



1889 *Rawleigh's* 1931  
TRADE MARK REG. U.S. PAT. OFF.

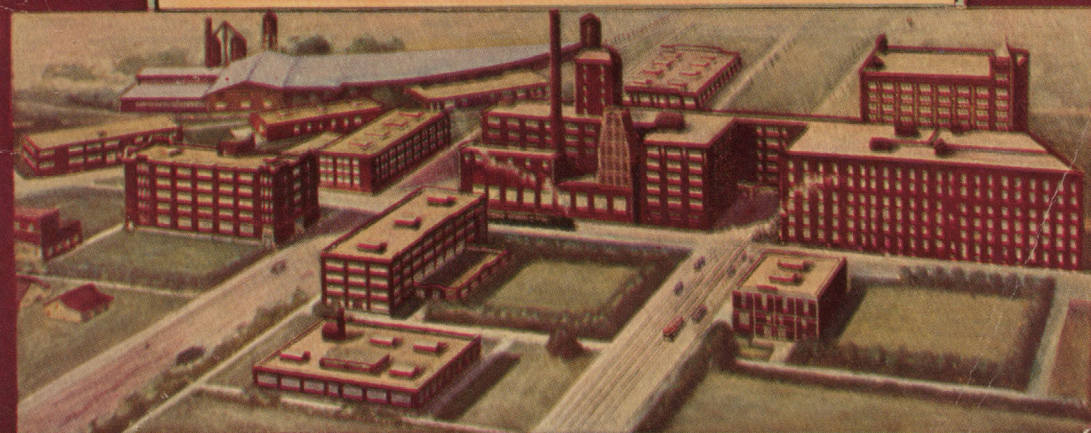
# GOOD HEALTH GUIDE

## YEAR BOOK

WORLD WIDE SERVICE

*From Producer To Consumer*

*The Largest Industries of their  
kind in the World*



This book contains much scientific and other useful and valuable information. Read it slowly and thoughtfully and be sure to keep it and hang it up in some convenient, safe place for further reference.

# ASTRONOMICAL CALCULATIONS

The year 1931 corresponds to year 6644, Julian Period; year 5692, Jewish era (begins at sunset, September 11); year 2684 since the foundation of Rome; year 2591 of the Japanese era; year 1350, Mohammedan era (begins at sunset May 18).

## Morning and Evening Stars, 1931

Venus (♀) is Morning Star to September 7, then Evening Star. Mars (♂) is Morning Star to January 27, then Evening Star. Jupiter (♃) is Morning Star to January 6, Evening Star until July 25, then Morning Star. Saturn (♄) is Evening Star to January 5th, then Morning Star to July 13th and Evening Star balance of year.

## Ember Days, 1931

February 25, 27 and 28. May 27, 29 and 30. Sept. 16, 18 and 19. December 16, 18 and 19.

## Seasons for 1931. Eastern Standard Time

Spring begins March 21, 9:07 A. M.  
Summer begins June 22, 4:28 A. M.  
Autumn begins Sept. 23, 7:24 P. M.  
Winter begins December 22, 2:30 P. M.

## Church Days, 1931

Epiphany .....January 6  
Septuagesima Sunday .....February 1  
Ash Wednesday .....February 18  
Palm Sunday .....March 29  
Good Friday .....April 3  
Easter Sunday .....April 5  
Low Sunday .....April 12  
Rogation Sunday .....May 10  
Ascension Day .....May 14  
Whit Sunday .....May 24  
Trinity Sunday .....May 31  
Corpus Christi .....June 4  
St. John Baptist .....June 24  
Assumption .....August 15  
All Saints Day .....November 1  
Advent Sunday .....November 29  
Immaculate Conception ....December 8  
Christmas Day .....December 25

## Eclipses for 1931

In 1931 there will be three eclipses of the Sun and two of the Moon, all invisible here.

(1) Total Eclipses of the Moon, April 2, and September 26.

(2) Partial Eclipses of the Sun, April 17-18, September 12th, and October 11.

# RAWLEIGH EMPLOYEES

## Their Trades and Occupations

When The W. T. Rawleigh Company first inaugurated their business there were only a small number of employees, but now it is estimated that some 10,000 persons are directly or indirectly employed by the Rawleigh Industries. Some of the most important trades and occupations are as follows:

Accountants	Corporate Financiers	Foremen	Nurses'	Secretaries
Addressograph	Cost Finders			Sheep Raisers
Operators	Credit Managers	Glassmakers	Office Boys	Shipping Clerks
Advertising Men	Curators	Gluers	Office Managers	Soap Manufacturers
Analysts			Ointment	Spice Millers
Artists	Dentifrice	Hog Raisers	Manufacturers	Statisticians
Auditors	Manufacturers	Household Medicine		Steam Fitters
Auto Body Builders	Die Makers	Manufacturers	Package Designers	Stenographers
	Dietitians		Packagers	Stock Clerks
Bacteriologists	Dictaphone Operators	Industrial Engineers	Packers	Stokers
Bankers	Disinfectant	Insecticide	Painters	
Billing Clerks	Manufacturers	Manufacturers	Paper-Cutters	Tablet Manufacturers
Book Binders		Insurance Managers	Perfume Makers	Teamsters
Bottle Makers	Economists	International Ex-	Pharmacists	Telephone Operators
Bottlers	Effervescent Salts	change Workers	Photographers	Tinners
Box Makers	Manufacturers	Investment Managers	Plant Managers	Time Keepers
Branch Managers	Elastic Capsules		Plant Superintendent	Toilet Preparations
Brush Makers	Engineers	Janitors	Plantation Managers	Manufacturers
Business	Electricians	Laborers	Planters	Trade School
Correspondents	Electrotypers	Lawyers	Plumbers	Instructors
Business Organizers	Elevator Operators	Layout Men	Polish Manufacturers	Traffic Managers
Buyers	Engravers	Lecturers	Poultrymen	Treasurer
	Export Managers	Lehr Operators	Press-Feeders	Translators
Cabinet Makers		Librarians	Pressmen	Trimmers
Carpenters	Farmers	Linguists	Printers	Truck Drivers
Carton Manufacturers	Financiers	Linotype Operators	Production Managers	Truckers
Cashiers	File Clerks		Proofreaders	Typewriters
Cattle Raisers	Firemen	Machinists	Purchasing Agents	Typists
Chauffeurs	Fluid Extract and	Mail Clerks		
Checkers	Tincture Manuf'rs	Make-up Men	Recording Clerks	Vanilla Curers
Chemists	Folder Operators	Marketers	Recruiting Managers	Veterinarians
Collection Managers	Food Products	Mechanics		
Compositors	Manufacturers	Merchandisers	Sales Managers	
Construction	Foreign Accountants	Multigraph Operators	Salesmen	Watchmen
Engineers	Foreign Traders	Mimeograph	Sample Case Builders	Woodworkers
Copy Writers		Operators		

1889

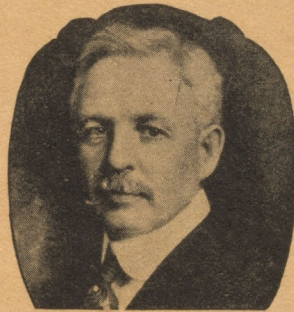
YEAR BOOK

1931

*Rawleigh's*  
TRADE MARK REG. U. S. PAT. OFF.

