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The Chester News January 24, 1922

W. W. Pegram

Stewart L. Cassels

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The Chester News
 Published Tuesday and Friday at
 CHESTER, S. C.
 W. W. PEGRAM, Editor and Owner.
 Office 129 Main Street Phone 54
 Entered at the Postoffice at Chester,
 S. C., as second-class matter.
 Subscription Rates in Advance
 One Year \$2.00
 Six Months 1.00
 Three Months50
 Advertising Rate Made Known on
 Application.
TUESDAY, JANUARY 24.

WANT AD COLUMN
 Double Venerated Mahogany Duet
 benches with music compartment.
 Nineteen dollars. Shipped express
 prepaid from twenty dollars to
 include John A. Holland. Green-
 wood, S. C.

Milwaukee Timers make sorry
 Ford's run good and good Ford's run
 better. Chester Hardware Co. Auto
 Accessories Dept.

**CUT COTTON COST
 BY MAKING FOOD**

Southern Farm Prosperity Absolutely
 Dependent on Cutting "Cash Crop"
 Production Cost From Food-
 Making And Saving.
 Atlanta, Georgia, (Special).—The
 cotton farmer got his "bumps"
 again in 1921 because his weevil, un-
 favorable seasons, food and grain buy-
 ing on credit, combined with a price
 on cotton sufficient to "pay him out"
 the last dozen years," said H. G.
 Hastings, President of the Georgia
 Association, an organization for state
 farm improvement.

"We might just as well face the
 fact that with the world's wide finan-
 cial and political upheavals in Europe
 following the world war, there is no
 possible chance for using normal
 quantities of cotton at profitable prices
 so as to continue to grow cotton on
 the high cost basis that we have
 developed."

"Cotton is the one best money crop
 for the South, and probably always
 will be. The time of war prices is
 over and the problem now on is to
 lower cost of production and at the
 same time afford the cotton grower a
 fair profit."

"Cost of making cotton is primarily
 the cost of food, grain and forage
 for the farmer, his family, his labor-
 ers or tenants, and his work stock.
 Favorable food, grain and forage costs
 by home production will reduce cot-
 ton costs from one-third to one-half
 a fair profit."

"That for an abundance of food,
 grain and forage thus cutting down
 stock bills, and the lower prices for
 cotton will not hurt so much. We can-
 not, with European countries so thor-
 oughly disgruntled, reasonably expect
 high prices for cotton for several years
 and we must make cotton at lower
 cost of one-third cotton grower's
 profit."

"Most of us cannot cut cotton,
 hence the absolute necessity of food,
 grain and forage planting in 1921,
 the making on home farms of every
 pound of food and grain needed to see
 us through."

"In this food production program,
 take the home vegetable garden seri-
 ously, and the home garden a square
 deal, and it will surprise you in the
 amount of useful food produced. It
 takes the least ground, can be plant-
 ed at the earliest, brings quick returns
 and if kept replanted and worked will
 stay by you all the season through."

RUB-MY-TISM
 Will cure Rheumatism, Neuralgia,
 Headaches, Corns, Colic, Old
 Sprains, Bruises, Cuts, Burns, Old
 Sores, Tetter, Ring Worm, Eczema,
 etc. Antiseptic Analgesic, used
 internally or externally. 25c

**TENNESSEE RIVER
 RISES AT CHATTANOOGA**
 Chattanooga, Tenn., Jan. 23. The
 Tennessee river reached a morning
 high of 8 o'clock this morning,
 and is rising at the rate of 1.00 a
 foot per hour. Reports show a con-
 tinual rise above. The forecast calls
 for a rise of thirty-five feet by to-
 night, and the crest of thirty-seven
 feet Tuesday night.

Much low land is already inun-
 dated and a number of families have
 been driven from their homes and
 several streets are already sub-
 merged and some sections are sur-
 rounded so the only egress is by
 boat. The Knoxville boulevard is un-
 der water, and the street car line
 has been put out of commission.
 This is the only line affected, but
 others are threatened by night.

