

TRAFFIC IN NAMES.

The Curious Profession of a New Yorker.

A pleasant, gray-bearded gentleman sat in a Sixth avenue elevated train, talking to a younger man. A reference to the occupation of the older man made him say:

"Mine is an unusual business. See here."

He pulled out a card. His name had been Henry Jackson, the card would have read:

HENRY JACKSON,
DEALER IN NAMES.

"Won't you explain?" said the younger man.

"I buy and sell the addresses of people in all parts of the United States and Canada. There are hundreds of business men who reach their customers by circulars as well as by advertising in the newspapers. Thus a book publisher gets out a new book which he wants to sell through agents. He is anxious to learn the names and addresses of all the men and women in the United States who sell subscription books. He also wants the names of those who sell other goods in the same way, because they are very likely to drop the other article for the sake of the new book. Then he wants the addresses of the people who have never acted as agents, but who want to try it to see what they can do. He advertises for agents in a variety of papers, and at a pretty heavy expense. It costs him several cents for every letter of inquiry about his book that he receives. To that letter of inquiry he sends his elaborate circulars. I come to the relief of the publisher by selling him a very large number of agents' addresses at a small part of the cost of getting them by advertising."

"How do you get them?"

"You see every publisher has a list of agents whom he has employed at one time and another. Nearly every one will sell me a copy of his list for a consideration. The combined copies make a formidable pile of manuscript. Then there are the novelty men who accumulate large lists of names of agents. Agents from one line of special names. Invalids from another."

"Not necessarily. Every community has a lot of people who are always buying medicine. They are the most valuable lot an advertiser can reach. The consumption remedy circular gives them a hacking cough and a hectic flush. The blood purifier circular flushes them with eczema. So it goes through the list of chronic and acute ailments that flesh is heir to. They will buy anything from beer and bark to a steam stonemason to doctor a sprained foot. All these people at one time or another write to some advertising doctor or vender of the elixir of life. I buy the names from the advertiser, classify them according to the number of times the names have been used by medical men and the last diseases that afflicted the writers, and sell them over and over again. Sometimes I sell the original letters outright. The careful advertiser sometimes varies the character of the circulars sent according to the characteristics of the letter writer, even writing a personal letter in some cases."

"What other classes have you?"

"Two general classes. One for the sharpers and one for the general advertiser. The latter class is cosmopolitan. It includes all others, really, but it is made up mostly of farmers."

"What prices do these names bring?"

"I have got as high as \$25 a thousand for names for sharpers' use. Good lists of habitual invalids are worth all the way from \$10 to \$20 a thousand. Agents are so easily obtained that \$10 is a big price; from \$3 to \$5 is ordinary. General-use lists, copied from the letters, bring from \$3 to \$5 where they have not been mailed to more than twice. When mailed to oftener than that, and where a year or two old, they get down to a dollar a thousand."

"Are many in this business of yours?"

"Not continuously. They drop in, make a good thing, and straightway begin mailing circulars on their own account. The number of actual addresses handled by me in one year has never exceeded 1,000,000, but it has averaged that figure closely."—*New York Sun*.

VEAL LOAF.—Three pounds of lean, raw veal, and one-half pound of salt pork, chopped fine. If you have an accommodating butcher he will chop it free of charge, but it is best to select the meat yourself and see it weighed, for it should not contain any gristle or stringy pieces. It must be chopped very fine, then mix thoroughly with it six small crackers rolled, two eggs, a piece of butter nearly the size of an egg, a teaspoon of pepper, one small tablespoon of salt, a little sage or any other herb you may prefer to use for flavor. Pack tightly in a deep, square tin, cover with bits of butter, sprinkle cracker crumbs on the top and bake slowly for two hours. When cold slice it thinly. It is very nice for lunch or supper.

Taking time by the Forelock.

"Oh, mamma, my doll has got an awful cold," said little Mattie, the other day, "and I must have some whisky to give it."

"Who told you whisky was good for a cold," asked her mother.

"That's what papa says he takes it for."

"Oh, yes, he says that, but he hasn't got any cold. He just takes it for the cold he is going to have."

"Well, my doll's goin' to have no awful cold to-morrow."

Miseries of London Life.