# GOOD HEALTH GUIDE

*Cook Book*



*Almanac*

W. T. RAWLEIGH  
 PRESIDENT & FOUNDER—RAWLEIGH INDUSTRIES

## PREFACE

IN presenting Rawleigh's Good Health Guide and Year Book for 1931 we desire to express our sincere appreciation for the good will and steadfast patronage of those millions of Consumers in the United States, Canada, Australia and other countries whose continuous patronage during the last 42 years has enabled the Rawleigh Industries to do more research work to improve the quality, usefulness and reliability of its Products, to build new Factories and Branches, increase production, enlarge distribution and extend its Good Health Service to many millions of new Consumers throughout many countries.

A fundamental Rawleigh policy is to give Consumers everywhere superior quality, the best values, the most and best of everything, on the most liberal terms, frequent, regular and dependable service, and a positive guarantee of satisfaction or no sale.

Upon these fundamental policies, principles and methods the sales of Rawleigh Products have increased each and every year for 42 years and now the Rawleigh Industries buy more raw materials, make and sell more Household Medicines, Insecticides, Disinfectants, Veterinary Remedies, Stock and Poultry Raisers' Supplies and other home and farm necessities than all other similar industries combined.

THE W. T. RAWLEIGH CO., LTD.  
 MONTREAL - WINNIPEG

FREEPORT MEMPHIS RICHMOND CHESTER ALBANY  
 MINNEAPOLIS DENVER OAKLAND  
 MELBOURNE WELLINGTON

THE LARGEST INDUSTRIES OF THEIR KIND IN THE WORLD

# THE YEAR 1930

**N**OTWITHSTANDING world-wide depression in nearly all lines of industry, trade and commerce the year 1930 has been one of the busiest and most successful in the entire 42 years history of the Rawleigh Industries.

During and after the World War the cost of the four prime necessities of life—food, clothing, shelter and medicines, and the farmers' and home owners' taxes became so burdensome that the people generally rebelled at the high cost of everything, began complaining about hard times and demanding lower prices, and the false and fictitious prosperity caused by the war was deflated and the foundations laid for a new and more substantial and enduring prosperity.

There never has been such a thing as hard times with the Rawleigh Industries. Sales have increased each and every year because during peace times and war times they have adhered strictly to their old fundamental policy of always producing the best qualities and values by keeping costs and wholesale and retail prices as low as possible.

At the beginning of the year 1930 the Rawleigh Industries made tremendous reductions in their wholesale prices, which not only enabled Dealers to give consumers better values but the result was that more of Rawleigh's Good Health Products were made and sold during 1930 than ever before.

While other industries have been complaining about hard times and there has been much unemployment and agricultural depression all Rawleigh factories have worked full time every day, week and month throughout the year, new branches have been established, offices and warehouses enlarged and service extended to hundreds of thousands of new families in the United States, Canada and Australia.

## Improvements and Extensions

Among the most important improvements and extensions made by the Rawleigh Industries during the year 1930 may be mentioned the following.

In the Far East we began manufacturing in a new modernly equipped factory in Melbourne, Australia.

In the Dutch East Indies new offices and warehouses were opened at Telok-Betong to buy pepper, cinnamon, oil of citronella and other raw materials which are used in large quantities by all Rawleigh factories.

In Japan offices were opened to buy menthol, camphor and pyrethrum flowers which are imported in large quantities for use in making powdered and liquid insecticides.

In France larger offices and warehouses were secured at Marseilles to provide enlarged facilities for handling vanilla beans and other raw materials that are bought from first hands in France, Spain, Italy and Northern Africa for making extracts, flavors, toilet preparations and other Products.

In Madagascar new offices and warehouses were completed to give enlarged facilities for buying vanilla beans, cloves, ylang ylang and other raw materials produced in the French Colonies in Madagascar, the Comore and Reunion Islands.

Never before have the Rawleigh Industries bought so many different kinds of raw materials at their source as they now buy from first hands. This world-wide buying policy has resulted in securing better qualities at lower costs which means lower wholesale and retail prices and better values to consumers.

In the Rawleigh Laboratories much research work was done in 1930 to improve qualities and reduce costs and studies were made to increase production and lessen the cost of transportation. Many important investigations were made to learn more about stocks, crops and conditions under which raw materials are grown, produced and marketed. These investigations extended into Northern and Western Africa, Jugo-Slavia and in the Far East into Japan, Java and other remote places.

Never before in their history have the Rawleigh Industries had as much of everything necessary to give consumers the best values, service and satisfaction. Therefore, at the beginning of the new year we again renew our determination to serve everyone concerned with confidence that the new year will bring better health, greater happiness and prosperity to everyone we have always tried to serve faithfully and to the best of our ability.

**THE W. T. RAWLEIGH COMPANY Ltd.**  
 BY *W. T. Rawleigh*  
 PRESIDENT

## WORLD WIDE SERVICE

THE world but little heeds nor long remembers ordinary men or deeds, but in time it comes to appreciate those who serve and benefit their fellowmen. Though all men's efforts are feeble and their judgments fickle, undoubtedly the greatest human achievement is to follow and teach the highest ideals, and to render the greatest and most valuable service to others.

Business purposes, methods and achievements should be measured by the usefulness, value and amount of their service unto others. Service is the big thing in which the Rawleigh Industries have always tried to excel.

It was during the early years of his life that W. T. Rawleigh, founder of the Rawleigh Industries, recognized the necessity of giving the best service and values in everything within his power.

During those early years when all Rawleigh Products were made in small factories, he developed the Rawleigh Policies, Principles and Methods which now give world-wide service to many millions.

Then buying was local and manufacturing on a small scale, and Rawleigh Dealers used teams and wagons to make semi-annual calls on Consumers. But now some 55,000 tons of raw materials are bought in many countries, everything is manufactured on a large scale and distributed from numerous factories and branches to some 8000 Dealers who travel in automobiles and give frequent, regular and dependable service throughout the United States, Canada, Australia and other countries.

The year W. T. Rawleigh incorporated his business (1895) there were only 30 Dealers and service was confined to territory tributary to Freeport, but the number of Dealers and amount of Sales increased rapidly because Rawleigh Products were of superior quality, the best values—they gave satisfaction and Dealers were taught to give unusual service, better terms and an organization was trained to carry out Rawleigh Ideals. Enlargements, improvements and extensions have been made every year and now almost every rural community, city and town has the benefits of Rawleigh Service.

### IN CANADA

Always pioneering, and the first industry of its kind to incorporate and manufacture in

Canada, Rawleigh's built a small factory at Winnipeg in 1912. Its Sales quickly spread over the northwest, and then into the eastern provinces. Now Rawleigh Dealers give regular service even in the northern settlements of New Brunswick, Nova Scotia and Quebec, in Prince Edward Island in the Atlantic, in the woods of Ontario, the prairies of Manitoba



Winter Service by a Rawleigh Dealer in the far north of Canada.

and Saskatchewan, and into the Hudson Bay and Peace River country of Alberta and woods of British Columbia and Vancouver Island in the Pacific.

Then up in Alaska and out in the Hawaiian Islands, down in Porto Rico, and other remote places Rawleigh Dealers make their trips.

