

the correct number will be credited with two year's subscription instead of one.

Note—In case there are more than one correct answer, the \$5.00 will be given to the one whose answer was first received at this office. If no one guesses the exact number, those coming nearest, either side of the winning number, would be entitled to the rewards as follows. 1st Watch. 2nd to 6th inc. \$1.00 each.

Conditions.

Our only condition is that you send 25c for 1 year's subscription to the Mail Bag on or before June 10th. This offer is free to all our readers. Our present subscribers, by extending their subscription 1 year would be entitled to one guess.

This is a contest which you can judge the fairness of yourself. Result of the contest will be printed in the July issue and the rewards will be promptly mailed. Keep a record of your guess to compare with our June issue. Use the following form, enclose a silver quarter and mail to our address at once.



The Mail Bag,  
51 Franklin St.,  
Portland, Maine.

Gentlemen:—Enclosed find 25c for one year's subscription to the Mail Bag beginning with the current issue. Record my guess for the number of advertisements that will appear in your June issue at .....

Name.....

Place.....

State.....

Date.....Box or St. No.....

**EXCHANGE DEPT.**

Notices not over 30 words inserted free to subscribers and advertisers.

100 Foreign Postage Stamps 100 United States Revenues or 500 common United States Postage. Lincoln & Rappleye, Trumansburg, N. Y.

1000 Cancelled stamps for anything of equal value, write. John Stern, Bellville, Ills.

I have a good reliable 2nd hand nickle silver watch, cost \$5 can be put in running order for \$1, only needs cleaning. Will X for printing press or type. Write for full particulars saying what you have. Arthur Powell, Chuckatack, Va.

12 packages of Perfect Laundry Blueing, each package makes \$1.00 worth of best blueing, costs ten cents a package, will trade for printing, want letter heads and envelopes. Crescent Company, 43 Charles Terrace, Sta. B. Philadelphia, Pa.

**Agent's Directory.**

1 time 5c, 3 times for a dime.

Vicks Manufacturing Co., Utica, N. Y.

**\$1. FOR 1 CENT!**

You can make \$1.00 on each circular you mail No fake; no humbug. Send 10c for particulars and a sample of the circular. S. E. Agency, Albertville, Ala. Pubs insert this and above for mailing 100.

**M. O.** dealers, agents and others, we have a fast seller; can furnish for 25c per doz. Two cent stamp for free sample. The Drigo Supply Co., Box M. Portland, Maine.

**Why Look Seedy** when a 25 Cent box of Quillala Bark Compound will be mailed you for 10cts only. It will make the old suit look like new. It removes Tar, Paint, Grease from any fabric. It's fine for cleaning kid gloves. Send for it today. Agents Wanted. Canvasser's Supply House, 219 Courtland St., Baltimore, Md.

I have 4 Slot Graphophones for sale, 3 new, never been out of the original cases, \$12. each The second hand one is in good running order, will be sold for \$10. Lowest wholesale price on these machines is \$15 each. You sho'd hear them, they would make the money dance in your pocket. Harry G. Haskell, Portland, Maine. 51 Fraklin St.

**140 WAYS** Women may earn money, be independent, get rich everyone, practical, 10c. Circulars distributed \$1.00 per 1000. X mailing with publishers.

I. Vick Co., Utica, N. Y.

**LOOK HERE!** I mail circulars honestly, 50 for 6c, 100 10c, 300 25c. 50 Fresh names and addresses, either sex 7c. Address, G. D. S. Mailing Agency, Mill Creek, Ark.

**YOUR** approved advertisement of 30 words printed on our circulars if you will mail them. Agents wanted. Send stamp for circulars. Approved circulars 6x9 or less mailed 10c per 100, or approved papers distributed \$1.50 1000.

Bucklin's Agency, Vernon Conn.  
Publishers insert for mailing copies.

## Earn Big Money

painting signs. Easily learned by our new method. Full particulars free.

Write today. The S. J. Richardson Co., L. B. 654, Caro, Mich.

Try a sample bottle of

## Comet Mucilage.

The best mucilage made for iron, wood, glass, linen or paper. Sample bottle 10c, 60c a doz. to the Mail Order Trade.

Made by Harry S. Deudney,  
51 Clifton Ave., Rondout, N. Y.

**Cut this out** of the Mail Bag and send to us with 10c for our beautiful Cabinet Photos, from life, also our large catalog of novelties. Star Novelty Co., Beverly, Mass.

We shall start a formula dept. next month, our readers are invited to send in their wants in this line, and we'll try and help them.

Some fellows start in the mail order business just about in the same way as they did when they were starting up mud-pie stores in childhood days, and they make about as much money too. One must have just as much push and determination in the mail order business as in any other business. There is more hard fact about it than there is fancy. It's no "dream" business.—The Mail Order Journal.

From one of our advertisers:

Chuckatuck, Va.

Apr. 3, 1901.

Mr. Harry G. Haskell,

Dear Sir:—My two ads in the Mail Bag have proved very satisfactory in every respect, having paid for themselves several times on only the first insertion.

Have given much better results than many of the high priced mediums, so I deem your paper a rapid puller.

Yours truly,  
Arthur Powell.

If you have any circulars or papers to mail try B. C. McMatt, this city, at 10c per 100, or \$1.00 per 1000. Satisfaction guaranteed.

Don't begin business until your plans are carefully thought out, and your resources well in hand.—Publicity.

Don't get discouraged. It isn't the man who is knocked down one or six times that makes a permanent failure in business; it's the fellow who doesn't get up again.—Boot and Shoe Recorder

"Will people believe it?" is a question that each advertiser should ask himself before turning his copy over to the printer.

—Printer's Ink.

**YOUR CIRCULARS** mailed to my best names at 10c per 100, 80c per 1000. MAX DIETL, 325 E—78th St., N. Y. (Pub. insert for mailing 100.)

**Make your ink!** Send 15c to pay for a year's subscription to the Empire State Gazette and we will send you eight different ink recipes Max Dietl, 325 E—78th St., New York, N. Y. (Pub. insert this and above for same space or for mailing 100 copies.)

**FREE Reading Matter!** SEND me 10c (silver) and I will send your name and address to 200 Publishers of Newspapers and Magazines, most of whom will send you sample copies of their publications. You will get lots of good reading matter free. Address: Henry Norman, Midway, Minn.

**Advertisers!** Why not start a bank acct? Put your ad in a paper that will get you one. The "Cyclone" will do it. A 35 word ad in next issue and paper 3 mos. on trial for only 15cents. Circulation 1500 copies monthly. Sample copy for stamp. E. R. Mill, Publisher. Dept. 4. Hika, Wis.

#### ENVELOPES

Neatly printed with your name, address and business, postpaid,

100...25c 250...50c

☞ Circulars 5x7 \$1.50 per 1000. ☞  
AMERICAN HOME, Poteet, Ky.

#### KEEP POSTED!!!

Send us 12c and we will send you a large package of papers, circulars, etc. every month for a whole year. You get all the new things as soon as out.

CRESENT COMPANY,  
43 Charles Terrace, Sta. B.  
Philadelphia, Pa.

# Wanted 100 CIRCULARS MAILED.

Due bill for 15c given, taken at par at all McMatt branches. Enclose 4c for postage.

Agents Supply House,  
51 Franklin St. Portland, Maine.

Advertising is simply an inexpensive and effective way of talking to a good many people at the same time.—Agricultural Advertising.

#### A Mail Order Hint.

The man who has a novelty which he intends to advertise to be sent by mail often labors under the impression that a profitable mail order business can be conducted with a single article, the transaction closing when the consumer has bought one of the articles. This is a mistaken idea; the object of mail order advertising is to put circulars or catalogues in the reader's hand. To this end a single cheap article is often widely advertised, and when sent for a bulky catalogue or circulars describing a host of attractive articles is enclosed. One firm in New York offers to send a breast pin entirely free. With the pin comes the catalogue. The writer knows of a case where that persuasive catalogue sold over \$10 worth of goods and paid for the present of the breastpin several times over.—Fame.

## Mail Order Men and Agents

If you are looking for a good thing to put on the market with a big profit, Address: Du Bois Co., P.O. Box 4. Philadelphia, Pa.

**MAILERS** we will insert your 30 word adv. in 5000 circulation, if you send 5c and will mail 100 papers or circulars for us. Circulars mailed with ours at 10c per 100. Will X 100 or more. Pubs. please insert this ad for space in Jolly Joker. H. M. Daniels, Akron, Ohio,

**Wanted!** Catalogues, samples, specimen copies etc.

**C. M. Agard & Co.,**  
Subscription Agents and  
Novelty Dealers.  
15 Talcott Ave., Rockville, Ct.

**CIRCULARS MAILED** 10c per 100; 90c per 1000. Harry S. Deudney, 51 Clifton Ave. Roundout, N. Y. Write for prices on Job Printing.

# Ladies ATTENTION!

Be your own dressmaker. Our Ideal Dress and Cloak Cutting System enables any girl or woman to cut and fit a garment perfectly. Practical, simple, up-to-date. Saves money, time and labor. Send stamp for descriptive circular and prices.

**E. M. DECKER, Dept. "M."**

P. O. Box 103.

Gardiner, New York.



## FREE!

This Alaskan Diamond Marquise Ring for 10cts (silver) and a little of your time. EMO R. Co. 9 Patterson St. N. E. Washington, D. C.

**AGENTS** now is the time to make and sell sure remedy for swollen, sore and aching feet. The finest thing for bicycle riders, letter carriers, etc. Prevents sweating. Send 5c for formula. Cheaply and quickly made. Money in it. Dirigo Supply Co. Box M 1535, Portland, Maine.

**R**ubber stamps of all kinds, low prices. Hand stamps, one line 10c, extra lines 5c each. Ink, pads, etc. at lowest prices. List free. Howard H. Brown, Browntown, N. J.

**SPECIAL** Name in Agents Directory; 200 circulars mailed; 55 word ad, all for 30c silver; or ad alone 20c. Sample copy for stamp. Address, The Southern Monthly, (MB) Belleville, Ills.

**400** Practical Money Making Recipes, start in business for yourself only 10cts. 100 circulars mailed 10c, 1000 for \$1.00. X mailing with publishers. I. Vick Co., Utica, N. Y.

**AGENTS!** Magnifying Photograph frames are best sellers out. Magnifies photo 50 per cent. Sample 48c. Refunded on first order. Fine Art Co., Adv. Dept. Steubenville, Ohio.

**AGENTS!** Start big money making business, latest improved recipe and instructions for silvering looking glasses and resilvering old ones. Profits big. Send 25c silver or stamps for this great Silvering Process. Eagle Stamp Works, Box 316, Salmon Falls, N. H.

Send 5 cts for three months trial subscription to the "Charter Oak," a juvenile magazine. Charter Oak Syndicate, Logan, Iowa.

The Middleman devotes a full page to two interesting topics in the present issue. They are fine articles on "Exchange due bills," and "A directory for Mail Order Dealers." The gist of the matter for the latter was this: send the Middleman Co., 10c. and they will insert your name and business in their directory, and mail you a copy. If 1000 answer the call you would receive 1000 M. O. Dealers addresses for 10c. They will also include a 4 months subscription to their paper under the above offer. The due bills have been talked about so much lately that they hardly need explanation. The Middleman, the McMatts, and others take them, the list is growing every day. All you have to do is to take your business card or letterhead and write on it: "Good for 25c in \_\_\_\_\_ (whatever goods you sell or ad space.) sign it with ink, your name and address, and send to any one of the above named parties, for 25c worth of advertising in the papers they represent.

For every new subscriber you get for the "Mail Bag" at 25c a year, we will send you a due bill for 10c which will be accepted by any of our advertisers, same as cash, for their goods, or will be accepted by us for 10c worth of advertising.

## Did you catch it? No, what was it?

Why, the opportunity of inserting your ad in the best monthly magazine, **The Peoples Companion**. Rates 5c per line; 50c per inch. Discounts on electros. Send us a trial ad and feel what a "puller it is." Write for a sample copy at once.

**"PEOPLE'S COMPANION,"**

Ed. DeLong Pub. Milwaukee, Wis.

Young America Mail Order Print. Dyersville, Iowa.

OUR OFFER of "The Novelty Dealers Guide" as a premium with every cash subscription to this paper is still in force, if no other offer is taken at same time. Remember this when sending in your quarter.

### What an Advertiser Says.

The Middleman, Cincinnati, O.

Our 4-line ad in your paper, last two issues, brought us \$18.50 of business and 46 requests for sample copies, while the same ad in one of the monthly (N. Y.) magazines, at a cost of \$2 brought us \$4.30 of business and 22 requests for samples. Kentucky Fencer Co., Louisville, Ky.

Ad rates only 5c a line; 5 lines trial ad free to each annual subscriber at 25c. THE MIDDLEMAN, Cincinnati, O.

If you like **FUN** send us twenty cents for a years subscription to "Wit and Humor" the funniest amateur paper published. It contains wit, humor, jokes, short stories etc. Address:

Arthur E. Lindquist, Gowrie, Iowa.

### Make your own Ice.

Formula and full directions 25 cents. Star Ice Co., 9S. 10th St., St Louis, Mo.

### MAIL ORDER MEDIUMS.

FREE to all publishers if they reciprocate, as below. Send marked copy.

The Mail Bag, 51 Franklin St Portland, Me. 25c per year. Ad rates 3c line; 25c an inch.

The Middleman, Cincinnati, Ohio. 25c per year. Ad rates 5c a line.

The Cascade Monthly, 1307 Angular St. Burlington, Iowa. 12c per year. Ad rates 2c a line.

**Circulars mailed at 10c per 100.** Wm Master, Chester, N. Y.

# THE MAIL BAG.

In the Interests of Mail Order Men, Agents, Advertisers and Kindred Trades.

VOL. I.

PORTLAND, MAINE, JULY, 1901.

NO. 6.

