, it depends on her own ability and industry. Then, too, the business tends to build itself up since each policy holder also "has a friend who has a friend." Then, the renewals. Many of them are almost automatic, and will give to the saleswoman a truly "effortless income."

### MAKING FLIES THAT FOOL THE FISH

EVERY fisherman knows what every fly maker should know—that a fish scoops at an unnatural, wooden-looking, greatly over-size imitation of a fly. A certain small-town girl knew that, and now she is "making good" by constructing little flies which really fool the fish.

This girl happens to live in a village where bass fishing draws many transient fishermen. But she declares that she "doesn't know a thing" about fish; and that she didn't know a thing about flies, either, till she set about to learn. Therefore, she is sure that any girl can make fish flies.

"You don't need any specialized knowledge to take up artificial fly making," she assured me one afternoon when I visited the little workshop where she makes her flies, "and you don't need any capital. All you need is patience, and a desire to do the work well. Yet the business is very specialized and extremely well paying."

This girl learned her business, first by examining her father's fishing tackle; and, second, by consulting public library books on fly making. Dissecting one of her father's flies, she found that its construction was quite simple.

Constructing these lures for fishes is one of the best occupations for the girl who lives in a town where fishing is popular. She needs only to have a willing mind and skillful fingers.

She has none of the difficulties of the girl who sells vegetables or eggs, neither must she take her wares into a large city to dispose of them. Her market is right in her own fishing village, and it is practically sure to be a good one. Most every fishing village, no matter how small, boasts a sporting goods store, and of course its specialty is fishing equipment. The girl fly maker can sell her handwork to this store, and can, in many cases, secure a yearly contract for her wares. She can sell her flies direct to the sportsmen, too; and there will be a ready sale among the fishermen if she sells them better flies than they usually get, perhaps at slightly lower prices. It isn't likely that her output will exceed the demand right in her own town. But if it does, she may supplement her home sales by getting a contract for her flies with the sporting goods supply house in a neighboring city.

Fringing a market will not bother the girl fly maker who can construct a fly so luscious and lifelike that it will make any fish risk his life.

## Corn to Mature in Short Season

We Already Have Varieties Requiring High Temperatures While Growing.

(Prepared by the United States Department of Agriculture.)

The "synthetic" development of a variety of corn that will grow and mature under conditions of short season and cool weather will be attempted by the corn investigators of the United States Department of Agriculture from a collection of 200 sample varieties of corn brought to the department by Frederick D. Richey, agronomist in charge of corn investigations, who has just returned from an exploration trip through the Andean highlands of South America in company with K. A. Emerson of Cornell University.

### Varieties Mature in Short Season.

"We already have varieties of corn in this country that will mature in short season," said Mr. Richey, "but they require high temperatures during the growing season. They are suitable for certain localities along the northern edge of the corn belt, but there are other places in the Northwest, as in Idaho, Montana and Wyoming, where the temperatures are low as well as the seasons short, and we hope to be able to develop a variety that will make corn growing in these sections a safe enterprise. This will have to be done, not by the mere introduction of foreign varieties, but by crossing and combining the ability of our native corn to mature in a short season with the ability of the South American corn to mature at low temperatures."

Most of the samples brought back by Mr. Richey were found growing at altitudes of from 7,000 to 11,000 feet, and some as high as 12,000 feet in the mountains of Bolivia and Peru. Corn matures in these altitudes in a climate which is 20 degrees colder than that of this country. Thus, Mr. Richey found native varieties growing and maturing in spite of an average temperature for the year of 50 degrees F., while the average minimum temperature during the growing season was as low as 30 degrees. In our corn belt an average minimum of 55 degrees night temperature is considered the limit. The average temperature during the entire growing season is 72 degrees. The season for the corn crop in these southern countries is from 120 to 180 days, while a few varieties in the northern edge of our own corn belt mature in 90 days.

### Experiments in Peru.

On the trip through Peru Mr. Richey had the opportunity to observe varieties of corn from our own country growing in comparison with native corn. These experiments were on the farms of the Urso mission near Calca, Peru, under the direction of T. E. Payne, who is in charge of the mission. All of the United States varieties there were of a yellowish-green color, and did not look healthy, said Mr. Richey, while the native varieties were dark green and healthy. Likewise varieties from Peru which have previously been tried in the United States have not done well here. It is not possible, therefore, to introduce these South American sorts as such and expect them to be adapted to the conditions of our corn belt. The problem is rather one of crossing and breeding, in which the characteristics of the varieties instead of varieties as a whole are considered. The development of the desired varieties will be a long time proposition, but the investigators are encouraged to believe in the ultimate success of the venture by the results obtained in other experimental work with corn at the department.

