

# EGGERTSON GOT THE PRESIDENCY

Honor of Being Head of Utah Teachers' Association Goes To Provo Man.

## A SUCCESSFUL CONVENTION.

Place of the Next Meeting Has Been Left to the Executive Committee To Decide Later.

(Special to the "News.")

Ogden, Jan. 5.—With the honor of the presidency of the Utah State Teachers' association bestowed upon L. E. Eggertson, superintendent of the Utah county schools, the pedagogues are today leaving Ogden by every train, while Secretary Gilliland is removing his headquarters from the Reed hotel headquarters. The general impression today is that the convention has been a great help to Ogden City, as it gave appreciation of general a much better appreciation of the kind of people are in charge of them. The place of meeting is still to be decided upon, the matter being left to the executive committee. Mr. Eggertson secured only a slight lead over F. M. Driggs, superintendent of the school for the deaf, dumb and blind. Mr. Driggs was named for first vice president, and F. D. Keeler of the Webster school in this city, for second vice president.

The property of the association remains in the hands of State Supt. Nelson, who is ex-officio custodian. For the executive committee there was one and a half vacancy open this year and it was filled by the election of Dr. Geo. Thomas of Logan.

## THE GOSPEL OF WORK.

Supt. Cooley Closes Teacher's Convention With Lecture on This Topic.

(Special to the "News.")

Ogden, Jan. 5.—"The Gospel of Work" was the subject treated by Supt. Cooley in the closing lecture of his series before the State Teachers' association, delivered at the Reed hotel Friday evening. While many had left on Friday afternoon trains in order to reach their homes to prepare packing to return to their respective schools, Monday, still the attendance was large, and Mr. Cooley was listened to with the most wrapt attention.

In subject matter, Mr. Cooley dealt with the importance of teaching today in the gospel of rapid action, with "get there" results. He said:

"We are living in a civilization with a penchant for action, 'hustle' is the watchword of the hour. A strenuous or, at least, a clamorous life seems to be the only one worthy of the consideration of the average American. Americans individually and collectively seem to be looking about for more worlds to conquer, more business and other opportunities to exploit."

The men of our day organize into civic and other mission associations, ready to undertake the redress of every public grievance, a nation, we seem eager to undertake the larger responsibilities of world regulation. We are assuming the role of a national colporteur in foreign lands and strange climes, and our optimism are our ideals, both as a nation and as individuals.

## FEVERISH DESIRE.

"Our law-making bodies, whether of the city, the state or the nation, manifest the same feverish desire to straighten things out—the same inordinate faith in the power of action. We act as though we believed that character and characteristics could be changed by strenuous law-making."

Our schools have not escaped this strenuous tendency. We have expanded with the rest. We are striving to bring about the complete regeneration of society in a few short years. We stand ready to undertake any new project or any new subject pronounced worthy of our consideration. Happy and famous is the man or woman who has succeeded in setting the schools a new task, for multitudes arise to call him a reformer.

"This thorough-going belief in the efficiency of action and in the obligation of all mankind to work over a great deal to the evangel of Carlyle and Ruskin. Carlyle's 'Sartor Resartus,' his 'Heroes,' and his 'Past and Present' are full of the gospel of work. His gospel is 'know thyself; know thy work and do it.'"

"The evangel of Carlyle and Ruskin has greatly influenced the ideals of the modern world. Many of our most famous men acknowledge the influence of their works."

## KERNEL OF EDUCATION.

"In the writings of Carlyle and Ruskin can be found the kernel of modern educational doctrine. Carlyle says: 'The knowledge that will hold good in working, cleave, thence to that.' Man perfects himself by working. Destiny, on the whole, has no other way of cultivating us."

"Mr. John Dewey, one of our modern educational theorists, urges: 'The end of knowledge is, in other words, not theoretical but practical. We know in order to do, not simply for purposes of information.'"

