

Severe

Nervous Trouble and Dyspepsia.

No Sleep for Weeks Because of Pain.

Dr. Miles' Nervine Gave Back My Health.

Dyspepsia nearly always arises from a derangement of the nerves. When the stomach is not well the entire system suffers. Constipation, bad breath, sour stomach, frequent headaches, biliousness, etc., will lead to terrible consequences if not treated in time. Dr. Miles' Nervine is a specific for nervous dyspepsia and all nervous diseases.

"My health was miserable for years, due to severe nervous trouble and dyspepsia. I had not been able to sleep for weeks at a time without being awakened with pains in my chest and stomach. My limbs felt tired, I was unable to do my house work without feeling completely worn out. The doctors failed to relieve me, and after taking an endless amount of the medicines I began taking Dr. Miles' Restorative Nervine and Nerve and Liver Pills. I obtained relief from the first bottle of Nervine, was able to sleep better than I had in years. My stomach began to gain strength and I felt better in many ways. I have taken twelve bottles of Nervine and Nerve and Liver Pills in the past three years but have not taken any of the other medicines I had in years. I feel very grateful for the Dr. Miles' Remedies."—Mrs. J. W. WHITMAN, Mechanic Falls, Me.

All druggists sell and guarantee first bottle Dr. Miles' Remedies. Send for free book on Nervous and Heart Diseases. Address Dr. Miles Medical Co., Elkhart, Ind.

To Cure Constipation Forever. Take Cascarets Candy Cathartic, 10c or 25c. If C. C. fail to cure, druggists refund money.

Are You Pale?

Are your cheeks hollow and your lips white? Is your appetite poor and your digestion weak? Is your flesh soft and have you lost in weight?

These are symptoms of anemia or poor blood. They are just as frequent in the summer as in the winter. And you can be cured at one time just as well as another.

Scott's Emulsion

of cod liver oil with hypophosphites will certainly help you. Almost everyone can take it, and it will not disturb the weakest stomach.

It changes the light color of poor blood to a healthy and rich red. It nourishes the brain; gives power to the nerves. It brings back your old weight and strength.

All Druggists, 50c and \$1. Scott & Bowne, Chemists, New York.

Nerve Slaver.

It is present-day conditions—heaping burdens of work upon the nervous system that tells the story—premature breaking up of health.

It tells why so many men and women, who so far as age in years is concerned, should be in the prime of health, find themselves letting go of the strength, the power, the vitality they once possessed. It is because that great motor power of the body nerve force, is impaired. Every organ depends upon its controlling power just as much as the engine depends upon the steam to put it into action. An engine won't go without steam. Neither will the heart, the brain, the liver, the kidneys, the stomach act right without their proper nerve force supply. Let any organ be lacking in this essential and troubles begin—some of them are:

- Throbbing, palpitating heart.
- Sleepless nights.
- Sudden startings.
- Morning languor.
- Brain lag.
- Inability to work or think.
- Exhaustion on exertion.
- Flagging appetite.
- Digestion slow.
- Food heavy.
- Easily excited, nervous, irritable.
- Strength fails.
- Loss of flesh and muscular power.
- Settled melancholia.
- Utter despondency.

A picture, hideous, but easily changed to one of brightness, by use of Dr. A. W. Chase's Nerve Pills. They build up the nerves and supply nerve force.



The above is the genuine package of Dr. A. W. Chase's Nerve Pills, are sold by dealers or Dr. A. W. Chase Medicine Company, Buffalo, N. Y. Price 50 cents.

CHRISTMAS SHOPPING BY MAIL.

We have made preparations for taking care of the wants of our two million customers who live in every portion of the world.

Our 304 page Catalogue is full of suggestions and lists everything to Eat, Wear and Use, and offers particular bargains in:

- Bookcases, Bicycles, Brass Goods, Cabinets, Candles, China Closets, Cigars, Clocks, Couches, Commodore, Handkerchiefs, Jewelry, Suitcases, Lamps, Musical Instruments, Neckties, Ornaments, Pocket Knives, Pictures, Rokers, Shoes, Silverware, Sterling Silver Novelties, Stools, Tables, Watches, etc.

Our Lithographed Catalogue shows Carpets, Rugs, Posters, Art Squares and Lace Curtains in their real colors. Carpets sewed free, fringes furnished free, and freight prepaid. Our Made-to-Order Clothing Catalogue with samples of suits attached offers Suits and Overcoats from \$5.95 to \$20.00. Expressage paid on clothing everywhere. We also issue a special Catalogue of Pianos, Organs, Sewing Machines and Bicycles. We will make your Christmas buying more satisfactory than it has ever been before. Which Catalogue do you want? Address this way:

JULIUS HINES & SON.
BALTIMORE, MD. Dept. 909.