### IN AUSTRALIA

Extended into Australia in 1928, Rawleigh Service grew so fast that a large factory was opened at Melbourne in 1930. Though its business is still in its infancy, some 400 Rawleigh Dealers give dependable service to hundreds of thousands of Consumers in the rural districts, cities and towns of New South Wales, Victoria, Queensland, Tasmania and South and West Australia.

The Rawleigh Industries are constantly extending their service into other countries. The Rawleigh lines are enlarged every year, making necessary further enlargements and improvements, and their service is becoming more complete, reaching increased numbers of Producers and Consumers in many lands. Their activities extend from the Arctic Circle to the South Seas, and reach round the globe, and are so varied and extensive and their methods so complete, they are remarkable examples of economic independence in supplying necessities of life from Producers to Consumers.

# RAWLEIGH RESEARCH

## *And Scientific Control of Manufacture*

**SUPERIOR** quality Products cannot be made from inferior raw materials. Therefore the Rawleigh Industries have a large staff of chemists and pharmacists and modern and scientifically equipped laboratories to test raw materials, control the quality and for conducting the most extensive research of any like industry in the world.

Undoubtedly the research and scientific control of manufacture explains why Rawleigh Quality Products have given such good satisfaction in millions of homes throughout Canada, Australia, the United States and other countries during the past 40 years.

### Reliability and Usefulness

Another fundamental policy is that no Rawleigh Product is officially recommended on the labels and directions for any other purpose than that particular use for which they are scientifically compounded by experienced chemists and pharmacists who are in charge of manufacture at all Rawleigh Factories.

### Raw Materials

With their world-wide organization the Rawleigh Industries are now buying the finest raw materials at their source in nearly all the

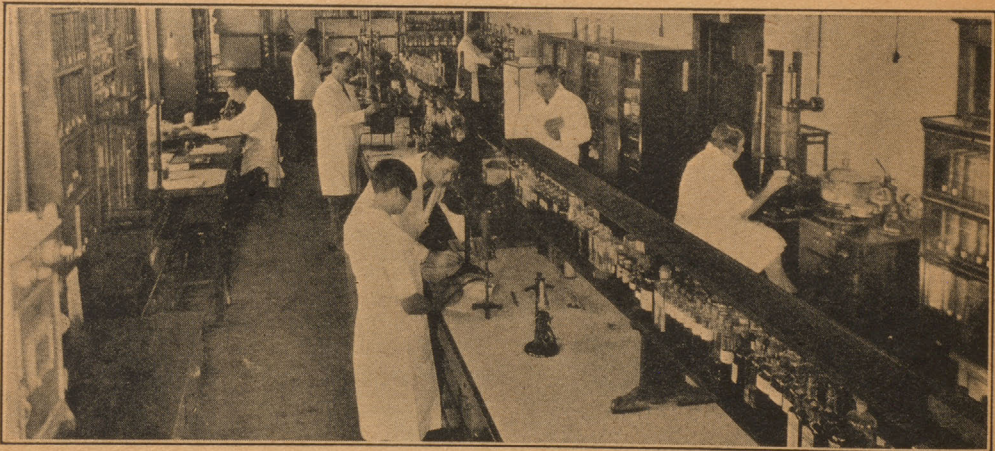
countries of the world where the choicest materials are selected at the lowest costs. This makes it possible to produce superior qualities and give consumers better values and satisfaction than ever before.

### Laws, Rules and Regulations

You can depend upon Rawleigh Quality Products being scientifically made and reliable, and useful for everything they are officially recommended for because they are manufactured, packaged and distributed strictly in harmony with local, state and federal and provincial laws, rules and regulations.

### The Rawleigh Quality Guarantee

The Rawleigh Industries positively guarantee their products to be the highest quality of their respective kinds; scientifically made from carefully selected drugs, roots, herbs, essential oils, chemicals, and other raw materials; by the most modern methods. Products are shipped fresh and pure, full weight and measure, they contain no narcotics or habit-forming drugs, and, when used as directed, are absolutely safe for child or adult.



A large staff of persons with scientific training and long experience in the science of pharmacy, chemistry, bacteriology, dietetics, etc., are constantly employed in the Rawleigh Laboratories to examine, test and analyze botanical drugs, roots, herbs, seeds, spices, chemicals, citrus oils, natural and synthetic perfume and other raw materials. Finished products are also tested to make sure that they come up to the Rawleigh Standard of Quality. The most delicate and complicated testing apparatus includes: microscopes to identify bacteria, the polariscope, refractometer, specific gravity balances for testing essential oils, electric ovens, furnaces and refrigerators to ascertain the moisture, age, and other physical contents of botanical drugs. This scientific equipment registers temperatures from 23° below zero up to 2000° Fahrenheit, while super-sensitive analytical balances weigh with precision up to 1/200,000 part of an ounce.

# MANUFACTURE

## *Some Unusually Interesting Facts and Figures*

**T**O SEE the factories of a great world-wide industry, which produces, buys and imports raw materials from many countries, makes and sells its finished Products to dealers and consumers throughout all North America, Australia and other countries, arouses interest, creates desire to learn more about the great fundamental policies, economic principles and cooperative methods that have been the most important factors in the growth of an industry devoted to the production, distribution and sale of useful home and farm necessities.

### 23 Acres Floor Space

Each year thousands of persons visit the Rawleigh Factories at Montreal, Winnipeg, Freeport, Memphis and Melbourne, Australia. Nearly all are large substantial 4, 6 and 8-story fire-proof buildings. Including branches and warehouses they now have over 23 acres of floor space. All buildings are filled to capacity. The offices and factories are over-crowded but many important enlargements and extensions are now under way to meet the ever increasing demand for Rawleigh's Good Health Products and Service.

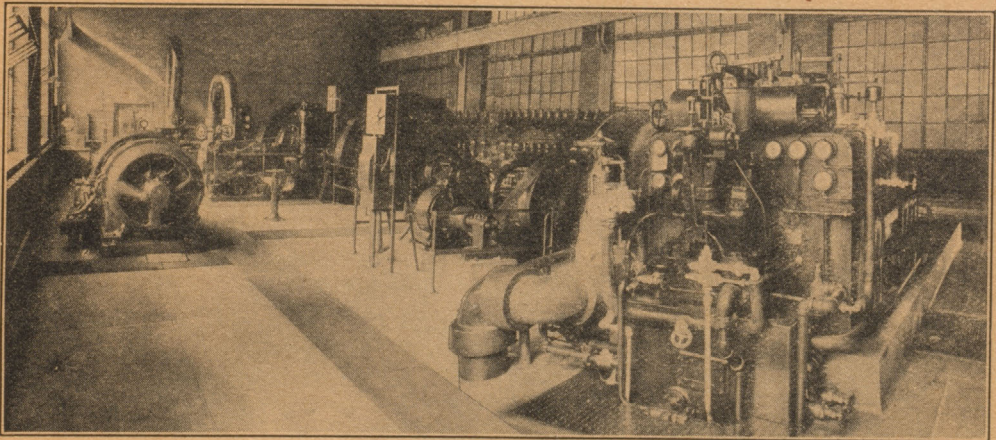
The fascination of automatic machinery is everywhere in the factories. For example, two of the many automatic bottle-filling machines will wash, dry, fill, cork, cap, wash again and label 72,000 bottles a day, and all are inspected as they pass along on endless belts to be assembled, packed and shipped to distributing Branch Houses and Rawleigh Dealers.

