

SOLID FACTS.

It is a "solid fact" that N. H. Downs' Elixir has, within the last fifty years, wrought more remarkable cures of Coughs, Colds, and even Consumption, than any other cough remedy ever made; and we might with propriety almost say than all others. In proof of this the following are a few of the many witnesses:—

POLK, VENANGO Co., Pa., March 9, '88.

My mother had been troubled with a bad cough for over five years, sometimes so bad, that we feared she would strangle; I by chance saw N. H. Downs' Elixir advertised in your Almanac and advised her to try it, but having already tried many remedies as well as physicians without relief thought it of no use to do anything further. I, however, got the Downs' Elixir for her and before she had taken one half of a fifty cent bottle was entirely cured of her cough. She is 76 years old and now in good health.

I have great faith in your medicines. I have also used your Arnica and Oil Liniment in our family with the most satisfactory results.

MRS. ISAAC MALONEY.

LIGONIER, Ind., April 23, 1888.

GENTLEMEN:—We have been selling your N. H. Downs' Elixir for about nine years and have not had a word of complaint in all that time. It is one of the few proprietary medicines that we feel safe in recommending.

Respectfully yours,
S. T. ELDRRED & CO.

GENEVA, N. Y., Aug. 27, 1887.

GENTLEMEN—Over forty years ago I bought N. H. Downs' Elixir for my wife which she used with the most satisfactory results.

During the past twenty years I have sold it in my drug store and have never known it to fail to give entire satisfaction.

Yours truly,
E. M. MAYNARD.

In the face of such testimony as the above why should anyone take the risk of experimenting with comparatively untried remedies, the large majority of which will prove worthless. It is due the intelligence of the American people to say, that the *great majority do prefer* to use a long tried remedy rather than a new one, and the immense and increasing sale of N. H. Downs' Elixir is conclusive proof of this statement. This reluctance of people to try new remedies, renders the introduction of a new medicine extremely expensive and hence fills the newspapers and periodicals with advertisements. When Downs' Elixir was first introduced, such a thing as the newspaper advertising a medicine was comparatively unknown and it had to work its way to public confidence wholly on its merits. Neighbor told neighbor of its remarkable virtues, and so the good tidings spread until no place was so remote that the fame of N. H. Downs' Elixir had not reached it. This process was necessarily slow but it was sure, for when the Elixir had once gained a foothold, the sale continued with a steady increase as people became better acquainted with its wonderful healing properties; until to-day, with a less expenditure for advertising in the whole sixty years of its existence than some cough remedies have had in a tenth part of that time, it easily stands at the front in popular estimation, and extent of sales.

HENRY, JOHNSON & LORD, Sole Prop's., Burlington, Vt.

Rheumatism is quickly cured by using Arnica and Oil Liniment.