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MADE STRONG AND WELL.
A Prominent Lady Raised From a Sick Bed by Pe-ru-na-.. Entirely Cured in Two Weeks.


FARMERS!



20,000
HARVEST HANDS


## To the Ladies:

Don't let your grocer sell you a 12 oz . package of laundry starch for 10 cents when you can get 16 oz . of the very best starch


EXACT SIZE OF IO CENT PACKAGE. 2 PACKAGES IN A CASE.
made for the same price. One-third more starch for the same money.

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## To the Dealers:

GO SLOW-In placing orders for $12-\mathrm{oz}$. Laundry Starch. You won't be able to sell 12 ounces for 10 cents while your competitor offers DEFIANCE STARCH IS THE BIGGESTTHE BEST COLD WATER STARCH MADE.

No Chromos, no Premiums, but a better starch, and one-third more of it, than is conHaving adopted every idea in the manufacture of starch which modern invention has made confidence in offer Defiance Starch, with every are becoming more and more dissatisfied with the prevalent custom of getting 5 c . worth of starch and 5 c . worth of some useless thing, when they want 10c. Worth of starch. We give no premiums with Defiance Starch, relying on "Quality and Quantity" as the more satisfactory method of getting business. You take no chances in pushing this article, we give an absolute guarantee with every package sold, and made arrangements to advertise starch that a customer claims to be unsatisfactory in any way. We have made arrangements to advertise it thoroughly,
and you must have it. ORDER FROM YOUR JOBBER. If you cannot get it fron him, write us.

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