

plotted as town lots and taken in as the Glaubus Land and Improvement Company's Addition to the town of Glaubus. It would cost the village nothing, and as fast as Perkins got rid of the lots the village could assess taxes on them, and the taxes would pay for the park.

The mayor and the council didn't see but what that was a square deal, so they called a special meeting right there, and in half an hour we had the whole thing under way.

"But, Perky," I said, when we were on the train hurrying back to Chicago, "how are you going to sell those lots? They are nothing but mud and water, and no sane man would even think of paying money for them. Why, if the lot next the postoffice is worth five dollars, those lots a mile away from it, and ten feet in deep mud, wouldn't be worth two copper cents."

"Sell!" said Perkins, sticking his hands deep into the pockets of his celebrated "Baffin Bay" pants. "Sell? Who wants to sell? We'll give 'em away! What does the public want? Something for nothing! What does it covet? Real estate! All right, we give 'em real estate for nothing! A lot in the Glaubus Land and Improvement Company's Addition to the Town of Glaubus free for ten labels soaked from O-no-to-thing-um bob water bottles. Send in your labels, and get a real deed for the lot with a red seal on it. And Perkins pays the freight!"

Did it go? Does anything that Perkins the Great puts his soul into go? It went with a rush. We looked up the rheumatism statistics of the United States, and wherever there was a rheumatism district we billed the barns and fences. We sent circulars and "follow up" letters, and advertised in local and county papers. We shipped the water by single demijohns at first, and then in half-dozen crates and then in car lots. We established depots in the big business centers and took up magazine advertising on a big scale. Wherever man met man the catch words "Perkins pays the freight" was gaudied to and fro. "How can you afford a new hat?" "Oh! Perkins pays the freight!"

The comic papers made jokes about it, the daily papers made cartoons about it, no vaudeville sketch was complete without a reference to Perkins paying the freight, and the comic opera hit of the year was the one in which six jolly girls clinked champagne glasses while singing the song ending:—

"To us no pleasure lost is
And we go a merry gait,
We don't care what the cost is
For Perkins pays the freight."

As for testimonials, we scooped in twenty-four members of the Congress,

NO WORDS WASTED.

A Swift Transformation Briefly Described.

About food, the following brief but emphatic letter from a Georgia woman goes straight to the point and is convincing.

"My frequent attacks of indigestion and palpitation of the heart culminated in a sudden and desperate illness, from which I arose enfeebled in mind and body. The doctor advised me to live on cereals, but none of them agreed with me until I tried Grape-Nuts food and Postum.

"The more I used of them the more I felt convinced that they were just what I needed, and in a short time they made a different woman of me. My stomach and heart troubles disappeared as if by magic, and my mind was restored and is as clear as it ever was.

"I gained flesh and strength so rapidly that my friends were astonished. Postum and Grape-Nuts have benefitted me so greatly that I am glad to bear this testimony." Name given by Canadian Postum Co., Windsor, Ont.

"There's a reason," and it is explained in the little book, "The Road to Wellville," in pkgs.

Ever read the above letter? A new one appears from time to time. They are genuine, true and full of human interest.

eight famous operatic stars, eighty-eight ministers, and dead loads of others.

And our lots in the Glaubus Land and Improvement Company's Addition to the town of Glaubus? We began by giving full sized dwelling house lots. Then we cut it down to business lot size, and as the labels kept pouring in we reduced the lots to cemetery lot size. We had lot owners in Alaska, Mexico, and the Philippines, and the village of Glaubus fixed up its park and even paved the main street with the taxes. Whenever a lot owner refused to pay his taxes the deed was cancelled, and we split the lot up into smaller lots, and distributed them to new label savers.

We also sent agents to organize Rheumatism Clubs in the large cities. That was Perkins' greatest idea, but it was too great.

One morning as Perkins was opening the mail, he paused with a letter open before him, and let his jaw drop. I walked over and laid my hand kindly on his shoulder.

"What is it, Perky?" I asked. He lay back in his chair and gazed at me blankly. Then he spoke.

"The lame and the halt!" he murmured. "They are coming. They are coming here. Read it!"

He pushed the letter toward me feebly. It was from the Corresponding Secretary of the Grand Rapids Rheumatic Club. It said:—

"Gentlemen:—

The members of this Club have used Onotowatishika water for over a year, and are delighted to testify to its merits. In fact, we have used so much that each member now owns several lots in the Glaubus Land and Improvement Company's Addition to the Town of Glaubus, and, feeling that our health depends on the constant and unremitting use of your healing waters, we have decided as a whole to emigrate to Glaubus, where we may be near the source of the waters, and secure them as they arise bubbling from the bosom of mother earth. We have withheld this pleasant knowledge from you until we had completed our arrangements for deserting Grand Rapids, in order that the news might come to you as a grateful surprise. We have read in your circulars of the beautiful natural advantages of Glaubus, and particularly of the charm of the Glaubus Land and Improvement Company's Addition to the Town of Glaubus, and we will come prepared to rear homes on the land which has been allotted to us. We leave to-day."