Short Talks on Advertising

By Charles Austin Bates.

No. 18.
Don't expect the newspaper to do it all. Look out for the show window and the cases and counters.

When you advertise something of special interest in the papers, fill the window with it and have it prominently displayed in the store. Have some neat tickets painted and hung up above or near the goods.



"I would have them understand just what I was trying to do."

Be sure all the clerks know what is going on. If I were running a store, I would make it the first rule that every clerk should read every advertisement every day. I would have them understand just what I was trying to do with each advertisement—just what the goods were and where they came from and how they happened to be so cheap, or so good, or both.

The newspaper is sometimes blamed for the ill success of an advertisement, when the real fault is right in the store. Don't ever expect spasmodic advertising to pay. Don't ever let an issue of a paper you are using appear without your advertisement. The day you leave the ad out will probably be the very day on which somebody will look for it, and not finding it, go to a competitor. The last of a series is the one that sells the goods. A man may see your ad thirty days in July and not buy till the thirty-first ad welds conviction into his mind.

It's the last stroke that makes a horseshoe—all the others were merely preparatory. The shoe was not a shoe till the last blow fell. If that had not been given it would only be a semblance of a shoe—merely a bent piece of iron. A sale is secured by the last word that is spoken—by the last ad that is read. If it remained unspoken, or unread, the sale would often fail entirely.

Advertising is the insurance of business, but you must keep up the premiums or the policy will lapse.

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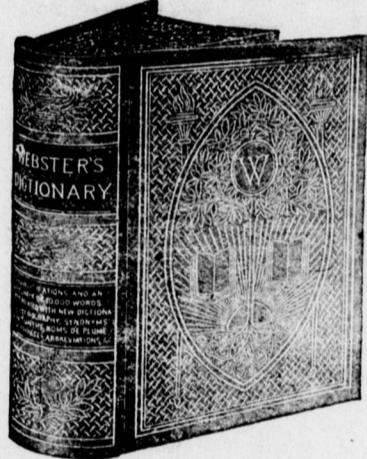
An \$8.00 Dictionary for \$2.00

The New Werner

Edition of

Webster's Dictionary.

Newly and magnificently illustrated. We offer you the best dictionary ever put on the market at a low price. This is an American Dictionary of the English Language, containing the whole vocabulary of the first edition, the entire corrections and improvements of the second edition, to which is prefixed an introductory dissertation on the history, origin, and connections of the languages of Western Asia and Europe with an explanation of the principles on which languages are formed. This book contains every word that Noah Webster ever defined, and the following SPECIAL FEATURES: An Appendix of 10,000 words, Pronouncing Vocabulary of Scripture names, Greek and Latin Proper Names, Modern Geographical Names, Dictionary of Antonyms and Synonyms, Dictionary of Familiar Allusions, Lexicon of Foreign Phrases, Dictionary of Abbreviations, etc., etc., together with 42 BEAUTIFUL COLORED PLATES, showing in their actual colors the Flags of the various Nations, U. S. Naval Flags, Pilot Signals of various Nations, Yacht Club Signals, and Shoulder Straps for Officers. THIS IS NOT THE CHEAP BOOK but a beautifully printed edition on fine paper with thousands of valuable additions of aid to all students of modern science. It is a grand educator of the masses, now offered to our readers in a sumptuous style in keeping with its great value to the people. Library of the Dictionary is unequalled and sold at the small price of \$2.00, makes it the handsomest, low-priced Dictionary ever published. For every day use in the office, home, school or library, the Dictionary is unequalled. Forwarded by express upon receipt of our special offer price \$2.00. If it is not as represented you may return it to us at our expense and we will refund your money. Write us for our special illustrated book catalogue, quoting the lowest prices on books. Address all orders to



THE WERNER COMPANY, PUBLISHERS AND MANUFACTURERS, AKRON, O., O.

(The Werner Company is thoroughly reliable.)—Editor.

WINNER GUARANTEED

This strip is manufactured under a U. S. patent and is the nearest, strongest and most durable window shade holder on the market, and we guarantee it to be as represented or money refunded. The price, Express paid, at all points in Pa., Md., Del., N. J. and N. Y., One Dollar per dozen, other states \$1.25. Your order solicited.

JOHN A. PARSONS & CO., Catawissa, Pa.
Foley's Honey and Tar
cures colds, prevents pneumonia.

Solvent Your Bowels With Cascarets. Candy Cathartic. Sure relief. If C. C. fail, druggists refund money.

WINCHESTER

"NEW RIVAL"
FACTORY LOADED SHOTGUN SHELLS

No black powder shells on the market compare with the "NEW RIVAL" in uniformity and strong shooting qualities. Sure fire and waterproof. Get the genuine.
WINCHESTER REPEATING ARMS CO. New Haven, Conn.