The development of a variety of corn that will grow and mature at a low temperature in short seasons will enable many areas in the United States to grow corn, where the crop will be of value not only for itself but because of its use in rotation.

### Markets for Poultry

Farm people are always a busy people, but they are not usually so busy that they cannot spare the time to find good markets for their poultry and poultry products. You can often realize a few cents per pound more for the cockerels by selling to some hotel, restaurant, or cafeteria than by disposing of them on the regular market. Of course, if you live close to a city this will be a very simple matter, but you can often find places in even a small town where you can receive premiums for quality produce.

### Vermin Reduce Flocks

Common red mites, which infest hen houses and kill many chicks, can be done away with easily. First clean up all fifth around the hen house and let plenty of sunshine into the building. Often the quarters become overcrowded. Where mites are found, paint the roosts and spray the walls with a solution of two parts of oil to one quart of stock dip. If lime-sulphur is on hand, a solution made with five gallons of lime-sulphur to 40 gallons of water will be effective.

### Cow Is Quite Sensitive

Milking has much to do with securing a heavy and persistent flow of milk. The dairy cow is an extremely sensitive piece of animal machinery. Any changes are quickly registered on the milk-flow regulator and the yield is cut down. In order not to jar the cow's sensibilities she must be milked in the same place at regular times and by the same milker.

## Will Not Destroy External Parasites

No Preparation Effective in Food or Drinking Water.

(Prepared by the United States Department of Agriculture.)

So far as is known by any of the scientists of the United States Department of Agriculture who have been testing the claims of certain manufacturers of lice, mite and blue-bug preparations, there is no preparation made that can be fed to poultry in the food or drinking water that will kill external pests or parasites. There are being advertised and continuously offered to the poultrymen numerous misbranded preparations for use in this way by manufacturers who are either entirely ignorant of the physiology of a chicken or grossly unscrupulous. These preparations are sold for the most part directly to consumers by parcel post.

Most of the products so advertised are composed of various combinations of such chemicals as sulphur, charcoal, calcium sulphide, capsicum, sodium carbonate, naphthalene, and nux vomica, calcium polymephide, and other ingredients. The insecticide and fungicide board has recently made tests of a number of these mixtures and reports that in no single instance has one been found to give the effect claimed for it. The board further states that it is of the opinion that it is unlikely that any substance will be found which will control or kill external parasites of chickens when fed in the feed or drinking water.

Tests have not been made of all of the substances advertised against all of the insects named, but it is believed that sufficient evidence has been obtained to prove the extreme unlikelihood of the method of controlling external pests by internal administration of an insecticide.

## Potato Growers Should Have Seed Plot Yearly

Every commercial potato grower should get into the habit of growing a seed plot every year. Now is the time to select the seed for this plot. If the seed potatoes are to be taken out of the general field, only uniform tubers from good yielding hills should be selected by hand before the general digging starts. The seed plot tubers so selected should be put away in barrels or crates and stored in a cool, well ventilated place so that the potatoes will be in the best possible condition next spring. Enough potatoes should be selected to grow a plot large enough to supply all of the necessary seed potatoes for both the plot and the field the following year.

Every grower who has had a seed plot properly taken care of will follow this procedure and will then dig the remainder of his plot to be used as seed stock for the general field.

A yearly potato seed plot furnishes an easy and efficient method of obtaining good seed stock, keeping it free from such diseases as black leg, Fusarium wilt and Rhizoctonia, and increasing the yield and quality of the general crop.—A. G. Tolans, chief inspector of the Minnesota potato seed certification board.

### Butterfat Test of Jersey

According to a large number of analyses at the different experiment stations in the country the average butterfat test of the Jersey is about 5.35 per cent. Of course, there is a wide variation in different individuals but to be representative of the breed this cow ought to test at least that much. Feed has very little, if any, influence on the butterfat content of the milk.

## FARM NOTES

Bacteria on legumes work for nothing and even pay for the privilege.

A peach tree affected with yellows should be destroyed before other trees become infected.

A good way to use summer spare time is to go on some "see and learn" tours to find out how other people do it.

A garden is a beautiful book, writ by the fingers of God; every flower and every leaf is a letter.—Douglas Jerrold.

Litter from the poultry house will make good fertilizer. This is a point to remember when cleaning out the poultry house.

A fair-share farm lease is one in which each party contributes to the expenses in the same proportion as he shares in the proceeds.

The true test of civilization is not the census, nor the size of cities, nor crops; no, but the kind of man the country turns out.—Emerson.