## Non-Promptness of Supply Houses.

**W**HY no doubt have seen in all the leading papers in our line, articles regarding filling orders promptly. What we wish to deal with in this article more nearly touches the young mail order dealer, but all will find something for thought in the following. Now there are a great many firms who supply the small dealer with catalogues and advertise to fill their orders direct or to their customers. Our experience has been that these same supply houses are not prompt, and we have the above assertion on actual knowledge. Now how can the small dealer fill his orders promptly, if at the start he has to depend on the negligent and sometimes careless supply houses. Here's our case to illustrate. Last fall we sent to I. Whiteson, Chicago, said firm being rated as a first-class mail order supply house, for circulars and catalogues. We received them by return mail, and being pleased with their appearance we sent in a trial order. When ordering we mentioned especially for them to mail direct to — one of our customers. About a week later we received word that goods had been sent as directed to —. We were quite surprised on opening our mail a little later to find said goods, directed to our address mind, supposed to have been sent to —. Of course this necessitated additional postage, to remail, on our part. A little over two months ago we sent in an order to this same firm for circulars, order blanks, and envelopes, also a few novelties, among which were some Buffalo Badges, and rituals for Order of Buffaloes, said order being for the Specialty Mfg. Co., this city. The printing came straight enough, BUT

THE NOVELTIES.—They illustrated calyx eyed needles, self threading, that opened at the end, and this was what we wanted for our customer, we also ordered them assorted sizes. When they arrived all were 8s and side threading at that. In this same order Buffalo pins were received, but minus the rituals, as advertised on circulars purchased from them. We had some correspondence regarding the above but received no answer, but the following week rituals were received, but letter about the needles was utterly ignored. We thought we'd try again however, and so on June 10th we ordered another lot of pins for the Specialty Co. writing across the order "don't forget the rituals this time," so there was no excuse for neglecting to send same. We received the pins in about two weeks, but minus the rituals as before, and although we've written to this firm several times, have not received them to date (July 8th). Now, we leave our readers to judge whether or not this firm merits our future patronage.

There is another firm we intend showing up next month as we are printing this paper for our subscribers benefit only.

**E**VERY day demonstrates more strongly than the previous day the possibilities of selling goods by mail. Mere answers to your advertisements do not mean that your work is finished, in fact it has only just begun. Your first order should be your opening wedge for long continued business relations. A strong "follow-up" letter should bring the orders which mean the bringing of the cash. —Mail Trade Ideas.

**GET IN** FOR 10c we will list your name in the directory and mail you a bundle of papers and circulars every month for a year. Tell what you are most interested in we will please you. E. B. Kindy, Germania, Ark.



## TERSEISMS.

**W**E make our bow this month with a new department which will contain every month an array of catchy lines for the use of the advertising fraternity, written especially for the MAIL BAG.

1. —'s soups are appetite appealing, palatable, pleasing.
2. If you happen to be "out of sight," step in a let us fit you to glasses.
3. Our seamless socks satisfy the sensible sockless.
4. A new carpet or a dainty rug  
Makes your home comfortably snug.

## Free Advertising.

**F**ROM date, until further notice, each yearly subscriber, at 25c, to the MAIL BAG will be entitled to one line of advertising free each month. Each additional line will cost 3c. This gives you 36c worth of advertising for nothing, besides receiving the paper for a full year. Better send in that subscription to-day, mentioning this offer when you write

**A**DVERTISERS—Cut Rates is a puller and we can prove it. A trial 5 line ad for 15c. Address, Arthur Powell, Dept. E, Chuckatuck, Va. tf

## The Mail Bag

PUBLISHED MONTHLY BY  
HARRY G. HASKELL,  
19 Anderson St., Portland, Me.

Subscription, 25 cents per year

Advertising rates 3c a line, 25c an inch

Forms close 10th inst.

VOL. I. JULY, 1901. No. 6.

OUR exchanges, subscribers, advertisers and others are requested to note change of address above, as we have moved our office from 51 Franklin St., and all correspondence for the Mail Bag should be addressed to 19 Anderson St., until further notice.

All papers carrying our advertisements will please change our address to conform with the above.

### Are You in the Mail Order Business

Or are you just starting in?  
We can help you.

This month we offer a 16 page catalogue of novelties, etc., with confidential prices to M. O. Dealers, at the following prices:

1000, your imprint.....\$5.50  
Circulars, our goods  
1000 6x9 one side.....1.00  
1000 6x9 two sides.....1.50  
SPECIAL OFFER.

In order to get you to try these catalogues at once, and knowing that a trial order is only a forerunner of your continual patronage we will send you, for a short time only, 100 catalogues, with your firm name and address, also the Mail Bag for one year for a Single Dollar Bill. No samples at these prices, but if goods don't suit, why its "money back," that's business. Isn't that a square proposition? Write to-day before you forget it.

AGENTS SUPPLY HOUSE,  
19 Anderson St., Portland, Maine.

### Special Offer.

Name in Agents Directory once; 200 circulars mailed; and 55 word adv once, for 30c silver, or adv alone for 20c. Circulation 2000 copies monthly; sample copy for stamp. Southern Advertiser, 9 North Iron St., Belleville, Ill.

### Pulling Together.

THE co-operative advantage of the due bill system is that every person who gets hold of one of them tries to put it on the market or find somebody who will sell him what he wants in exchange for the due bill. In doing this for his own interest he is constantly widening the market for him, or, as they call it in Wall street, "bulling" the stock that he holds in the due bills. You buy the due bills (mercantile exchange) at 50 cents on the dollar, and every other person who handles the due bills pushes with you to get face value for them in trade, that is, to bring their value up to par in the market. Soon the current gets so strong, where all pull together, that no publisher or manufacturer can refuse to receive the due bills at face value in trade except at the penalty of losing his business entirely. By taking the due bills he loses nothing, for he gets 100 cents on the dollar back again. By refusing it, he loses all.

PROBABLY there is something you want which is advertised in this paper. Would you like to get it free? Of course. Well, here's our plan. Send us double the advertised price of any article in this issue, in paid subscriptions to the Mail Bag at 25c each per year, and the article you wish will be forwarded direct from the advertiser to you. Now this is a special offer to hold open for two issues only. We will also give advertising space under same arrangement, that is if you wish an inch space, 25c, send us two yearly subscriptions at 25c each, and we will send them the paper for one year and give you one inch of advertising free. Look over the list of goods advertised there are some enticing offers made this month.

THE mail order dealer who begins his business in a cellar or garret stands the best chance of attaining success. His expense amounts to little or nothing, and the people are thus nearly all saved.—The Advisor.

NEXT month we intend opening a department especially for our lady readers under the suggestive heading, "Pin Money for Women." It will pay you to have this number also all those following as the articles will be original, written especially for us.

NAME four times in Agents Directory 10c; ads 1c a word; any recipe 10c. The Advertiser, Churchtown, Col. Co., N. Y. Insert for mailing 100 copies containing this ad.

ADVERTISERS—We will mail your circulars to cash buyers for 10c per 100. Every circular warranted to be mailed. H. J. Bird, Danville, Pa. Pub. insert for mailing 100.

CIRCULARS mailed to reliable addresses for 10c per 100. Satisfaction guaranteed. The Bee Printing Co., Riverside, Pa. Pub. insert for mailing 100.

### Headquarters

FOR THE

### Official Buffalo Pin

All the rage this season. Don't get left. Sample Pin, ritual, etc., of Buffalo Club, for 10c. Special wholesale terms with sample. Circulars free. Specialty Mfg. Co., Portland, Maine.

YOU can make \$15.00 a day easy by my plan. Write enclosing 6c to

J. A. HARRIS,

2054 Orleans St., Philadelphia, Pa.

ONE Hundred Pounds of Ore—beautiful specimens—offered prepaid to agents. Snap to start M. O. business for collectors. One dozen Arizona nuggets for 50c. Single specimens 10c. F. WEBB, Board of Trade, Phoenix, A. T. 12-X

A HAPPY HOME Recently Made. Cause the New Century made its appearance. A bright family paper also an excellent medium for advertisers. Sub. 35c per year. Ad rates 5c per line. A five line ad one issue and paper one year 35c. 8 to 16 pages monthly. New Century Co., Box 12, New Castle, Pa.

No. 11.

A POLISH equal to any custom work attained by using LAUNDRINE, less labor, less laundry bills. A lasting gloss easily attained. Sample 10c, 3 pkts for 25c postpaid, Stamps taken. Address, N. Rolls, Dept. C-3, Bay View, Georgia.

GET IT on trial 6 mos for 20c with your 3 line ad free. Inland Review (M. B.), Akron, Ohio. (8)

ADVERTISERS Circulars well mailed always bring results. I will mail your circulars honestly for 10c per 100; try 100. W. H. Courtney, 721 N. Payson Street, Baltimore, Md. Pub—Insert and I will mail all copies sent.

**CIRCULAR MAILERS.**

Rates, 1 time 5c, 3 times for a dime. These below will mail for 10c per 100.

C. O. Pierson, 1307 Angular Street, Burlington, Iowa.

Mail Bag Mailing Agency, 19 Anderson St., Portland, Me. (B C. McMatt)

Dirigo Supply Co., box 1535 Portland, Maine.

**H**ERE IS A SNAP—For two dimes will send all of the following recipes: How to make mucilage pencils; electric polishing powder; nations greatest extractor; to prevent hair from falling out; to remove dandruff; to promote the growth of hair; to exterminate, rats, mice, fleas, lice, bed-bugs, ants, flies, roaches, etc; the secret art of catching game and fish. All of the above recipes for only two dimes. Better write to-day as this offer is for a short time only. Address, Will H. Wreath, Box 557, Bellevernon, Pa.

**Mail Order Dealers**

Here's money for you. We have the best selling 10c article on the market to-day. It's new, that's why. We furnish circulars with your imprint at cost. Send 10c at once for sample and terms. H. G. Hopper, Clifton, N. J. Dept. C. x

**A Certain Cure For Cancer.**

Vouched for by a Rockland (Maine) man which has been kept a close secret, and was originally sold for \$50 to those affected with cancer, they being obliged to promise secrecy. It is now being offered for sale at the amazing low price of 25c.

**SPECIAL**

If you answer at once mentioning this paper I will include four Winning Formulas, as follows: Wood's Hair Restorative, Cold Cream, Zinc Salve and Dover's Powder. These four formulas should set you up in business. Can be prepared at home and sold through agents or otherwise. Mrs. Elsie H., care The Mail Bag, Portland, Maine.

**Special CUT PRICE Sale**

Was it Gracia's Fault. The tolly of being good. Imprudent marriages 8c each, 60c dozed prepaid.

E. B. Kindy, Germania, Ark.

**A**GENTS now is the time to make and sell sure remedy for swollen, sore and aching feet. The finest thing for bicycle riders, letter carriers, etc. Prevents sweating. Send 5c for formula. Cheaply and quickly made. Money in it. Dirigo Supply Co., Box M 1535, Portland, Maine.

**Reciprocity.**

**T**HE Mail Bag is a bright little mail order paper, published at 51 Franklin Street, Portland, Me., by H. G. Haskell, who believes in working in co-operation with his subscribers and advertisers. One of his plans is shown by the following paragraph from the April number:

"For every new subscriber you get for the 'Mail Bag' at 25 cents a year, we will send you a due bill for 10 cents which will be accepted by any of our advertisers, same as cash, for their goods, or will be accepted by us for 10 cents worth of advertising." —The Middleman.

**Some Mail Pullers.**

**X**LIST of a few mail order papers that give good service at a low cost per line:

- Orient Monthly, Orient, Ga.
- Rural Sun, Orangeville, Md.
- Mail Bag, Portland, Me.
- General Information, Binghamton, N. Y.

Little Advertiser, 129 George St., Brooklyn, N. Y.

- Western Editor, Omaha, Neb.
- Kentucky Fancier, Louisville, Ky.
- Review, Newark Valley, N. Y.
- Self-Help, York, Pa.
- Camera News, Superior, Neb.
- Happy Home, Mt. Juliet, Tenn.
- The Home, Louisville, Ky.
- Boys and Girls, Grover, N. C.
- Gem, Whittier, N. C.

—The Kentucky Fancier.

**No Dead Stock.**

**T**HE man who holds a due bill of the co-operative and central exchanges has live value in it. If he does not want to spend it in one direction, there are a dozen others in which it will go.—Middleman.

**O**NE of the best papers or rather magazines we have seen devoted to advertising and mail order notes, was a sample copy of The Advisor which fell into our hands lately. This magazine is full of good things, is about the size of Munsey's and is the same price, \$1.00 per year. They offer some exceedingly valuable premium combinations, among which we note, The Advisor and the Mail Order Journal, both one year for \$1. You couldn't make a better investment.

**S**TART BUSINESS in your home. We give you full instructions free. Write at once for particulars. Dirigo Supply Co., Box M 1535, Portland, Maine.

**J**UST to make your business acquaintance we will send the Mail Bag for 3 months for 10c and give you a 30 word ad free.

Mail Bag, Portland, Maine.

**T**YPEWRITER FREE—In order to increase the sales of our rebuilt typewriters we have decided to give away a Typewriter absolutely free. You can earn this in an hour's work, a \$50.00 machine. Send 4c in stamps for full particulars. Sun Publishing Company, Bloomfield, Iowa. x

**A**DVERTISERS, if you want good results advertise in Cut Rates, ad 5c per line. A 20 word trial ad for 5c if you will honestly mail 100. Satisfaction guaranteed. Large circulation. 100 new names collected Dec. 1900, postpaid 12c. Arthur Powell, Dept. E, Chuckatuck, Va. S. B.

**RESULTS**

Do you want them? If so advertise in "Cascade Monthly." Ad rates 3c per line. Subscription 10c per year. The Cascade Monthly, Dept. 9, Burlington, Iowa. xtf.

"The ad pair"—McMatt.

My paper a year 10c	30 words free here
Ladies' Lines	Due bills, par.
By a woman.	5000—5c a line.

"H. I." Alpha-Beta. "M. I."

Mrs. S. T. Hale,	F. G. McPherson
Huntington, Ind.	Mattoon, Ill.

7 papers all different, for 1 cent.

O K. 5, 6, 7 and 8.

**Did you catch it? No, what was it?**

Why, the opportunity of inserting your ad in the best monthly magazine. The People's Companion. Rates 5c per line, 50c per inch. Discounts on electros. Send us a trial ad and feel what a "puller it is." Write for sample copy at once.

PEOPLE'S COMPANION,

Ed, DeLong, Pub. Milwaukee, Wis.