Throughout the Factories are many spice and drug mills, steam kettles, stills, vats, tablet and pill presses, machines that count and package tablets, machines for packing spice cans, filling tubes and all sorts of bottles, cans, pails, drums and other containers. Among the carton filling machines is one that seals the bottom of the washing powder carton, turns it over, fills it and seals the top. Automatic equipment also stamps, shapes and wraps the Rawleigh Toilet Soaps in fine wax paper with flat printed wrappers. Nearly everything from raw materials to finished Products is made in the Rawleigh Factories.

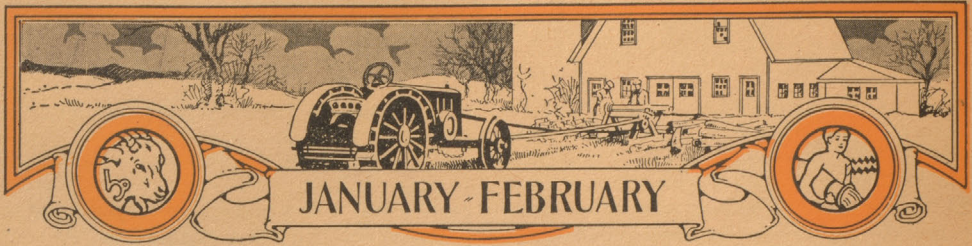
### 200 Million Pieces Printed Matter

Then there are the large private printing plants at Montreal, Freeport and Melbourne, which are kept busy the year around to produce nearly 200 millions of pieces of printed matter annually. One giant press prints the booklets. Great rolls of paper in a continuous web go through this press, printing four 16-page Rawleigh's Good Health Service Bulletins in two colors at each operation, at the rate of 10,000 per hour. Another great press prints four colors at a time. Rows of other presses print 60 millions of labels, directions and cartons for all Rawleigh Products.

The Rawleigh Bottle Factory, with its great gas producer, furnaces, feeders, and vacuum automatic bottle forming machines makes some 20 millions of bottles annually.



It is very impressive to visit the big power plant of the Rawleigh Industries and see (1) the boiler room with the large overhead bunkers and chain grate stokers which automatically fuel the huge boilers using some 17 thousand tons of coal annually; (2) the engine room, where heat, light and power are generated to operate hundreds of machines throughout the Factories. Part of the engine room is illustrated above with the giant turbo-generator set (3600 revolutions per minute) in the right foreground. In the center background are two engine-driven generator sets. Enough electricity to supply a city of 15,000 people is generated in this big power plant.



DAY OF MONTH	DAY OF WEEK	Light and Dark of Moon	MOON'S SIGNS	DOMINION of CANADA					
				Ontario, Etc.			Winnipeg, Alta., Etc.		
				Sun Rises H. M.	Sun Sets H. M.	Moon R. & S. H. M.	Sun Rises H. M.	Sun Sets H. M.	Moon R. & S. H. M.
1	Th.	☾	☾	7 34	4 35	4 36	7 59	4 11	5 08
2	Fri.	☾	☾	7 34	4 36	5 49	7 59	4 12	6 29
3	Sat.	☾	☾	7 34	4 37	7 04	7 59	4 13	7 46
4	S.	☾	☾	7 34	4 38	rises	7 58	4 14	rises
5	M.	☾	☾	7 34	4 39	5 36	7 58	4 15	5 02
6	Tu.	☾	☾	7 33	4 40	6 52	7 58	4 16	6 32
7	W.	☾	☾	7 33	4 41	8 12	7 57	4 17	8 05
8	Th.	☾	☾	7 33	4 42	9 35	7 57	4 19	9 29
9	Fri.	☾	☾	7 33	4 43	10 57	7 56	4 20	10 52
10	Sat.	☾	☾	7 32	4 44	morn	7 56	4 21	morn
11	S.	☾	☾	7 32	4 45	0 15	7 55	4 23	0 30
12	M.	☾	☾	7 31	4 46	1 38	7 55	4 24	2 00
13	Tu.	☾	☾	7 31	4 47	3 00	7 54	4 25	3 27
14	W.	☾	☾	7 30	4 48	4 14	7 53	4 26	4 50
15	Th.	☾	☾	7 30	4 49	5 25	7 53	4 28	6 07
16	Fri.	☾	☾	7 29	4 50	6 28	7 52	4 29	7 09
17	Sat.	☾	☾	7 28	4 52	7 22	7 51	4 30	8 03
18	S.	☾	☾	7 27	4 53	sets	7 50	4 32	sets
19	M.	☾	☾	7 26	4 55	5 22	7 49	4 33	4 43
20	Tu.	☾	☾	7 25	4 57	6 26	7 48	4 35	5 58
21	W.	☾	☾	7 24	4 58	7 32	7 47	4 37	7 14
22	Th.	☾	☾	7 23	4 59	8 37	7 46	4 39	8 31
23	Fri.	☾	☾	7 22	5 00	9 43	7 45	4 40	9 40
24	Sat.	☾	☾	7 21	5 02	10 49	7 44	4 42	10 53
25	S.	☾	☾	7 20	5 03	11 52	7 42	4 44	morn
26	M.	☾	☾	7 19	5 05	morn	7 41	4 45	0 13
27	Tu.	☾	☾	7 18	5 06	1 01	7 40	4 47	1 33
28	W.	☾	☾	7 17	5 07	2 13	7 39	4 48	2 53
29	Th.	☾	☾	7 17	5 08	3 27	7 38	4 50	4 10
30	Fri.	☾	☾	7 16	5 09	4 40	7 37	4 52	5 21
31	Sat.	☾	☾	7 15	5 10	5 50	7 36	4 54	6 31