Coleridge long ago recognized the existence of no fewer than sixty distinctly different stenches at Cologne, and it was perhaps the multiplicity of malodorous emanations in the city of the Dom that incited the original Jean Marie Farina to devise the delicious perfume which bears his name. London, however, is a city which far surpasses Cologne, if not in the number, at least in the intensity and the noxiousness to health of its evil smells. We have the smoke always with us, to begin with, which, as London continues to grow, and sea-coal is burnt in open fire-places, most stupidly constructed, must necessarily increase in volume and in poisonous attributes every year. We have still, to judge from its color, a river which is terribly polluted, and in which, below bridge, few fish can live; and where there is pollution of water unpleasant odors must necessarily follow. The main drainage is, no doubt, a magnificent engineering work, but our house drainage is still lamentably imperfect, and our dust bins are so many hot-beds of disease, the perils of which are aggravated by the tardiness of dust contractors, the extortions of dustmen, and the apparently incorrigible laziness of servants. Our greatness as a commercial and manufacturing metropolis demands that we should carry on within our borders such industries as the boiling and burning of bones, the making of glue, size, white lead, leather, varnish, tallow and chemical manures; and it would be interesting to ascertain how many millions of feet of carburetted hydrogen and carbonic acid gas there are liberated every year from the furnace of our gas-works and the "fermenting squares" of our breweries. There is not a railway station in London that is not a focus of more or less pestilential smell. There is not a mews behind an aristocratic square or street that is not a hot-house of unhealthy odors.—*London Times*.

GOLD fields are scarce, but those who write to Ransom & Co., Portland, Maine, will receive free, full information about work which they can do, and live at home, that will pay them from \$5 to \$25 per day. Some have earned over \$50 in a day. Either sex, young or old. Capital not required. You are started free. Those who start at once are absolutely sure of small little fortunes. All is now.

SOCIAL AMUSEMENTS.—The Passenger Department of the Monon Route have just issued a handsome book of over one hundred pages with the above title, containing a choice collection of parlor games, tricks, charades, tableaux, parlor theatricals, figures and calls for Jaeger, etc., especially arranged and adapted for home amusement.

Write to Wm. S. Baldwin, General Passenger Agent Monon Route, Chicago, Ill., enclosing three cents in postage stamps, and a copy will be sent you by return mail.

SUMMER RESORTS OF THE NORTH WEST.—Tourist tickets at lowest excursion rates via the Monon Route, are now on sale at the Company's offices and at all principal points in the South, to Chicago, Milwaukee, Ashland, Waukesha, Madison, Oconomowoc Lake, Gogebic, Spirit Lake, Lake Minnetonka, St. Paul, Minneapolis, and other delightful resorts in the cool Northwest. Tourists are given choice of routes either via Louisville or Cincinnati, and are able to make the trip between these cities and Chicago on solid fast express trains in Pullman's Finest Buffet Sleeping Cars.

Full information regarding this favorite route for summer travel will be promptly furnished on application to any agent of the Company, or the following representatives of the Passenger Department: A. B. Robertson, Southern Passenger Agent, Atlanta, Ga.; H. A. Hathaway, District Passenger Agent, No. 227 Fourth Avenue, Louisville, Ky.; I. D. Baldwin, District Passenger Agent, No. 26 South Illinois street, Indianapolis, Ind.; T. D. Campbell, Ticket Agent No. 129 Vine street Cincinnati, Ohio, or Wm. S. Baldwin, General Passenger Agent, Chicago, Ill.

CHICAGO COTTAGE ORGAN

Has attained a standard of excellence which admits of no superior. It contains every improvement that inventive genius, skill and money can produce.

OUR
AGE
IS
TO
REACH
EVERY
ORGAN
WAS
WANTED
FOR
FIVE
YEARS

These Organs are celebrated for volume, quality of tone, quick response, artistic design, beauty in finish, perfect construction, making them the most desirable organs for homes, schools, churches, lodges, societies, etc.

ESTABLISHED REPUTATION. UNEQUALLED FACILITIES. SKILLED WORKMEN. BEST MATERIAL. COMBINED, MAKE THIS

THE POPULAR ORGAN

Instruction Books and Piano Stools.

Catalogues and Price Lists, on application, FREE.

CHICAGO COTTAGE ORGAN CO.

831 Blue Island Avenue CHICAGO, ILL.

CASTORIA

for Infants and Children.

"Castoria is so well adapted to children that I recommend it as superior to any prescription known to me." H. A. ARCHER, M. D., 111 So. Oxford St., Brooklyn, N. Y.

Castoria cures Colic, Constipation, Sour Stomach, Diarrhoea, Eructation, Kills Worms, gives sleep, and promotes digestion, without injurious medication.

THE CENTAUR COMPANY, 182 Fulton Street, N. Y.

LUMBER, - LUMBER

The undersigned have now a COMPLETE STOCK of

Lumber, Lath & Shingles,

Including Yellow Pine and Poplar, from the South, which we propose to sell to our patrons

AT BOTTOM PRICES.

Our facilities for obtaining our stock from first hands enables us to offer

SPECIAL BARGAINS!

As an inducement for patronage. And to all who will come and see us we promise

Square Dealing and Best Prices!

Come, see us, and save money. Respectfully
COLBURN & CO.

Rensselaer, Indiana, March 19, 1886.

NEW! ALL NEW!!

I would respectfully announce to the people of Jasper County that I have made arrangements to sell

FARM MACHINERY, EMPIRE MOWERS, EMPIRE REAPERS

EMPIRE BINDERS & C.

And will keep extras on hand at all times for the machines.