I looked at Perkins. He had wilted. "Perky," I said, "cheer up. It's nothing to be sad about. But I feel that I have been overworking. I'm going to take a vacation; I'm going to Chicago, and I'm going to-day; but you can stay and reap the reward of their gratitude. I am only a secondary person. You are their benefactor."

Perkins didn't take my remarks in the spirit in which they were meant. He jumped up and slammed his desk door and locked it, banged the door of the safe, and grabbing his Pratt hat, crushed it on his head. He gave one quick glance around the office, another at the clock, and bolted for the door. I saw that he was right. The train was due in two minutes, and it was the train from Chicago, on which the Grand Rapids Rheumatic Club would arrive.

When we reached the station the train was just pulling in, and, as we jumped aboard, the Grand Rapids delegation disembarked. Some had crutches and some had canes, some limped and some did not seem to be disabled. In fact a great many seemed to be odiously able-bodied, and there was one who looked like a retired coal heaver.

It was beautiful to see them sniffing the air as they stepped from the train. They were like a lot of children on the morning of circus day.

They gathered on the station platform and gave their club yell, and then one enthusiastic old gentleman jumped upon a box and shouted:—

"What's the matter with Perkins?" The Club, by their loudly unanimous reply, signified that Perkins was all right.

But as I looked in the face of Perkins the Great I felt that I could have given a more correct answer. I knew what was the matter with Perkins. He wanted to get away from the vulgar throng. He wanted that train to pull out. And it did.

As we passed out of the town limits,

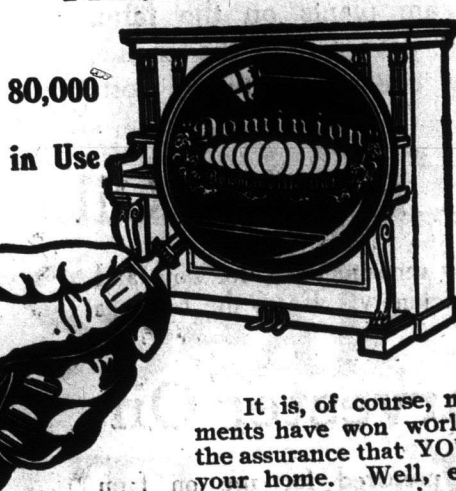
we heard the Grand Rapids Rheumatic Club proclaiming in unison that Perkins was—

"First in peace! First in war!
"First in the hearts of his countrymen!"

But that was before they visited their real estate holdings.

"DOMINION"

THE PIANO OF MANY HONORS



80,000

in Use

Wherever shown in the great Expositions of the world the "Dominion" instruments have amply held up their honor, and that of Canada, and dozens of medals and diplomas attest to their superiority.

For Purity and Permanence of Tone The "Dominion" is Unsurpassed

It is, of course, not enough for you that our instruments have won world-wide honors—you must have the assurance that YOUR "Dominion" will give service in your home. Well, every "Dominion" has our patented exclusive betterment—the famous iron arch plate frame which gives it tonal beauty and permanence of a Grand. This makes the "Dominion" both time and climate proof.

Then too, our selling methods are very economical. We do not load our pianos with costs that add no value. We pay for no artists' testimonials and make no gift instruments to colleges, nor maintain showy ware-rooms. All this represents big savings to you.

YOU SAVE \$100

or more through our direct factory-to-you selling methods. Easy terms arranged direct from factory or through our own agents. Get Catalogue to-day.

Get our Catalogue and choose quietly in your own home the Piano you want

Dominion Organ & Piano Co. Ltd.

Manufacturers of Pianos, Organs and Player Pianos,
Bowmanville, Canada.

GEO. H. RIFE,

Western Representative
362 6th St., Brandon, Man.

Fairweather's

New Spring Styles IN LADIES' READY-TO-WEAR

Every department of our store contains an unusually fine display of the Latest Styles as Shown in Paris, London and New York.

Out of town customers can shop satisfactorily by mail.

LADIES' SUITS

\$25 to \$150

LADIES' COATS

\$18 to \$50

LADIES' BLOUSES

\$2.50 to \$15

LADIES' DRESSES

In Gingham and Muslin,

\$9.50 to \$25

LADIES' DRESSES

In Serge and Silk

\$20 to \$125

We also Sell CORSETS, GLOVES,
HOSIERY and MILLINERY

Fairweather & Co., Limited

297-299 PORTAGE AVENUE,
TORONTO WINNIPEG MONTREAL