**O**UR OFFER of "The Novelty Dealers Guide" as a premium with every new subscription to this paper is still in force, if no other offer is taken at the same time. Remember this when sending in your quarter.

Remember due bills are par at this office.



## Formula Department

A list of selected formulas will be published each month. Only those known to be reliable will be presented.

We have secured the services of a competent party to answer all questions relating to this department. Let us hear from all our subscribers: We wish to make this one of the most interesting features of our paper. Answers will be given in their order in this column. If you wish a special formula and want it quick send 25c to address below and same will be forwarded to you by return mail. Most any common formula can be supplied for the nominal sum of 10c. Address all correspondence regarding above to the department manager, not forgetting the courtesy of a stamp with letters requiring a mail reply. Address exactly as given below,

Manager Formula Department,  
Care The Mail Bag, Portland, Maine.

### Hair Curling Powder.

There is a steady demand for a hair curling preparation. Most of those offered at present through the mail order trade and otherwise, are liquids and are therefore not easily transformed. We are now able to publish a formula for a reliable powder:

Powdered borax,	1 pound
Powdered tragacanth,	1 dram
Oil rosemary,	1 dram
Oil origanum	20 minims

Mix the above ingredients, divide in powders weighing  $2\frac{1}{2}$  drams each. The directions should indicate that one powder should be dissolved in a teacup of hot water.—Our Silent Partner.

### Toothache Drops.

Camphor,	1 oz
Oil of cloves	2 drs
Choral hydrate,	1 dr
Chloroform (by measure)	4 ozs

Mix, put this up in 1 dram bottle to sell at 10c, a few drops to be put on cotton wool and applied to cavity of the aching tooth.—Schemer.

### Paregoric.

Opium,	1 dr
Flowers of Bengoin,	1 dr
Camphor,	2 scruples
Oil of anise,	1 dr
Liquorice,	1 oz
Spirits,	1 qt

Dose—A teaspoonful for an adult; half, for a child two years old.

## MAIL ORDER MEDIUMS

FREE to all publishers if they reciprocate, as below. Send marked copy.

Paper	Pub. or editor	Town	State	Sub	Ad line	Rate inch
The Mail Bag	Harry G. Haskell	Portland	Maine	25c	3c	25c
Alpha Beta	Mrs. S. T. Hale	Huntington	Ind.	10c	5c	—
Kentucky Fancier	Fancier Pub Co.	Henryville	Ind.	25c	5c	—
The Middleman	Foster Pub. Co	Cincinnati	Ohio	25c	5c	60c
Cascade Monthly	C. O. Pierson	Burlington	Iowa	12c	3c	—

### Seidlitz Powders.

Fold in a paper one dram of Rochelle salts, in another paper a mixture of twenty grains of tartaric acid, and twenty-five grains of carbonate of soda. Dissolve their contents in separate tumblers, not half full of water, then pour the one into the other. Drink while foaming. These powders can be retailed 2 for 5c or a box of one dozen packages of each kind, 24 in all, for 25c, a good article to sell by agents.

The unsightly white marks on tables caused by standing too hot dishes upon them, may be removed by the application of a little paraffine rubbed into them with a piece of flannel, afterward polish with alcohol.

### Supply Houses.

A list of reliable firms will be presented in this column every month.

#### Pictures for premiums

John A. Lovell & Co., 147 Franklin St., Boston, Mass.

#### Paper boxes and mailing cases

W. C. Ritchie & Co., Chicago, Ill.

#### Gummed labels

Goldthwait Sticker Co., Boston, Mass.

#### Watches, Jewelry, Rings, &c.

New England Watch Co., 326 Grand Ave., Milwaukee, Wis.

### Mail Order Names.

Each month we shall give a list of down to date addresses. If you are an advertiser it will pay you to make use of them. Names of subscribers inserted once free, each additional insertion, or non-subscribers, 5c each month.

C. L. Clary, Temperance, Mich.  
Mrs. V. L. Porter, Box 673, Williams-  
ton, Mich.  
Chas. S. Houghton, Leominster, Mass  
A. R. Carpenter, Hesperia, Newaygo  
Co., Mich.

MAIL ORDER WEEKLY.—Send 10c for 1 in trial ad one insertion and receive 10 weeks sub free. ILLUSTRATED NEWS, Cobleskill, N. Y.

3000 circulars mailed for \$2.00; 1000 for 75c; Trial 100 for 10c. (Pub. insert for mailing.) Thomas Burke, Dept. M. B., Rixeyville, Va. 50ft

YOUNG PEOPLE our paper is for you. Stamp, magic, girls and amateur departments, stories, etc. Only paper of its kind in the west. The New West will be sent to you one year, only 25c. Advertisers its a new field for you. 5c a line. 30c an inch. electros 15c an inch. Chester Werts, Pub. (M. B.), Weiser, Idaho. (7)

## ADVERTISERS

12000 circulation for only 50c per inch will give you a bank account. Try it, 30 words 30c.

Circulars mailed with our own 10c per 100, \$1.00 per 1000.

Biggest and Best 50c magazine published, 8 pages, 48 long columns. Send 5c for sample copy. Address

### Inland Review,

AKRON, . . . OHIO.

LAWYERS USE IT,

BUSINESS MEN NEED IT,

COLLECTORS REQUIRE IT.

Handiest Pocket Bill File

Ever Made.

THE STAR ♦

♦ BILL HOLDER

Order of your stationer; or we will mail one to your address on receipt of 50 cents.

Star Manufacturing Co.,

787 Forest Avenue,

PORTLAND, . . . MAINE.

M. R. King, Printer, Cobleskill, N. Y.

# THE MAIL BAG.

In the Interests of Mail Order Men, Agents, Advertiser and Kindred Trades.

VOL. 1

PORTLAND, MAINE, DEC., 1901.

NO. 9.

## EDITOR'S NOTE.

We are late. And we are sorry. What more can we say? An explanation? Yes, of course we are expected to give that. The threadbare statement of a broken press part won't go, but it really is something in that line. Mr. Richards of Jamesburg, who printed our Oct. issue, had the copy for the Nov. "Mail Bag" on the 10th of that month, he was taken sick and kept the copy, presumably hoping he could accomplish it, for two or three weeks before writing, then, of course, we had to make other arrangements. We had Richards send the copy and cuts to Moore Printing Co., McComb, Ohio, but they asked us such an exorbitant rate that there was no use talking with them, so they got mad and returned everything, same arrived to-day (Dec. 12). Yesterday the editor interviewed four printers but the Christmas rush was on and couldn't get any satisfaction whatever, until reaching the office of The Franklin Printing Co., which is a well known publishing house of this city, we found the manager, Mr. Perrigo, a gentleman after our own heart, and we believe, that with his co-operation, we can get this paper out on time, hereafter, and in a style both to our satisfaction and to our customers. If your ad. doesn't appear in this issue, don't get discouraged for just as soon as we get straightened round, everything will be made satisfactory to all concerned. We have recently bought out the subscription list of "The Mailers Exchange," of Baltimore, Md., so that gives our subscription department a grand leap upward. We welcome the "Exchange" readers and expect to make our paper

interesting enough to hold their share of patronage. This applies particularly to the mail-order dealer, where the competition is so great and constantly increasing.

The Editor.

The value of advertising is pretty well recognized among mail-order

## EDITORIALS.

It has been thought best to omit the Nov. number, under the circumstances already cited. However, this Dec. issue will be numbered consecutively with the Oct. number so that subscribers will not lose anything by the arrangement.

The new corporation, of which this paper will be a part, will begin life under the cognomen of the "Mail Order Press," and will be organized to conduct a publishing, printing and rubber stamp business, here in this city. About fifteen of Portland's citizens, mail-order men, publishers, printers etc., have subscribed for the handsome total of 6,200 shares, and outside of Portland, about 1,500 more. Can we not enlist you among those who wish to do a little speculating, as well as to make a first class paper of "The Mail Bag." This month we offer a limited amount of stock to our subscribers and advertisers at \$15.00 per 100 shares, par value \$100.00, payable \$1.50 down, and balance \$1.50 weekly. This makes it easy for you to acquire, what may be, valuable stock, at a very low price. Full particulars, names of investors, and any other information will be gladly furnished by the editor.

This is an age of competition, and in the struggle for supremacy, one must keep abreast of the times if he wishes to secure even a small

Stationery too, should come in for a share of attention; neat and dignified business stationery secures the respect and confidence of your correspondents and ensures prompt attention.

We would be pleased to enroll every one of our subscribers and advertisers on the list of stockholders. It will only cost you \$1.50 per week, and if you haven't the cash handy, we will accept the first payment in Mercantile Exchange, or our own private due bills.

Stock holders in the Mail Bag get their own private advertising at one-half regular rate, and can act as our advertising and subscription agents, sending us ads and subscriptions and deducting 25 per cent. for their trouble. Open only to stock takers, remember.

Better try our want column. On cent per word.



CONDUCTED BY "VIOLET."

## A PLAN FOR MAKING MONEY AT HOME.

I am going to tell my sisters of a good scheme for making money

sale grows more extensive.

Get some small glass bottles with corks; cut a piece of paper the size the bottle will take for a label; and get a good printer to print from one to five hundred labels of that size after the following copy:

**GIANT CEMENT.**

25c.

Mends Broken China, Glassware and Woodenwear. Saves its cost a dozen times to any household.

DIRECTIONS: With a feather smear the edges of the dish to be mended, put together and lay away to dry for a week.

Manufactured by  
**Mrs. K. BROWN**

The manufacturer can have on the label her own name or any fictitious one. A few bottles of the cement can be made up at first and when sold another lot can be prepared, so that first cost need not be great.

The labels can be had to order at a small cost. Write to some printer advertised in the "Mail Bag" for

prices on the labels and he will help you out at a reasonable price I am sure.

Don't be afraid to start out and sell your cement yourself or send a good boy or girl if you cannot go. Push the canvassing and you will succeed. The business cannot be built up in a day; but with proper perseverance it may be developed into quite a source of income in a reasonable time.

After awhile, you can get out some circulars or advertise the Giant Cement in your town paper and this will help sales. but you need not go to this expense at first. What you will need in the start is actual personal canvassing and you must put in all the time you can at this each day of the week.

Now for the recipe for preparing your

### GIANT CEMENT.

Take one pound of the best white glue, one-half pound dry white lead, one quart soft water, one-half pint alcohol. Put the first three articles in a dish and that dish in a vessel of boiling water; let it boil until dissolved, then add the alcohol and boil again until mixed. A little camphor should also be added to preserve it and disguise its composition. Put in small bottles label and sell at twenty-five cents each.

There is a good demand for this article as it is one of great use. It is easy to prepare, and, best of all, it yields a good profit. Try it.

Next month I will give another scheme for a home business and endeavor to make all directions plain so that all may readily understand how to operate the plan.

Until then I bid you all adieu, hoping to count you among my readers next month.

Your friend,

"Violet."

### Secret Correspondence. Can you read this?

"Ixxec eire dxy curx lott erx this xmo rnnn gxai dxy eoly xipxi txcx onae x as oixk nxwv yolx wil ux wanh xto xta vexn hexi t form xti ona ask exxf ordim melia tedyx."

It is simple and plain if you have the "Key." You can change it as often as you please and no one can read your letters except the one to whom you give the "Key." Full information and sample "forms" for 15 cents. Address, **A. C. LION, Box 405, New London, Conn.**

**Advertis-  
ing  
Service  
For  
Mail  
Order  
Beginners.**

Ads, Circulars, Form Letters, Schemes, etc. all for \$2.00 and up. Will bring trade. **Is it worth? Write to**

**H.A. Franklin, 60 Division St., N.Y.**



### MAKE MONEY!

Why slave for others all your life and be poor? Start in business for yourself and make money. The Schemer is the magazine that will show you how. It tells how to start in business with little capital, what schemes to work and how to work them; how to advertise; what papers to use; how to conduct a mail order business, etc. etc. In addition to the above it contains the following departments, all presided over by specialists; How Women May Earn Money, Formula, Agents, Belgian Hare, Printing, Pointers on Advertising and the Mail Order business, and Current Comments. Also an Advertiser's Experience department, an Exchange department, a Business directory and a Name and Address directory. Forty pages every month and only 50 cents a year. If you are afraid to risk 50 cents, send 5 cents for sample copy and see if it is not well worth the money.

As an advertising medium it is a winner. It's filled with ads because it brings results. Rate, 10 cents a line. \$1.20 an inch. Put it on your list.

**The Schemer, Box L 1032, Alliance, Ohio.**

**Special.** One pound of Letters, Circulars, Newspapers, etc. Free to every one sending 10 cents for postage. Address, **F. E. Saunders, Chronicle, N. C.**

### Look Advertisers!

Your 6x9 Circulars mailed for 10 cents per 100, due bills taken at par. P. O. receipts furnished when requested.

**C. C. McMATT, Dept. M. B. Chronicle, N. C.**

**PRINTED FROM FULL SIZE MUSIC**  
copyright music plates, the following titles: "My pretty Little Lady Love," "My Oriental Dream," "My Double-voiced Song," "Ours Duetty," "The home of the stars I love," "Why don't you love me in the same old way?" "My dear old Western town," "I'll be a soldier and not afraid to die," "In the heart of old New England," "Tuxedo Time Step," "Imperial March." Best complete prepaid for 10 cents. **WILL FORFEIT** 100 de-  
Orlando Olson. Duluth, Minn.

### How An Actress Was Almost Kissed to Death.

(VERY EXCITING.)

Get it and be happy. Send 15 cents for copy while they last. Prepaid. Address at once.

**Cooper Mercantile Co., Hinton, W. Va**



## Twentieth Century Books

New Jokes by Old Jokers.  
Mammoth Book of Parodies.  
Stage Recitations.  
Spots of Wit and Humor.  
(EZRA KENDALL.)  
Good Gravy.  
Daisy's Blushing Confession.  
How to Hypnotize.  
West Twenty Ninth Street.

25 cents each. Big mail order pullers. Send stamp for catalogue and trade prices.

H. H. TAYLOR,  
Woodside, N. Y.

**A BIG BUFFALO OFFER.** To the readers of the Mail Bag. We will insert your 5 line ad of 35 words one time in The Buffalo for only 10 cents cash with order, 10 lines 70 words for 20 cents, 20 lines 140 words 40 cents. Don't miss this as its an offer worth accepting and one you are not apt to see again. Address at once The Buffalo, Box 5, Dept. M. B., Brantwood, Wisconsin.