"The theory of modern school is built largely upon the idea of utilizing the child's natural activities, its motor impulses. The kindergarten, constructive work and nature study, manual training, are all endeavors to turn motor impulses to use. We believe that character making is the result of doing something, is the result of the formation of habits."

## OLD SAYING ROUSED.

"We believe that pupils go to school to work. While I believe that 'all work and no play makes Jack a dull boy,' I also believe that 'all play and no work makes Jack a mere toy.' We ought not to undertake to make the child believe that work in school is play. To do this is in a measure to unfit him for the real work of life. We should not teach the doctrine that youth is the time for mere enjoyment, to be worked for all it is worth because followed by work in after-life."

"The attempt to split up the life process into work now, to be followed by pleasure afterwards, is what I call the doctrine of drudgery. The idea that work is a preliminary to enjoyment, something to be gotten over that enjoyment may follow, is demoralizing. To subscribe to this is to set up a dualism between work and enjoyment, and to make work into mere drudgery. I believe both boys and men who are not overworked enjoy doing what they can do well."

## IDEAL OF DRUDGERY.

"The ideal of drudgery through youth and manhood with idleness and ease in old age as a reward for the drudgery of youth is an illustration. The ease and happiness never come. We all know persons who have glided through youth and manhood, only to find in the end that enjoyment in old age was impossible. The motive is equally useless in school. If we can train children to actually enjoy their daily work, if we can arouse in our young people the instinct of workmanship, the irksomeness of school will disappear. No true young people can be made to feel the moral obligation upon every member of society to work, to produce something, to be a self-sustaining person, they will be more contented with their lot and more certain of happiness."

"Elbert Hubbard says in the Philistine, 'Next to getting rid of a belief in hell is the getting rid of a belief in a future heaven.' The enlightened man tries to bring about heaven here and now and by the effort he reaches heaven, the only heaven there is. The man who waits for a future heaven is right in the suburbs of Paradise."

## SURE OF HAPPINESS.

"The teacher who really and genuinely enjoys teaching is sure of happiness. The teacher who regards herself as a slave while in the school room, who looks forward constantly to her vacation for the pleasant spots in her life, is doomed to disappointment. No teacher who does not get continuous satisfaction out of her work can meet the demands upon her. If she fails in this effort, she is bound to become the carrier of jobs instead of the noblest of the professions."

"The teacher needs to have a full and accurate knowledge of the subject she teaches, to know the subject as well as she knows. No one can teach all or even half that she knows. There is always great waste and loss in the act of transmission. If a teacher has not an adequate margin in reserve for dealing with unexpected questions and unexpected difficulties, she cannot longer enjoy her work and will soon become a drudge. The teacher, too, must study educational processes and educational philosophy and methods. She must know the history of speculation and practice in education. This study cannot be done in a haphazard way, but must be a life-long process."

"In addition to the general knowledge of subjects of instruction and of professional philosophy and methods, the teacher ought to have a hobby, which she pursues because she gets sustenance and culture out of it. No one can have a hobby and an interest in all truth, in all activity. The teacher who has no such special interest is likely to lose her efficiency in her calling."

"A teacher in a good school will probably increase in efficiency for four or five years, even if she relies exclusively upon her school room experience for information and inspiration, but unless she can be induced to study, it is doubtful whether she will continue to increase in efficiency over a longer period. Scholarship and habits of study are factors that must be considered in estimating the efficiency of a teacher. A true teacher never makes the mistake of thinking her education is finished. She must not lose her sympathy with the learner, a sympathy she can retain only by continuing to be a learner herself."

## THROUGH NORMAL SCHOOL.

"Many cities are now establishing work to carry forward the training and inspiration of the teachers after they enter the service. In Chicago is the 'Normal School for Teachers,' a normal school in other cities through universities and other institutions of learning in their midst. We must provide opportunities for this continuous study in the school culture, under the guidance of the best professional leadership, if we hope to provide conditions for efficient work by high school girls preparing for the work of the school room. A large part of it must come as an aid in the solution of problems which they have met in their every-day work."

