

# DRUGGISTS! VICK'S VAPORUB SHORTAGE OVERCOME AT LAST

The Deal Scheduled for Last A TREMENDOUS JOB TO INCREASE November, Which Was Postponed on Account of the Influ-

#### **JVER ONE MILLION JARS** OF VAPORUB PRODUCED **EACH WEEK**

It is with pride that we announce to the drug trade that the shortage of months to come from the Far East. Vick's VapoRub, which has lasted since Then we had to recruit and train last October, is now overcome. Since skilled labor. We brought our sales-January 1st, we have been running our men into the factory and trained them laboratory twenty-three and a half hours out of every twenty-four. Last week we shipped the last of our back | Christmas Day, so as not to interfere orders, and retail druggists, therefore, are no longer requested to order in 143 JARS OF VAPORUB EVERY small quantities only.

NOVEMBER DEAL RE-INSTATED put on last November and which had to running day and night. To feed our be postponed on account of the shortage of VapoRub, is re-instated for the month of March. This allows a discount of 10% on shipments from jobbers' stock of quantities of from 1 to a force of 500 people. Our Cafe De-4 gross. 5% of this discount is allowed by the jobber and 5% by us.

place their orders immediately, so that the jobbers will be able to get prompt shipments to them.

#### THANKS OF THE PUBLIC DUE THE DRUG TRADE DURING THE INFLUENZA EPIDEMIC.

The thanks of the American public -retail, wholesale and manufacturing United States. -for what they accomplished during the recent influenza epidemic. The was unexpected and overwhelming, on Vick's almost exclusively. and to this demand they responded nobly. Retail druggists kept open day the country, from Caliand night and elept where they drop- fornia to Maine, and

In this emergency we tried to do our part. We scoured the country for raw enza Epidemic, Is Now Re-in-stated — Good During the Month of Marcl.

part. We scoured the country for raw materials—our Traffic Manager spent his days riding freight cars in—we shipped raw materials in carload lots shipped raw materials in carload lots by express and pleaded with manufacturers to increase their deliveries to us.

But it was a slow process. Some of our raw materials are produced only in Japan-supplies in this country were low and shipments required three as foremen. We invented new machinery, and managed to install it on with our daily production.

#### MINUTE DAY AND NIGHT

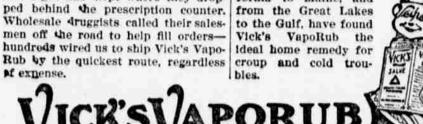
By January 1st we had everything ready to put on our night shift, and This deal, which we had expected to since then our laboratory has been automatic machines, which drop out one hundred and forty-three jars of VapoRub a minute or one million and eighty thousand weekly, has required partment, created for the benefit of these workers, served 7,000 meals dur-We advise the retail druggists to ing the month of January alone.

#### 13 MILLION JARS OF VAPORUB DISTRIBUTED SINCE OCTOBER.

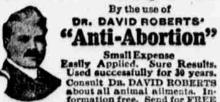
An idea of the work we have accomplished this fall may be given by our production figures-13,028,976 jars of VapoRub manufactured and distributed since last October-one jar are certainly due the entire drug trade for every two families in the entire

During the influenza epidemic Vick's VapoRub was used as an external apwar caused a shortage of physicians- plication in connection with the physinurses were almost impossible to ob- cian's treatment, and thousands of peotain-the demand on the drug trade ple, unable to obtain a doctor, relied

Literally millions of families all over



Stop Losing Calves You can Stamp Abortion Out father belongs to the Mooses," said of YOUR HERD and Keep It Out



Consult DR. DAVID ROBERTS
about all animal alimenta. Information free. Send for FREE
copy of "The Cattle Specialist" with full information on Abortion in Cows. DR. DAVID ROBERTS
VETERINARY CO., 100 Grand Ave., Waukesha, Wisc.

PATENTS Watson E. Cole man, Patent Lawyor, Washington, D.C. Advice and books free. Bates reasonable. Highest references. Bestservices.

Colds Crow Better

Quite So. Three little girls were discussing the clubs their fathers belong to. "My

Mary. "My dad belongs to the Elks," said

"My papa must belong to the elephants. He's so fat and big," remarked Lenore. And mother, who was listening, had

to leave the room to laugh. Downtrodden Aristocracy.

"Jinks is walking on his uppers." "What! Has he joined the Bolshe-

Amateur photographers are willing to take anything except advice.