To Escape Punishment.
 Conditions in South Carolina are
 singularly favorable for the election
 of a governor who would be gen-
 erous in the exercise of executive
 clemency. In this state, as in the
 other states, crimes have become more
 numerous the last two or three years
 than usual and the juries are awak-
 ened to the necessity of punishing

Eggs From Every Hen
 There is an excess for a leading hen. You can make better
 eggs with less feed.
Car-Vet Egg Producer
 The wonderful quality comes from the improved special
 produce that grows in the Car-Vet.
 Give me 100 times to increase your egg supply for the winter while eggs are selling
 at high prices. Three times the eggs your hens have been laying. Free
 Get a free and a hard bound box of Car-Vet Egg Producer from your dealer, or send
 for a free and a hard bound box.
CAROLINA REMEDIES COMPANY, Inc., U.S. Pat. 2,342,000
 Satisfaction guaranteed by money-back offer.

This weather is just right for
FENCING
 We have the fence at very reason-
 able prices, in most any
 height you may want.
 Call and get our prices and do your
 fencing now.

Chester Hardware Com'py.
 "Quality First"

criminals. Numbers of men have
 been convicted of murder and of
 other grave offenses and the jails
 and changehouses are full or are being
 filled. Many of the convicts are men
 of influence and extensive family
 connections. Numbers of them have
 money of their own and others can
 command it through their friends, so
 that it will be possible for them to
 employ lawyers and to circulate peti-
 tions. When a man is in prison, his
 brother or his father outside of pris-
 on is likely to be more interested in
 seeing the man free than in good
 government. When one has a near
 relative in danger from the electric
 chair or of losing his friends, one
 thinks little about problems of taxa-
 tion and enforcement of law.

Some thousands of men in South
 Carolina are engaged in moonshining
 or in bootlegging and they want to
 carry on business at a profit and to
 keep out of jail they are prepared to
 spend their money to save their busi-
 ness and to save their skins. What
 they do not wish is a man of stern
 virtue, of ability to stay in the
 fearful women's office to see him in
 the governor's office.

The people may take for granted
 that every man under condemnation

for crime, charged with it, supported
 if it or having in his heart the half-
 formed intent to commit it, will have
 no stone unturned and will spare no
 pains, money or money to elect
 soft-hearted citizen to the office of
 governor to whom he may look for
 indulgence and pardon.—Columbia
 State.

NOTHING IS LOST BY COURTESY

Yet it is a Somewhat Humiliating
 Fact That Comparatively Few
 Practise It.

Whether in a letter or face to
 face, there is nothing in the whole
 wide world that does so much
 to make a good impression on either
 stranger or acquaintance as a sim-
 ple, elemental, everyday courtesy. It
 is surprising, with courtesy so val-
 uable—and so abundantly cheap—that
 more of it isn't used, writes Fred
 C. Kelly in Lullie's. If you on a
 train, let me say, and the man a-
 head of me at the ice water tank
 leans on my drinking glass or hands
 me the little paper strinking-cup
 he was about to use himself, I thank
 him. I don't merely grant my
 thanks, as if I thought he had given
 me no more than I had coming to me.
 I thank him out loud, so that he can
 hear it. And at the first opportunity
 I try to get right back at him by do-
 ing some little favor for him. If I
 haven't a cigar to give him I at least
 show that my heart is in the right
 place by offering him a match.

If a stranger comes to my office
 for a conference, I pull up a chair
 for him with my own fair hands.
 When he gets ready to go, I accom-
 pany him to the door. Thus, in the
 recollection of me is my courteously
 bowing him out.

If you haven't a lot of acquaint-
 ance I feel sorry for you. The
 fault is probably your own. There
 must be people all about you who
 would enjoy knowing you as much
 as you would enjoy knowing them.
 As a starting proposition there is
 nothing to equal the fun of seeing
 how many people you can make
 your friends. They're valuable, fan-
 gible assets. If I were called upon
 to give good advice in few words, I
 would say: "Know a lot of folks."

MERCHANTS TO MEET.
 Good Program Arranged—E. O.
 Black to Speak.
 The program committee appointed
 by Chairman Robinson, of the Mer-
 cantile Bureau, of the Chamber of

Commerce, has arranged an inter-
 esting meeting for Thursday evening
 at 8 o'clock at the Carolina Inn.
 There will be a number of matters
 of vital interest and importance that
 will come up for discussion. This
 business session will follow the ad-
 dress of Mr. E. O. Black, of Colum-
 bia, who has accepted the invitation
 extended him by the Bureau to
 speak here.

