## Severe <br> Nervous Trouble and Dyspepsia. <br> No Sleep for Weeks Because of Pain. <br> Dr. Miles' Nervine Gave Back My Health. <br>  FAIRBANKS

 GAS or GASOLINEE NGINES.
There are many Gas and Gasoline Engines and ONE "FAIRBANKS"

Some resemble it in construction, others in name BUT THERE IS ONLY ONE

## FAIRBANKS ENGINE.

Engines that excell in quality and moderate in cost Vettical from one to ten horse power. Horizontal thret horse power up-
THE FAIRBANKS COMPANY, 701 Arch St.,

Philadelphia
Charles L. WING, Agent, Laporte

## Shorf Talks On Advertising ByChariesAustin Bates.


there fores neme time which bad beenen he came.
The people round
quaint they wed with them, and to some
tittle bit more con-
veniente store. My friend, the druggist, didn knows that it does not pay.
difference in drugs-that the par goric they got in one drug store is
better than that which they another."
that man's business. By adve
he would have introduc
he would have introduced himsel
$\qquad$
come acquainted with him and his store in that way. By advertising he could tell
them that there wore different grades of paregoric, and that he kept the best grade; put he didn't try it, and so he knows positively that advertising doesn't pay.
Maybo ho would have had to advertise three or six months, or possibly for a before ho 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 duh season. It is the after-effect that must be looked at and not the imme
diate roturns. Even if a new man were to
mely, it would bo some sometomers person-
altyone ho
would make actual buyers of them. would make actual buyers of them. salesman.
The first fer trips in a new territory
do not eonsume very do not eonsume very many pages of his
order book. In the mean time he is get. ting acquainted-advertising. He is let-
ting peoplo know who is doing, and what he wand what he pleasart and courteoue wants. If he is will win trade, but it will take time.


 EXPECTORANT

#  

of appetite, insomnia, lack of energy, bad blood,
or any symptoms and disorders which tell tho sto
impaired digestive system, Lavaloola Will
NEW-YORK TRIBUNE FARMER.
FOR
EVERY
MEMBER
OF
THE
FARMER'S
FMWLLY.
datins Jaynes 1905
पASKMWE
Opposite U. S. Patent Office
WASHINGTON D.C. BANNER SALVE


FOLEYSHONEYAmTAR
Cbippewa Lime Tkilns.

Lime furnished in cat load lots, delivered at Right Prices.
Your orders solicited. Kilns near Hughesville Penn'a.
M. E. Reeder,


An $\$ 8.00$ Dictionary for $\$ 2.00$

$$
\begin{aligned}
& \text { N NoT THE CBEAP BOOR beta a beatit }
\end{aligned}
$$






 A AMATERORHEAEHM


POWER Absolutely Pure

## 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 AMD TAR <br> Cures Coughs and Colds quickly and prevents

## Pneumonia and Consumption

comsumption threatened