### UNIVERSAL EXCHANGE.

Buy, sell or trade anything. A jobber for the manufacturer. An advertising agent for the publisher. A salesman for the Mail Order dealer. For plans or organization now in active operation, send stamp to  
The Middleman Co.,  
1007 7 Razall Block,  
Cincinnati, O.

I buy old postage and revenue stamps. If you have any to sell, write me enclosing 2 cent stamp for particulars. F. B. Kimball,  
Waltham, Mass.

**FREE** Course in Shorthand, also a 26c. shorthand book **FREE**. If you wish to learn shorthand, send a 2c stamp for particulars, circulars, etc. Address, O. E. CHANEY,  
Box 1, Dept. M. Conway, Mich.

**DOLLARS FOR YOU** A legitimate money-making scheme that will make you rich. Plan and full particulars by mail on receipt of 50c Address,  
Sterling Mfg. Co., Toledo, O.

**A HAPPY HOME** Recently made, cause, the New Century made its appearance. A bright family paper, also an excellent medium for advertisers. Sub 35c per year Ad rates 3c per line. A five line ad one issue and paper one year 35c. 8 to 16 pages monthly. New Century Co., Box 12, New Castle, Pa.

**FREE ADVERTISING.** Send 15 cents for a years subscription to The Buffalo and we will insert your 60 word ad free. The Buffalo, Box 5, M. B., Brantwood, Wis.

Everybody needs Rubber Stamps for business purposes. Mine are cheap and good. Write for my catalogue. Ludwig B. Jauss, Arlington, N. J.

### AGENTS AND M. O. MEN:

If you are tired of handling trash and want an article that sells rapidly to every household at 200 per cent. profit, send **ONE DIME** at once for fastest seller on earth. Canvass your territory thoroughly and then keep your customers supplied. One sale establishes a permanent customer and you will soon work up a business that will pay you handsomely. S. LoKay Chem. Co., Chicago Ill., Sta. U.

"A chance for you to make **MONEY?** I have a scheme with which you can easily make from \$25 to \$50 a week, guaranteed. No canvassing. Absolutely no capital required. For particulars send stamp at once to

W. E. Henry,  
North Grafton, Mass.,  
P. O. Box 348.

**FREE** Course in Shorthand, Others charge from \$15 00 to \$25 00 for it. We give each student our careful attention. Improve your spare moments. Write today, enclosing 2c stamp.

Address,  
Chaney and Co.,  
Box 1 Conway, Mich.  
Shorthand Dept.

Send us 10c silver and we will send you **A D NEWS** one year and give you a useful present **FREE**.

Our paper is a valuable aid to M. O. dealers and advertisers.

HOPPER PUB. CO., Box 14, Clifton, N. J.  
(Mention Mail Bag.)

**SPECIAL.** One pound of letters, circulars, papers, etc. Free to every one sending 10 cents for postage. Address, F. E. Saunders, Chronicle, N. C.

**MEN WANTED** everywhere to start a business of their own. Pays \$75 to \$100 monthly. Brain and energy the only capital required. Full particulars and working plan, by mail 50c Address, Sterling Mfg. Co., Toledo, O.

Rates, 1 time 5c., 3 times for a dime. These below will mail for 10c per 100.

C. O. Pierson, 1307 Angular St., Burlington, Iowa.

Mail Bag Mailing Agency, 19 Anderson St., Portland, Maine.  
(B. C. McMATT.)

Dirigo Supply Co., Box 1535, Portland, Maine.

W. H. Courtney, 721 N. Payson St., Baltimore, Md.

H. L. Walker, Dist. Co., 468 Farwell Ave., Milwaukee, Wis.

J. C. Bingley,  
Charleston, S. C.

W. H. Van Norden, Box 333, Waterford, New York.

**SPECIAL**, don't you want them? Only 10 cents a pound postpaid. They are up-to-date circulars. Catalogues, Amateur papers etc.. Worth many times the price. Address, F. E. Saunders, Dept. M. B. Chronicle, N. C.

Advertisers, your 6x9 circulars mailed for \$1.00 per 1,000. Trial 100 mailed for 10cents. 1,000 per month, P. H. Receipts furnished key C. C. McMATT. Yours for Biz.,

F. E. Saunders, Dept. M. B., Chronicle, N. C.

**FIRESIDE GAMES.**—A Splendid collection of the best games which will provide entertainment for your friends at all times. Just the thing for social gatherings, parties, etc., prepaid only 10 cents. The Empire Co., Mt. Vernon, N. Y.

Jones' Improved Water Filter. Simplest, Cleanest, best.

**DIAMOND** Knife Sharpener puts a Razor edge on any old knife.

Either postpaid 25 cts.

A. King, 102 Blue Hill Ave., Roxbury, Mass.

# The Mail Bag.

PUBLISHED MONTHLY BY  
**HARRY G. HASKELL,**  
19 Anderson St., Portland, Me.  
CANADIAN REPRESENTATIVE,  
**MR. N. LAFORTUNE,**  
Box 45, Montreal, Canada.

Subscription, 25 cents per year.

Adv't rates: 5c a line, 50c an inch.  
Forms close 25th of month pre-  
ceding date of issue.

Application made for entry as second-class  
matter.

VOL. 1. DEC. 1901. No. 9.

## AD WRITING DEPT.

"MAIL ORDER AD WRITING." Edited by  
H. G. HOPPER, CLIFTON, N. J.

### THE HEADLINE.

The most important part of an advertisement is the headline or catchline. It is intended to attract the attention of the possible buyer, and, as that is the first requisite of an ad, you can easily see that it should be written so as to catch and hold the attention of the readers.

How often do we see that old and worn out headline—

**FREE! FREE!**

Most people get disgusted when they see a headline like that and never stop to read the rest of the ad. They are beginning to realize that mail-order firms are not in business to give things away. As Abraham Lincoln said, "You can fool some of the people all the time, and all the people some of the time, but you can't fool all the people all of the time."

Therefore, it is best to be original and up to date and adopt a headline of your own.

### GRAMMATICAL ERRORS.

It is surprising to see the number of grammatical errors in advertisements.

An ad full of grammatical errors and bad spelling repels readers, and a good many customers are lost thereby. When writing an ad, always be careful to see that there are no errors nor mistakes in it, and

be sure to use plain, simple language that anyone can readily understand. Your advertisement is your salesman and it should have a good appearance.

Subscribers are allowed to ask any question pertaining to ad writing or their own ads.

To get the readers of the "Mail Bag" acquainted with my work, I will write a one inch ad, free, for every subscriber who sends data for ad and stamp for reply.

### ADVERTISER AND AGENT

Should be read carefully each month by every live advertiser and Mail Order dealer in America. It is a bright monthly magazine devoted to the interests of Advertisers, Agents and Mail Order dealers. Always full of ideas, suggestions and schemes. It contains good reading matter for all classes of business people. In addition to much general information each number contains the following departments: Mail Order, Formulas, Wants, Exchanges, Opportunities, Schemes, Advice to Advertisers, Helps for Agents, Things to Think Over, What Schemes to Work, Mail Order and Agents Directory, and numerous other helps and pointers. It contains no "dead matter."

Advertiser and agent is patronized and read by an intelligent class of people—people who make good customers and who appreciate a good paper. You should patronize this advertising medium because it brings results. Ad rate 5c a line, 60c an inch. Special rates for standing ads. Subscription price is 25 cents a year. W. J. Suplee, Pub., 3417 Market St., Philadelphia, Pa.

ADVERTISERS, I will put your ads in 28 magazines with a combined circulation of over 100,000 for only 15c a line. This list of magazines reaches mostly women and children the great mail order buyers, Regular rate 25c a line, but to get you to try the pulling qualities of these magazines, I make you this offer only as a trial. Once tried, always used. Results is the reason to get stickers, address. The Editor,

Hollands Magazine,  
North Wilksboro, N. C.

How to double quantity of milk for one cent per gallon. Safe, Sure, and Healthful. A big thing for Mail Order dealers, agents, hotels, restaurants and families. For Particulars address,

Squires & Thurber, 1848 Larimer St.,  
Denver, Colo.

# Want Column.

This is the department you want to use to create new business. One-half cent per word each insertion. Ten cents the minimum price. These small ads will be read.

Wanted—Second hand type for ad space. Send proofs of fonts. The "Mail Bag," Portland, Me.

Wanted—M. O. goods, circulars, catalogues with our imprint, etc. Send samples and terms, manufacturers only. Specialty Mfg. Co., Box 1535, Portland, Me.

I have a Kelsey lever press, chase 10x15, originally cost \$75, will sell for \$30 cash. F. O. B., Portland, Maine. Address, H. G. Haskell, 19 Anderson street, Portland, Me.

# Line Dater.



**MAR 20 1898**

Given as a premium with a years  
subscription to the Mail Bag.

**THE MAIL BAG.**

Premium Dept. Portland, Me.

IMITATION TYPEWRITEN LETTERS  
at less than cost of unprinted paper.  
Samples of these and other printing  
FREE. M. E. West Printing Co.,

Peoria, Ill.

A pint of Ink, any color, and 1 doz. best  
pens on earth; also our large catalogue  
of Books and Agents Novelties for 25  
cents to pay packing etc. 3 times the  
quantity for 59 cents prepaid. Address,

Excelsior Novelty Co., L. B. 238

Pierceton, Ind.

# THE NEW ENGLAND HOME WORLD MAGAZINE.

Published monthly at Cambridgeport, Mass. for the last 5 years, is one of the best Advertising Mediums in the East. It carries the following Ads. The J. B. Williams Co., Halford Table Sauce, Vose & Sons Piano Co., Cutter Tower Co., Rand Bros., Rippens Chemical Co., The Patent Record, Laughlin Mfg. Co., Pierce Printing Co., Royal Reading Route, Union Supply Co., Glenn's Sulphur Soap and many others.

These Advertisers know a good thing when they see it, so should you. The above named Advertisers find it pays them, so it should pay

## MAIL ORDER ADVERTISERS.

For the next few months we have decided to reduce our rates (one half) to 5c. per line so M. O. Dealers can test the pulling power of the Home World Magazine at a small expense,

Regular Rates are 10 cents per Agate Line.

Send us a copy of the Advt. you wish inserted and how long you wish to continue same, we will send price, sample copies and full particulars by return mail. Write to us now, do not put it off.

## CIRCULATION OVER 10,000 MONTHLY.

THE NEW ENGLAND HOME WORLD MAGAZINE,  
CAMBRIDGEPORT, MASS.

## Results.

Do you want them? If so advertise in "Cascade Monthly." Ad rates 3c per line. Subscription 10c per year. The Cascade Monthly, Dept. 9, Burlington, Iowa.

Manufacturers, Inventors, etc. Send particulars, samples, etc. We handle everything. The United States Mail Order House, 435 Hamburg Ave., B'klyn, N.Y.

Write right away! Enclose ten cents, stamps or coin, for sample and proposition. The best thing yet. You want it, so do your friends. We want your help in advertising. Will give you Free a good Gold Fountain Pen, rubber barrel, as inducement, or any book. "We are advertised by our loving friends." Write to-day. The Good Ad. Co., Ithaca, N. Y.

IF You want the warmest thing under the sun send 10c for one year's subscription to the Eclipse Monthly, a journal of inspiration and self help. Remember it is the warmest thing that ever came over the pike. Chock full of good things. Nothing like it published. 10c gets it a year for a short time. Regular price 25c. Address The Eclipse Monthly, Sedalia, Mo. Ad rates 2c per line.

## ALL FOR FIFTEEN CENTS

\*\*\*\*\*

**Mouth-Organ Instructor**  
"Mouth-Organ Melodies" is the best Instructor at any price. Teaches by a very easy system, requiring no knowledge of music. 4600 words information: 8 tunes.

**Mouth-Organ Chart**  
With this chart attached to the ends of a mouth-organ you can start at once and play any tune, without studying the instructions at all if you don't care to.

**Sweetest Songs of Home**  
This pretty 20-page book contains Home Sweet Home, Swanee Ribber, Auld Lang Syne, Old Oaken Bucket, "Rubberneck" Mouth-Organ Medley, My Old Kentucky Home, Dreaming of Home, and others.

**American Soldier Songs**  
This book contains Yankee Doodle, Hail Columbia, Star-Spangled Banner, Dixie's Land, John Brown's Body, Maryland My Maryland, Marching through Georgia, The Red White and Blue, and others.

**Satisfaction Guaranteed**  
We will send all four,—Instructor, Chart, and both books of songs,—for 15 cents. One cent stamps preferred. We pay post. These books are not dingy advertising trash, but prettily typeset and printed.

\*\*\*\*\*

**800** Names of housekeepers printed in book form, postpaid, for 8c, just 1c a hundred: they are all fresh; address, M. E. McMATT, 7 N. Payson St., Baltimore, Md.

**SOMETHING** you need 25 neatly printed envelopes for a dime, postpaid. The Eclipse Monthly, Sedalia, Mo

Do You Want \$500 to invest as you please? No interest to pay. New idea plan. Terms, particulars, etc., 10c. Order quick. Advertisers! 12,000 circulation, 10c. line; 50c. inch. Sample magazine 5c. Address at once,

INLAND REVIEW, M. B. Akron, Ohio

**ECLIPSE MONTHLY** pays advertisers. Rate 2c per line. Published at Sedalia, Mo.

**WANTED**—Man of good address in each town to sell the best Trouser Press made. New Quick seller. Good profits. Send for circulars and terms. Sample postpaid 35 cents.

All Right Press Co., Scranton, Pa.

**500** Envelopes, Noteheads, Statements, Tags, Cards or Billheads for 74c. Good stock and fine workmanship. 100,000 6x9 circulars, white or colored paper, only \$25.05. We are the largest, cheapest and best M. O. printing house on earth. Imitation typewritten letters at 1/10 the cost of unprinted paper. Reference: any mercantile agency. Samples free.

M. B. West Printing Co., Peoria, Ill.

**Catarrh Sufferers.** To give you a chance to test the Magic Healing Power of Dr. Wood's Catarrh Tablets, we will mail one box to you for 20c silver. They will also cure a cold in one day. They have no equal. Household Specialty Co. Los Angeles, Calif.