I am also prepared to do

REPAIRING,

in the best and most workmanlike manner, and at the lowest possible rates.

WAGONS AND BUGGIES

repaired, and all other work usually done in that line.

NEW WAGONS AND BUGGIES

Made to order, and of the best material and workmanship.

Shop on Front Street, South of Citizens' Bank.

R. H. YEOMAN,

Rensselaer, Ind., May 21, 1886

N. WARNER & SONS,

DEALERS IN

Hardware, Tinware, Stoves

South Side Washington Street.

RENSSELAER, INDIAN

A Captain's Fortunate Discovery.

Capt. Col. M. L. sebr. Wymouth, plying between Atlantic City and N. Y., had been troubled with a cough so that he was unable to sleep, and was induced to try Dr. King's New Discovery for Consumption. It not only gave him instant relief, but allayed the extreme soreness in his breast. His children were similarly affected and a single dose had the same happy effect. Dr. King's New Discovery is now the standard remedy in the Coleman household and on board the schooner.

Free Trial Bottles of this Standard Remedy at F. B. Mever's Drug Store.

THE NEW

MAKEEVER HOUSE,

RENSSELAER, IND.

J. S. OPENED. New and finely furnished—Cool and pleasant rooms. Table furnished with the best the market affords. Good Sample Rooms on first floor. Free Bns to and from Depot. PHILIP BLUE, Proprietor. Rensselaer, May 11, 1883.

IRA W. YEOMAN,

Attorney at Law,

NOTARY PUBLIC,

Real Estate and Collecting Agent.

Will practice in all the Courts of Newton, Benton and Jasper counties.

OFFICE:—Up-stairs, over Murray's City Drug Store, Goodland, Indiana.

LEAR HOUSE,

J. H. LEAR, Proprietor,

Opposite Court House, Monticello, Ind.

Has recently been new furnished through out. The rooms are large and airy, the location central, making it the most convenient and desirable house in town. Try it

PIONEER

MEAT MARKET!

Rensselaer, Ind.,

J. J. Eaglesbach,

Proprietor

BEEF, Pork, Veal, Mutton, Sausage, Bologna, etc., sold in quantities to suit purchasers at the lowest prices. None but the best stock slaughtered. Everybody is invited to call.

THE HIGHEST PRICE PAID FOR GOOD CATTLE.

TUTT'S PILLS

25 YEARS IN USE.

The Greatest Medical Triumph of the Age.

SYMPTOMS OF A

TORPID LIVER.

Loss of appetite, Bowel constipation, Pain in the head, with a dull sensation in the back part, Pain under the shoulder-blade, Fullness after eating, with a disinclination to exertion of body or mind, Irritability of temper, Low spirits, with a feeling of having neglected some duty, Weariness, Dizziness, Fluctuating at the Heart, Dots before the eyes, Headache over the right eye, Restlessness, with fitful dreams, Highly colored Urine, and CONSTIPATION.

TUTT'S PILLS are especially adapted to such cases, one dose effects such a change of feeling as to astonish the sufferer. They increase the Appetite, and cause the body to Take on Flesh, thus the system is nourished, and by their Tonic Action on the Digestive Organs, Regular Stools are produced. Price 25c. 44 Murray St., N. Y.

TUTT'S HAIR DYE.

GRAY HAIR or WHISKERS changed to a Glossy Black by a single application of this Dye. It imparts a natural color, acts instantaneously. Sold by Druggists, or sent by express on receipt of \$1. Office, 44 Murray St., New York.

HARTER'S IRON TONIC

THE ONLY TRUE

FACTS REGARDING Dr. Harter's Iron Tonic.

It will purify and enrich the BLOOD, regulate the LIVER and KIDNEYS, and restore the HEALTH and VIGOR of YOUTH! In all those diseases requiring a certain and efficient TONIC, especially Dyspepsia, Want of Appetite, indigestion, Lack of Strength, etc., it has been marked with immediate and wonderful results. Bones, muscles and nerves receive new force. Revivifies the mind and supplies Brain Power.

LADIES suffering from all complaints peculiar to their sex will find in Dr. Harter's Iron Tonic a safe and speedy cure. It gives a clear and healthy complexion.

The strongest testimony to the value of Dr. Harter's Iron Tonic is that frequent attempts at counterfeiting have only added to the popularity of the original. If you earnestly desire to do not experiment—get the ORIGINAL AND BEST.

Send your address to The Dr. Harter Medicine Co., St. Louis, Mo., for our "DEAR BOOK."

Full of strange and useful information, free.

DR. HARTER'S IRON TONIC IS FOR SALE BY ALL DRUGGISTS AND DEALERS EVERYWHERE.

A GIFT

Send 10 cents postage and we will mail you FREE a royal, valuable sample box of goods that will put you in the way of making MONEY at once from nothing else. Both sexes of all ages can live at home and work in spare time, on all the time. Capital not required. Send no money.