News from the Insurance Field

M.A.Hall

men to do that which they should.

fidence of work worth while, should the

agent approach his prospect," concluded

to which you are protecting your fam-

"For you must know that the loss to

cause of such a calamity might be.

Don'ts" that Make

Every day may be made a fire-preven-

Don't go into closets looking for cloth-

Don't kindle fires in stoves with kero-

Don't put hot ashes and coal in wooden

Don't thaw out frozen water pipes with

Don't allow waste paper, excelsior and

Don't use gasoline for cleaning in

Don't look for gas leaks with a match

Don't allow lace curtains near gar

Don't allow oily rags near stoves or

Don't allow sawdust to be used in cus-

Don't throw waste paper in a fireplace

Don't throw cigarettes or cigars away

Don't keep matches in paper boxes or

Don't use snapping parlor matches; ta-

Don't forget that matches are the be

Don't hang your clothing near open

Don't fill lamps after dark, and never

Don't allow rubbish in hallways or or

Don't burn leaves and dead grass on

Don't forget to have the chimneys of

Don't fail to look twice at everything

Don't leave everything to the landlord

Don't fail to notify the chief of the fire

department of anything you may see that

is dangerous and liable to cause fire, re-

membering that every day is fire preven-

our home cleaned once a year.

ginning of many conflagrations.

Record for Nine Months

(1913)

Total Paid to Policy Holders, Including Death Losses:

\$280,759.10 Income from all sources: \$1,015,227.87

Total gain in assets: \$503,426.67 Liberal Dividends Paid to Policy Holders.

THE BANKERS RESERVE LIFE COMPANY

R. C. Wagner, Sec'y, W. G. Preston, Treas. Bascom H. Robison, Pres. R. L. Robison, Vice-Pres. HOME OFFICE, OMAHA, NEBRASKA.



One of 7,800 Accident and Health Claims Satisfactorily Settled by

NATIONAL FIDELITY AND CASUALTY CO., Omaha, Neb.

National Ridelity & Casualty Co.,
Omaha, Nebraska,
Gentlemen:
This letter will acknowledge your payment to me
of \$7,000 00, indemnity under a policy of accident insurance, carried with
your company by my late husband, William Rocheford:

As this is a full payment of the principal sum, provided in said policy for accidental death, together with \$2,000.00 accumulations thereon, as provided in the endorsements attached to said policy. I feel that I can heartly recommend your company as one which fairly and fully meets the obligations which it holds to its policy holders

It is hardly necessary to addithat this payment is greatly appreciated by me, as the beneficiary under this policy, and that it will be a great help to me in my unfortunate becavement. Please accept my thanks for the fair and courteous treatment which you have gives me, regarding this matter.

Respectfully yours. CELIA ROCHEFORD.



Company's Property,

"See Vesy Before You Slip" ACCIDENT INSURANCE TYLER 861

Jay D. Foster

Joseph Barker

Foster-Barker Company

Successors to H. E. PALMER SON & CO.

ACCIDENT AND HEALTH INSURANCE LIBERAL CONTRACTS

Losses adjusted by us right here

Brandeis Bldg.

Phone Doug. 29

Characteristic Western Service

This is what you get when the "Lion" writes your bond. No delay, no red tape.

No better service in the WORLD on SURETY BONDS and

Lion Bonding & Surety Co.

9th Floor W. O. W. Bldg.

Phone Douglas 678.

We don"t want much, just the "Lion's Share.""

C. W. HICKS

216 South 25th St.

ADJUSTER OF FIRE LOSSES Tel. Douglas 4457.

-- INSURANCE --

FIRE, TORNADO, AUTOMOBILE, PLATE GLASS, BOILER, BURGLARY, HEALTH and ACCIDENT,

ALFRED C. KENNEDY

Will Liven Up Interests Locally This Week.

the Panama-Pacific International expo- surance has now been given that both sition was dedicated May 7, 1912, no of these states will raise the money preparations have yet been made and no needed."

during most of the week. have a building-at the first real world's each. In this manner more than \$225,000 fair that the world ever has seen," said has been obtained. Of this \$100,000 is to Mr. Anderson. "After the bill for an ap- be applied in erecting an exhibit building propriation had passed the house of your at the exposition. ast legislature by a good majority, hav-

hat has been dedicated. "During my stay here I shall get out December 5, 1915." among the manufacturers and other busiment they may start to raise funds."