Why God does not Kill the Devil. A reply to Infidelity with chapters on Annihilation and Does God Create Evil? It is a new 40 page booklet. It is full of clean cut argument written in language everyone can understand, showing from Scripture and reason that God's method of dealing with the Devil and His future plans concerning him are the only right ones. Postpaid 15c. A. G. Geiman, Palmyra, Pa.

**MOST ANY FORMULA**  
You want at 5c each, some of the very best sellers on the market, such as others are asking 25c and 50c for: Artificial Skin, Footease, Bust Developer, Dyspepsia, Liquor Habit and Dandruff Cure, Chemical Ink Eraser, &c., &c. Send for particulars. THE DIRIGO SUPPLY CO., Box M, 1535, Portland, Me.

"Timely Topics"  
A bright and breezy

**Mail Order Magazine.**  
Advertising rates on application.  
Sample Copies Free.  
**Talbott & Co., Publishers,**  
DANVILLE, VA.

## Correspondence Column



This department is free to our subscribers and advertisers. Let's hear from you.

We haven't the space this month to note more than the following letter, but we couldn't let this pass, as we believe Mr. Saunders who, by the way, is a first class circular mailer, to be honest in his opinion.

Chronicle, N. C.

Dec. 5, 1901.

Mr. Harry G. Haskell,  
Portland, Maine.

Dear Sir:—Find enclosed \$1.00 Middleman due bill also 10 cents your due bill, for which please send me the "Mail Bag" one year, and

**\$50 per 100  
— MADE —**

Distributing Samples of Syrup etc. right around home. We mean business and want samples faithfully distributed. This probably is the highest price paid by any reliable concern. We have employed over 1000 people within the last year to distribute our samples, we are going to extend our business into every state in the U. S. and will employ 2,500 more people at once. Better write now for particulars enclosing 4 1c stamps for contract etc.

Address, PIERCE PROCESS CO.,  
Dept. 18 Cambridgeport, Mass.

### MAIL MEN—AND AGENTS,

We have a formular department for those who have limited capital and want to manufacture their own goods. Genuine formulas: None Alcoholic Flavoring Powders, Egyptian Rose Bud Perfume, Royal British Tooth Powder, Sunshine Silver Polish, The four for 50c. Magic Yeast, Complexion Restorer, Magic Throat and Cough Cure, Moustache Grower, these four 10c each. Magic Curline and Magic Sugarine 25c each. The above 10 formulas for \$1.25. Address, GEM NOVELTY CO.,

DANVILLE PA.

insert the two attached ads as many times as you can, and oblige,

F. E. Saunders.

P. S. Please notify me when my ads expire in time for me to get in the next issue so as not to miss a single number.

In a former letter dated Oct., 12, 1901, Mr. Saunders says, "I am pleased to state that I have received more replies from the last ad in the "Mail Bag," than any other paper on my list.

### Formulas,

And mail order snaps for mail order men who want money. Send for my list. One of my best is Electric Light Kerosene. This is a formula for a powder which dissolved in common kerosene makes it give a light like electric light. Easily mixed at home and put up in 10c packets, shows big profits. Formula 25c or with copy for a pulling circular 50c.

Dr. R. P. Brook,

Classon Ave., Westchester,  
New York City.

Typewriters, All 'makes, practically as good as new, for less than 1/3 mfrs. price. Specimen Bargain List' etc., free. Traub Bros., Reinbeck, Iowa.

We mail your circular with ours to country people (mostly farmers) residing in Southern Kentucky and northern Tennessee for \$1.00 per 1,000. Up-to-date addresses furnished at 50 cent per 1,000—500, 25 cents—100, 8 cents.

Circular Mailing Co.,  
Forkton, Ky.

## EVERY BOY HIS OWN TOY-MAKER.



This is, indeed, a great book for boys, and parents should either buy it for their children or encourage them to buy it for themselves, for its possession will prove a great aid in developing a boy's ingenuity. The book gives plain and practical instructions in the making of all manner of toys, machines and other articles, amusing and useful. It tells you how to make a Steam Engine, a Photographic Camera, a Windmill, a Microscope, an Electrical Machine, a Galvanic Battery, an Electric Telegraph, an Electrotyping Apparatus, a Telephone, a Kaleidoscope, a Magic Lantern, an Eolian Harp; it tells you how to make Boats of every kind, from a little row-boat to a full-rigged schooner; how to make Kites, Balloons, Paper Toys, Masks, Card Racks, Wagons, Carts, Toy Houses, Bows and Arrows, Pop Guns, Slings, Stills, Fishing Tackle, Rabbit and Bird Traps, and many other things, and all is made so plain and simple that any boy can easily make anything described. The whole is illustrated with more than two hundred handsome illustrations. It is a book of 64 large octavo pages, neatly bound in attractive paper covers, and will be sent by mail post-paid upon receipt of only Ten Cents.

**SEND** 25 cents and get formula and instructions for making Flavoring Powders. Big Profits. Address,

H. H. GEYER,  
New Concord, Ohio.

Mail Order Men find "West" a puller that brings returns at trial 5c a line. Only mail order paper west of Missouri. Carried over 4,000 ads in 1901 and only 1 issue less than 80 pages. Most advertisers stay who try it. Organ of 18 leading societies. Has best of everything and plenty of it. Send 10c for a 5 mos. trial. You will not regret it. Sure results with the right kind of goods. Over 9,000 paid subscribers. It will pay you to try it. Send today. L. Brodstone, Superior, Neb. Publisher Philatelic West and Camera News.

For the small sum of 25c valuable information may be had that will be of great benefit to whoever is on the road of poverty and who have a desire to get on the road riches. Gen. A. Chadsey, Jr., Box 487, New London, Conn.

Ladies, send us your name and address and 4 cents in stamps for postage and we will send you two beautiful and useful presents worth 30 cents free. Pine Tree Novelty Co., Pittsfield, Me. Box E. 25.

Picture Post Cards. Artistic and fantastic. Latest English and Continental novelties. Samples for a 10c stamp, with a min. photo of Queen Victoria's funeral and a packet of English Journals, gratis The M. S. Hill Mailing Co., Seamen Road, Scarborough, England. The N. L. & Co., Ad Agency.

**MAILERS!** Your 30 word ad in the next issue of The Cylone, and also on the backs of 2,000 circulars for 10c if you will mail 100 of the circulars.

Ervin R. Mill, Pub., Hika, Wis.



A list of reliable firms will be presented in this column every month.

M. O. Goods.

Specialty Mfg., Co., Box 1535, Portland, Maine.

Klein Mfg. Co., 413 & 415 N. St., Louis Ave., Chicago, Ill.

ADDRESSES.

Berg, Beaver & Co., Davenport, Iowa.

National Address Co., 7 Beck Block, Wheeling, W. Va.

TRANSPARENT MIRRORS AND MEDALLIONS.

Specialty Mfg. Co., Box 1535, Portland, Maine.

Ink CAPSULES.

Excelsior Chemical Co., Box 3,303, Philadelphia, Pa.

GUMMED LABELS.

Fenton Gummed Label Co., Philadelphia, Pa.

TOYS, AGENTS AND STREETMENS SPECIALTIES.

Henry Fuchs, 529-533 Broadway, N. Y.

RELIABLE ADVERTISING AGENTS.

The N. LaFortune & Co., Box 45, Montreal, Canada.

Write this latter firm for particulars regarding starting in the "Mail Order" business.

150 up to date Songs and 12 yds. fashionable White Lace, 25 cts.

N. A. Kearns, Paragould, Ark.

MAGIC NEEDLE THREADER.



The simplest and most effective needle threader ever made. Can be used to thread machine or common needles. It is quick, sure and effective saves strain on eyes. A blind person can use it. Agents wanted. Price postpaid 10 cents. AMERICAN SUPPLY CO., D 1234 New Britain, Conn.

## HOW Women May Earn Money.



There are thousands of women in our country who feel the need of earning money, but who do not know how to go about it. It is to lend a helping hand to all such that this book has been written. The author is Mrs. Effie W. Merriman, a wide-awake little Western woman, herself a bread-winner, and the book is the result of her experience, observation and extensive correspondence with self-supporting women. Salaried positions are not considered, the purpose of the volume being to point out ways and means whereby women may earn money in their own homes, without conflicting with their regular employments. Women who need a little "pin money" for their own use, or whose circumstances are such that they feel the need of helping to provide for the expenses of a family, will find the book invaluable, and we have no doubt that it will serve to lighten the burdens of many an anxious heart. The following are only a few of the many methods of earning money suggested and described herein: "Artificial Flowers," "Baked Beans and Brown Bread," "Bakeries," "Bee-Keeping," "Bottoming Chairs," "Candy Making," "Canning and Pickling," "Carpet Weaving," "Cheese Making," "Cleaning Lamps, Silver, etc.," "Cooking for Grocery Stores," "Confections and Fruit Juices," "Corsets, Bands and Dress Forms," "Cozy Corners," "Curtains," "Cushions and Pillows," "Designing," "Embroidery," "Fancy Book Covers," "Flavoring Extracts," "Flowers," "Food Specialties," "Hair Work," "Holiday Gifts," "Home Dyeing," "Home Made Remedies," "Hot Cookies," "Horse Radish," "Hulled Corn," "Infants' Outfits," "Lace Making," "Paper Flowers," "Polishing Furniture," "Remodeling Dresses," "Remodeling Hats," "Rugs," "Small Fruits," "Tin Mending," "Washing Fluid," "Woman's Exchanges," etc., etc. "How Women May Earn Money" is a book of 64 large double-column pages, neatly bound in attractive paper covers, and will be sent by mail post-paid upon receipt of only **Ten Cents.**

Our Business Consultant tells you just how every business or Mail Order Man should have one mailed for 10c silver.

Address, E. Schermerhorn, 28 DeWitt, St. Amsterdam, N. Y.

LAWYERS USE IT, BUSINESS MEN NEED IT, COLLECTORS REQUIRE IT.

Handiest Pocket Bill File Ever Made.

The Star Bill Holder.

Order of your stationer; or we will mail one to your address on receipt of 50 cents.

Star Manufacturing Co.,

787 Forest Avenue,

PORTLAND, - - MAINE.

The Junior Journalist.

PUBLISHED MONTHLY.

Devoted to the Interests of Amateur Journalism.

25 cents a year.

Sample copy free.

N. STOLLER,

202 N. Desplaines St.,

Chicago, Ill.

I WRITE ADS

And prepare all kinds of advertising literature in the best style and at reasonable charge. Small ads written for one dollar. Circulars, booklets, cards, folders, etc., prepared well and cheaply. Write me if you need help in this line.

ANNIE SMITH,

Cardwell, Va.

**GOLDEN VITOZONE**

GIVES LIFE AND HEALTH TO ALL

THE VITOZONE MEDICINE CO., DAVENPORT, IOWA

**Asthma - Catarrh**

**Hay Fever  
Dyspepsia**

Cured by

**GOLDEN VITOZONE**

**NEW DISCOVERY**

The Greatest Health Winner on earth today. Cures the worst cold or sore throat in a few hours. An internal and external remedy. An absolute cure for Rheumatism in its many forms, Sciatica, Neuralgia, Nervousness, Sleeplessness, Nervous and Neuralgic Headaches, Nervous Dyspepsia and Nervous affections of every kind. Also Hay Fever, Bronchitis, Ague, La Grippe, and kindred diseases. For all stomach and bowel trouble it has NO EQUAL, GIVES INSTANT RELIEF. Used as a liniment for burns, bruises, fresh cuts or old sores its soothing, healing power is something simply wonderful.

**A POSITIVE CURE GUARANTEED**

if used according to directions or money refunded

The success of **VITOZONE** is beyond question, and a trial will convince the most skeptical of its merits. Large bottle 50c; 3 bottles for \$1.25. **FOR SALE BY YOUR**

DRUGGIST or our agent. Sample bottle will be sent by mail to any address FREE. Do not fail to give it a trial. It brings health to sick and strength to the weak. Write us today.

Agents Wanted. Address **THE VITOZONE MEDICINE CO., Davenport, Iowa.**





Free to our subscribers and advertisers.

Circular mailing exchanged for used Pan American stamps, at the rate of 100 circulars mailed for every 10 stamps, face value above 2 cents, or 25 stamps in 1's or 2's.

Will exchange 20 mansanita wood walking canes for a small typewriter or a small printing press. Canes are good Christmas gifts.

T. Lawson,  
Merton, San Diego, Co.,  
Calif.

Our goods for yours. Send circulars and wholesale prices.

Benton Placard Co.,  
Oakland City, Ind.

Rare Confederate battle flag captured by Northern men for best offer in stamps or coins.

H. W. Carr,  
4 Forest St.,  
Stanford, Conn.

Wanted. To exchange ad space and copies of amaturer papers with publishers, fraternally. The Holland Magazine, Wilksboro, N. C.

Learn a profession in five days that will net you from \$5 to \$10 per day the rest of your life. Ladies or gentlemen. We charge you but 10 cents in stamps for the learning. Also furnish you with our \$1 outfit free, postpaid.

Prof. B. Tillitt,  
Box 115, Sutherland, Iowa.

ASSASSINATED. Send 15c for a year's subscription to the LITTLE GEM, a cute little monthly magazine and we will send you by return mail a beautiful souvenir of the late President, Wm. McKinley. "In Memoriam." 15c pays for paper; the souvenir is worth more; you get it free. Send to-day. Gem Publishing Co., Box H 1, Whitler, N. C.

## ADVERTISE

In the UP-TO-DATE MONTHLY, a bright, original publication for up-to-date people. Ad rates 5c per line 50c per in. Subscription price 25c a year. Your ad in the UP-TO-DATE will reach many new buyers. Come in now and let us introduce you to our friends. Address,

THE UP-TO-DATE MONTHLY,  
Richmond, Va.

## Secret of Success

To know when you will be married, when a person will marry, make Gentlemen and Ladies throw off their cloaks, coats, etc., make old and young people handsome, cause ladies to tell their thoughts, catch animals, make vegetables and fruits grow, get a new variety of potatoes, raise a mustache, Balm of beauty, cure baldness, teeth white as snow, Drink and Tobacco. Mailed for 25c each. Post Haste Nov. and Supply Co., New Orleans, La.