"It is equally true that opportunities must be afforded for special academic training along the various lines included in the school culture. There is no subject taught today as it was taught 20 years ago. There is no subject along which great advancement has been made along which ideals of presentation have not changed with the progress of the times. The curriculum of today includes many subjects which were not attempted in the schools of the past. The teacher must have an opportunity to study, under the best conditions, not only the newer subjects but the older ones."

## CLEAR CASE OF SUICIDE.

Ed Williams Took Laudanum in a Fit Of Despondency.

Ed Williams, aged 34 years, in a fit of despondency because of prolonged illness, committed suicide yesterday by taking a large dose of laudanum. Williams had been living with his sister at 457 west Seventh South street, and was a laboring man.

Just what time the unfortunate man

took the deadly drug is not known, but his condition was discovered some hours after the poison had been taken. Dr. Stewart was hastily summoned and did all in his power for the man, but was unable to save him.

Justice Dean T. Smith made an investigation and decided that an inquest was not necessary, as it was a clear case of suicide. The body was not moved from the residence and the coroner will be held there probably tomorrow.

## HALF THE WORLD WONDERS.

How the other half lives. Those who use Bucklen's Arnica Salve never wonder if it will cure Cuts, Wounds, Burns, Sores and all Skin eruptions. They know it will. Mrs. Grant Shy, 1130 E. Reynolds St., Springfield, Ill., says: "I regard it one of the absolute necessities of householding. Cures many a sore, but his life was saved."

## STOLE A DIAMOND PIN.

A fellow giving the name of Warren Smith was arrested last night by Detective Shannon on the charge of stealing a diamond stick pin some days ago from a bartender named Gregory. When the latter lost the gem he reported it to Shannon and said he had reason to believe Smith was the thief. When arrested Smith admitted that he pawned the pin but denied the theft. Later he confessed that he stole the article.

## MAY LIVE 100 YEARS.

The chances of living a full century are excellent in the case of Mrs. Jennie Duncan, of Haynesville, Mo., now 70 years old. She writes: "Electric Bitters kept me healthy and made me feel as well and strong as a young girl." Electric Bitters cure Stomach and Liver disorders, Blood disorders, General Debility and weakness. Sold on guarantee at Z. C. M. I. Drug Dept., 112-114 South Main street. Price only 50c.

## REALTY DEALS.

Property to the Value of \$40,500 Changes Hands.

Edward Richards and the A. Keyser Investment company transferred yesterday afternoon 165,126 feet on the southwest corner of West Temple and Fourth South streets to A. H. Meredith and J. W. Guthrie for \$19, the record says; but the real estate men say the consideration was \$60,000. An automobile garage will be built there.

Another transfer was consummated late, two rods by 153 feet, on South Temple between Main and West Temple, to George Decker and family for \$2,000. E. E. Jenkins, for \$15,000, where a substantial business structure will be erected. The assessor has also bought the Polson property at South Temple and First West streets, 122 feet front, for \$25,000.

## POCATELLO POSTOFFICE QUILTS NIGHT SERVICE.

(Special to the "News.")

Pocatello, Ida., Jan. 5.—Many businessmen of this city, who have supposed that their letters deposited in the postoffice at night were distributed and sent out as they used to be, have been greatly surprised during the week to learn that the Pocatello postoffice has abandoned its all night service. This accounts for many complaints made in the city of late. The postoffice letters mailed in that place, if not forwarded to the postal authorities, and it is hoped that the trouble may be speedily remedied.

## MAY HAVE SUICIDED.

Emile Swenson Threatens to Take Poison and Then Disappears.

Search is being instituted for Emile Swenson, a carpenter by trade, and 30 years of age, who has been missing from his headquarters, 66 Commercial street, for more than a week. Swenson, dependent from a serious accident that befell him a short time ago, intimated that he would end his existence, and it is feared by his friends that he has carried his threat into execution.

