

shall need their aid in landing."

In twenty minutes more, for a guess, we had approached so near to the shore, that I hauled up the centre-board for fear of its striking, and a few minutes later the boat darted up on the beach.

We had to land quickly to keep the boat from being swamped, but we had plenty of help, as the Captain and engineer of the 'Day Dream,' with several other employees of the company were there to aid us. We all caught hold of the boat and ran her up high and dry on the beach. Then Dennen and I shook hands, and congratulated each other that we had not become food for fishes, after which we took our things and started for the hotel.

"What tempted you to cross the lake Orrin, such a night as this?" queried the Captain as we walked along.

"Why, we wanted to get home, and Farrar said he could get us safely over, and by jove, he's done it, but I wouldn't go back again for a thousand dollars."

"Were the ladies worried about us?" I asked of the Captain.

"Yes, they were badly frightened about you, and watched you all the time they could see you. They will be glad enough to know you are here safe."

When we reached the house the first thing was to put on dry clothing, and after we had made the change, and had warmed ourselves, we gathered around a table in the dining room covered with good things, which were washed down with steaming hot coffee, and related to our wives and a few friends present, the history of our days tramp, and the particulars of our trip across the lake, and both of us declared we should never forget it. I never have, and I doubt not the incident is well remembered by my friend of the Mount Kinoo House.

For the Land We Live In.

An Address to Agents.

I will give you a little of my experience and how I became an agent. I had worked many a year for different parties and at different kinds of employment. Almost every winter business would get dull, and a great many hands would be thrown out of work, myself with the rest, and I got tired and disgusted giving my life and energies to others.

In the spring of 1882, a few of us were "laid off" for several weeks for want of stock and material to work with, I then made up my mind to try the Agency Business, although my brother tried to dissuade me, saying I would make a failure of it. However I started on a capital consisting of a "Five Dollar Bill." It was about all I had in the world, I made up my mind to do only a straight and honest business, and that principle I have strictly adhered to, as my patrons can testify.

The first thing I made was a Starch

Polish to put a gloss on collars, cuffs and shirt bosoms. My first days receipts were twenty five cents. That was very discouraging but I had lots of sand, if no sand lots, and determined to stick to my business. The next day I took \$3.25, and went home as happy as a lark, and as a result still continue the old business.

I soon became acquainted with the people and made many personal friends. I also met a great many afflicted with all kinds of disease, and I had numerous applications for salves, liniments, cholera mixtures, &c., from persons who begged me to relieve their sufferings.

In my past life I had collected a few medical works and I now began to study them carefully and earnestly, and by mixing brains with the information thus acquired, succeeded in originating a number of Formulas, and prepared them for sale. They gave excellent satisfaction and I added to my stock of Medical works, a number of Volumes which I studied carefully and thoughtfully. I then prepared a very fine Liniment and an excellent Healing Salve, which I sold quickly from house to house. My patrons were well satisfied and I found a large and increasing demand for these articles.

Winter came and with it a general assortment of coughs and colds. My patrons dubbed me "Doctor" and were persistent in their demands for cough remedies, so I originated and prepared a cough syrup of which I sold hundreds of bottles. The formula for this is advertised by me in "The Land We Live In." The proprietor will satisfy you that it is an article of real merit and as a cough remedy cannot be excelled. I have made and continue to make money by manufacturing this syrup and this as well as anything else advertised by me can be depended upon as being honestly all that they are represented to be. I am selling thousands of bottles of Cough Syrup, Liniments, Cholera Mixtures, &c., and boxes of Healing and Corn and Bunion Salves, most of which originated with me, and all of which are my own preparations and can be relied upon as genuine.

After I had accumulated money enough to enable me to do so, I removed to Cincinnati, Ohio, where I took a few courses in "The American Health College," so that I am now better entitled to the appellation of "Doctor" given me by my early friends and patrons. For my success in life I am indebted to the Agency Business, and I intend to stick to it as long as I live.

All that is required to qualify any individual, male or female for the Agency business, is that they act honestly and uprightly in all their dealings. They will soon find plenty of customers, and success is only a question of time.

I have been very successful during the summer months in disposing of a Cholera Mixture, good for all summer complaints,

It has saved my life on two occasions. It is a necessity in every family and I have sold thousands of bottles of it. One of the finest Catarrh remedies in existence, I shall shortly place in the hands of Agents.

Although this article has been written to encourage agents or those desirous of becoming agents, I am actuated by a desire to place myself before the readers as one who will honestly do as he agrees, and to assure my patrons and the public that my remedies, and those prepared by me, will do all that is claimed for them, I shall be pleased to answer any letters of enquiry that may be addressed to me, provided a stamp is enclosed for return postage, and may be able to give such advice as will compensate for the trouble of writing.

After being before the public as an Agent for the past seven years, I am thoroughly convinced that an agent's success depends on his goods being exactly as represented. Try the Agency business my friend, dealing fairly and squarely, with every one and you will be independent in mind, body and estate. Be honest and upright in all your dealings and you will find a customer once will be a customer always.

Hoping that a desire to place the Agency business on the most respectable footing will be considered by my readers as an apology for this lengthy and somewhat egotistical article. I remain,

Yours most respectfully,

Dr. E. B. Bush,
1920 Division st., St. Louis, Mo.

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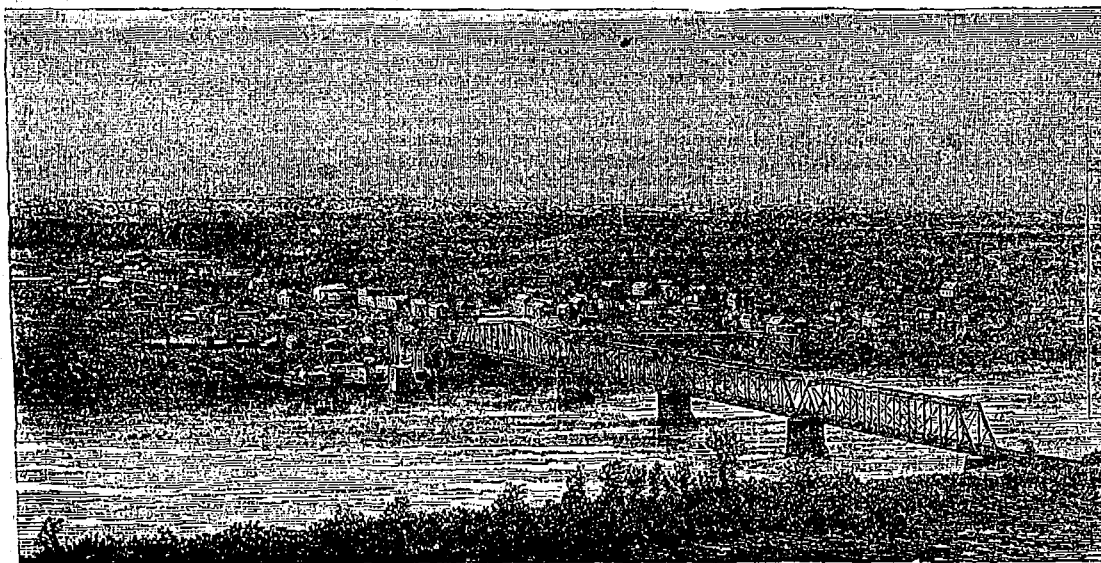
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