If grain prices are to be high this fall, cattle and sheep feeders should select "feeders" capable of consuming rations composed more largely of low-priced roughages, with less grain, than for the last two years.

Physical strength and endurance knowledge, ingenuity, cleverness, sound reasoning, a good memory, patience, courage, honesty, thrift, friendliness, and love of home, are some of the requirements for complete success as a farmer.

## BROUGHT HOME FROM MEXICO ON STRETCHER

But Mrs. Herman Is Now in Good Health, Thanks to Tanlac.

A few years ago Mrs. M. E. Herman, 215 Hitchings St., San Antonio, Texas, "returned to the states from Monterey, Mexico," she says, "in such a low state of health that she had to be carried to her home on a stretcher." As time went on and she still lingered in the throes of "Nerve exhaustion, stomach disorders and bodily weakness," she determined, "on the advice of her druggist," to try Tanlac, which she declares "brought back my health and strength after I had almost despaired of ever getting well."

The results of Tanlac in the case of Mrs. Herman, while indeed remarkable, are by no means unusual for

Tanlac, as many hundreds of people everywhere have testified to having taken the famous medicine with no less wonderful results.

"I returned from Mexico," said Mrs. Herman, "so thin and weak that I feared my life was going to be cut short. I could neither eat or sleep in a natural way and it seemed at times that heart palpitation and nerve exhaustion would take me away."

"The makers of Tanlac will always have my heartfelt thanks, for it is to Tanlac that I attribute my recovery and present good health. Tanlac is like a blessing from heaven to me, that is the way I think about it."

Tanlac is for sale by all good druggists. Accept no substitute. Over 40 Million bottles sold.

Tanlac Vegetable Pills, for constipation, made and recommended by the manufacturers of TANLAC.

### Useless Logic

A ruse is a blind, a blind is a shade, a shade is a shadow, a shadow's a ghost, a ghost is a shade, a shade is a color, a color is paint and paint is rouge. Therefore, by Euclid, axiom one, rouge must be a ruse. And, curiously enough, it is true.—Yale Record.

### Misunderstood

Visitor—Can you tell me if Bill Jones is up in his room?  
Frosh—Sorry. There's nobody in the top story.

Visitor—Oh, excuse me. I'll ask someone else.

Ambition knows no rest.

**MONARCH**

**QUALITY for 70 years**

OUR salesmen cannot call on every retail grocer, but we sell to merchants in every State. If your grocer does not handle Monarch Coffee, he can get it for you if he operates his own store. Please ask him to write to us.

We do not sell to chain stores

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Established 1833  
Chicago—Boston—Pittsburgh—New York

"Our Trade Demands Monarch"  
"We think enough of Monarch Coffee to handle only one other brand (a cheaper grade). Our trade demands Monarch Coffee. It is a morning's pleasure and an evening's delight."  
C. F. WINTERBERG, Wyncott, Ill.

Cocoa	Maple Syrup	Cling Peaches	Cherries	Honey
Tea	Mayonnaise Dressing	Sliced Peaches	Soebs	Pumpkin
Sweet Pickles	100% Island Dressing	Pork and Beans	Hot Kidney Beans	Stringless Beans
Beet Relish	Peas and Beans	Peas and Butter	Apricots	Sweet Potatoes
Catnip	Prepared Mustard	Legumeberry	Pears	Sour Potatoes
Chili Sauce	Orange Juice	Red Raspberries	Apparagus Tips	Sour Cream
Preserves	Fruit Salad	Strawberries	Corn	Squash
Mince Meat	Pineapple	Blackberries	Tomatoes	Salmon
			Yeast	Milk

**Triangular Trade Route**  
The name "Triangular Trade route" was applied to the route from the United States to the West Indies; from the West Indies to Europe; and from Europe to the United States. The mainland shipped food and lumber to the West Indies; the West Indies shipped sugar products to Europe; and Europe shipped manufactures to the American mainland, thus closing the transaction.

**Resemblance**  
"Dick said I was like a girl on a magazine cover." "That's because he only sees you once a month."

**Only Slightly Flat**  
Speed—Is my tire flat?  
Fern—It's a little flat at the bottom, but the rest of it's O. K.

**Cuticura Soap for the Complexion.**  
Nothing better than Cuticura Soap daily and Ointment now and then as needed to make the complexion clear, scalp clean and hands soft and white. Add to this the fascinating, fragrant Cuticura Toiletum, and you have the Cuticura Toilet Trio.—Advertisement.

**Easy on the Culpit**  
When one judges one's self the verdict is pretty sure to be acquittal.

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