Those who have not advised the
 committee that they will be present
 are: A. W. Miller, Robert Fraser, J.
 J. Herdell, F. L. Fox, H. E. Grogan,
 N. A. Peay, H. B. Woods, W. D.
 Robinson, C. D. Crosby, W. H. Law-
 rence, W. L. Murphy, J. T. Collins,
 J. Ray Watson, S. L. Myers, J. D.
 Lyon, J. M. Lathan and R. R. Mar-
 tin.

Deciding Where To Buy

The success of a business depends on its ability
 to analyze the mental operations of the public,
 and to determine how people decide as to where
 they shall buy goods. The merchants who read the
 public mind most accurately get the business.

When one finds that he needs something,
 the question comes up where that article should be
 bought. From some source back in the mind the
 suggestion comes that such and such a place
 would be a good store to visit for that purpose.
 Whence comes that suggestion?

In the majority of cases, it is created by the
 store that has made the most effort to impress its
 reputation on the public mind. People remember
 the things they hear about constantly, and they
 forget other things that are rarely called to their
 attention. The advertised store conforms to the
 laws of psychology, by constantly calling public
 attention to its enterprises, its goods, its methods,
 and the advantages of trading with it. Consequently
 the inner consciousness, when asked
 what or where a person should buy, is apt to re-
 spond by suggesting certain advertised goods.

It is of course true that while a store by adver-
 tising can always draw in a lot of new trade,
 it can't keep it unless it really does give good values.
 But advertising helps a store do that, notably in
 these two ways:

Advertising encourages merchants to handle
 big lots when such are offered them at low fig-
 ures. They know that by appealing to the public
 by advertising, they can swing these big lots and
 turn them into money in a short time. Thus buy-
 ing in a large way and taking advantage of special
 opportunities, they are able to offer special
 values.

Advertising increases volume of trade, thus re-
 ducing the operating and overhead expense per
 article, making it possible to cut prices to the pub-
 lic. The advertised store buys and operates at low
 figures, and can thus make low prices.

**A Few Extra Specials
 Selected From Our Big Stock.**

We have a complete line of most select merchandise
 absolutely all fresh and new, that warrants your special
 consideration and close inspection. We are enumerating
 just a few of the many choice values that we have to
 offer, and have dozens of other bargains just as attrac-
 tive and worth while.

Listen to These:

SHEETING.	
36 inch Sheeting, good weight, as long as it lasts, per yard	10c
36 inch best grade Sheeting	12 1/2c
34 Peppercorn Bleached Sheeting only	6c
27 inch Bleaching, good grade, only	10c
28 inch Bleaching, good grade, only	11c
Good grade Apron Gingham, all colors, only	12 1/2c
SHIRTS, SHIRTS!!	
Men's Dress Shirts, good colors, with or without collars, only	98c
Men's better shirts, all colors	1.00
Men's Work Shirts, heavy weight, only	75c
Men's better shirts	1.00, 98c
SHIRT WAISTS	
We have a few Ladies' Voile Waists that we are closing out for 88c. They come in good colors and	
CHILDREN'S SHOES.	
See our line of Waists that we are closing out for \$3.98	
We have Children's Shoes for 49c up to \$3.98. We can give you most any size, and we know that the price is right.	
OVERALLS.	
Men's good heavy weight Overall, cut full, and all sizes up to 44, we are running these for only \$1.16	
MEN'S PANTS.	
Men's Molekin Pants, the kind that never wear out, for only \$2.98	
Men's Solid Pants for \$2.98, \$3.98	
Boys' Pants at 98c and \$1.48	
BOYS' SUITS.	
We have put all of our boys' Suits in two lots. You will find extra good values in them at a mighty low price. Lot No. 1, sizes 8 to 16, only \$2.98	
Lot No. 2, sizes 7 to 15, only \$2.98	

Walk Over
A Shoe for Every Smile
 What else is there in it but feet? Of things that prove yourselves, which you with prefer ease and pace Than just a pleasant make? 'Tis now, 'tis Nature that you please—And wrinkles the land for aches. That you keep from from out your face One trouble to your eyes. Come see this wonderful shoe—A circle full world-wide—Of lips, there are full many Who smile with Walk-Over Shoes. For each—let us try for say At the Walk-Over shoe.

Smiles

We are showing a complete line of low shoes at prices that will be sure to interest you. We invite your inspection

Joseph Wylie & Company

Hot Hustler Racket
 D. E. Estes, Prop.
 In The Valley
 Chester, S. C.

FINANCERS FORD AND EDISON

In its January review of economic conditions and governmental finances, the National City Bank policy man makes the following statements of Thomas Edison and Henry Ford on the origin of wealth. It quotes "Mr. Ford's distinguished friend, Thomas Edison," as laying emphasis on the saving of interest; maintaining that under the old way, "any time we wish to add to the National wealth we are compelled to add to the National debt." "Now," Mr. Edison says—

That is what Henry Ford wants to prevent. He thinks it is stupid, and so do I, that for the loan of \$50,000,000 of their own money the people of the United States should be compelled to pay \$50,000,000—that is what it amounts to, with interest. People who will not turn a shovelful of dirt nor contribute a pound of material will collect more money from the United States than will the people who supply the material for the work. That is the terrible thing about interest. In all our great business the interest is always greater than the principal. All of the great public works cost more than twice the actual cost, on that account. Under the present system of doing business we simply add 120 to 150 per cent to the cost of the work.

The Capital City Bank first takes up Mr. Edison's objections to a bond issue as a means of raising capital. He requires, as an illustration of the point it says that the Government might raise the capital required for this purpose. Shows enterprise by taxation or by borrowing through an issue of bonds. In either case it would be going to the public for real wealth, produced and accumulated by individuals, asking them to forego the use of it and devote it to this purpose. Mr. Edison speaks slightly of the people "who will not turn a shovelful of dirt nor contribute a pound of material," but who, if the project is financed by a bond issue will receive as interest several times as much money from the United States as the people who do the work and furnish the material. The answer to this is that the people, who buy the bonds will supply the capital to pay for the shoveling and the materials on the spot. The account is square that day as between them and the people "who do the work and supply the material." The bondholders "will have made their contribution in their own way. They will have produced an equal amount of wealth, and devoted it to this purpose. Mr. Edison might buy a round lot of the bonds and as owner of his industries is the making of photographs his payments very likely would be from the proceeds of automobiles. Under the circumstances their photographs and automobiles would be contributions to the dam as truly as the cement or structural steel that went into it. And so a smarted man or wage-earner who bought bonds with his own money would have as real a part in the construction of the dam as the laborer who shoveled dirt upon it and who was paid from the proceeds of the bonds. It is agreed that the water-power will increase the wealth of the Nation by increasing the wealth of its people. The ultimate end sought is not wealth in the Government treasury, but wealth in the possession of the people. The wealth paid as interest is not sent to the country; it is as likely to be serviceable in the hands of the people who advanced the capital for the dam as in the hands of others. Very likely it will be converted into capital and used to aid other like enterprises." Charlotte Observer.

WHY PEOPLE GO TO COLLEGE.

Someone in Boston has been trying to unearth some hidden reason why so many boys and girls are flocking into the colleges. Various college and university authorities have been led to give their opinions, but all agree, perhaps new has been developed. College attendance has been increasing since the war, but it has been increasing rapidly long before the war. There is no real reason for it, and that is the recognition that advanced education brings various advantages to its possession. This is no modest discovery. Cicero's father, he says, was the truth it is as likely to be serviceable in the hands of the people who advanced the capital for the dam as in the hands of others. Very likely it will be converted into capital and used to aid other like enterprises." Charlotte Observer.

THE FARM IS NOT A COLD STORAGE

Until somebody is ready to buy the stock that the farmers have made, they have no reason to expect total emancipation from their present condition. It is not credit that the agricultural interests so vitally need at present. The War Finance Corporation has functioned already in bolstering up credits for farm products and has helped considerably in this respect, but there is yet not a suggestion of daylight for the farmers. Those in the West still have a surplus of corn amounting in this country to the average annual production of the whole country. They can't sell it. Obviously, it does them no good, except for the moment at best, that there are organizations with money enough to furnish credits.

The South is filled up with cotton for the same reason. It is not getting off under the load of stored, warehouse cotton merely because the War Finance Corporation exists. Palliatives like this are not curative. Agricultural interests need a remedy and that remedy is markets. The farm is not a cold storage plant that can produce at liberty and then operate on warehouse receipts and borrowed money. The farm produces for sale—and its destiny is interwoven with the development of markets into which can pour its products when they are fresh from the fields.