Will Gather Business Men. maign of some sort and for a state meet- cost \$50,000.

"The situation in Michigan and Iowa has been just the same as it is in this state," continued Mr. Anderson. "Their legislatures also turned down bills for Although the site upon which it was state appropriation of the funds required planned to erect a Nebraska building at to erect exhibit buildings. However, as-

funds are in hand for such building, the The exposition commissioner said that ast legislature having turned down a bill he did not know what plan might be for a state appropriation. In an effort evolved in this state to obtain funds for to get under way a popular movement the exhibit building. In Oklahoma, where which will result in sufficient money the state constitution provided that being raised to insure Nebraska repre- money should not be appropriated for elaborated senation at the world's fair, L. C. Au- such outside use, he said, the money for derson, a commissioner of the exposition, the exposition building had been raised having arrived yesterday from Bay City, by starting a subscription for funds to Mich., is in Omaha. He will be here erect a home building, which was to stand as a memorial to pioneer days in I think that there is little doubt that the state. Bricks for the structure to be Nebraska will be represented—that is, built within the state were sold at \$5

"Well, the sooner the better, of course ing had the governor's approval, it was but there is time enough. Most of the insurance a man should carry in a very voted down in the senate. The matter is state buildings will be under construction now up to the people of the state, who by the first of the year. They should be tions as propounded there: seem determined that there shall be completed at least four months before

Mr. Anderson will call on Governor less men to assure them of the support Morehead at Lincoln this week. He rethat the exposition will lend to any move- ceived a telegram late yesterday from Bay City to the effect that at a meeting of members of the Ad club and Com-Although no time has been set for the mercial club of that city, which was atmeeting, it is planned to arrange a gath- tended by Governor Ferris of Michigan ering of Omaha business men at the Com- and almost 300 others, it became certain ter of Rev. and Mrs. Charles W. Savidge, tie girl when able to understand was told with billiousness, malaria and constinue mercial club some day this week. At that Michigan would have a building at was taken yesterday to the home of her where her mother lived and recently ex- tion, is queskly overcome by taking

INSURANCE FOR EMPLOYES LAWYER CARRIES HEAVY LIFE | Combustible Contents INSURANCE.

and Carry Risks for Clerks. SOMETHING OF AN INNOVATION Bell Telephone Company One of Big

Many Concerns Adopt Group Plan

Big Corporations that Hax

Decided to Carry the

Policies.

To aid employes, group life insurance is being sold to hundreds of concerns throughout the United States and in many foreign countries. It is claimed hat the high cost of living prevents nany who are working at moderate salaries from carrying sufficient life insurance and the firm and corporations take this means of providing in a measure, protection which the employes would not otherwise have. The Bell telephone system has taken up this idea for all

The question of group insurance as a scinetific and safe departure is subject to much argument among insurance men. however. The Western Underwriter in a rectn article says:

its employes, the company carrying the

Discussed by Papers.

Taking sides in the present controversy ver group afe insurance is like dancing tango-everybody's doing it. Saturday Evening Post, which probably has as much circulation as any American publication, got into the game last week with an editorial deriding the objectors and approving the group plan. General agents are also discussing it-some wishing their companies would write it. others virtuously rejoicing that their companies have not taken up the plan and still ardent advocate of life insurance proothers, calmly looking at it from both tection and considers a life insurance One of these men's viewpoints is ex-

tremely interesting. He is a student over \$50,000 on his own life and says he of the business—one who studies as a has not reached his limit. He is parpsychologist studies the mind and not ilcularly fond of the annuity plan of life as the anatomist does. He believes that the tyranny of the medical examiners, to provide for their education. Medical examination, he says, is the efficient and is certainly less costly. To a risk and then see a number of other with it, and when he is able let him carry fire from gaining headway. very good companies take it has been it himself. I cannot emphasize too disconcerting. Such things happen in strongly the paramount importance of quarters. The importance of the doctor has grown of late years and many good far They appreciate the value of good medical service, but they object to autocracy in connection with it and believe the companies have been led slightly

bread.

Mr. Hall.

arrying

a problem."

following

sene.

of Philadelphia:

barrels or boxes.

a torch or lamp.

or lamp.

brackets.

if lighted.

fires or stoyes.

fire escapes.

windy days.

that looks like fire.