DAY OF MONTH	DAY OF WEEK	Light and Dark of Moon	MOON'S SIGNS	DOMINION of CANADA					
				Ontario, Etc.			Winnipeg, Alta., Etc.		
				Sun Rises H. M.	Sun Sets H. M.	Moon R. & S. H. M.	Sun Rises H. M.	Sun Sets H. M.	Moon R. & S. H. M.
1	S.	☾	☾	7 15	5 12	6 54	7 34	4 55	7 35
2	M.	☾	☾	7 14	5 13	rises	7 32	4 57	rises
3	Tu.	☾	☾	7 13	5 15	5 46	7 30	4 59	5 35
4	W.	☾	☾	7 12	5 16	7 10	7 28	5 00	7 02
5	Th.	☾	☾	7 11	5 18	8 34	7 27	5 02	8 30
6	Fri.	☾	☾	7 10	5 19	9 55	7 26	5 04	9 54
7	Sat.	☾	☾	7 09	5 20	11 20	7 24	5 06	11 24
8	S.	☾	☾	7 07	5 22	morn	7 22	5 08	morn
9	M.	☾	☾	7 06	5 23	0 39	7 20	5 09	0 50
10	Tu.	☾	☾	7 05	5 24	1 56	7 19	5 11	2 20
11	W.	☾	☾	7 04	5 26	3 12	7 18	5 13	3 42
12	Th.	☾	☾	7 03	5 27	4 24	7 16	5 15	5 02
13	Fri.	☾	☾	7 01	5 29	5 21	7 14	5 16	6 01
14	Sat.	☾	☾	7 00	5 30	6 06	7 12	5 17	6 46
15	S.	☾	☾	6 58	5 31	6 39	7 10	5 19	7 09
16	M.	☾	☾	6 57	5 32	7 02	7 08	5 21	7 27
17	Tu.	☾	☾	6 55	5 34	sets	7 06	5 23	sets
18	W.	☾	☾	6 54	5 35	6 27	7 04	5 24	6 17
19	Th.	☾	☾	6 52	5 36	7 34	7 03	5 26	7 32
20	Fri.	☾	☾	6 50	5 37	8 38	7 01	5 28	8 38
21	Sat.	☾	☾	6 49	5 39	9 41	7 00	5 30	10 00
22	S.	☾	☾	6 48	5 41	10 49	6 58	5 32	11 18
23	M.	☾	☾	6 47	5 43	11 59	6 56	5 33	morn
24	Tu.	☾	☾	6 45	5 45	morn	6 54	5 35	0 36
25	W.	☾	☾	6 43	5 46	1 11	6 52	5 36	1 54
26	Th.	☾	☾	6 41	5 48	2 21	6 50	5 38	3 04
27	Fri.	☾	☾	6 39	5 49	3 31	6 48	5 40	4 12
28	Sat.	☾	☾	6 37	5 51	4 35	6 46	5 42	5 15

☾ First Quar. ☽ Full Moon ☾ Last Quar. ☽ New Moon

☾ First Quar. ☽ Full Moon ☾ Last Quar. ☽ New Moon



**GOOD HEALTH RULES**

To avoid sickness and doctor's bills, be sure to follow these good health rules:

1. Eight hours' sleep with lots of fresh air.
2. A daily cold shower, morning if possible.
3. At least 2 warm cleansing baths weekly.
4. A good substantial breakfast.
5. Regular meals.
6. At least a pint of milk a day, but preferably a quart.
7. Plenty of fresh fruit and vegetables but a moderate amount of meat.
8. All the exercise possible.
9. Clean warm clothing but not too much.

**MINIMUM WEIGHTS OF PRODUCE**

The following are minimum weights of certain articles of produce according to the laws of the United States:

	Lbs. Per Bu.		Lbs. Per Bu.
Wheat	60	Turnips	55
Corn, in the ear	70	Dried Peaches	33
Corn, shelled	56	Dried Apples	26
Rye	56	Clover Seed	60
Buckwheat	48	Flax Seed	56
Barley	48	Millet Seed	50
Oats	32	Timothy Seed	45
Peas	60	Blue Grass Seed	44
White Beans	60	Hemp Seed	44
Castor Beans	46	Corn Meal	48
White Potatoes	60	Ground Peas	24
Sweet Potatoes	55	Malt	34
Onions	57	Bran	20



# THE RAWLEIGH GOOD HEALTH SERVICE

Contains Much Scientific and Valuable Information  
Which Should Be Practiced in Every Home

**B**ECAUSE proper foods are even more useful than Medicines in restoring and maintaining health, and reliable dietetic information is very generally needed and of great value to every family, a comprehensive system for supplying scientific and practical health information was begun in 1918 known as Rawleigh's Good Health Service. This service adds to unusually useful Medicines and

other necessities something that is of even greater value than the Medicines themselves, namely, scientific, dietetical and hygienic information that teaches people how to secure and maintain that health and strength necessary for mental and physical achievement. It teaches how to live and regulate the diet and habits, that

the help of Medicines may be unnecessary. Ideals of Rawleigh Service were enlarged beyond highest standards of quality, value and usefulness in Products.

Prepared by Chemists, Physicians, Nurses,  
Dietitians and Home and Farm Specialists

Rawleigh's Good Health Service now includes studies in health, diet, hygiene, sanitation, disease prevention, better cooking, house-keeping, dairy, farm, stock and poultry and the destruction of harmful insects, parasites and germs—in fact, every phase of everyday life. This service includes informative labels and scientific directions for using Rawleigh Products, accompanied by practical, reliable, dietetical information not usually supplied with other Medicines, and also Good Health Bulletins, Guides, Cook Books and other literature prepared by Chemists, Physicians, Nurses, Dietitians and Specialists in Home and Farm Economics.

Rawleigh's Good Health Bulletins give a truly scientific and unusually valuable service. Proper diets and habits of living are explained by graduate Dietitians; also the causes of illness and recognized means of removing those causes and restoring and caring for health.

About fifty million copies of the following Rawleigh Good Health Bulletins and Good Health Guides and Cook Books have been printed and distributed to the public during the past 10 years at a cost of nearly one million dollars. Below are the titles and the number of copies of each that have been produced and distributed by Rawleigh Dealers throughout all the States and Provinces of North America and Australia.

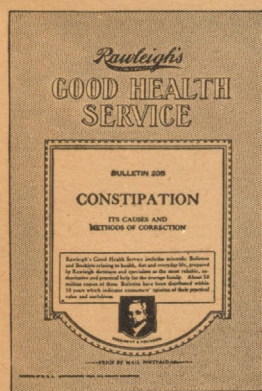
## List of Rawleigh's Good Health Bulletins

Bulletin Number	Title	Total Number Printed
201	Influenza, La Grippe	2,997,847
202	Health in Spring and Summer	2,309,620
203	How to Build Good Blood	1,811,050
204	Diet in Health & Disease	500,000
205	Constipation	2,091,702
206	Intestinal Toxemia and Colitis	997,432
207	Headaches	1,796,147
208	Dyspepsia	1,175,925
209	Rheumatism, Lumbago & Gout	1,551,148
210	Neurasthenia	766,957
211	Care of the Teeth	2,192,839
212	The Fly, A Menace	3,070,700

Some 2,000,000 copies of Rawleigh's Good Health Guides have also been distributed annually to Consumers by Rawleigh Dealers.

**☛** If any member of your family has impaired health caused by improper foods or lack of knowledge how to care for health, or habits, you should ask the Rawleigh Dealer for the Good Health Bulletins that may be most useful to your family.

If ordered sent by mail, the price of these Bulletins is only 10 cents each, but they are delivered free with other Products by all Rawleigh Dealers.



# THE ISLAND OF SICILY

## ITS LEMONS AND ORANGES

### How Citrus Fruits Are Grown and the Difference in Value and Quality of Their Oils

FOR many generations the Island of Sicily, just off the Southern Coast of Italy in the Mediterranean Sea, has been noted throughout the world for its scenic beauty, charm, excellent climate and particularly its fine fruits.



The above scene shows how Oils Lemon and Orange are packed into hermetically sealed copper cans and made ready for shipment from Sicily to the Rawleigh Industries.