### - - DO YOU - -

Care for results? If so read this. 1 inch ad in two good Mail Order papers or 2 inch in only one, 100 circulars mailed to good addresses your name in our directory, which goes only to wholesale mail order firms and 6 months sub. to the Mail Bag. All this for one dollar. Now is the time to send us your dollar if you WANT to get in a good position don't delay. Remember that time is MONEY. Address,

N. LaFortune & Co., Ad Agency,  
Box 45, Montreal, Can.

HEY! Go way back and sit down. Get the latest, "Why Doesn't God Kill the Devil? Immense seller. Attracts attention. Suits everybody. In book form. Particulars, sample 10c.

Success Co., 23 Church St.,  
New Haven, Conn.

Imitation Typewritten Letters, at less than the cost of unprinted paper. Envelopes, Cards, Bills and Noteheads, Statements, Circulars, etc., \$1 per 1,000. Samples Free.

M. E. West Printing Co.,  
Peoria, Ill.

Circulars honestly mailed 10c per 100. We mail also, sample copies, catalogues, etc., etc., free, if you insert our ad or pay us with stationery, circulars, etc. For more particulars address, N. LaFortune & Co.,  
Box 45, Montreal, Can

## Advertising News

is making a big pull for more subscribers. Only 25c a year and it is worth it. Here are some of the good things we give our subscribers each month: Pointers for Advertisers, Formulas, Bright Sketches of Mail Order Successes, where to get mail order goods, where to get circulars to mail, etc. We want 1,000 subscribers within the next three months, and in order to get them make the following

SPECIAL OFFER!

## ADVERTISERS,

It is to your interest to advertise in papers that bring results. Your trial advertisement will be accepted at 10 cents per line, one hundred thousand circulation. Regular rate 25 cents per line. Try an advertisement. Address,

The Welga Rural,  
Welga, Ill.

We make cuts  
for all purposes.  
Send for  
Estimates.

Novelty  
Advertising  
Company,

67 PEARL ST.,  
PORTLAND, MAINE.

FREE. Send us 10c for postage and packing. We will send our handsome scarf or stick-pin, also how to receive a Silver Service and other useful articles absolutely free. The returns will please you.

G—Hub Novelty Co.,  
No. 64 Federal St.  
Boston, Mass.

# THE MAIL BAG.

In the Interests of Mail Order Men, Agents, Advertisers and Kindred Trades.

VOL. 1

PORTLAND, MAINE, JAN., 1902.

NO. 10.

The **ELMORE MAGAZINE** is full of halftones, and nice articles. Departments of all kinds, in fact, an up to date Mail Order paper.

The **Mail Trade Ideas**, of Boston, has changed hands, Mr. Harry M. Graves, the ad expert, now being at the helm. Here's success to you! Mr. Graves.

We have just received the first issue of **RIGHT IDEAS**, published by Lewis Patterson, Henryville, Indiana. It contains the information you've been looking for. Better send for a sample copy.

The **UP-TO-DATE MONTHLY** published by Miss Annie Smith, Richmond, Va., is one of the leaders. If you haven't seen a late copy, its your loss and we advise you to secure same at once.

The **MAIL ORDER JOURNAL** of Chicago, easily stands at the head of Mail Order trade papers. It is a magazine you can put an evening of study into and then only partially master its contents.

The **PENNY MONTHLY** claims to have over 400 advertisers in their January number. We didn't count them, but to look over their columns was to agree that there must have been that many, at least, for it looked more like a thousand.

The **ADVERTISING WORLD**, also of Columbus, Ohio, seems to improve each issue. The writer couldn't get along without it now, after having it a constant visitor for over a year. The publishers will send it on trial to

any responsible advertiser. Subscription blanks for this purpose may be obtained of the **MAIL BAG** editor.

Another new one, that is to us, is **GOOD TIMES**, it is solid full of ideas, schemes and aids for the conducting of your business successfully. The sub-headings they use are rather out of the ordinary, but show unmistakable good taste. You should secure a sample of this excellent magazine of the publishers. The **Good Times Co.**, N. W. Corner, Town and Third Sts., Columbus, Ohio.

And the advertisers **HEAD-OF-THE-LIST** Magazine, is so well and favorably known, that we hardly need to mention any names, but then this may meet the eye of some beginner in the ad business, so we will say that one of your first dollars should be sent to **Phillips and Co.**, 1133 Broadway, New York City, for a years subscription to the **ADVISOR**. Send 10c for a sample copy anyway. It's worth it and more.

We have received numerous other exchanges for which the publishers have our thanks, but space forbids mention of them all. But come again, all of you.

What kind of a department would you like to see started in the "Mail Bag?" Suggest one, it may be the winner. In our February issue we will give a list of departments wanted, also names of the parties who first suggested them. Then we'll take a vote of our subscribers to see which are the favorites.

Send yours along. An inch ad or two years subscription for the best one.

## MAIL ORDER DEPT.

Mail Order Business and how to run it successfully. Edited by **W. H. Courtney**, 721 N. Payson St., Baltimore, Md.

As I have sold out the entire business of the **Mailers Exchange**, of Baltimore Md., to Mr. Haskell, I wish to inform the readers of the **MAIL BAG** that I will try and make this department as successful as I did the **MAILERS EXCHANGE** and my services are at your disposal, and if in any way I can aid the new beginner it will be a pleasure for me to do so. I propose to give, from month to month, information how to run a Mail Order business successfully, where to buy, how to buy and what to sell. I do not claim to know it all but I know that I have had years of experience in this line and I think I know more than those that have not followed the Mail Order business, yet I have more to learn, and am still willing to learn.

Now readers, if you are not a subscriber to the **MAIL BAG** and have an idea of starting the Mail Order business, send in your subscription at once as we expect to make this paper a leader of its class.

Stock in the "Mail Order Press," advance subscriptions will be received until Feb. 15th, at the rate of \$25.00 per 100 shares, 50c down and 50c per week until full amount is paid. After date specified, no stock will be issued under par value of \$1.00 per share.



CONDUCTED BY "VIOLET."

## ANOTHER PIN MONEY PLAN.

Last month I promised my readers another plan for making pocket money and here it is as given below.

I will endeavor to make this plan very plain so that it may be easily followed by anyone inclined to undertake the work. First let me say that an article to sell well, must be useful and therefore likely to be in demand when introduced. With this fact in view, I wish to recommend to one energetic woman in each small city and large town the

### MANUFACTURE OF ERASIVE SOAP.

Take two pounds of castile soap; half a pound of carbonate of potash; dissolve in half a pint of hot water. Cut the soap in thin slices and boil with the water in which potash is dissolved, until thick enough to mold in cakes; also add half an ounce of alcohol, half an ounce of camphor and half an ounce of hartshorn. A tinge of coloring may be added if desired.

Now you have a most excellent and useful article prepared and all you need is to put it up in proper shape, label it nicely and start out calling on housekeepers showing the article and explaining its merits. You can quickly demonstrate what the Erasive Soap will do by trying it on a greasy spot in a carpet or a piece of clothing. Any housekeeper comprehending the convenience and usefulness of the Erasive Soap may be converted into a purchaser without much urging.

Now that your soap is prepared and ready for running into molds and have ready some nice tin boxes about the size and shape of a small blacking box. Run the melted mass into the boxes, not filling too full, and have ready printed for pasting on top of lid some round labels something after this style.

### ERASIVE SOAP

#### DIRECTIONS:

Dampen a cloth with a little water, rub over soap and then rub well over grease spot until removed.

### THE GREAT CLEANER.

Cleans carpets, coat collars, men's suits, grease spots on clothing, etc.

PRICE 25 CENTS.

You are now ready to put your goods on the market and if you are situated so that you can introduce the goods yourself, so much the better. You get all the profit there is in the business and you learn a great deal that may be of use to you in helping agents to make sales should you after a while wish to employ assistants. There is nothing like knowing the details of a business yourself and such a knowledge eminently fits one to become successful in directing others.

Now I trust that many who have been wanting to take up some light work enabling them to earn some money may try this nice little manufacturing business and give it the careful attention which will ensure its becoming a success.

Wishing all an abundance of good luck, I am,

Your friend,

"Violet."

**500 Agents** wanted at once. Something new, copyrighted, and guaranteed, NO RISK, largest commissions and discounts of any house in America. Send 25c for samples discounts and advertising matter.

M. O. REMEDY CO.,  
Eunice, Fla.

**BOYS** a fine imitation ivory microscope watch charm. Different views, 8c each or 2 for 15c postpaid. Frank Barth, Canton, O.



## MAKE MONEY!

Why slave for others all your life and be poor?

Start in business for yourself and make money. The Schemer is the magazine that will show you

how. It tells how to Start in business with little capital, what schemes to work and how to work them; how to advertise; what papers to use; how to conduct a mail order business, etc., etc. In addition to the above it contains the following departments, all presided over by specialists; How Women May Earn Money, Formula, Agents, Belgian Hare, Printing, Pointers on Advertising and the Mail Order business, and Current Comments. Also an Advertiser's Experience department, an Exchange department, a Business directory and a Name and Address directory. Forty pages every month and only 50 cents a year. If you are afraid to risk 50 cents, send 5 cents for sample copy and see if it is not well worth the money.

As an advertising medium it is a winner. It's filled with ads because it brings results. Rate, 10 cents a line, \$1.20 an inch. Put it on your list.

**The Schemer, Box L 1032,  
Alliance, Ohio.**

**Special.** One pound of Letters, Circulars, Newspapers, etc. Free to every one sending 10 cents for postage.

Address, F. E. Saunders,  
Chronicle, N. C.

Mail Order Men find "West" a pullet that brings returns at trial 5c a line. Only mail order paper west of Missouri. Carried over 4,000 ads in 1901 and only 1 issue less than 80 pages. Most advertisers stay who try it. Organ of 18 leading societies. Has best of everything and plenty of it. Send 10c for a 5 mos. trial. You will not regret it. Sure results with the right kind of goods. Over 9,000 paid subscribers. It will pay you to try it. Send today. L. Brodstone, Superior, Neb. Publisher Philatelic West and Camera News.

**MAILERS!** Your 30 word ad in the next issue of The Cylone, and also on the backs of 2,000 circulars for 10c if you will mail 100 of the circulars.

Ervin R. Mill, Pub., Hika, Wis.

**MAKE** your own Rubber Stamps cheaply at home. Full instructions which you can easily follow only 5 cents. Willie Hinz, R. F. D. No. 2, Sheboygan, Wis.

Marriage paper. 16 pages, with addresses, 10c. Fred P. Holcomb, Deet, 15, Watertown, N. Y.

# THE NEW ENGLAND HOME WORLD MAGAZINE.

Published monthly at Cambridgeport, Mass. for the last 5 years, is one of the best Advertising Mediums in the East. It carries the following Ads. The J. B. Williams Co., Halford Table Sauce, Vose & Sons Piano Co., Cutter Tower Co., Rand Bros., Rippens Chemical Co., The Patent Record, Laughlin Mfg. Co., Pierce Printing Co., Royal Reading Route, Union Supply Co., Glenn's Sulphur Soap and many others.

These Advertisers know a good thing when they see it, so should you. The above named Advertisers find it pays them, so it should pay

## MAIL ORDER ADVERTISERS.

For the next few months we have decided to reduce our rates (one half) to 5c. per line so M. O. Dealers can test the pulling power of the Home World Magazine at a small expense,  
\* \* \* Regular Rates are 10 cents per figate Line. \* \* \*

Send us a copy of the Advt. you wish inserted and how long you wish to continue same, we will send price, sample copies and full particulars by return mail. Write to us now, do not put it off.

## CIRCULATION OVER 10,000 MONTHLY.

THE NEW ENGLAND HOME WORLD MAGAZINE,  
CAMBRIDGEPORT, MASS.

## Results.

Do you want them? If so advertise in "Cascade Monthly." Ad rates 3c per line. Subscription 10c per year. The Cascade Monthly, Dept. 9, Burlington, Iowa.

### Look Advertisers!

Your 6x9 Circulars mailed for 10 cents per 100, due bills taken at par. P. O. receipts furnished when requested.

C. C. McMATT, Dept. M. B.  
Chronicle, N. C.

A CURLY CURL can be had by using Curiolene Powder. Curls the hair in hot or cold, dry or damp weather. Sample 10 cts. P. J. Snow, Foxcroft, Me.

5,000 circulars printed one side 3x5, any reading matter not over 001 words for only \$1.00. Send stamp for samples. I exchange mailing circulars. L. B. Hafford, 108 Racine Ave., Chicago, Ill.

CLOTHES NEED less rubbing if you use 20th Century Laundry Tablets. Place a tablet in the water in which soiled clothes are boiled. Easy isn't it? Enough for three months, 20 cents. Agents wanted. Manufactured by Wm. Ash & Co., 1476 West Lake St., Chicago, Ill.

## Did you catch it? No, what was it?

Why, the opportunity of inserting your ad in the best monthly magazine, the People's Companion. Rates 5c per line, 50c per inch. Discounts on electros. Send us a trial ad and feel what a "puller it is." Write for sample copy at once, People's Companion, Milwaukee, Wis.

YOUR NAME on 1,000 coin pockets \$2.00. Sample for red stamp. I will help you mail them free. Mention this paper. Mailers send 10c for my free scheme. B. C. Reynolds Pub. Co., Fieldsborough, N. J.  
"MIADS."

## MOST ANY FORMULA

You want at 5c each; so me of the very best sellers on the market, such as others are asking 25c and 50c for; Artificial Skin, Footase, Bust Developer, Dyspepsia, Liquor Habit and Dandruff Cure, Chemical Ink Eraser, &c., &c. Send for particulars—  
THE DIRIGO SUPPLY CO.,  
Box M, 1535, Portland, Me.

## A Profitable Business.

We will start you in a new Mail Order Business that certainly is a money maker; one ad costing us 70cts. brought \$10.65 clean profit, another costing \$2. brought of profit of \$20.80 after deducting all costs; but then this is not unusual at all, for nearly all of our ads average as good, some better. It is our attractive circulars and proposition we offer that does it. We will furnish you with circulars exactly like ours and give you instructions showing you how to conduct the work and as we have been so successful, why can't you do as well or better with the same circulars? You can. It will do you no harm to send for our circulars. Do so.

