

FALLING HAIR MEANS DANDRUFF IS ACTIVE

Save Your Hair! Get a 25 Cent Bottle of Danderine Right Now—Also Stops Itching Scalp.

Thin, brittle, colorless and scraggy hair is mute evidence of a neglected scalp; of dandruff—that awful scurf.

There is nothing so destructive to the hair as dandruff. It robs the hair of its luster, its strength and its very life; eventually producing a feverishness and itching of the scalp, which if not remedied causes the hair roots to shrink, loosen and die—then the hair falls out fast. A little Danderine tonight—now—any time—will surely save your hair.

Get a 25 cent bottle of Knowlton's Danderine from any store, and after the first application your hair will take on that life, luster and luxuriance which is so beautiful. It will become wavy and fluffy and have the appearance of abundance; an incomparable gloss and softness, but what will please you most will be after just a few weeks' use, when you will actually see a lot of fine, downy hair—new hair—growing all over the scalp. Adv.

Overdoing Housework.

"Housekeepers everywhere recognize that life is too valuable to spend every hour of the day in the mere keeping of the house. No human being can be continuously efficient and work more than eight hours in twenty-four. There are better ways, more scientific methods, more efficient utensils."—Charles Barnard.

TAKE SALTS TO FLUSH KIDNEYS IF BACK HURTS

Says Too Much Meat Forms Uric Acid Which Clogs the Kidneys and Irritates the Bladder.

Most folks forget that the kidneys, like the bowels, get sluggish and clogged and need a flushing occasionally, else we have backache and dull misery in the kidney region, severe headaches, rheumatic twinges, torpid liver, acid stomach, sleeplessness and all sorts of bladder disorders.

You simply must keep your kidneys active and clean, and the moment you feel an ache or pain in the kidney region, get about four ounces of Jad Salts from any good drug store here, take a tablespoonful in a glass of water before breakfast for a few days and your kidneys will then act fine. This famous salt is made from the acid of grapes and lemon juice, combined with lithia, and is harmless to flush clogged kidneys and stimulate them to normal activity. It also neutralizes the acids in the urine so it no longer irritates, thus ending bladder disorders.

Jad Salts is harmless; inexpensive; makes a delightful effervescent lithia-water drink which everybody should take now and then to keep their kidneys clean, thus avoiding serious complications. A well-known local druggist says he sells lots of Jad Salts to folks who believe in overcoming kidney trouble while it is only trouble.—Adv.

Looks Good Way.

"If we are good we will come back to earth a number of times."
"Some people prefer to take no chances on that possibility."
"How's that?"
"They prefer to lead double lives now."—Courier Journal.

BAD CASE OF DANDRUFF

Bissell, Ala.—"I had a very bad case of dandruff on my head. I was tormented by itching and my hair began to come out by the comb. I almost became frantic, fearful that I would lose all of my hair which was my pride. There were some pimples on my scalp and I scratched them until they made sores. My hair was dry and lifeless.

"I saw the advertisement of Cuticura Soap and Ointment and sent to my druggist for three cakes of Cuticura Soap and a box of Cuticura Ointment. I washed my scalp with warm water strong with the Cuticura Soap and dried, afterwards applying the Cuticura Ointment, working it in the scalp slowly with my fingers. After using them for several days my hair began to stop coming out. The dandruff all disappeared and in less than four weeks a cure was accomplished permanently." (Signed) Miss Lucy May.

Cuticura Soap and Ointment sold throughout the world. Sample of each free, with 32-p. Skin Book. Address postcard "Cuticura, Dept. L, Boston."—Adv.

Give people what they think they want instead of what they really need and they'll go on their way rejoicing.

A simple protection against dangerous throat affections are Dean's Mentholated Cough Drops; 5c at Drug Stores.

The things we covet have generally lost their novelty by the time we can afford them.

To quickly cool burns and take the fire out use Hanford's Balsam. Adv.

Most of your friends will stand by you as long as you have a dollar.

Putnam Fadeless Dyes do not stain the fabric. Adv.

And many a man is sold without getting his price.