While in the employ of the Short Line Railroad company, Swenson fell and broke his leg and received other injuries. He was taken to the St. Mark's hospital for treatment, and an operation to which he submitted proved unsuccessful. A second

## Can't Convince

some persons that coffee causes their ailments, till they stop drinking it and use

## POTIUM

"There's a Reason"

Sunday's week days and holidays are all MOUNT PICKLE days.



# No More Cold Rooms

## PERFECTION Oil Heater

(Equipped with Smokeless Device)

Turn the wick as high or low as you can—there's no danger. Carry heater from room to room. All parts easily cleaned. Gives less heat without smoke or smell because equipped with smokeless device.

Made in two finishes—nickel and brass. Oil fount beautifully embossed. Holds 4 quarts of oil and burns 9 hours. Every heater warranted. If you cannot get heater or information from your dealer, write to nearest agency for descriptive circular.

THE Rayo Lamp cannot be equalled for its bright and steady light, simple construction and absolute safety. Equipped with latest improved burner. Made of brass throughout and nickel plated. An ornament to any room whether library, dining-room, parlor or bedroom. If you want a lamp warranted. Write to nearest agency if not at your dealer's.

CONTINENTAL OIL COMPANY

operation seemed imperative, but in the meantime Swenson left the hospital. It is said, without permission. By this he broke an agreement made with the railroad company. When he was subsequently applied for assistance, his case was referred to the company's physician, but before it could be acted upon Swenson told his friends that he would get a bottle of poison and go into the hills to die. It is said that he made an attempt to commit suicide some time ago, by swallowing carbolic acid, but his life was saved.

Into each life some sorrow must fall; Wise people don't sit down and bawl; Only fools suicide or take to flight; Smart people take Rocky Mountain Tea at night.

F. Auerbach & Bros., cut price clearance sale starts Monday morning. Read page 32, magazine section.

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County Commissioners Take No Action Against Sabot the Saloon Man.

The charges against Walter Jenkins of Bingham Junction of keeping a disorderly saloon, were dismissed by the county commissioners yesterday afternoon. John Sabot, who was assaulted in the saloon several weeks ago, filed the complaint against Jenkins and after an investigation by the commissioners they decided to dismiss the charges. In that connection, however, the sheriff was instructed to enforce the Sunday closing law among the saloons in the county and to enforce the law prohibiting gambling.

The commissioners approved the bond of Sheriff Emery in the sum of \$25,000, and made the appointment of J. L. Forbes as a deputy sheriff at Bingham.

"To keep the body in tune," writes Mrs. Mary Brown, of Lafayette Place, Poughkeepsie, N. Y., "I take Dr. King's New Life Pills. They are the most reliable and pleasant laxative I have found." Best for the stomach, liver and bowels. Guaranteed by Z. C. M. I. Drug Dept., 112-114 South Main Street. 25c.

BOOSTERS' CLUB.

Brant S. Young and Others Floating A Scheme for Salt Lake.

Salt Lake is to have a \$150,000 club, if efforts now being put forth with that end in view prove successful. The scheme is being mooted by the United Republicans of Utah, and has for its object the securing of a population of 150,000 for this city by the year 1910. It is one of the principal promoters of the plan, and he has sent letters to various commercial organizations, asking them to endorse the matter. A favorable reply has been received from the Salt Lake Road Estate association, and the plan is being pushed with vigor. It is being pushed in the hope of increasing the population, along the lines indicated. There are clubs in several cities, and it is being pushed in the hope of increasing the population, along the lines indicated. There are clubs in several cities, and it is being pushed in the hope of increasing the population, along the lines indicated.

Have you indigestion, constipation, headache, backache, kidney trouble? Hollister's Rocky Mountain Tea will make you well. If it fails, get your money back. That's fair. 35 cents.—Z. C. M. I. Drug Dept., 112-114 South Main Street.

