"Cots-li" -2 Drops-
Then to the Dance!
 Mb Ah of whe Thi Flenco

governiment watan
SEVERAL GOOD CLERKS
Those Qualifed in Statistics,
counting and Business Ad
ministration.
The Únited States commission announces open com petitive examinations for the posi-
tions listed above, for both men and women. Vacancies in the office the chief of ordnance, war department. Washington, D. C., and in the
ordnance department at larg throughout the United States, at for Grade 1 , and from $\$ 1,400$ Tor Grade 1- and from $\$ 1,400$ to
$\$ 1,800$ a year for Grade 2 , will be filled from these examinations, unless it is found in the interest of the service to fill any vacancy by rein statement, transfer, or promotion. The salary in either grade, with in the range stated, will depend up-
on the qualifications of the appointee.
This announcement cancels an nouncement No. 2030 of the exam
ination for clerk qualified in statis tics or accounting.

Competitors wil
o report for examination at any place, but will be rated on the following subjects, which wIII have the
relative weights indicated: relative weights indicated:
Subjects and Weights. Physical ability Educational

## Total.

Under the second subject com statements in their applications an don corroborative evid
duced by the commission
The duties of these posit requirements for eligibility for a ointment are as follows

Clerk Qualifed in Statistics.

## OOMES BUTHERMLK 

tabulation of facts and data concern-
ing statisties and the preparation of
charts and graphics for matar ing statistlese and the preparation of
charts and graphics for manufactur-
ing purposes.
For Grade 1 applifints must have
had the education and experience specified in one of the following
groups; and must groups; and must have received for
the six months prior to fllig the the six months prior to filing the
application a salary ai the rate of at application a salary at the rate of a
least $\$ 800$ a year: (a) Graduation from a college or niversity of recognized standin and at least one years experingen position.
(b) Graduation from a standara igh school or education equivalen that required for such gradua-
tion, one year of a course in busines administration in a college or uni versity of recognized standing, and les of one year's experience in du sition.
(c)
(c) The completion chool education ition of a common and three years' experience in du ies of the kind required in this po chool course being accepted in lin of six months of such experience. For Grade 2 applicants must hav had the educatior and one addition year of the experience specifle one of the above groups and mus prior to fling the application month ary at the rate of at least $\$ 1,200$
Clerk Qualified in Accounting. The duties of this position involv the keeping of accounts relative to
the operations of purchase and pro the operations of purchase and pro
duction of government materials. For Grade 1 appltcants must hav had the education and experience
specified in one of the following groups and must have recelved for the six months prior to filing the application a salary at the rate of a
least $\$ 800$ a year: (a) Graduation from a college or university of recognized standing and at least one year's experience
in duties of the kind required in this in duties of
position. high school or education a standard to that required for such gradua-
tion, one year of a coure in buid tion, one year of a course in business
administration in a college or uni-

## whes Abicssing

 T0. ME:" SHE SAYs school education or its equivalentand the obligat
and three years experience in
and three years experience in du-
and applicants must submit wit
tiles of the kind required in this po- their applications their photograph
ation, one year of a standard high taken within two years, with their
school course being and ition, one year of a standard high taken within two years, with the
school course school course being accepted in, If 1 in names written thereon. Tintypes,
gt six months of such experience.

Declares She Gained Twenty One Pounds by Taking ${ }^{*}$ Tanlac.

GLADLY GIVES DETAILS
Mrs. Maggie Fox Declares Sh Is a Well Woman For First Time in Five Years.
"I've gained all of twenty-oin ounds since I began taking Tankfe and I feel just fine in every way,
was the remarkable statement made few days ago by Mrs. Maggie Fox f East Thomas, Ala., when she way Birmingham, talking to the Tanrepresentative.
I suffered for
I suffered for five long years," continued Mrs. Fox. "My stomael was in an awful condition and 1 suffering agony afterwards. I never enjoyed a meal during all that time and I was as nervous as a kitten and couldn't stand any notse or excitemy housework and fell of it weight until I only welghed ninety ive pounds. I tried everything ever heard of and all sorts of treatand I just kept on getting worse and worse until I began takt Tanlac.
"I was convinced that his medk "I was convinced that
cine would melp me after that cine would help me after fhad sea about and known of so many pee
ple that had been helpdd, and it cer ple that had been helpdd, and it cery,
tainly has done me a whrld of good. My appetite is splendid now and. can eat anything I want wifhout the strong and healthy as $I$ ever want $t$
be. Why, and Just feel fine and full housewor and just feel fine and full of energ
all the time. Tanlac has certain been a blessing to me. Im glad suffered as I did, for I know it wif bring the same rellef it did me," Tanlac, the master medicine, sold exclusively by J. F. Mackey.
Lancaster; Peoples Drug a Ger Lancaster; Peoples Drug \& Grocery
Co., Heath Springs: o., Heath Springs

## Don't Slow Up Advertising NOW!

Never has there been a time when the public has looked
more keenly for MERCHANDISING NEWS than now
Never has there been a time more auspicious for the enter prising tradesman to secure HIS FULL SHARE OF TRADE than now.

People must continue to eat, to wear and to use a relatively small proportion of your busin, and luxuries are only cut out you have a chance to increase your movement of staples.

How short-sighted is the policy of reducing advertising expense to "save money." You will only lose trade. You will
only lose prestige.

Advertise to increase sales and make more money; don't cut it out to save money.
Study your advertising as you never did before-do it wisely and well.

Be prosperous and let the people know that you are prosperous. Success was NEVER achieved by stopping advertising or
by wearing old clothes and talking pessimism.

## Be Wise-and Advertise:

