

work department, gives patterns and directions for many useful as well as ornamental things which may readily be worked out by even a novice. Knitting appeals strongly to popular favor from the fact that it may be taken up or laid down at will, to suit one's convenience or time, or where work requiring a strong light or good eyes must be laid aside, and thus fill in many gaps which would otherwise be very tiresome. Invalids or blind persons find a pleasant pastime in this work, and one may go on reading or talking, if the pattern is not too elaborate, while flashing the needles. It is claimed that knitting has become so much a habit with many German ladies that they not unfrequently take their work with them, even to places of amusement.

The needles come in various sizes, ranging, in steel, from twelve to twenty-four; the finest are used for knitting laces of fine thread. For woolen, or heavy cottons, rubber, bone, ivory, or wooden needles are used. For lace, or knitting where the pattern is not very wide, a fine needle may be broken in two and a tiny ball of wax, or a bead may be attached to the broken end, making the work more easily handled. Knitting requires very little movement of the hands where properly done, and the exaggerated movement of the arms which renders it a tiresome occupation should be avoided. Books giving full instructions in this branch of needle work are, in many places, to be had for the asking, while in others, better books sell for ten to twenty-five cents.

#### Cause of Redness of the Nose

Redness of the nose may arise from various causes, one of the chief of which is stomach trouble, or indigestion caused by bolting the food without proper mastication, and sufferers from red noses must be careful of their diet, avoiding heating foods and hot drinks. All foods should be taken slowly and well masticated before swallowing.

Sometimes the redness is due to dryness of the nasal duct, or delicacy of the capillary organs. The inflammation may then be treated as follows: Prepare a wash containing 154 grains of powdered borax, one teaspoonful of eau de cologne and five ounces of soft water. First dissolve the borax in the water, and then add the eau de cologne. When the nose burns, damp it with this lotion and let it dry on; if when dry it still burns, repeat the treatment. Another mixture for the same trouble may be made as follows: Dissolve 30 grains of borax in one ounce of rose water and orange water in equal parts; wet the nose with this solution about three times a day, letting it dry on.

Sometimes the redness arises from a kind of congestion, and in this case, it should be washed in warm water on going to bed.

A cold in the head, or chronic nasal catarrh, will often cause a red and inflamed condition of the nose. A little cold cream should then be applied to the sore parts. The following is an easily prepared and safe cold cream: Half pound of the very best lard put in a basin, and boiling water poured over it; when cold, drain the water off. Repeat this process three times; then after freeing the lard of the water, beat it to a cream with a fork and scent it with essence of bergamot. The nostrils should never be touched with the fingers. To wash them, dissolve in these proportions one pint of warm water to one teaspoonful each of fine table salt and powdered borax, pour a little in the palm of the hand and snuff up into the nose repeatedly. This is an excellent and simple remedy for catarrhal trouble of the throat and nose.—Selected.

#### Spring Dieting

These early spring days one's ap-

petite is usually very capricious, and the most temptingly prepared foods seem tasteless and unsatisfactory. Nature has anticipated this condition of things, and has given us an abundance of vegetables, while the market is well supplied with the fruits from the southern gardens. Nothing clears the complexion so nicely as a diet of fruits and vegetables, and the old-fashioned "greens" so dear to the country-bred person is invaluable as a "regulator." If you are sitting steadily, the juice of a lemon in your drinking water is a good medicine, if it agrees with you. Fresh apples and oranges are better than pie or cake, and rhubarb sauce is also a valuable medicine in a pleasant form, while the strawberry, just now becoming so plentiful and reasonable in price, is one of our very best "prescriptions." For the constipation which is very apt to menace your health just now, take a dose of Rochelle salts three or four times a week. Drink plenty of pure water, and have as little as possible to do with drugs.

#### Individual Belongings

Every child and every adult should have their own, individual toilet belongings. One's own comb and hair brush is just as necessary as one's own toothbrush. Every one should have his or her own towel, as well as an individual handkerchief, and but one person should use it. Impress upon each one the fact that the property of the others is to be respected, and that each should keep his or her belongings in its own place. Separate wash basins, too, should be provided, no matter how cheap the material, so it can be used only by its owner. Many diseases of the eye, skin, throat and nose is carried from one to another by the promiscuous use of the "family" toilet articles. Once let a child learn to use its own, knowing the reason for the isolation, and it will soon become attached to the idea. It would seem useless to tell one child not to use another's handkerchief or tooth brush, but it is just as bad to use other toilet appurtenances.

## HOODWINKING THE FARMERS

"The Implement Age," published at Philadelphia, recently printed the following:

No doubt our readers have already seen some specimens of the large advertisements just recently inserted in the farm papers by the Harvester Trust. It will be recalled that "The Implement Age" announced December 29th that the harvester trust was contracting heavily for large space in western farm papers for the purpose of advertising its machinery in detail with the farmer. A representative of the trust was quoted in the same paragraph as saying that it was desired to have the farmer become familiar with its machinery, so that at a later date when it desired to sell direct to the consumer all of the advertising would not have to be done.

It is evident from the first installment of this stupendous advertising campaign that the harvester trust means to allay the prejudices of the farmer if it is at all possible, and at the same time to make him thoroughly familiar with their machines, just as intimated above, by going into the most elaborate and plausible explanations.

The initial number of the series is entitled "Harvester Talks to Farmers—No. 1," and a sub-head reads, "A series of personal talks to the grain and grass-growing farmers of America."