Anti-Drug Remedy Co. Box 801,  
Newark, Ohio.

Be  
your  
OWN  
BOSS

\$1.50 to \$5 invested starts a business from which you can make \$10 to \$35 per week; no canvassing; strictly honest; conducted in your own home; business done by mail; receive scores of letters every week containing from one to five dollars; nearly all profit. We supply everything and give instructions how to carry on the work; the biggest money maker ever conceived. THE ANTI-DRUG REMEDY Co., Newark, Ohio.

## \$50 per 100 — MADE —

Distributing Samples of Syrup etc. right around home. We mean business and want samples faithfully distributed. This probably is the highest price paid by any reliable concern. We have employed over 1000 people within the last year to distribute our samples, we are going to extend our business into every state in the U. S. and will employ 2,500 more people at once. Better write now for particulars enclosing 4 1c stamps for contract etc. Address, PIERCE PROCESS CO.,  
Dept. 18 Cambridgeport, Mass.

**WANTED** Mail Order Men to send 10c for schemes for getting advertising free. The Owl Publishing Co. Easton, Pa.

**SMOKE PHOTOGRAPH OUTFIT** only 10 cents. Makes real photos. A fun and money maker. 10 cents each while they last or 3 for 25c. Hockheiser Mfg. Co., 100 Reilley St., Bridgeport, Conn.

**CATARRH CURED** permanently by using my inhalers. One trial gives instant relief and never fails to cure this troublesome disease, and will last for years. One inhaler sent postpaid for 25c silver. E. Johnson, 342 Erie Ave., Williamsport, Pa.

A printed list of **NAMES OF INDIVIDUAL TAXPAYERS** and the value of property upon which taxes are levied, 10 CENTS, silver, PER 100. Geo. A. Chadsey Jr., Box 487, New London, Conn.

**AGENTS** you can save money. Our prices on novelties are the **RIGHT** prices. Big profit for you. Samples and terms 25c (coin). Address, World Supply House, Box 777, Hoosick Falls, N. Y.

**FISH. FISH.**—Try a sample box of our delicious appetizing **FISH CAKES** ready to serve in two minutes. No smell or odor, guaranteed pure. Postpaid for thirteen 2c stamps with full directions. Success Co., New Haven, Conn.

**MENDING TISSUE** the Wonder of the Age. No more sewing or mending, repairs clothing, silks, satins, cotton goods, ribbons, fabrics of all kinds, kid gloves, mackintoshes, umbrellas, parasols, stockings, etc. Price ten cents per package with instructions and suggestions for many other uses than those mentioned above; also our big catalogue. Address, Union Supply Co., Lockport, N. Y.

**HYPNOTISM**, Powerful in business and love. Pays to learn, can win who you like, easy learned by new method. Success guaranteed. Blackman Pub. Co., Chicago Ill.

**CHEAP ADVERTISING.** For excellent results, Mr. Advertiser, don't fail to put your "ads" in our great list of 34 leading monthly magazines. Has combined circulation of 150,000. Special attention given to small advertisers. Further information furnished free. Try an "ad" at 15 cents a line. Address, Hollands Magazine, North Wilkesboro, N. C.

58 Successful Home and Mail Order Money-making enterprises for hustlers with little or no capital. Full instructions for all, \$1.00. Circulars for stamp. Stuart Promoting Co., Gallipolis, Ohio.

Send 20c, silver, to Reliance Mail Order Co., Box 995, Portland, Maine, and they will send you an outfit where-by you can secure any of the following fine articles without further cost.

1, Ingersoll watch; 2, Laughlin fountain pen; 3, Ladies' pocketbook; 4, goods from their catalogue, value, \$1.00; 5, Year's subscription to The Cosmopolitan Magazine; 6, Year's subscription to Munsey's Magazine. Isn't it worth while? Only 20c remember.

**ONLY 25 cents** a year for the best monthly mail order magazine. Tells how to make money at home; gives addresses of leading dealers in Agents' goods, recipes, etc. Sample copy 5c, address, Hollands Magazine, North Wilkesboro, N. C.

**A GREAT MAIL ORDER** puller. The Elmore Magazine. That quaint illustrated home journal, printed in colors. Prizes and free printing. Sample copies and particulars for stamp. The Elmore Pub. Co., Mt. Vernon, Ohio.


**MAIL ORDER MEN**, do not fail to write us. We can start you in the mail order business right, and help you to make some money. We furnish you up to the times circulars with your name on, and ship the goods direct to your customers. Over 100 per cent. profit and all sure winners. We use only plain tags in shipping and send no advertising of our own to tell where it came from. Write us at once. Eureka "M. B." Supply Co., Aurora, Ill.

**STEWART'S MAMMOTH OUTFIT.** One 3-line rubber stamp, one bottle stamp ink, any color, one self-inking pad, one name stamp for clothing, one dry pad and one bottle indelible ink, all sent postpaid for 50c. James K. Stewart, 16 Arcade, Cincinnati, Ohio.

**A MONEY MAKER!** 600 per cent profit A gold mine which only needs to be worked. A brand new business just born. Chance of a lifetime. Drop the old played out schemes. Start on the road to independence. Field unlimited. Local or mail order business. Scheme will soon spread like wildfire. Be first in the field. Full information for \$1.00. Address, Edmund A. Lindsay, Patterson, Pa.

**FREE** Send me the names and addresses of five of your friends and 5 one cent stamps and I will send you an interesting book and package of monthly papers free. Address, W. H. Courtney, 721 N. Payson St. Baltimore, Md.

**YOUR NAME,** Business and Ad-dress on a rubber stamp with pad and ink for 3 dimes. We supply everything in the rubber stamp line. Let us supply your wants. Catalogue for a stamp. The Gem Stamp Works, 721 N. Payson St., Baltimore, Md.

**THE IDEAL KNIFE and SCISSORS SHARPENER.** Almost indispensable. You can sharpen scissors, a case knife, butcher, bread and carving knives, etc., in a minute. The only thing that will sharpen scissors. That alone is worth several times the price. Agents Wanted. Price 15c., postpaid. Union Novelty Co., Salem, New York.

Make your own **Baking Powder** and sell to your neighbors. Absolutely pure. Send 25 cents for formula and start a good business of your own. G. W. Flint, Raymond, Ill.

**YOUR AD** in "The New West," of Weiser, Idaho, 30 words, 10c; 1 inch 3 mos., 60c. Sample copy for stamp.

**ILLUSTRATED** Letter Head only \$2.00 or any design of 10 sq. in. or less. Printing plate ready to print and pre-paid. Chester A. Werts, Illustrator, Weiser Idaho.

**A FORTUNE** for a person in each town. Honest, easy work. But little capital needed. No fake. Full plans 10c. C. A. Werts, Weiser, Idaho.

**A MONEY MAKER!** My scheme brings me from \$5.00 to \$10.00 per day every time I operate it. Strictly legitimate. No capital or investment required. Anyone can work it successfully. Full instructions for operating it mailed for only 25c. Address, M. Moora, Box 23, Ampere, N. J.

**HEMORRHOIDS**—Cured before you pay. Safe and sure. Send 4 red stamps for postage. Balance, \$2.00 when cured. Peruvian Powder Co., 222 S. Ave. 19, East Los Angeles, Cal.

**FREE** To introduce our catalogues we will send a handsome jeweled tie pin on receipt of 5c for postage. Please mention paper Star Novelty Co., 1107 Palmer St., Phila., Pa.

Mrs. Delia Flagans, Peach, Va., does beautiful **HAND** fancy work to order, very cheap, such as painting, that will wash and no injury, Battenburg, drawn work and lovely solid silk embroidery. Write with stamp.

Mention the **MAIL BAG** when answering ads.



Rates, 1 time 5c., 3 times for a dime. These below will mail for 10c per 100.

C. O. Pierson, 1307 Angular St., Burlington, Iowa.

Mail Bag Mailing Agency, 19 Anderson St., Portland, Maine. (B. C. McMATT.)

Dirigo Supply Co., Box 1535, Portland, Maine.

W. H. Courtney, 721 N. Payson St., Baltimore, Md.

H. L. Walker, Dist. Co., 468 Farwell Ave., Milwaukee, Wis.

J. C. Bingley, Charleston, S. C.

W. H. Van Norden, Box 333, Waterford, New York.

100 circulars mailed, 6x9 or smaller and a 20 word ad in "The Yankee" a puller, all for 15c. The Fay Co., Sandusky, Ohio.

**LOOK** I mail circulars and papers to all parts of the U. S. for 10c per 100, 200 for 16c. Good names 10c per 100.

Herbert Blanding, Silver Creek, N. Y.

Robert Browney & Co., Pungo, N. C.

Annie Smith, Cardwell, V. A.

**SPECIAL**, don't you want them? Only 10 cents a pound postpaid. They are up-to-date circulars. Catalogues, Amateur papers etc., Worth many times the price. Address, F. E. Saunders, Dept. M. B. Chronicle, N. C.

**FREE.** Your choice of one of the following articles. One years subscription to Saturday Evening Post, Ladies Home Journal, Success, or American Boy, an Umbrella, Fountain Pen, Watch or many other useful articles. Send 10c in stamps for full particulars, of how to secure the above and thousands of others.

**FREE.**

Mutual Supply Co., Dept. D, Station V, Philadelphia, Pa.

## Twentieth Century Books

New Jokes by Old Jokers.  
Mammoth Book of Parodies.  
Stage Recitations.  
Spots of Wit and Humor.  
(EZRA KENDALL.)  
Good Gravy.  
Daisy's Blushing Confession.  
How to Hypnotize.  
West Twenty Ninth Street.

25 cents each. Big mail order pullers. Send stamp for catalogue and trade prices.

H. H. TAYLOR,  
Woodside, N. Y.

## Genuine Souvenir Photographs.

Your choice of House where McKinley died or the Temple of Music, neatly mounted—10 cents.

Twelve of the best Pan American views only—70 cents.

Eureka Novelty Co.,  
Waterman, Ill.

**Mail Order Men**, we will honestly mail your circulars to good reliable names, with ours, at 10 cents per 100. Names and addresses 10 cents a hundred.

A. TILLITT & CO.,  
Box 115, SUTHERLAND, IOWA.

## THE HOWLING WONDER or KARNIPHONE

is what every Agent, Streetman and M. O. Dealer wants to handle. Drop a postal to The K. & P. Co.,  
FARIBAULT, MINN.

**SEND ME** 10 cents in stamps and receive two of the best books ever offered or **SEND ME** 50 cents and I will send you a good Stereoscope with views, postpaid, and my catalogue is free. Address,

CHAS. LOUDE,  
Box 589, BURLINGTON,  
WISCONSIN.

**WARM FEET** enjoyed all winter for \$1.25. Praised by thousands—relieves Chilblains or Cramps. Don't delay but write to-day.

E. D. ACHOR,  
604 Majestic Bld'g,  
Indianapolis, Ind.

**LADIES!** Do your own decorating! Our Magic Transferring Process will transfer pictures instantly on cloth, glasses, dishes etc. 25c a bottle. A gold mine to agents. Receipt \$1.00

GLOBE SUPPLY Co.,  
Box 383, GRAND RAPIDS,  
MICH.

## McKinley Memorial Pictures

Printed on Extra Heavy Glazed Paper size 16x20, sample 25 cents. Agents wanted.

EMORY NOVELTY CO.,  
1160 PICKNEY ST.,  
BALTIMORE, Md.

## Mail Order Dealers.

Firms handling good selling articles for new territory send sample or circulars of goods with wholesale price to

THE CENTRAL CANADA  
NOVELTY CO.,  
WINNIPEG, MAN.,  
138 Fork St. CANADA.

**Best Washing Fluid** does away with rubbing is perfectly harmless to clothes and will take out any kind of stains after several washings. Recipe 15 cents.

HOUSEHOLD REALM CONCERN,  
35 Grandview Ave.,  
Plainfield, N. J.

**\$5.00** Imperial Electric Belt at \$1.00 for a short time only. Cures while you sleep, Rheumatism, Heart Trouble, Liver and Kindey disease etc. FRED THON, 15 N. Eden St., Balto, Md.

## Cracker Jack Pencil.

It works automatically. Pressing the end the lead comes out. The trimmings are nickle silver plate. One box of lead with every pencil postpaid for 10 cents. Address,  
ELVEN KITCHEN, O. T. N.,  
ALBERTA, KY.

Recipe for making rubber stamps 25 cents. LOTTEN, 80 Riley St., BUFFALO, N. Y.

Send us 10c silver and we will send you A D NEWS one year and give you a useful present, FREE.

Our paper is a valuable aid to M. O. dealers and advertisers.  
HOPPER PUB. CO., Box 14, Clifton, N. J.  
(Mention Mail Bag.)

# The Mail Bag.

PUBLISHED MONTHLY BY  
**HARRY G. HASKELL**

19 Anderson St., Portland, Me.  
Special subscription and advertising agents.

The Southern  
Publicity Bureau,  
Richmond, Va.

Subscription. 25 cents per year.

Adv't rates: 5c a line, 50c an inch.  
Forms close 25th of month preceding date of issue.

Application made for entry as second-class matter.

VOL. 1. Jan. 1902. No. 10.

An x here denotes that your subscription or advertisement has expired. Your early renewal is desired.

that your ad was received, but An x here denotes too late for this issue. Same will appear in our next.

Some ads are necessarily crowded out, until we catch up with our omitted November issue. If your 30 word ad doesn't appear THIS issue, it will be next SURE.

Here is an educational contest open to all subscribers and advertisers. Can you answer these questions? For the best explanation to the 5 following queries we will give a one-quarter of a page ad, for the second an inch ad, and for a correct answer to any one of them, a years subscription to THE MAIL BAG.

Here are the questions:

1. Why does a hop vine wind one way and a bean vine the other?
2. Why does a horse eat grass backward and a cow forward?
3. Can you tell me why the leaves turn upside down before it rains?
4. What wood will bear the greatest weight before breaking? Which is the most elastic?
5. Can you tell why a horse, when tethered with a rope, always unravels it, while a cow always twists it into a kinky knot?