Business Success.

napect your own building.

rubbish to collect.

about the premises

pidors or on the floors.

lying about carelessly.

ing with a lighted match.

your family?

s worth to your family?

Practical "Fire

This same general agent likes to speculate on the motives of the companies in taking up group insurance. Some, he says, are actuated by a fesire for more volume, and others by honest desire to extend the social welfare work of life nsurance, and still others by both.

Says Attacks Are Boomerangs. Another participant in the controversy, who desires to remain anonymous, submits the following:

mits the following:

If a life insurance company should cease writing new business for five years it would be in a position very similar, as far as mortality is concerned, to that of a company which wrote nothing but group insurance. This assertion is made on the generally accepted belief that the value of medical selection disappears in five years.

years, o life insurance man would question future of a company that ceased ting. Without exception all would as-that the correctness of the theory of life insurance would guaranty the dis-charge of every obligation the company carried. They would call attention to the fact that the National Life, United States of America, ceased writing new hould fact that the National Life, United States of America, ceased writing new business for a period of years and was in better condition at the close of this period than at the beginning. There were some circumstances in this particular case that were unusual, but they were not of enough consequence to permit the assumption that the outcome cannot be taken as a criterion. It can.

Yet these same life insurance men who hold that a company does not need medically selected new business look askance at group insurance.

cally selected new business look askance at group insurance.
These same men overlook another point. The company that ceases writing will have to carry many lives that have become so far below standard that they are even incapacitated for work-lives on which the company is carrying either paidup or extended insurance. The company writing group insurance is automatically released of liability on such lives under the pian that the insurance ceases when a man leaves the employ of the premium payer. ae premium payer. The Saturday Evening Post editorial

NO PREPARATIONS YET MADE ing of those interested in the undertaking will be discussed.

"Twenty-eight foreign countries and thirty-one states of the union already have accepted the invitation to be represented at the exposition." Mr. Anderson said. "Of the states, twenty-seven have dedicated sites. Of the states that have not taken action the legislatures meet in 1814. It is expected that they will be heard from then.

follows:

Passing a medical examination for life insurance does not raise the least presumption that you will outlive any other man of your age. It means merely that your expectancy of life is not subnormal. Life insurance premiums are based on the average mortality. The second actuarial reason for medical examination for life insurance does not raise the least presumption that you will outlive any other man of your age. It means merely that your expectancy of life is not subnormal. Life insurance premiums are based on the average mortality. The second actuarial reason for medical examination for life insurance does not raise the least presumption that you will outlive any other man of your age. It means merely that your expectancy of life is not subnormal. Life insurance premiums are based on the average mortality. The second actuarial reason for medical examination for life insurance does not raise the least presumption that you will outlive any other man of your age. It means merely that your expectancy of life is not subnormal. Life insurance premiums are based on the average mortality. The second extends that, without it, men would put off insurance premiums are based on the average mortality. The second extends that, without it, men would put off insurance premiums are based on the average mortality. The second extends that they will be a contract that your age. It means merely that your age. It means merely that your expectancy of life is not subnormal. Life insurance premiums are based on the average mortality. The second extends that your expectancy of life is not subnormal. Life insuran The point is illustrated by an annual ittle controversy over group risks that now agitates life insurance circles. Some companies will issue a blanket policy coverage. ittle control life insurance ow agitates life insurance a blanket policy companies will issue a blanket policy companies will issue a blanket policy ering, say a thousand men who are ering, say a thousand men without any ployed in a given plant, without any ployed in a given plant.

cal examination. By embracing a large number of men they get the average mor-tality, which is all they need. tality, which is all they need.

Broadly speaking, your pay check is the only health certificate you need. If you are holding down a job six days a week you are quite justified—in the absence of specific warnings to the contrary—in taking it for granted that your expectancy of life is as good as the next man's of your age.

Life insurance ought to be universal. No married man who has not a fortune has any business to be without it. We should like to see this group-risk plan elaborated until life insurance and pay check go together.