Pisobs Colds Crow Better

Surprisingly soon, throat inflammation disappears, irritation is relieved and throat ticking stops, when you use reliable, time-tested

Pisobs Cols

Pisobs Cols Wholesome, Cleansing.

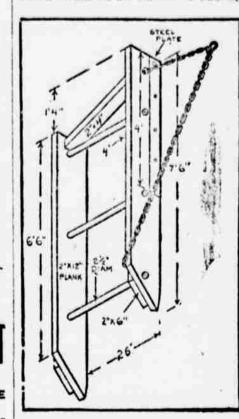


DRAGGING ROADS IN SPRING

By Taking Advantage of Proper Moment Many of Ruts and Bumps Can Be Smoothed Out.

Most earth and gravel roads are in bad shape during the entire winter. largely because of the heavy fall hauling of harvested crops, and the rush of necessary farm work, which takes precedence over any kind of road work. The cold weather strikes them in this condition and makes each rut and bump almost as solid as rock, and in the spring these break down into

Traveling over these ruts is a very racking, uncomfortable, and sometimes painful, operation. The rough jolts require a reduction in speed, cause an added strain on all classes of hauling



Plan of Plank Road Drag.

equipment, and frequently force the automobile owner to abandon the use of his car for the entire spring rather than risk a breakdown.

Most of the unpleasantness and difficulty may be remedied in many localities even in the worst weather, for there are times when the worst cutup surface is in fairly good condition for dragging. By taking advantage of the proper moment, the ruts and bumps can be smoothed out and the next freeze will result in a smooth hardsurfaced pike that can be favorably compared to a concrete highway.

Owing to the fact that the road surface will be rather wet and sticky when dragged, greater care must be exercised in handling the drag. If the blades of the drag are set vertically. there will be a tendency to scrape up too much earth, or, in the language of the road man, "Ball up in front." Also, if the hitch to the team is set too near the center, the angle of the drag with the road will be too nearly a right angle, or straight across, to shed or crown the wet earth.

Dragging under these conditions should be more an "Ironing out the wrinkles" process; hence the blades of the drag should be given a forward or flatter inclination than when working a dry road. The hitch should be so arranged that the angle of the drag is more nearly parallel to the road than ordinary, thus causing the earth to shed better and prevent trouble. For extremely bad conditions, the use of the road machine ahead of the drag will be found effective. In all cases, the road should be freed of all stumps, snags, and bowlders, as these seriously retard good dragging.

A little practice will enable the operator to do a fairly creditable job. and after a subsequent freeze the road will present a smoother and much more comfortable surface. Then, when the spring rains come, the road will quickly shed the water that formerly collected in the deep ruts, and be dry and hard long before similar roads not

The present difficulties encountered in getting large amounts of crushed stone for road repairs necessitates the greatest care in maintaining all road surfaces in the best possible way without the use of additional materials.

#### A Hoe and a Sponge.

A thick cultivated soil mulch is one of the best possible ways of saving moisture for growing crops. He that most frequently stirs his soil, especially in times of drought, reaps, other things being equal, more abundant harvest than if tillage were neg-

#### Character of Community.

Roads index the character of any community. They determine its importance. They either limit its advance or aid it. If it isn't worth a good road, it isn't worth living in and land isn't worth what it sells

Corn in Laying Ration. Poultrymen who have it will find it advantageous to use a larger proportion of corn in their poultry rations than has generally been recom-

small bottle of "Danderine" makes hair thick, glossy and wavy.

Removes all dandruff, stops itching scalp and falling hair.



To be possessed of a head of heavy, beautiful hair; soft, lustrous, fluffy, wavy and free from dandruff is merely

a matter of using a little Danderine. It is easy and inexpensive to have nice, soft hair and lots of it. Just get a small bottle of Knowlton's Danderine now-it costs but a few cents-all drug stores recommend it-apply a little as directed and within ten minutes there will be an appearance of abundance, freshness, fluffiness and an incomparable gloss and lustre, and try as you will you cannot find a trace of dandruff or falling hair; but your real surprise will be after about two weeks' use, when you will see new hair-fine and downy at first-yes-but really new hair-sprouting out all over your scalp -Danderine is, we believe, the only sure hair grower, destroyer of dandruff and cure for itchy scalp, and it

never fails to stop falling hair at once, If you want to prove how pretty and soft your hair really is, moisten a cloth with a little Danderine and carefully draw it through your hair-taking one small strand at a time. Your hair will be soft, glossy and beautiful in just a few moments-a delightful surprise awaits everyone who tries this. Adv.

#### Shameful.

Two very pretty girls met on the street and kissed each other rapturously. Two young men watched the meeting. "There's another of those things that are so unfair," said one. "What is that?" asked his friend.