If the government, in its eagerness to do something domestically, as the President continues to harp on, let set its wheels toward the alleviation of economic conditions in Europe, toward the development of foreign markets to absorb the surplus produced in this country. That is the only immediate road to prosperity. We are not going to have good times until good times come to the farmer and the farmer can't have them until somebody takes the stuff he has made and pay him for it. The farmer is the creator of what new wealth comes to the country and it is with new wealth that the country must grow and expand. He makes the riches that, poured into the arteries of trade and commerce, make all business possible. Without him and his new wealth, we would stagnate.

and divide up. And it is the farmer to whom we must look for these rather inexplicably strange times to pull us out of the rut. He will do it if given the chance. New markets afford him the only opportunity he seeks for reducing the nation from its present economic plight—Charlotte Observer.

Hastings' Seeds

1922 Catalog Free
It's ready now. 100 handsomely illustrated pages of worth-while seed and garden news for Southern gardeners and farmers. This new catalog, we believe, is the most valuable seed book ever published. It contains 100 full pages of the most popular vegetable, flower and farm crop plants, the finest work of its kind ever attempted.

With our photographic illustrations and color plates also from photographs, we show you just what you can grow with Hastings' Seeds even before you order the seeds. Our color planning says it should be in every single Southern home. Write us a post-card for it, giving your name and address. It will come to you by return mail and you will be mighty glad you got it.

Hastings' Seeds are the Standard of the South, and the largest seed catalog seed house in the world is back of them. They're going to be the best. Write now for the 1922 catalog. It is absolutely free.

H. G. HASTINGS CO., SEEDSMEN, ATLANTA, GA.

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The Woman's Tonic

Sold Everywhere

DOOMING DIPHTHERIA

By H. Addington Bruce.
Thanks to the increasing use of antitoxin in early stages of the disease, diphtheria today is not feared as a menace as it formerly was. More than this, there is reason to hope that henceforth far fewer persons will be attacked by it than is now the case.

This hope is based on growing recognition of the value of the so-called Shick test in determining a person's susceptibility to infection by diphtheria. Suppose diphtheria has broken out in a community, and a member of that community wishes to make sure that he will not contract the disease. He consults a physician, who proceeds, first of all, to ascertain whether his patient does or does not possess a natural immunity against diphtheria.

To ascertain this the physician injects into the skin of the patient's arm a minute amount of diphtheria toxin. If natural immunity against diphtheria is present, nothing whatever happens as a result of the injection.

But if the patient is susceptible to

diphtheria a redness develops where the injection was made, appearing within twenty-four to forty-eight hours and persisting for several days. This, roughly, is the Shick test.

Of course, little would be gained by discovering merely the diphtheria immunity or diphtheria susceptibility of any given individual. The test itself does not convert the susceptible into the immune. It only records the presence or absence of liability to infection.

There are, however, two ways by which immunity may be acquired, one susceptibility has been established. One of these ways is by giving the susceptible individual a dose of diphtheria antitoxin.

This, in any event, should be done as a temporary preventive, if diphtheria is epidemic in the susceptible community. Antitoxin, though, is only temporary—in its benefits, conferring immunity for little more than a month. Then the dose has to be repeated, and so on indefinitely. The immunity of antitoxin, in fact, may last for only a few days.

Fortunately it has been found that if diphtheria toxin and diphtheria antitoxin are mixed together in certain proportions, three injec-

tions of the mixture at weekly intervals will produce an immunity continuing for years, perhaps permanently.

One medical writer even affirms that this method of securing immunity will give more protection against diphtheria than antibody vaccine gives anything typhoid fever. This is, perhaps, overenthusiastic, but it, at any rate, serves to call emphatic attention to the importance of attention to the measure with which everybody should be acquainted.

Already, for that matter, hundreds of thousands of persons have submitted themselves to the Shick test, receiving toxin-antitoxin treatment when this has been found advisable. As knowledge spreads of this unique means of preventing diphtheria, and as more physicians familiarize themselves with the Shick test technique, the power of diphtheria as a life-destriving agent will be reduced until it perhaps reaches the vanishing point.