Pointed Questions as to Amounts of Insurance to Carry

The Equitable Life Assurance society has recently published a pamphlet which puts the question of the amount of life interesting light. Here are the ques-

erected a building on the Nebraska site the exposition is declared open. This will wife to sue for in the event of a fatal be February 20, 1915. The fair will close accident to you due to negligence? Would \$5.000 or \$10,000 yield a suffi-

ADOPTED DAUGHTER SEES

then I weeks old, and made arrangements mother. MOTHER AFTER TEN YEARS with the mother whereby the child was Catherine Savidge, the adopted daugh, brought to Omaha and adopted. The lit-

Savidge was in York and saw the baby, back to spend the wack-end with her

A Frightful Experience that time plans for a money-raising cam- the exposition which it is estimated will real mother at York. Not., for a visit present a desire to see her, so yesterday. Dr. King's New Life Pills. Only 25c. Por of a few days. Ten years ago Mrs. just ten years later, the child was taken sale by all druggists. Advertisement.

Imperil Lives in Office Buildings

Office buildings in which toousands of persons spend eight hours or more every day are to be found in every large city Skyscrapers they are called. The office building populations ascend to their offices and descend therefrom by elevators. If a fire happens, stopping the elevators and filling halls and stairways with blinding and suffocating smoke -what chance will the hundreds or thousands of clerks and other persons have of reaching the street in safety?

Safety engineering asks the question and gives it emphasis by pointing to a four-year record of 25 fires in office buildings in this country.

Late one Saturday afternoon, says this authority, a new office building in Nassau street. New York, was the scene of a sudden fire outbreak. The flames spread so fiercely and rapidly that the court was a raging furnace in a few moments. The fire department arrived just in time to save lives by the use of scaling ladders.

In some respects the Equitable building ad the appearance of a fortress. But was utterly destroyed by fire, causing the loss of lives, and demonstrating the insecurity of even the most costly struc-

The Singer building, the Woolworth building and the City Investing building, the greatest skyscrapers on earth-Having specialized in insurance sub-

all of these bave been on fire. jects, M. A. Hall is probably the best It is estimated that the new Municipal informed lawyer in Omaha on insurance building in New York City contains no matters and insurance law. He is an less than 2,000 cords of wood in the form of combustible office furniture.

Fire dangers in the best constructed policy absolutely essential to any man office buildings are due to combustible who has dependents. Mr. Hall carries contents mainly. But there are weak spots in constuction, not infrequently. Lives are imperiled whenever elevators insurance, which pays the policyholder and stairs are not properly protected or one thing that has made group insur- a certain sum each year after a given ere of insufficient capacity. No matter ance popular with some companies is a desire to emancipate the business from of a policy for each child in the family of means for the quick detection and the "A parent should, if possible, take out prompt extinguishment of fire outbreaks. only system the companies hitherto a policy for the boy when he is, say, 16 Automatic sprinklers, fire alarms, fire exknew. Now they have discovered a new or 17," said Mr. Hall, recently, "thus semeans that appears to them equally as curing the low premium rate and at the checked by watchman's clocks should be same time giving the boy a sense of re- in all office buildings. Every engineering have the medical department turn down sponsibility which the contract carries effort should be directed to preventing a

Since great office buildings house more persons than theaters, public institutions many companies, possibly all of them. life insurance to any man who has a or even the largest ships, a loss of life, Tohse happenings go down hard in some family; it is as essential as the daily larger than has occurred in any single fire in modern times, may take place Mr. Hall spoke before the Nebraska some time in a business building. A insurance men believe it has grown too Life Underwriters' association at its skyscraper may be the scene of the greatluncheon given at the Commercial club est helecaust of the age.

Saturday noon. He urged the members Ohio State Treasury to feel proud of their profession, saying that, in his opinion, life insurance agents were public benefactors, who induced Draws Big Roll of "Not oringingly, but erect in the con-Insurance Money

The annual report of the insurance department of Ohio shows larger receipts than any other department of the state tient income to replace your earnings if government. In 1902 insurance companies they were suddenly taken away, from paid in fees and taxes \$830,722. In 1913 the receipts were \$1,388,261. There were "In short, what do you think your life 202 organizations of all classes doing business in the state in 1902, while in "When you arrive at the sum which 1912 there were more than 600. So far you consider sufficient compare it with this year the department has received the amount of life insurance you are more than \$1.500,000 in fees and taxes while the expenditures for the mainte-"You will then know the real extent nance of the department have been about \$35,000.

The insurance agents of the state have from time to time made representations hem would be the same whatever the to the state government as to the justice of charging the policyholders with the "Let us not ignore those serious things enormous item for theid own protection n life, but consider them in a cheerful

"Insurance departments were originally hopeful spirit, for worry never yet solved organized to protect tre innocent buyers of insurance from frauds and unsound schemes. In Ohio, as well as in others they have degenerated into tax collectors which the policyholders have to pay in the shape of increased insurance rates, said a prominent insurance man. For Fire Prevention policyholders to pay taxes and fees which they would otherwise not be called upon to pay if they were unhtrifty enough tion day by giving practical effect to the not to insure, why the insurance depart-"fire dont's" compiled by ment is a praiseworthy institution. It is George D. Porter, director of public safety foolish, however, for the state government to rail at the insurance companies about the high cost of insurance when the state through its insurance depart ments collects a large and unnecessary

> amount in taxes and fees. Insurance Notes.

During the ten months of 1913, twentyeight fire insurance companies have re insured, been merged, or otherwise rethe larger number of companies which have disposed of a larger or smaller part of their ferritory by reinsurance. Fire losses in St. Paul have been unusually heavy this year, after a bad experience over a period of years, and the ocal underwriters are urging the authorities to improve the inspection service and increase the fire protection. The 1911 losses to date are \$1,054,000, with a proslum income for the period of \$600,000 The five-year loss ratio has been 70.5 per cent, the ten-year loss ratio 69.63 per cent, while for twenty five years the loss ratio has been above 70 per cent.

Since the workmen's compensation law ago, 5.655 cases have been reported to the State Industrial commission, and employers have paid \$288,126 as indemnity for injuries sustained by workmen in the ourse of their employment and without regard to fault. The average paid for each case was \$56.78. In addition there nas been a considerable amount expended for medical, surgical and hospital treatment, the aggregate of which has not been accurately determined.

The recent \$500,000 loss on the Goodyear Rubber company plant at Milwaukee, accompanied by the death of eight firemen, was caused by an ex-This was so severe that it shattered a number of plate glass windows in surrounding buildings and owners are demanding payment for their loss under their fire insurance policies on the ground that the explosion was caused by fire. The Wisconsin standard The Persistent and Judicious Use of policy excludes all claims for explosions Newspaper Advertising is the Road to of any kind unless fire ensues, and then only for the damage by fire.

A WORD WITH THE NATIONAL LIFE INSURANCE CO. MONTPELIER, VERMONT.

It is not what a man earns that makes him rich—but what he saves. These savings will accomplish the necessary results, provided they are rightly invested. Right Investment means an adequate interest return, combined

with absolute safety of principle. Here, in a nutshell, you have the reason why the American people are so enormously interested in life insurance.

Life insurance gives a reasonable return without any possibility of loss; therefore it is easy to understand why it is so attractive to rich and poor alike, Adding to this the protection of life insurance affords during the years that one is creating his estate, and the argument becomes irresistible.

The NATIONAL LIFE of Vermont, has over \$188,000,000 of insurance in force, protected by over \$56,000,000 of assets (\$3,300,000 invested in Nebraska alone).

J. V. STARRETT, State Agent,

THOUSANDS OF DOLLARS

\$86,000,000 ASSETS

Tom S. Kelly "The Insurance Man."

Guarantee Life Fund Association

OMAHA, NEBRASKA, Organized January 2, 1902.

Unselfish men desire life insurance for protection-for the

family. That is the only kind of a policy we issue. Men only, 21 to 50 years, are eligible. Since most men desire life insurance mainly for protection, why not buy a policy that will best serve your needs? Guaranteed rate per \$1,000 insurance, age 35 years, \$13,36.

Other ages in same proportion. Home Office Brandeis Bldg. : : Phone Douglas 7021.

\$5,000 Accident Insurance for \$5 a Yr. Wheeler & Welpton Co.

FOR LIFE INSURANCE CONSULT "THE OTHER INSURANCE MAN"



Before deciding guaranteed poldow ments, Joint or Part-nership, Corpo-ration and Monthly Income or Pen-

The Prudential Ins. Co. of America Inc. as a Stock Co., by New Jersey C. as a Stock Co., by New Jerse B. BRUCE CARPENTER, Mgr. for Nebrasks and South Dakots. 519-22 City Wat'l Bank Bldg., Omaha

"State Mutual Life" OF WORCESTER, MASS. ONE OF THE OLDEST-59 YEARS

-and Best Companies on Earth.