Co-Operative Farm Products Marketing

How It Is Done in Europe and May Be Done in America to the Profit of Both Farmer and Consumer

By MATHEW S. DUDGEON

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A VISIT TO PADDY GALLAGHER



Where the Co-Operative Concern Now Buys and Sells.

Dunglow, County Donegal, Ireland.

—This is a story of the grand uphill fight for self-respecting, economic independence which is being made by a bunch of cheery Irishmen in County Donegal. At the head of this fighting group is Paddy Gallagher, an organizer and a promoter if there ever was one. But is a promoter, not of his own fortunes, but the promoter of community welfare. This is also the story of what a godsend a co-operative organization can be to a community which has been, in an economic sense, hard stricken by nature. Nature seems to have exhausted herself in the agricultural gifts she showered on eastern and southern Ireland and to have reached Dunglow, in County Donegal, with nothing left in her gift bag except a few little patches of cold, unresponsive soil which she scattered here and there among the huge outcropping rocks of the barren hillsides rising between the wide stretches of desolate peat bogs.

In fact, we are here because Sir Horace Plunkett has said that this is the place of all others to visit, if we Americans wish to see what co-operation will do toward helping an Irish community scratch a living out of the rocky hills on the bleak north-western coast of Ireland.

Who Paddy Is.

Paddy Gallagher was born forty years ago in one of the poor one-room cottages on a barren three-acre tenant holding—a cottage that had the wolf always at the door. When Paddy was nine he was put out to work at three pounds for six months' work. His father did not do this sort of thing because he wanted the little half-starved shaver to work beyond his strength, but because it was either work for Paddy or starvation for still younger and weaker children. After that there was nothing for Paddy but hard work, and low wages until he was grown and had started a family of his own.

But his work had taken him into other places, into Scotland and England, and he came back with the realization that life in Dunglow was not what it ought to be. Uneducated, work-worn, without any outlook of promise for himself or his family, something brought Paddy Gallagher the realization that he and his neighbors together might do what each separately could not do. So, with the assistance of the Irish Agricultural Organization society, co-operation was brought to Dunglow.

How It Started.

Gallagher, who had been studying soils and manures, learned that according to government analysis the soil of his section needed certain definite chemical elements. He asked local traders if they could give him any guaranty of analysis of the manures sold by them. He was informed that they never got such a thing, knew nothing about it and could give no guaranty. He wrote to the agricultural department about it. They referred him to the Irish Agricultural Wholesale society. From them he learned that this society at that time dealt only with local co-operative concerns.

So this farm boy, with surprising persistence, gathered together the small farmers and pointed out to them the advantages to be gained as to quality and price by purchasing guaranteed manures direct from the co-operative wholesale society. The result was that the farmers ordered a 30-ton lot of fertilizer through a little co-operative society in an adjoining village. They found that they saved \$200 on the manures and besides secured super-phosphate of 36 per cent. instead of 23 per cent. strength, and dissolved bones instead of worthless compounds. The battle for co-operation was already half won, for there was no further question as to the advantages to be gained through co-operation.

The "Gombeen Man."

"The old methods of buying and selling were the cause of much poverty in this district," said Mr. Gallagher. "The traders have generally kept the public houses. They were gombeen men—money lenders. Poor farmers

here could not pay cash for what they bought. They had to get goods on credit. Once a farmer got into debt to these retail dealers he seldom got free from the big man's clutches. While he was in this state he was no better than a slave. He was charged tremendous prices and had to pay big interest on what he bought on credit at the rate of 144 per cent. per annum. My father had this sort of interest to pay while he was bringing up his family. That is where the three pounds went that I took me six months to earn when I started to work.

What Co-Operation Is Doing.

"But notwithstanding the smallness of the holdings, and the poor soil, conditions in Dunglow are improving. I never knew an organization to do so much for a community as the Temple-croone Co-operative Agricultural society is doing for Dunglow. The society started in a little one-room cottage on a farm where I lived. We began by buying manures and later a few groceries. We had fierce opposition at first from the gombeen man and traders, as fierce as any community ever had. Some of the members were in debt to the gombeen men and had to come into the co-operative quarters at night and over the back walks in order to conceal from the gombeen man that they were members. If the gombeen men found out that anyone trading with them was trading with us they refused him credit and issued a writ if he owed them."