He pointed to the scene: "Women doing men's work."-Ladies' Home Journal.

#### Easily Discerned. "I see in your hand dark obstacles

to your happiness." "Oh, I know. They are the loads of

coal I am not going to get this winter." I fame.

Proved Safe by Millions !

Out of Pain to Comfort!

For Pain Headache Toothache Earache Rheumatism Lumbago



Colds Grippe Influenzal-Colds Stiff Neck Joint Pains

Adults-Take one or two "Bayer Tablets of Aspirin" with water. If necessary, repeat dose three times a day, after meals,

Ask for and Insist Upon

## "Bayer Tablets of Aspirin"

American owned-Entirely!

20 cent Bayer packages-also larger Bayer packages. Buy Bayer packages only-Get original package.

Aspirin is the trade mark of Bayer Manutacture of Monoaceticacidester of Salleylicacid

Experienced Lover.

William J. Burns, the detective, said in a Scranton lecture :

"To a well-trained detective every incident is pregnant with significance -yes, every incident is as full of meaning as-well, I am reminded of a story.

"A young man sat in a parlor alone, To him a beautiful girl entered. Thereupon the young man rose, took six cigars from his upper waistcoat pocket, laid them carefully on the plane, and then advanced toward the girl passionately, his arms outstretched.

"But the girl drew back. "'You have loved before,' she said."

NOSE CLOGGED FROM A COLD OR CATARRH

Apply Cream in Nostrila To Open Up Air Passages.

Ah! What relief! Your clogged nostrils open right up, the air passages of your head are clear and you can breathe freely. No more hawking, snuffling, mucous discharge, headache, dryness-no struggling for breath at

night, your cold or catarrh is gone. Don't stay stuffed up! Get a small bottle of Ely's Cream Balm from your druggist now. Apply a little of this fragrant, antiseptic cream in your nostrils, let it penetrate through every air passage of the head; soothe and heal the swollen, inflamed mucous membrane, giving you instant relief. Ely's Cream Balm is just what every cold and catarrh sufferer has been seeking. It's just splendid .- Adv.

Ah-ah-ah-oh-oh-oh!

"Is your daughter taking singing lessons?"

"That's what you heard, all right! hope you don't think for a minute that I had started beating my wife."-Buffalo Express.

When the cat's away the neighbors get insomnia.

Some people mistake notoriety for

#### HIS MEMORY PROVED FICKLE

Convivial Gentleman in Hard Luck When It Came Time to Remove His Footwear.

A dealthy citizen of a thriving city had been out until the small hours with convivial companions. It was not exactly a "dry locality" that he had visited, and he arrived home slightly exhilarated. He managed, by describing several erratic, rather than geometric, lines, to get to his bedroom and into a chair. Then he called to his wife in a stage whisper:

"I can't get my boots off." "What's the matter with your

boots?" "Nozzin," in a faint whisper. "What's the matter with your

ands, then?" she cross-examined. "Nozzin'." "Why don't you pull your boots of

then?" "Maria, I've forgot the combination."

### WOMEN NEED SWAMP-ROOT

Thousands of women have kidney and pladder trouble and never suspect it. Womens' complaints often prove to be nothing else but kidney trouble, or the result of kidney or bladder disease.

If the kidneys are not in a healthy they i

gans to become diseased. Pain in the back, headache, loss of ambition, nervousness, are often times symp-

toms of kidney trouble. Don't delay starting treatment. Dr. Kilmer's Swamp-Root, a physician's prescription, obtained at any drug store, may be just the remedy needed to overcome such conditions.

Get a medium or large size bottle mediately from any drug store.

However, if you wish first to test this great preparation send ten cents to Dr. Kilmer & Co., Binghamton N. Y., for a sample bettle. When writing be sure and

mention this paper .-- Adv.

Marriage adds either to a man's happiness or to his misery.

In Boston a rubber factory is called an inquisitive plant.

## **Bake More Save More**

More and more, thoughtful women are decreasing the cost of living by increasing the variety of their home baking. They have learned to bake the Royal way with fewer eggs. They have found that more baked foods mean less meat. They have further discovered that their baking keeps fresh longer when made with

# ROYAL Baking Powder

Absolutely Pure

In many recipes, only half as many eggs are required, in some none at all, if an additional quantity of Royal Baking Powder is used, about a teaspoonful in place of each egg omitted.

Try it with your favorite recipes

Royal Contains No Alum-

**Leaves No Bitter Taste**