At the Ladies' Literary club on Friday, Jan. 11, Mrs. Igleheart will give a reading of "Parasol," assisted by Mrs. Plummer, Mrs. Loomis and Miss Ellerbeck.

Mr. and Mrs. J. K. Nicholson entertained a few of their friends at cards Sunday evening. Miss Virginia Shannon winning high prize and Mr. Will Farrell gentlemen.

Miss Lillian M. Slade entertained the Bohemian club at a party Monday night. The evening was delightfully spent talking over the past and planning the future. The rooms were decorated with smilax, ferns and carnations. Supper was served at 11, and a delightful time spent. Those present were Mrs. E. Harris, Mrs. H. Smith, Mrs. A. Tyson, Miss Florence Sharp, Rick Ludogson, Lillian Anderson, Bohemian, Lizzie Olson and Martha Neve.

Miss Jennie Carlson of Salt Lake and August Hendrickson of Santaquin were married at Eureka during the holidays.

Miss Rose Hartwell and Miss Mary H. Kimball have gone to Berlin and Paris to study music and art.

The first annual ball of the Utopian club will be given next Friday night at 'Unity' hall. The officers and directors are as follows: Officers: Vernon G. J. W. Youngberg, Salt Lake; Mabel Fox, Salt Lake.

Benjamin F. Westfall, Bingham; Clara E. Openshaw, Salt Lake; Hugh Lewis, Salt Lake; Anna M. Plager, Salt Lake.

Fred W. Miner, Salt Lake; Rosina F. Babcock, Salt Lake.

Thomas H. Morrison, Salt Lake; Lily Bragg, Salt Lake.

John Elbert, Twin Falls, Ida.; Rosalie Jack, Murtaugh, Ida.

Samuel J. Powell, Salt Lake; Daisy G. Woodburn, Salt Lake.

Gona G. Logan, Ophir; Katherine Pollock, Ophir.

TO CURE A COLD IN ONE DAY.

Take LAXATIVE BROMO Quinine Tablets. Druggists refund money if it fails to cure. E. W. GROVE'S signature on each box 25c.

Who is Little House Maid?

Sunday's week days and holidays are all MOUNT PICKLE days.

With LOCAL APPLICATIONS, as they cannot reach the seat of the disease, Catarrh is a blood or constitutional trouble, and in order to cure it you must take internal remedy. Hall's Catarrh Cure is taken internally and acts directly on the blood and mucous surfaces. Hall's Catarrh Cure is not a quick medicine. It was prescribed by one of the best physicians in this country for 25 years and is a regular prescription. It is composed of the best tonics known, combined with the most powerful blood purifiers, and the most powerful of the two ingredients is what produces such wonderful results in curing Catarrh. Send for it in trials free.

F. J. CHENEY & CO., Props., Toledo, Ohio.

# HOTEL GOSSIP.

Guggenheim For Senator—Harry J. Robinson, representative-elect of Bingham, is at the Wilson. He has just returned from Denver. "Simon Guggenheim will be Colorado's next United States senator," says Mr. Robinson. "He will get this position on an almost direct vote of the people. Sixty-eight of 70 Republican members of the two houses declared themselves for Guggenheim at a caucus meeting held in Denver recently. The ballot to be cast Jan. 16 will undoubtedly give Mr. Guggenheim a three-quarters vote of the 109 members in both houses of the Colorado legislature. Guggenheim is the youngest of seven brothers now constituting the A. S. and R. company. He will undoubtedly serve Colorado well if sent to the senate, and will be heard in affairs affecting the west." Simon Guggenheim is a frequent visitor to Salt Lake and is well known in local mining and smelting circles.