THE NEW YORK WORLD
THREE-A-WEEK EDITION.
City 1.50; Clubbed with the News Item, 1 year.

Christmas Games FREE
In each pound package of **Lion Coffee**
from now until Christmas will be found a free game, amusing and instructive—50 different kinds.
Get Lion Coffee and a Free Game at Your Grocers.

LAXAKOLA

THE GREAT TONIC LAXATIVE

If you have sour stomach, indigestion, biliousness, constipation, bad breath, dizziness, inactive liver, heartburn, kidney troubles, backache, loss of appetite, insomnia, lack of energy, bad blood, blotched or muddy skin, or any symptoms and disorders which tell the story of bad bowels and an impaired digestive system, Laxakola Will Cure You.

It will clean out the bowels, stimulate the liver and kidneys, strengthen the mucous membranes of the stomach, purify your blood and put you "on your feet" again. Your appetite will return, your bowels move regularly, your liver and kidneys cease to trouble you, your skin will clear and freshen and you will feel the old time energy and buoyancy.

Mothers seeking the proper medicine to give their little ones for constipation, diarrhea, colic and similar troubles, will find Laxakola an ideal medicine for children. It keeps their bowels regular without pain or griping, acts as a general tonic, assists nature, aids digestion, relieves restlessness, clears the coated tongue, reduces fever, causes refreshing, restful sleep and makes them well, happy and hearty. Children like it and ask for it.

For Sale by

Laxakola is not only the most efficient of family remedies, but the most economical, because it combines two medicines, viz: laxative and tonic, and at one price, 25c. or 10c. At druggists, and for free sample to THE LAXAKOLA CO., 152 Nassau Street, N. Y., and mention the name of your druggist. We will express to any address on receipt of 25c. in stamps or post notes, all charges prepaid. Large Family Size, 10c. per bottle. Retail, 5c. per bottle.

Short Talks On Advertising

By Charles Austin Bates.

No. 25.

I talked the other day with a man who had failed in the drug business. He said that he didn't believe that advertising a drug store paid, and that it was so different from other businesses that advertising could not possibly help it.

He said that his store had been an exceptionally good one; that the location was very fair, and that the stock was above reproach, but there were two other drug stores nearby which had been there for some time before he came. The people round about were acquainted with them, and to some they were just a little bit more conveniently situated than the new store.



"There were two other drug stores nearby. The people round about were acquainted with them."

My friend, the druggist, didn't try advertising. That is the way he knows that it does not pay. He said: "People do not realize that there is a difference in drugs—that the paregoric they get in one drug store is better than that which they get in another."

Advertising would have saved that man's business. By advertising he would have introduced himself to the people, and they would have become acquainted with him and his store in that way. By advertising he could tell them that there were different grades of paregoric, and that he kept the best grade; but he didn't try it, and so he knows positively that advertising doesn't pay.

Maybe he would have had to advertise three or six months, or possibly for a year, before he would have found that he was gaining actual profit on his advertising expenditure. Advertising a new business is, to a certain extent, like advertising in the dull season. It is the after-effect that must be looked at and not the immediate returns. Even if a new man were to meet his prospective customers personally, it would be some time before he would make actual buyers of them.

It is this way with a traveling salesman. The first few trips in a new territory do not consume very many pages of his order book. In the mean time he is getting acquainted—advertising. He is letting people know who he is and what he is doing, and what he wants. If he is pleasant and courteous and persistent, he will win trade, but it will take time.

Do not expect an ad to do more than a man.

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COLDS THAT HANG ON

So frequently settle on the lungs and result in Pneumonia or Consumption. Do not take chances on a cold wearing away or take something that only half cures it, leaving the seeds of serious throat and lung trouble.

FOLEY'S HONEY AND TAR

Cures Coughs and Colds quickly and prevents

Pneumonia and Consumption

CONSUMPTION THREATENED
C. Unger, 211 Maple St., Champaign, Ill., writes: "I was troubled with a hacking cough for a year and I thought I had consumption. I tried a great many remedies and I was under the care of physicians for several months. I used one bottle of FOLEY'S HONEY AND TAR. It cured me, and I have not been troubled since."

HAD BRONCHITIS FOR TWENTY YEARS AND THOUGHT HE WAS INCURABLE
Henry Livingstone, Babylon, N. Y., writes: "I had been a sufferer with Bronchitis for twenty years and tried a great many with poor results until I used FOLEY'S HONEY AND TAR which cured me of my Bronchitis which I supposed was incurable."

THREE SIZES, 25c, 50c and \$1.00—Refuse Substitutes

SOLD AND RECOMMENDED BY JAMES McFARLANE Laporte, Dr. Voorhees Sonestown, Pa.