This appeal to the consumer is worded in a friendly, informal manner, well calculated to throw the farmer off his guard and to win his confidence. They make a great show of fairness by frankly stating that they "have purchased the space from the publisher of the paper for the purpose of letting in a little light on the harvesting machine question."

Then they take up the subject of the survival of the fittest in the manufacture of harvesting machinery, showing that their lines of harvesting machinery have stood the test of time, and very cleverly outline the alleged reasons for the combine of the five original companies (no mention is made of the Osborne). In the process of explanation they endeavor to create the impression in the mind of the farmer that the combine only amounts to a plan of "co-operation" adopted by the five companies in order to secure the immense facilities, mines, steel mills, forests, lumber mills, coal and coke mines, paint plants, etc., which it is absolutely necessary to own according to the claims set forth in order to make the

"best machines." The climax of this argument is reached in the following paragraph:

"Such harvesting machines as are produced today in the various plants of the International Harvester Company, could not, by any possibility, be produced under any other condition—excepting at an immense advance in cost to the farmer."

The trust promises that it will tell, in later articles in these series, more about its immense lumber camps in Arkansas and Wisconsin; about its coal mines in Kentucky its iron mines in Wisconsin and Minnesota; its steel mills in Illinois the economies made in manufacturing and in distribution, etc.

In closing the talk diplomatic reference is briefly made to the local agency or dealer.

In passing it may be noted that the advertisement in question is the first that has come to our attention in which hay bailers are listed in the line of trust goods. Weber wagons are also listed, but not the Columbus wagon.

In the face of such advertising does the intelligent dealer doubt for a moment that the harvester trust means to get so close to the farmer that the dealer will be eliminated entirely, except perhaps as a hired man or repository?

The dealer can look through the farm paper for himself and see that this is the inauguration of advertising to the consumer on a gigantic scale with an unmistakable purpose.

As would naturally be expected, this appeal of the trust to the farmer is full of misrepresentation, half truths and falsehoods. The management that deceived the trade and lied to the trade for more than a year in an under-handed, shameless manner in order to maintain dummy competition in the shape of the Osborne Company, the management that would be guilty of General Letter No. 93-C and numberless other breaches of faith, has forever lost the confidence and respect of those who are at all familiar with its methods. When frankness and fairness is encountered in dealing with such a management it is a matter of surprise. The harvester trust has demonstrated over and over again that it will resort to any means to accomplish its remorseless purposes.

Let us take up some features of the advertisement. It reads: "This is an advertisement, but every word in it is true—and we prove it. It means more to your pocketbook than it does to ours."

"True?" Truth from the harvester trust? It was born in a mire of falsehood and its path is strewn with

wrecks, treachery and shamelessness. We are not making mere assertions—our readers have had the undeniable record of facts placed before them in substantiation of the foregoing sentence. It is common knowledge in the trade, supported by definite specified facts.

"It means more to your pocketbook than it does to ours." In our opinion it means about the same amount to both pocketbooks, the difference being that one is to be emptied into the other. The farmer may suspect this in the near future, if the trust has its way, when plausible explanations will be forthcoming in excuse for higher prices.

The section devoted to alleged reasons for the formation of the trust is designed to create a most erroneous impression in the mind of the farmer who knows little of the real situation. Co-operation is the magic word brought into play to take the curse off the trust idea. We all remember in the old days when the Deering Harvester Co., in order to avoid the prejudices of the farmer against immense corporations, organized as a partnership and constantly advertised themselves as "a co-partnership, not a corporation." That was their slogan in the days when the prejudices of the farmers against corporations were not nearly so keen as they are now on the subject of trusts. Therefore the harvester trust now boldly comes before the farmer and seeks adroitly to create the impression that it is merely a benevolent co-operative institution.

In this connection the advertisement offers illustrations of the co-operative principle which it alleges governs its organization, saying it is the same as the plan whereby several farmers club together to import a good stallion or to own a good boar, as if the case were at all analogous. If it were possible for a few farmers (or financiers) to club together and get the only stallion on earth, having put the other stallions out of business by one method or another, so as to have the rest of the world at their mercy, the illustration might hold, but as it is it is utterly out of the question. Not even the cleverness of the trust is able to get any kind of an illustration out of such a case and it only results in absurdity.

When they go on to the climax of their appeal and state that "such harvesting machines as are produced today in the various plants of the International Harvester Co. could not, by any possibility, be produced under any other condition—excepting at an immense advance in cost to the farmer," they cap their whole argument with another falsehood. Of course strong claims are expected in an advertisement, but this particular advertisement starts with the statement that "every word in it is true," and then carefully and deliberately leads up to a statement that any intelligent member of the trade knows is absolutely untrue. Other harvesting machines are as good as the trust's, and are selling today at a lower price, and more than that, the various machines made by the trust could be as well made, and were as well made and were sold as cheap and cheaper to the farmer by the individual companies that were gathered into the \$120,000,000 trust in J. P. Morgan & Co.'s offices by Wall street methods.

And this trust has the audacity to attempt to masquerade as a co-operative institution in the eyes of the farmer, to tell him it is going to speak the truth and "let in a little light on the harvesting machine question."

It oughtn't to take the dealer long to figure out what such a campaign of advertising to the consumer means to him.

RUB ON  
**Painkiller**  
and the Rheumatism's gone.