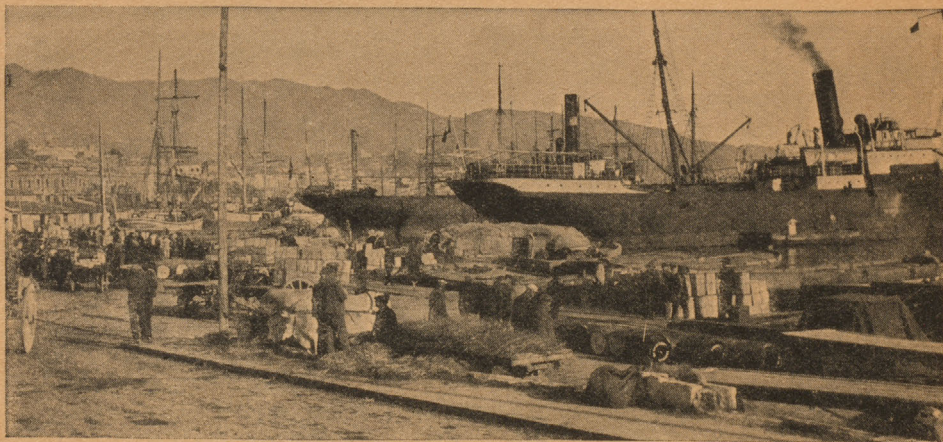
No wonder Sicily, the land of sunshine and flowers, with its balmy Mediterranean climate, and excellent soil produces the finest lemons, oranges and other fruits such as limes, peaches, apricots, cherries, apples and pears. The fruit trees grow large and strong and are very productive; and in addition to its superior lemons and oranges, Sicily is noted for its fine vineyards and olive groves.

The greater part of the surface of the Island of Sicily consists of a plateau of varying elevations, with a few mountains in the north and 95 per cent of the land is under cultivation. Even the lower slopes of the mountains are clothed with olive-yards, orange and lemon groves, mulberry gardens and vineyards.

#### Why Hand-Pressed Oils are Superior

Oranges, lemons, figs and other fruits grow abundantly in California, Florida, Mexico, Southern France, Spain and other semi-tropical countries and also in British West Indies, but the climate and soil of Sicily seem to be peculiarly adapted to the cultivation and production of the finest citrus fruits and oils. Recent investigations and chemical and other tests made by the Rawleigh Industries show that while they cost more, the handpressed oils made from Sicilian lemons and oranges produce superior quality Extracts and Flavors.

The Rawleigh Industries use only the best handpressed Sicilian oil for making the Rawleigh quality Lemon and Orange Extracts and if you will make critical comparisons you will notice these superior extracts produce a richer, better and more satisfactory flavor than can be obtained from the ordinary grades of extracts and flavors sold by storekeepers and others.



The harbor of Messina, Sicily where immense quantities of Oil Lemon and Oil Orange used by the Rawleigh Industries in making superior Quality Extracts and Flavors is shipped to the Rawleigh Factories in the United States, Canada and Australia.

## MADAGASCAR AND MEXICAN VANILLA

*Its Origin, Production and Importation*

How Rawleigh's Broke Speculators' World-Wide Control of Vanilla Markets and Saved Manufacturers, Dealers and Consumers 25 Millions of Dollars

ALL housewives should be deeply interested in the story of how vanilla beans are cultivated and cured. The little black seeds which are found in the pods, combined with the vanillin and other aromatic principles in the beans, produce that rich, delicate flavor which has made vanilla much the most popular of all flavors.

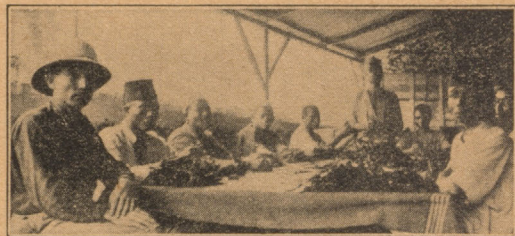
For many years Mexico produced most of the world's supply of vanilla beans but now the French Colonies in Madagascar, the Reunion and Comore and other small islands in the Indian Ocean produce about 85 per cent of all the vanilla grown, while Mexico produces only 12 per cent. Only small quantities come from the Tahiti Islands, Java, Guadeloupe, Porto Rico and Central America.

To thrive best the vanilla plants require a rich soil with shade and trees to protect and support the vines. The flower of the vanilla is a magnificent blossom with petals from 2 to 4 inches across. The bean, or seed of the flower, is from 6 to 9 inches long and its flavor and value depend mostly upon the care and methods of curing.

All the vanillas grown in the world are of the same origin or family, but owing to the variations in soil, climate and curing methods there is much difference in the qualities, values and market prices of the beans used to make Vanilla Extracts and Flavors.

For many generations French dealers were the most important factors and practically

controlled the Bourbon Vanilla Bean Industry from producers to consumers. Seldom were there any crop shortages and prices were generally reasonable until after American dealers and speculators opened branch houses in France and Madagascar and began

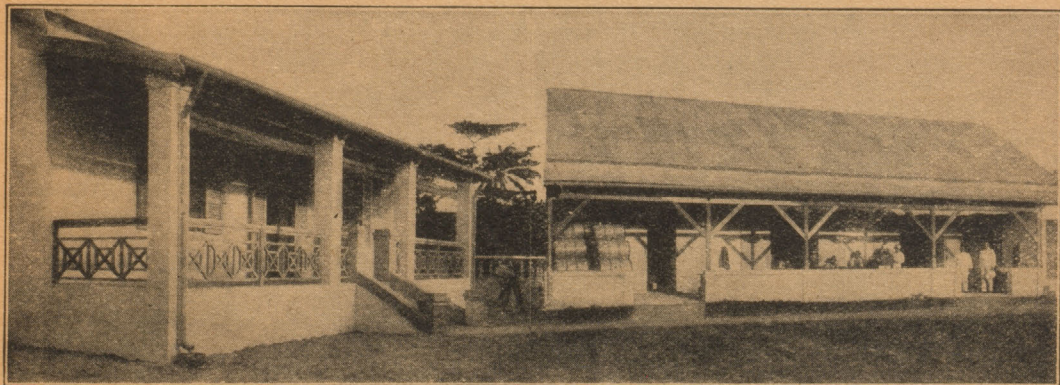


Sorting vanilla beans on Rawleigh's Moroni vanilla plantation on the Comore Islands.

to buy from the planters and curers. This resulted in fierce competition between these conflicting interests and wild speculations in France, Madagascar and Mexico.

The cost of vanilla beans in wholesale quantities under normal conditions is only from \$2 to \$3 per pound, but after the American and French dealers secured practical control of most of the world's supply of vanilla they raised their prices and made it necessary for manufacturers to pay the practically prohibitive prices of from \$8 to \$16 per pound.

(Turn to page 10)



This picture shows the new Tamatave, Madagascar, offices and warehouses which are the headquarters of the Rawleigh Industries for buying vanilla, cloves, oil of geranium, ylang ylang and other raw materials and products in Madagascar, the Comore and Reunion Islands, which are all French colonies in the Indian Ocean, off the East coast of Africa. These Islands produce 85 per cent of the world's supply of vanilla.