Got Mine From Indian—Dr. C. P. Harville of Leith, Nev., is at the Wilson. Dr. Harville is a member of the Cherokee Mining company which has properties near Leith. The mines, for they are mines, will be shipping a high grade ore within a few weeks. As the Salt Lake House used within six miles of the mines, excellent transportation facilities are offered. The present company purchased the mine from a half-breed Cherokee Indian, hence its name. The Cherokee had been the partner of a white man who died years ago. The Indian deeded the property in a fashion but waited for the white man to do so, and the real value of the district. This says Dr. Harville, the white man is doing without loss of time.

Government Projects—J. H. Quinton of the reclamation service, is at the Wilson. Mr. Quinton makes his headquarters at the Colorado Hotel. The west is receiving inducement to grow, agriculturally, explains Mr. Quinton, by the institution of many large projects. The western empire is no longer a desert but is becoming more and more productive. Dry farming is being found successful in districts where irrigation is impossible. Thousands of acres of once barren land are now yielding as many valuable farms. Mr. Quinton explains that the government has projected under way in nearly every western state, and that additional schemes under contemplation. The visitor will visit in Salt Lake for a few days and then return to his home in Colorado.

Strange But True Cabbie Story—"Bobby" Sykes, whose home is nowhere and everywhere, to use his own expression and who is a business man has been able to discover, tells a good story on himself. It seems he was in Salt Lake for the afternoon not long ago and decided he would eat dinner. He strolled down to the Knutsford, ate his meal and lighting a fat Havana deposited himself in one of the chairs in the parlor. Happening to remember that he had an engagement to meet a friend, "Bobby" hailed a passing cabman and rolled into the carriage. "Where?" asked the "cabbie." "Wait a minute," said Bobby fumbling in his pocket for an address. "The Mantou," he said a second later, poking his head out of the cab window. The cabbie's face was filled with amazement. "You know the Mantou?" he asked. "It is no name until he left the Mantou and saw the Knutsford, not 100 feet ahead that he realized he had been deceived. "Your wide streets are great," said Bobby, "but you certainly have the most clever cabbies in the world." He laughs heartily as he finishes his story with, "You know, I thought we passed the temple twice."

# SOCIAL AND PERSONAL.

One of the largest affairs of yesterday was the reception given at the home of Mrs. Henry Cohen in honor of Mrs. S. H. Auerbach of New York, who is here for a brief stay. Mrs. Cohen, Mrs. M. C. Phillips and Mrs. I. Waters were the hostesses, and during the hours about a hundred guests were present to greet Mrs. Auerbach. The decorations were elaborate and beautiful, the rooms being hung with festoons of evergreens and holly and with red ribbon bows while the electric globes were shaded with red and draped with tulle and smilax. The receiving party stood in the deep window which was banked with greens and flowers. The diningroom was in green and white, carnations, smilax and ferns being used with green satin bows tied with white tulle while the candles were shaded in green. Music rendered by an orchestra during the afternoon. Mrs. Auerbach was formerly Miss Evelyn Brooks of this city.

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# PERUNA EDITORIAL NO. I.

## A Crusade Against Secret Medicines.

Each and every one of these enterprises perhaps deserved some criticism. Whether their opponents have dealt with them justly or not, they are promptly adjusting themselves to the new conditions, and demonstrating to the business world that in the larger things they have been governed by sound financial integrity, even if in some few particulars the times were ripe for reform.

Like other great industries, THE PATENT MEDICINE INDUSTRY is coming in for its share of censure. Secrecy of composition has been the main war-cry against these medicines.

It was admitted on the part of patent medicine manufacturers, that their formulae were kept secret. They felt obliged to do this, in order to prevent imitators from imposing on the public. After a proprietor had spent hundreds of thousands of dollars in advertising a remedy, the secrecy of his formula was his only protection against others stepping in and reaping the reward of his tremendous outlay in advertising.

The unwillingness of patent medicine manufacturers to reveal the ingredients of their compound was perfectly natural. They felt that they deserved protection from the government the same as any other citizen who procures a patent on an invention or a process. BUT THIS CONSIDERATION DID NOT KEEP BACK THE CRITICS.