HOLDING YOUR GAINS.

Keeping is even harder than getting. There are plenty of men who through their lives have been successful money makers but who leave not a cent when they die.

There are numbers of men who rise to important positions, remain in them a little while, and then gradually begin to drop back.

Success is always a target. The more important the place you attain, the more people will try to get you out of it.

They are not moved by any misadventure against you. It is a mistake to bear malice against them because they want what you have.

All men of ambition want to occupy the best places in the world. Merely because those places happen to be occupied doesn't deter them from seeking them just the same.

To hold any position that is worth holding requires just as much effort and just as much thought as it did to secure it.

If you have made a small success don't be content with it.

More men are qualified to hold small positions than big ones. Therefore more men will be after your small place and there will be a better chance of their getting it.

The wiser course is to get after a higher place yourself, and having attained it, go after a still higher one.

By and by you will shake off a large part of your competitors.

The really big places are so hard to get and so hard to hold that not many are in the race for them.

If you are fortunate enough to be able to do something that nobody else can do your position will be absolutely assured. But only as long as you retain that ability.

If you continue to climb you are in far less danger of being sniped from what you have gained.

That is going to mean rather more

work than you expected to do when you set out. It is going to involve more sacrifices than you may have been prepared to make.

But it is the quality of success. If you are not prepared to pay that penalty, drop into some little unimportant job somewhere and try to cultivate the philosophy that you will need while spending your old age in the poorhouse.

Electric Bitters

Made A New Man Of Him.
"I was suffering from indigestion, stomach, head and back," writes Mr. T. Allen, from New Orleans, "but four bottles of Electric Bitters made me feel like a new man."
PRICE 50 CTS. AT ALL DRUG STORES.

NATIONAL MAZDA



No. 666

This is a prescription prepared especially for **MALARIA** or **CHILLS** & **FEVER**. Five to six doses will break any case, and if taken thus as a tonic the Fever will not return. It acts on the Liver better than Colman's and does not grip or sicken.

Dr. C. R. Alexander

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Office—Our
Hamlin's Best Store
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You CAN win if you let us look after the

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of your clothing and wear neat laundered linen.

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Phone 5

111 one eleven cigarettes



Made to Suit Your Taste

We have for years catered to the cigarette smokers of America.

With this perfection, we created One Eleven—"111"—"Made to Suit Your Taste" the world's most genuine cigarette tobacco.

- 1—TURKISH, for Arcos
- 1—VIRGINIA, for Hibbins
- 1—BURLY, for McMillan

We named them One Eleven—the cabinet of our home office. We are proud of their success.

Have You Tried Them?

15¢ for 20

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Emergency Calls

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Fire Department 300

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EAGLE MIKADO

For Sale at your Dealer
ASK FOR THE YELLOW PENCIL WITH THE RED BAND
EAGLE MIKADO
EAGLE PENCIL COMPANY, NEW YORK

Colds & Headache

"For years we have used Black-Draught in our family, and I have never found any other medicine so effective in any place," writes H. A. Stacy, of Bradyville, Tenn. Mr. Stacy Draught as a medicine. That should be kept in every household for use in the prompt treatment of many little ills in present times, from developing into serious troubles.

THE FORD'S BLACK-DRAUGHT

"It touches the liver and does the work," Mr. Stacy declared. "It is one of the best medicines I ever saw for colds and headaches. I don't know what we would do in our family if it wasn't for Black-Draught. It has saved me many dollars. I don't see how any family can hardly go without it. I know it is reliable and splendid medicine to keep in the house. I recommend Black-Draught highly and am never without it."

At all drugists.

Accept No Limitations

You Cannot See Public Opinion

You can not see the Law of Gravitation, yet it controls every action of your life. You can not see Public Opinion, but you are influenced by its force every hour of the day.

The man who does not advertise realizes the might of Public Opinion in politics, war, ethics, religion, but he fails to apply this force to his business.

Yet Public Opinion is so real a thing that we talk of 'moulding' it as though it had three dimensions like a cake of soap. Advertising is moulding Public Opinion to a favorable view of your business.

Public Opinion is as potent a force in the business world as it is in the moral world. The organized application of it to business is new because the multiple printed page and swift transportation are new.

In your line of business there are or will be firms that will continually reap the rewards of favorable Public Opinion.