Answers must be received by the editor before Mar. 1st, 1902, to be entitled to a premium.

## Want Column.

This is the department you want to use to create new business. One-half cent per word each insertion. Ten cents the minimum price. These small ads will be read.

Wanted—M. O. goods, circulars, catalogues with our imprint, etc. Send samples and terms, manufacturers only. Specialty Mfg. Co., Box 1535, Portland, Me.

I have a Kelsey lever press, chase 10x15, originally cost \$75, will sell for \$30 cash. F. O. B., Portland, Maine. Address, H. G. Haskell, 19 Anderson street, Portland, Me.

Samples and circulars wanted from Manufacturers and Mail Order supply houses. Circulars and catalogues to have our imprint on them. Publishers send sample copies and ad rates. R. Browney & Co., Pungo, N. C.

"Triumph of the Age." Paper lead pencils with rubber tip. No knife needed. No dirty fingers. Price 5c. J. G. Dill, Dept. C, 4124 Chouteau Ave., St. Louis, Mo.

### HEALTH WITHOUT MEDICINE.

Send 4c in stamps for my book "Saved from Death" which tells how to cure 30 diseases. No fake. Prof. N. Rogers, Dept. B, Peru, Neb.

**California** novelty, big tree bark pin cushion, a useful curiosity, made of the velvety bark of the mammoth trees, in its natural state. Price 20c C. T. Young, Benicia, Cal.

**LOOK!** Send 10c for large package "Perfection Perfume Sachet. Carry one in your pocket, it will keep your clothing pleasantly perfumed. New England Supply Co. Bridgeport, Conn.

**LADIES,** will send full directions to mount photographs, any size on glass, paint in water colors also directions for French art, all for 25c. Mrs. E. Gobbi, Healdsburg, Cal.

## Free - BOYS - Free

Jack knives, beautiful outing shirts, watch chains, and many other presents, for distributing a few circulars. We send present after work is done. The Dale Co., 172 W. Main St., Amsterdam, N. Y.

**HELLO BOYS!** Start the mail order business and make big money at your own home. Write for my instructions and start. J. Jacobs, 426 Seventh Ave., New York City.

**BOYS,** The Spiromotor is the greatest mechanical wonder of the world. It will run for hrs. It beats the automobile Sent postage paid for 10c. Dept 15, Harrington, 225 W. 31st St. New York City.

**LOOK HERE!** New names and addresses 6c a hundred. Sheet music 7c a copy, beautiful picture on front. Comic picture papers and magazines 3c a copy. Address, F. Knowles, 239 Gardner Street, Joliet, Ill.

**Be your own boss.** Recipe to make sheet bluing, blacking to equal Enamaline and others as good, and a liberal box of electro-silverite combination polish 25c W H Van Norden, Waterford, N Y

**Agents Wanted.** For Household Liniment. A sure relief for rheumatism, sprains, bruises, burns, etc. Also beneficial for croup and pneumonia Particulars for stamp. Standard Supply Co. Bellows Falls Vt,

**DON'T BE SLOW NOW.** Every person who reads this advertisement and sends for circulars at once, then follows direction in same, can acquire a small fortune this winter. A. A. SANFORD, 52 Prince St., New Haven, Conn.

**PHOTO JEWELRY** Agents wanted. 50 per cent discount to good agents. A good holiday proposition. Our line of scarf pins, cuff buttons brooches, medallions, oval photo buttons etc., sell on sight. 3 one cent stamps brings catalogue. W. H. Courtney, 721 N. Payson St., Baltimore, Md.

### Wonderful Dancing Skelton.

The greatest novelty of the age, it will stand up, lie down, dance etc. Outfit and directions postpaid 8 cents. Pearl Novelty Co., Roaring Springs, Pa.



A list of reliable firms will be presented in this column every month.

Books of all kinds.

The Henneberry Co.,  
409-429 Dearborn St.,  
Chicago, Ill.

Aluminum money.

W. R. Adams & Co.,  
39 W. Congress St.,  
Detroit, Mich.

Leather Novelties.

Louis Otto & Co.,  
163-165 Fifth Ave.,  
Chicago, Ill.

Reliable advertising agency.  
Southern Publicity Bureau,  
Richmond, Va.

Cheap printing.

Commerce Printing Co.,  
127 Reade Street,  
New York City.

"From the Ball Room to Hell,"  
written by an ex-dancing master.  
Endorsed by pulpit and press.  
Mailed postpaid for 25 cents.  
James T. Miller,  
Box 121 Altoona, Kans.

Hello, here we are! the New  
Lively Chicken sells like hot cakes.  
Agents wanted everywhere. Send  
25 cents at once for sample and  
terms to agents. Address,  
I. C. Smith,  
Box 75 Bismarck, Pa.

Absent treatment free. Fourteen  
treatments and complete printed  
instructions for only 10c to pay for  
printing and mailing. Money re-  
turned if displeased. Send now to  
Prof. R. Dnnkee,  
Elmont, Mo.

Agents wanted to sell Lightning  
Metal Polish a quick seller and large  
profits. Sample and terms 20c.

Frank L. Anderson,  
Box B 40 Falconer, N. Y.

200 Recipes Trade secrets and  
money makers. Inks, Wines, All  
diseases, Beauty, Complexion and  
Toilet. The lot for a 2c stamp and  
a silver dime,

Dowe Novelty Co.,  
Erie, Pa.

Your Fortune and best business  
possibilities told for 10 cents. Satis-  
factory astrological reading given  
each one. Give your date of birth  
address.

Chas. H. Jens,  
1218-7 St. Manitowoc, Wis.

SKATES FREE. SKATES FREE.

An exceptional chance for boys and girls to get  
a pair of Barney and Berry shates absolutely free,  
by making a few sales of aluminum Christmas  
goods at 15c each, two for 25c. Hundreds of pairs  
already given away. Eureka Novelty Co., 1199  
Michigan Ave., Detroit.

DO YOU want to know all about  
the Mail Order Business? If you  
do, don't fail to send us 5c for our  
little book. HOPPER PUB. CO.,  
Box 14, Clinton, N. J.

Bankers, Barbers, Students,  
Mechanics, Factory girls, save  
and protect your eyes by using  
folding pocket eye shades.  
Agents making big money. Sam-  
ple 10c. Utility Co.,  
32 Lafayette Ave.,  
Detroit, Mich.

Are you bothered with toothache  
if so fill your teeth with Dentoform, it  
stops the pain instantly. Price 25c by  
mail, post-paid.

W. L. Phillips,  
Blue Mounds, Wis.

**Advertisers.** I will put your  
ad in 20 different magazines with a  
total circulation of 100,000 for 30c  
per line. Send cash with copy. C.  
H. Skutt, Dept. 3, Wayland, Mich.

Send address on postal for illust-  
rated holiday catalogue, I have some-  
thing you need. E. Hill, 80 Bleecker  
St., Newark, N. J.

LAWYERS USE IT,  
BUSINESS MEN NEED IT,  
COLLECTORS REQUIRE IT.

Handiest Pocket Bill File  
Ever Made.

**The Star Bill Holder.**

Order of your stationer; or we  
will mail one to your address  
on receipt of 50 cents.

Star Manufacturing Co.,  
787 Forest Avenue,  
PORTLAND, - - MAINE.

THE JUNIOR JOURNALIST.

PUBLISHED MONTHLY.

Devoted to the Interests of Amateur Journalism.  
25 cents a year. Sample copy free.

N. STOLLER

220 N. Desplains St., Chicago, Ill.

HAVERHILL, MASS. American Gentleman of  
30; weight 150; height 5ft 10 in; good looking; no  
bad habits; do not chew, smoke or drink; have a  
kind, loving and affectionate disposition; jolly and  
all of fun; go in good society. So girls, if you want  
a good companion, write. All letters answered.  
Address, Box 505, Haverhill, Mass.

**Do You** need money? If you  
do and have but little to start with  
write to me. You can make \$75 a  
month addressing envelopes evenings  
Arthur Fussell, Breland, La.

**SECRET LETTER WRITER.**

Letters can be written in this way  
and cannot be read unless you have  
the key. One for 5 cents, three for  
10 cents. Write to-day.

J. W. MORRISON,  
Hudson, Ind.

**TRY** our sheets of stamps at  
50 per cent. Com. Re-  
mit 50 cents for stamps  
from sheets and receive 6 Central  
American stamps free.

GROSS PARK STAMP CO.,  
416 Otto St., Chicago, Ill.

MAGIC NEEDLE THREADER.

The sim-  
plest and  
most ef-  
fective  
needle  
threader  
ever made. Can be used to thread machine or  
common needles. It is quick, sure and effective  
saves strain on eyes. A blind person can use it  
Agents wanted. Price postpaid 10 cents.  
Am. SUPPLY CO., D 1234 New Britain, Conn.





I will exchange for printing, 10 dollar course in stage Hypnotism, new. 10 dollar course in Magnetic Healing one or both for printing, or ad space.

Address with stamp,  
Prof. R. Dunkle,  
Elmont Mo.

**ASSASSINATED.** Send 15c for a year's subscription to the LITTLE GEM, a cute little monthly magazine and we will send you by return mail a beautiful souvenir of the late President, Wm. McKinley, "In Memoriam." 15c pays for paper; the souvenir is worth more; you get it free. Send to-day. Gem Publishing Co., Box H 1, Whitler, N. C.

We will mail your circulars in exchange for advertising Mail Order goods or printing material at the rate of 10c per 100.

C. H. S. Kutt & Co.,  
Wayland, Mich.

5 amateur and stamp papers for every 2c piece sent me.

H. G. Haskell,  
19 Anderson St.,  
Portland, Me.

**YOU** will be successful if you will handle our grain sack tie. Sells at sight, profits large. No competition. Specially adapted for farming trade. Dozen 20c. Badger State Supply Co., Madison, Wis.

**5c SEND ME 5c** and I will send post paid to any address a recipe for making the best black ink on earth. J. R. Rathbun, Dept. 9, Fife Lake, Mich.

**Agents Wanted** Either Sex To sell our household novelty. A red hot seller Sample and terms 10c. B. McDonough & Co., B 1420 Gratton St., St. Louis Mo.

**The Tickler** Best comic paper, illustrated. Six months trial subscription one dime. Unedus Co., Fremont, Neb.

**SEND** 10c for our book of 300 Money Making Secrets and start a business of your own. M. B. Standard, Box 398, Shreveport, La.

### Marvel of the Age!

Join our Cure Club! Get well without cost or money and make \$30 weekly at home. Send stamp for particulars to P. G. Hilbert, Mountain Lake, Minn.

**Names** and addresses. I have them. Written for 15c per 100. Printed at 10c per 100. Mention this paper. W. Harry Dannels, 69 Stewart Ave., Uniontown, Pa.

### Money Making Secrets.

Book of 64 large double column pages tells how to manufacture hundreds of articles in daily use and sell at large profits. 10c. Benton Placard Co., Oakland, Ind.

**GET WELL** while you sleep and sleep well at all times. An absolute relief and cure for all diseases. Sample by mail ten cents. C. Hagen, Morgan Bldg., Buffalo, N. Y.

**MONEY MAKERS** Send for these. How to make one gallon best ink for 50c. Gold medal prize vinegar. How to make paint at 1c a pound. Worth \$1.00. All 3 for 50c send quick. S. F. Bennett, Loganville, Ga.

**Something New** Bright neat attractive engraved sign cards for show windows and stores of all kinds. Merchants all need them. Sell on sight. Samples and catalogue 10c for postage. Benton Placard Co., Oakland City, Ind.

**Just Completed** First list of Gallia County farmers ever published. Absolutely correct. All prosperous and willing to buy suitable utility articles. Try a list, 500, \$1. 1,000 \$1.50 etc. C. Stuart, Gallipolis, Ohio.

**Lots of Money.** Do you want it? **DARK-E-E SALVE.** Heals burns and all sores without leaving scars. Sample 10c. Agents wanted. Liberal terms. H. L. Monty, N. McGregor, Iowa.

**LADIES, BOYS & GIRLS,** We start you in honest money making business, without capital, light easy work, particulars free, sample for stamp. B. H. Stevens, 890 Noble Ave., Bridgeport, Conn.

## Advertising News

is making a big pull for more subscribers. Only 25c a year and it is worth it. Here are some of the good things we give our subscribers each month: Pointers for Advertisers, Formulas, Bright Sketches of Mail Order Successes, where to get mail order goods, where to get circulars to mail, etc. We want 1,000 subscribers within the next three months, and in order to get them make the following

### SPECIAL OFFER!

Send us 10c silver and we will send you AD NEWS one year and give you a useful present FREE.

Our paper is a valuable aid to M. O. dealers and advertisers.

HOPPER PUB. CO.,  
Box 14 Clifton, N. J.  
Mention Mail Bag.

## ADVERTISERS,

It is to your interest to advertise in papers that bring results. Your trial advertisement will be accepted at 10 cents per line, one hundred thousand circulation. Regular rate 25 cents per line. Try an advertisement. Address,

The Welga Rural,  
Welga, Ill

**MONEY** for the holidays. Agents boys and girls. Sell our Perfection Perfume Sachet. Big profits. Send 10c for package and terms New England Supply Co., Box 213, Bridgeport, Conn.

The following ads were to be inserted in The Mailers Exchange, but as we have bought that paper we have inserted them in our own columns. Hope this will be satisfactory to all concerned.

**Advertising** is a good puller, so advertisers **News** say. You can try it for 3c a line 25c an inch. One inch 3 months, 50. Subscription 20c half cash, half due bills. Hopper Pub. Co., Box 14, Clifton, N. J.

**FREE** 50c worth of advertising, if you send 25c for one year's subscription to The Eclipse Monthly. Ad rates 2c a line. Address, The Eclipse Monthly, Sedalia, Mo.

**JUST TO** get acquainted, send 20c and get our large magazine six months and your 3 line ad free. Inland Review, ME., Akron, Ohio.

**START** in business for yourself. We furnish the goods. Write to-day. The Paradox, Sedalia, Mo.

**SEND** your address on a postal for Novelties, price lists and circulars. E. Hill, 430 High St., Newark, N. J.

**1000** 50 word circulars 15c, our ad on back. The Paradox, Sedalia, Mo.