The agitation was kept up until Congress enacted a law making it obligatory on the part of such manufacturers to expose certain ingredients on the label of each package.

It was thought best to include alcohol in the list of objectionable ingredients. This being the only objectionable ingredient contained in Peruna, the manufacturer of this very excellent remedy promptly obeyed the law.

Indeed, he voluntarily went farther than this. Dr. Hartman, after serious consideration of the matter, has concluded to put PLAINLY ON THE LABEL OF EACH BOTTLE the principal active constituents of which Peruna is composed. While we do not agree that the claim against secrecy has been a just one, yet from this time on we have concluded to take Peruna out of the list of secret patent medicines.

We now offer Peruna to the public as a regular pharmaceutical product. It is just as ethical as any compound put up by the medical profession. No straining of medical ethics can find any fault with it. THE

PRINCIPAL ACTIVE INGREDIENTS are prominently incorporated in the label on the bottle, that the people may know that the claims made for Peruna have a true justification.

The only departure we shall make from medical ethics in the conduct of Peruna affairs in the future, is the fact that we shall continue to advertise and sell our product TO THE PEOPLE.

If we would agree to sell to doctors only, to advertise for doctors only, then the medical fraternity would be obliged to recognize Peruna as being entirely within their approval.

BUT WE SHALL NOT DO THIS.

We shall continue to offer Peruna to the people. We shall continue to convey to the people our claims for Peruna as a household remedy. We shall continue to supply the people with free literature, teaching them how to use our medicine, teaching them how to avoid disease, teaching them many things of benefit to the home. We shall continue to do this, whether the medical profession like it or not.

We are proposing from this time on to take the public into our confidence. Notwithstanding that some imitators and substitutes will be attempting to put up something which they consider just as good as Peruna, we are going to draw aside the veil of secrecy and allow any one who chooses to know exactly OF WHAT PERUNA IS COMPOSED.

This ought to disarm all honest criticism. We expect, however, that criticism will continue. On some pretext or other those who are envious of the success of Peruna will continue to find fault. But we are determined to give such people no just complaint.

PERUNA IS A GREAT MEDICINE.

It has become a household word in millions of homes. Our faith in the remedy is stronger than ever. Every year we expect to establish new plants in foreign lands until the people of all the world are supplied with this valuable household remedy.

WE ARE GOING TO DO EVERYTHING IN THE OPEN. We are going to tell our customers exactly what they are taking, and let them judge for themselves how much foundation our critics have for their claims.

All we ask of the public is to be as fair with us as we are with them.

WE CLAIM PERUNA TO BE A CATARRH REMEDY. Buy a bottle and try it. If it helps you, be honest and acknowledge that it has helped you.

If you want us to we will publish your statement exactly as you furnish it to us. We will add no words, take away no words. If you wish us to we will publish your portrait in connection with it. We will not do this without your written request, without your entire consent.

Peruna has cured thousands of people of chronic catarrh, in many phases and locations. At least, that is what the people say to us, through unsolicited testimonials. Peruna will cure many thousands more, in spite of fabricated slanders to the contrary.

WE GUARANTEE EVERY BOTTLE OF PERUNA TO CONTAIN THE INGREDIENTS PRINTED ON THE LABEL.

We guarantee that every testimonial we use is absolutely true—in the exact language of the testifier.

We guarantee that every photograph published is the photograph of the person whose name it bears, that every word of every testimonial was authorized by the hand that signed it.

We are determined to beat our opponents by being fairer than they are, by dealing squarer than they dare to. We are determined to meet falsehood with truth, duplicity with candor, insincerity with sincerity.

We know that the users of Peruna will appreciate our stand. We believe that the dealers in Peruna will applaud our course. We expect even our opponents will be obliged to acknowledge finally that Peruna is not only an honest and useful remedy, but one of the GREATEST HOUSEHOLD MEDICINES ON THE CONTINENT.

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