A Little Democracy.

"We wish no one any ill. We do not do business that way. We have simply demanded the right to attend to our own little affairs. We meet in our little parliment here to discuss our business. We have given some entertainments which have brought the people nearer together and given them a good time. This year we organized an industrial show in which we exhibited everything which we produced here, including lace and knit goods, as well as some of our farm products. We did this to encourage others to make these things. Now we are looking around to get some little local industry started. We need something of the kind badly so that more money can come into the community. Lace making, knitting and work of that kind is important, too, for every little helps here. We are willing to work when we can.

On the Up-Grade.

"The boys are learning to farm better than their fathers farmed. We are raising better cows, and pigs and chickens, and producing better eggs, poultry and meat than we ever did before. Through our little co-operative society we have a steady market at good prices for all we can raise. We are not rich, for this is not a rich country, and never can be. There are too many stones and bogs in Donegal for that. But we are doing our best, and we are going to reach a point soon where every man can go up and down Dunglow and say that he owes no man anything. Co-operation has brought us together, and we are all good friends. We are not fighting with each other any more. We are helping each other. We are still doing business on a very small scale, of course. We are poor people, and we must always be that. There is no chance for wealth in a five or six-acre farm. We raise a little patch of oats for oatmeal for our family. Most of us get enough potatoes off our little places to last us through the year. We couldn't live without potatoes. You know the great famine of 1845, when so many died in Ireland, was caused wholly by potato blight. The children around here are almost brought up on potatoes. They get mashed potatoes, with a little milk in it, before they are weaned. They grow up on it and sometimes have little else. Co-operation has helped us to sell what we have, and we are doing first rate.

Cost of Living.

"By purchasing goods direct from original sources, this society has made it possible for the poorest farmer to furnish his potato patch and increase the crop which he raises. The seeds which come through it are tested and guaranteed as they never were before. It has lowered the price and improved the quality of tea, Indian meal and sugar. In one case, for example, where a rival trader was charging \$3.07 for seven stone of flour we were offering the same flour at \$2.25 for the seven stone.

"You may be interested in knowing about what an average family here has for an income, where he gets it and what he has to eat. I have made out a little statement so you could figure that out. To begin with, every farmer has his own potatoes and oats. Besides this, his income is something like this:

"Eggs and poultry, per week, about five shillings (\$65 per year).
"Butter for about 18 or 20 weeks in summer, one to two shillings (\$7 per year).
"Sale of cattle possibly 12 pounds each year (\$60 per year).
"Sale of sheep, one pound (\$5 per year).
"A total of \$137 per year.

"Besides this, the women earn a little something by knitting sweaters and making lace, etc.

Marketing Eggs.

"You will notice that eggs are our staple product. The average poor farm family around here gets each year from 12 to 15 pounds out of their eggs, which is generally about half of their entire money income. Before we took hold, however, egg raising was not at all profitable. There was no steady market, the farmers did not understand poultry, and no one had any ambition to learn anything about it. They didn't take care of their eggs well and few were sold.

"Previously the local price was two or three pence less than the price quoted in the nearest market in Strabane and Derry. Now the prices paid are from one to two pence above the prices quoted in these markets. In other words, we have increased the value of a dozen eggs from three to four pence (six to eight cents). For the entire district, this amounts to quite a sum. You must remember also that while we purchased only one-tenth of the eggs sold in this parish, the fact that we at Dunglow are, paying the prices which we pay has made it necessary for every other buyer in the entire parish to pay the same price.

Irish Lace and Knitted Goods.

"Our co-operative company looks after a good many things besides selling eggs and butter. We are helping the girls market their lace and knitted work. Two years ago we asked the government department to send us an instructor to teach the girls to make hand-knit sport coats (sweaters). They sent a man to look it up. He talked with some of the men here who were not friendly to this co-operative movement. Nothing was done. Our girls were getting one shilling six pence (36 cents) for knitting a dozen pairs of socks, using up from three and a half to four pounds of wool. These socks were purchased of the women by an agent of a wholesale trader.