MARCH - APRIL

DAY OF MONTH	DAY OF WEEK	Light and Dark of Moon	MOON'S SIGNS	DOMINION of CANADA								
				Ontario, Etc.			Winnipeg, Alta., Etc.					
				Sun Rises H. M.	Sun Sets H. M.	Moon R. & S. H. M.	Sun Rises H. M.	Sun Sets H. M.	Moon R. & S. H. M.			
1	S.	☉	♌	6 35	5 52	5 30	6 44	5 43	6 13			
2	M.	☉	♌	6 33	5 53	6 15	6 42	5 45	6 53			
3	Tu.	☉	♌	6 31	5 54	rises	6 39	5 47	rises			
4	W.	☉	♌	6 29	5 55	6 03	6 37	5 49	5 40			
5	Th.	☉	♌	6 27	5 56	7 31	6 35	5 50	7 12			
6	Fri.	☉	♌	6 25	5 57	8 48	6 33	5 52	8 44			
7	Sat.	☉	♌	6 24	5 58	10 12	6 30	5 53	10 14			
8	S.	☉	♌	6 22	5 59	11 38	6 28	5 55	11 44			
9	M.	☉	♌	6 20	6 01	morn	6 26	5 56	morn			
10	Tu.	☉	♌	6 18	6 02	0 59	6 24	5 58	1 16			
11	W.	☉	♌	6 16	6 03	2 16	6 22	5 59	2 36			
12	Th.	☉	♌	6 14	6 04	3 14	6 20	6 01	3 54			
13	Fri.	☉	♌	6 12	6 06	4 01	6 18	6 02	4 43			
14	Sat.	☉	♌	6 11	6 07	4 36	6 16	6 04	5 18			
15	S.	☉	♌	6 09	6 09	5 05	6 14	6 05	5 40			
16	M.	☉	♌	6 08	6 10	5 23	6 12	6 07	5 53			
17	Tu.	☉	♌	6 06	6 11	5 42	6 09	6 09	6 02			
18	W.	☉	♌	6 04	6 12	5 54	6 07	6 11	6 14			
19	Th.	☉	♌	6 02	6 14	sets	6 05	6 13	sets			
20	Fri.	☉	♌	6 00	6 15	7 32	6 03	6 14	7 48			
21	Sat.	☉	♌	5 59	6 16	8 41	5 59	6 16	9 05			
22	S.	☉	♌	5 57	6 17	9 51	5 57	6 17	10 24			
23	M.	☉	♌	5 55	6 18	11 01	5 55	6 19	11 42			
24	Tu.	☉	♌	5 53	6 19	morn	5 53	6 20	morn			
25	W.	☉	♌	5 51	6 20	0 12	5 51	6 22	0 53			
26	Th.	☉	♌	5 49	6 22	1 28	5 49	6 24	2 08			
27	Fri.	☉	♌	5 47	6 23	2 32	5 47	6 25	3 10			
28	Sat.	☉	♌	5 45	6 24	3 28	5 45	6 26	4 06			
29	S.	☉	♌	5 43	6 25	4 03	5 43	6 28	4 38			
30	M.	☉	♌	5 42	6 26	4 35	5 40	6 30	5 05			
31	Tu.	☉	♌	5 40	6 27	4 54	5 38	6 31	5 19			

☉ First Quar. ☉ Full Moon ☉ Last Quar. ☉ New Moon

DAY OF MONTH	DAY OF WEEK	Light and Dark of Moon	MOON'S SIGNS	DOMINION of CANADA								
				Ontario, Etc.			Winnipeg, Alta., Etc.					
				Sun Rises H. M.	Sun Sets H. M.	Moon R. & S. H. M.	Sun Rises H. M.	Sun Sets H. M.	Moon R. & S. H. M.			
1	W.	☉	♌	5 39	6 28	5 16	5 36	6 33	5 36			
2	Th.	☉	♌	5 37	6 29	rises	5 34	6 35	rises			
3	Fri.	☉	♌	5 35	6 30	7 41	5 32	6 36	7 55			
4	Sat.	☉	♌	5 34	6 32	9 06	5 30	6 38	9 22			
5	S.	☉	♌	5 32	6 33	10 30	5 28	6 39	11 00			
6	M.	☉	♌	5 30	6 34	11 51	5 25	6 40	morn			
7	Tu.	☉	♌	5 28	6 35	morn	5 23	6 42	0 26			
8	W.	☉	♌	5 27	6 37	1 03	5 21	6 43	1 43			
9	Th.	☉	♌	5 25	6 38	1 58	5 19	6 45	2 38			
10	Fri.	☉	♌	5 23	6 39	2 37	5 17	6 47	3 07			
11	Sat.	☉	♌	5 22	6 40	3 08	5 14	6 48	3 28			
12	S.	☉	♌	5 20	6 42	3 29	5 12	6 49	3 44			
13	M.	☉	♌	5 18	6 43	3 48	5 10	6 51	3 58			
14	Tu.	☉	♌	5 16	6 44	4 03	5 07	6 53	4 12			
15	W.	☉	♌	5 15	6 45	4 13	5 05	6 55	4 20			
16	Th.	☉	♌	5 13	6 47	4 33	5 04	6 56	4 33			
17	Fri.	☉	♌	5 11	6 48	4 45	5 02	6 58	4 45			
18	Sat.	☉	♌	5 10	6 49	sets	5 00	6 59	sets			
19	S.	☉	♌	5 09	6 50	8 50	4 58	7 01	9 00			
20	M.	☉	♌	5 07	6 51	10 02	4 56	7 03	10 17			
21	Tu.	☉	♌	5 05	6 52	11 12	4 54	7 04	11 32			
22	W.	☉	♌	5 04	6 53	morn	4 52	7 05	morn			
23	Th.	☉	♌	5 02	6 55	0 18	4 50	7 07	0 48			
24	Fri.	☉	♌	5 00	6 56	1 17	4 48	7 09	1 50			
25	Sat.	☉	♌	4 59	6 57	2 07	4 46	7 10	2 40			
26	S.	☉	♌	4 58	6 58	2 43	4 44	7 12	3 15			
27	M.	☉	♌	4 56	6 59	3 14	4 42	7 14	3 32			
28	Tu.	☉	♌	4 55	7 00	3 37	4 40	7 16	3 47			
29	W.	☉	♌	4 53	7 01	3 54	4 38	7 17	4 00			
30	Th.	☉	♌	4 52	7 02	4 21	4 37	7 19	4 16			

☉ First Quar. ☉ Full Moon ☉ Last Quar. ☉ New Moon

Madagascar and Mexican Vanilla

(Continued from page 9)

This added many millions of dollars to the cost and made it necessary for storekeepers and others to charge consumers exorbitant prices for all brands of vanilla flavors.

In 1925 the Rawleigh Industries decided to break dealers' and speculators' control of vanilla. They first invested hundreds of thousands of dollars in vanilla plantations, opened offices and warehouses, set up curing and buying establishments in Mexico and in the French Colonies in Madagascar and Comore and Reunion Islands. They also established branch offices in Marseille, France, to buy, receive and trade in vanilla in Europe.

Within a few months after the Rawleigh Industries began to cultivate, buy, import and sell vanilla in immense quantities throughout

the United States and Europe in competition with the French and American dealers they not only broke control of the stocks of vanilla in the Islands, in North America and Europe, but during the past five years they have saved consumers about 25 Million dollars in the cost of their vanilla flavors and have become the most important factor and the largest importers, dealers and sellers of vanilla in the world.

If you desire the finest vanilla flavors made from choice Fleur de Bourbon vanilla beans, aged to obtain that characteristically rich, delicate and mellow flavor which can be had only from the finest quality, be sure to ask the Rawleigh Dealer to show you his vanilla flavors, which have much larger sale than any other brand of vanilla because they are the best qualities and values for the money.