W. H. INDOE General Agent OMAHA. 652 Bee Bldg.

CHARITY CARNIVAL MONDAY

tired from the business, not counting Proceeds of Wrestling Matches to Go to City Mission.

MANY MATCHES PRESENTED

Over a Dozen Wrestling Bouts, in Addition to Boxing Contests and Special Stunts, to Excite Andlence.

Thirty athletes will take part in the big charity wrestling carnival as the Auditorium Monday evening. The number of entries was increased by two Saturday, when Billy Muller and Paul Murray went into effect in Wisconsin two years agreed to box six rounds. This is the only event of its kind, but it is sure to be a winner of public approval.

Tickets for the big match were placed on sale at the Auditorium box office yesterday and there was a long line of persons waiting to get choice seats all day

Pete Loch, the originator of the carnival was the first man to buy tickets and he came through for exactly \$100 worth. These tickets will be resold as Loch will not use them and the money will go into the fund for the city mission, for whose benefit the carnival is being given. Each member of the city commission took five tickets and Mayor Dahlman reserved twenty-five tickets. Eara Millard, a director in the Omaha National bank and also a director of the City Mission has sold almost \$100 worth of tickets and, in addition, will reserve a couple of boxes for the occasion and the big event promtses to be a social affair.

The doors of the Auditorium will be thrown open at 7 o'clock and promptly at 8 o'clock the first pair of wrestlers will go on the mat. Pairings for the carnivel were made vederday and it is obvious from the pairings that some of the matches will be for blood.

Bulgaria and Germany to Mix. The big match of the night will be a go between Yussiff Hussane, the Bulgarian champion, and Paul Romanoff, the -Advertisement

CO-OPERATION.

One man cannot make a life insurance company. It requires the co-operation of many. Nebraska people can co-operate with the residents of New York. New Jersey. Massachusetts and other eastern states and develop the companies of those states, or they can co-operate with their own fellow citizens and develop Nebraska companies.

with their own fellow citizens and develop Nebraska companies.

Turn the above thought over in your mind and set down the advantages in buying your life insurance in Nebraska companies. Then cudgel your brain for one good substantial reason for patronizing an eastern company, whose assets are already so large as to be a financial menace to the people of the west. If not to the whole country. When equally as good insurance and better service can be had by co-operating with a Nebraska company, why not do it?

THE MIDWEST LIFE N. Z. SNELL, PRESIDENT

A NEBRASKA STOCK COMPANY SELLING NON-PARTICIPATING LIFE INSURANCE COLLY FIRST NATIONAL BANK BUILDING, LINCOLN, CITY NATIONAL BASE SUILDING. GEORGE CROCKER, F. A. FINNEY, General Agents.

German wrestler. These two grapplers are old-time enemies and it is a certainty that the match will be on the square as neither man will receive a cent for his work. Farmer Burns will meet O. P. Morgansen of Bancroft, Neb. Farmer Burns will also referee every match. Pete Loch will meet Jack Meyers, the Omaha Giant, in a finish match.

Other matches are. Vernon Breedlove of Council Bluffs against Jack Toliver. Johnny Holden against Charley Jensen. Pete Fromme of Harlan, Ia., against

Mike Fromme Ross Robinson against Spencer. Solomon against Zigman. Mitchell against Joe Markham. Joe Miller against Jack Light. Stash against Sychodo. Charlie Peters against Jap Tamisies. Charles Loch against Chris. Hyde.

The Persistent and Judicious Use of Newspaper Advertising is the Road

RESINOL MAKES

Stops Itching and Burning Instantly, There is immediate relief for skins itching, burning and disfigured by ecsema, ringworm, or other tormenting skin trouble, in a warm bath with Resinot Soap and a simple application of Resinol Ointment. The soothing, healing Restnot balsams sink right into the skin, stop itching instantly, and soon clear away all trace of eruption, even in severe and stubborn cases where other treatments have had no effect. After that, the regular use of Resinol Soap is usually enough to keep the skin clear and healthy.

You need never hesitate to use Resinol. It is a doctor's prescription, that has been used by other physicians for years, in the treatment of all sorts of skin affections. It contains absolutely nothing that could injure the tenderest skin. Practically every druggist sells Resinol Ointment (50c and \$1.00), and Resinol Soap (Sle). For trial free, write Dept., 26-R, Resinol, Baltimore, Md. Avoid so-called "substitutes" for Resinol, they are often of little use and even injurious.