"The co-operative society decided they could do better by the girls than these buyers. Since they started buying, the girls get seven shillings six pence (\$1.87) from the society for knitting a sweater coat, using only one-half as long as a dozen pair of socks. Putting it another way, for the same amount of wool and the same time spent in knitting, the girls get 15 shillings (\$3.75) instead of one shilling six pence (36 cents). That is, our society is paying them ten times what they used to get from the other buyers for their knitting. Formerly the girls who knit lace were bound by a bargain under which if they sold to any one privately they were boycotted. The buyer told them unless they sold him all he would buy nothing. Now we are getting fairly good prices for the lace, better than they got before and we, of course, permit them to sell wherever they can. They frequently have opportunity to sell to tourists and others who come through here. While we get fairly good prices for the lace, there is no steady market for it, as there is for the knitted goods.

Connected With Central Society.

"Our little local society could not stand alone and do what we are trying to do. We are helped all the time by Sir Horace Plunkett's organization society and by the Co-Operative Wholesale society at Dublin. Each week the wholesale society sends us a forecast giving the figures that should be obtained for eggs, butter and chickens, and stating whether or not there is to be a demand for these products. Each day we write to the wholesale society, telling them what we have on hand and what we will likely have. Sometimes we telegraph. Then they may either write or telegraph back what they want us to send and when and where to send it. We send it, not to Dublin, but directly to the places selected by the wholesale society. In this way we save freight, we save commission, we save time, and we save the eggs themselves.

"You must not get the idea," Mr. Gallagher continued, "that this concern is a large mercantile establishment. We know enough to know that we can only do business in a modest way. We think we are doing it well, and we hope it will continue to grow as it has in the past. I am more and more convinced," he adds, "by what I see every day, that if we want to have a happy and contented people here co-operation is the best means for bringing it about." And so they are making a fight that would get the ordinary American community to shudder—a fight that is gradually making the desolate region habitable and the hard-working people happy.

Practical Fashions

BOY'S OVERALLS.



6504

These are just the thing for the coming man, whether he spends his time playing in the garden or giving real help to his father in field or shop. There is no better protection for other clothing, which these may even replace. They are made of denim, hickory, and other wash materials, and can also be made of woolen goods, if desired.

The pattern (6504) is cut in sizes 4, 6, 8, 10, 12 and 14 years. Medium size requires 2 1/4 yards of 37 inch material.

To procure this pattern send 10 cents to "Pattern Department," of this paper. Write name and address plainly, and be sure to give size and number of pattern.

NO. 6504. SIZE.....
NAME.....
TOWN.....
STREET AND NO.....
STATE.....

LADY'S ONE PIECE SKIRT.



6473

This late model is arranged in the swathed style that is at present so popular. The material forms little folds at each side of front and back, providing fullness below, while the overlapping edge of the front is sharply cut away to form a point near the top. The waist line may be high or regulation. The style is excellent for such fabrics as cheviot, serge, wool, sponge and the like.

The pattern (6473) is cut in sizes 22 to 30 inches waist measure. Medium size requires 2 1/4 yards of 54 inch material.

To procure this pattern send 10 cents to "Pattern Department," of this paper. Write name and address plainly, and be sure to give size and number of pattern.

NO. 6473. SIZE.....
NAME.....
TOWN.....
STREET AND NO.....
STATE.....

Imagination and the City.

In a recent poem Stephen Phillips pictures the horrible city spreading out over the land. And the countryside, personified in the poem, retreats in terror, only the sea showing fies of the grime and the misery of the great city.

The poem is a fine work of imagination gone wrong. If the standpat, despairing idea of a city, as a place of slums and factory smoke and inhumanity to man—if that idea were to prevail, of course, the spread of cities or of one monster city would be frightening.

But how truly unimaginative that is! The spread of a city means the elimination of slums and abnormal measures of vice. It means, in short, the bringing to the city of the free, fresh air and the room and the quiet of the country.—Kansas City Star.

Not Required to Kiss Bible.

The president of the United States is not required to kiss the Bible on taking the oath of office. The custom grew out of the fact that an early law of Maryland made that ceremony part of a legal oath, and the custom was continued in the District of Columbia, but it is not essential, nor is any particular form of oath. Jews are sworn on the Pentateuch, keep on their hats and conclude their oath with "so help me Jehovah," and if a Jew were elected president he would be permitted to take the oath in that form.

CHILDREN LOVE SYRUP OF FIGS

It is cruel to force nauseating, harsh physic into a sick child.

Look back at your childhood days. Remember the "dose" mother insisted on—castor oil, calomel, cathartics. How you hated them, how you fought against taking them.

With our children it's different. Mothers who cling to the old form of physic simply don't realize what they do. The children's revolt is well-founded. Their tender little "insides" are injured by them.

If your child's stomach, liver and bowels need cleaning, give only delicious "California Syrup of Figs." Its action is positive, but gentle. Millions of mothers keep this harmless "fruit laxative" handy; they know children love to take it; that it never fails to clean the liver and bowels and sweeten the stomach, and that a teaspoonful given today saves a sick child tomorrow.

Ask at the store for a 50-cent bottle of "California Syrup of Figs," which has full directions for babies, children of all ages and for grown-ups plainly on each bottle. Adv.

Of a Wild Nature.

Just outside the entrance to the yard at the Naval academy is an apartment house where many young officers live, and baby carriages are a not infrequent sight in this vicinity.

Not long ago the commander of the yard had a notice posted on one side of the gate forbidding automobiles to enter, because they frightened the horses. Shortly afterwards the following unofficial notice appeared on the other side of the gate:

"Baby carriages and perambulators not allowed in this yard. They scare the bachelors."

IF HAIR IS TURNING GRAY, USE SAGE TEA

Don't Look Old! Try Grandmother's Recipe to Darken and Beautify Gray, Faded, Lifeless Hair.

Grandmother kept her hair beautifully darkened, glossy and abundant with a brew of Sage Tea and Sulphur. Whenever her hair fell out or took on that dull, faded or streaked appearance, this simple mixture was applied with wonderful effect. By asking at any drug store for "Wyeth's Sage and Sulphur Hair Remedy," you will get a large bottle of this old-time recipe, ready to use, for about 50 cents. This simple mixture can be depended upon to restore natural color and beauty to the hair and is splendid for dandruff, dry, itchy scalp and falling hair.

A well-known druggist says everybody uses Wyeth's Sage and Sulphur, because it darkens so naturally and evenly that nobody can tell it has been applied—it's so easy to use, too. You simply dampen a comb or soft brush and draw it through your hair, taking one strand at a time. By morning the gray hair disappears; after another application or two, it is restored to its natural color and looks glossy, soft and abundant.—Adv.

Don't believe all you hear. Lots of defaulting bank officials have never been Sunday school superintendents.

One remedy with many uses—Hanford's Eucalyptus Myrrh. Adv.

There is no effect without a cause. The girl with pretty feet never gets the bottom of her skirt muddy.

Worms expelled promptly from the human system with Dr. Peary's Vermifuge "Dead Shot." Adv.

Some self-made men evidently did the job in the dark.

Rheumatism
The Reliable Remedy
for all forms of
RHEUMATISM
GIVES AT THE POINTS
FROM THE SOURCE
Liquid, Tablets, Liniment
For sale by all
Druggists

FOR OLD AND YOUNG

Tott's Liver Pills act as kindly on the child, the delicate female or infirm old age, as upon the strongest man.

Tott's Liver Pills

WANTED: Men to learn barber trade. Few weeks. Paid while learning. Wonderful demand for barbers. Women will learn; (free catalog) write RICHMOND BARBER COLLEGE, Richmond, Va.

CANCER: High quality medicine. Write for free literature. Dr. J. C. Williams, 1117 Locust Street, Philadelphia, Pa.

KODAKS: High quality cameras. Write for free literature. Kodak Co., 1117 Locust Street, Philadelphia, Pa.