## SPICES FROM MANY COUNTRIES

**S**PICES add variety and zest to food. Intelligent housewives know that when the appetite lags and ordinary foods lose their taste that an occasional unexpected dash of spice makes the meal more interesting. You not only recognize the additional piquant flavor which spices give to baked products, but you also know there is a vast difference in spices and how much more satisfactory superior quality spices are than ordinary ones purchased at the stores. It takes but one baking test to prove their superiority of flavor, pungency and aroma.

### How to Get the Richest Flavors

When you test the recipes in this book you should obtain the most delightful results; and you can obtain the finest, richest flavor, aroma, unusual strength and economy by using Rawleigh Cinnamon in canned applesauce or fudge, Nutmeg in eggnog, Spices in cakes and cookies, a touch of Ginger in fruit salad, Cloves in baked ham, Black Pepper in sausage, Sage Leaves in dressing, or Mixed Spices in pickles.

### For Cakes, Cookies, and Pies

To make the most delightful flavors for spice cakes and cookies, gingerbread and pumpkin pies requires the finest quality spices obtainable. If dissatisfied with the woody taste and flat flavor of Cinnamon usually sold by storekeepers and others, the next time you bake cookies and pies try Rawleigh Quality blend of Cinnamon, which the Rawleigh Industries buy in Sumatra, import in large quantities, grind in their own mills and package pure and fresh. It costs a little more but you will be delighted with its superior, pleasant flavor.

If you desire a new or extraordinary flavor for custards, puddings and eggnog there is nothing quite equal to the oily, aromatic Nutmegs which Rawleigh's import from the West and East Indies in immense quantities, granulate and package pure and fresh.

### Lampong Pepper and Madagascar Cloves

For the finest spice cakes, pickling and baked hams you should use Madagascar Cloves because they are more oily and produce the finest flavor obtainable from superior quality.

Of all the spices Black Pepper, once worth its weight in gold, is the most extensively used for flavoring foods. Of all the varieties of pepper the Lampong Pepper, of which the Rawleigh Industries import about 1000 tons annually from Sumatra and Java, is generally preferred because it contains a pungent, volatile oil which produces a delicious, fragrant, yet pleasing flavor which does not irritate the nostrils as do the cheaper inferior grades.

If you desire a spicy ginger, rich in color, snappy in taste, aromatic and pure, you should try the Rawleigh blend made from clean, selected African and Cochin India Ginger Roots.

### Largest Importers and Grinders

The Rawleigh Industries are not only one of the oldest but they are the largest grinders and buy, import, grind and sell more spices in their Montreal, Winnipeg, Freeport, Memphis and Melbourne factories than any similar industry.

You are invited to compare Rawleigh Quality Spices with anything you have ever used and notice their superior quality. Remember that your Rawleigh Dealer guarantees everything he sells to give satisfaction or no sale.



A true to life photo showing Lampong Pepper being dried in front of a native Sumatra home



DAY OF MONTH	DAY OF WEEK	Light and Dark of Moon	MOON'S SIGNS	DOMINION of CANADA					
				Ontario, Etc.			Winnipeg, Alta., Etc.		
				Sun Rises H. M.	Sun Sets H. M.	Moon R. & S. H. M.	Sun Rises H. M.	Sun Sets H. M.	Moon R. & S. H. M.
1	Fri.	☉	♌	4 50	7 03	4 35	4 35	7 20	4 30
2	Sat.	☉	♌	4 49	7 04	rises	4 33	7 22	rises
3	S.	☉	♌	4 48	7 05	9 25	4 31	7 23	9 29
4	M.	☉	♌	4 47	7 06	10 42	4 29	7 24	10 52
5	Tu.	☉	♌	4 45	7 07	11 49	4 28	7 25	11 59
6	W.	☉	♌	4 43	7 08	morn	4 27	7 27	morn
7	Th.	☉	♌	4 42	7 09	0 44	4 25	7 28	0 59
8	Fri.	☉	♌	4 41	7 10	1 08	4 23	7 30	1 23
9	Sat.	☉	♌	4 40	7 11	1 34	4 21	7 31	1 44
10	S.	☉	♌	4 39	7 12	1 53	4 20	7 33	2 01
11	M.	☉	♌	4 37	7 13	2 08	4 19	7 34	2 16
12	Tu.	☉	♌	4 36	7 14	2 20	4 18	7 36	2 25
13	W.	☉	♌	4 35	7 15	2 39	4 16	7 38	2 38
14	Th.	☉	♌	4 34	7 17	2 52	4 14	7 39	2 51
15	Fri.	☉	♌	4 33	7 19	3 08	4 12	7 41	3 05
16	Sat.	☉	♌	4 32	7 20	3 27	4 11	7 42	3 17
17	S.	☉	♌	4 31	7 21	3 54	4 09	7 43	3 30
18	M.	☉	♌	4 30	7 22	sets	4 08	7 45	sets
19	Tu.	☉	♌	4 29	7 22	10 11	4 07	7 46	10 41
20	W.	☉	♌	4 28	7 23	11 12	4 06	7 47	11 42
21	Th.	☉	♌	4 27	7 24	morn	4 05	7 48	morn
22	Fri.	☉	♌	4 26	7 25	0 06	4 04	7 49	0 26
23	Sat.	☉	♌	4 25	7 25	0 46	4 03	7 51	1 06
24	S.	☉	♌	4 24	7 26	1 18	4 02	7 53	1 35
25	M.	☉	♌	4 23	7 27	1 41	4 01	7 54	1 50
26	Tu.	☉	♌	4 22	7 28	2 00	4 00	7 55	2 01
27	W.	☉	♌	4 22	7 29	2 14	3 59	7 56	2 14
28	Th.	☉	♌	4 21	7 30	2 39	3 58	7 57	2 20
29	Fri.	☉	♌	4 21	7 31	2 57	3 57	7 59	2 37
30	Sat.	☉	♌	4 20	7 32	3 21	3 56	8 00	2 51
31	S.	☉	♌	4 20	7 33	rises	3 55	8 01	rises

☉ First Quar. ☉ Full Moon ☉ Last Quar. ☉ New Moon

DAY OF MONTH	DAY OF WEEK	Light and Dark of Moon	MOON'S SIGNS	DOMINION of CANADA					
				Ontario, Etc.			Winnipeg, Alta., Etc.		
				Sun Rises H. M.	Sun Sets H. M.	Moon R. & S. H. M.	Sun Rises H. M.	Sun Sets H. M.	Moon R. & S. H. M.
1	M.	☉	♌	4 20	7 34	9 31	3 54	8 01	10 11
2	Tu.	☉	♌	4 20	7 35	10 31	3 53	8 02	11 11
3	W.	☉	♌	4 19	7 36	11 19	3 53	8 03	11 59
4	Th.	☉	♌	4 19	7 37	11 54	3 52	8 04	morn
5	Fri.	☉	♌	4 19	7 38	morn	3 52	8 05	0 13
6	Sat.	☉	♌	4 19	7 39	0 21	3 51	8 06	0 24
7	S.	☉	♌	4 19	7 39	0 34	3 51	8 06	0 38
8	M.	☉	♌	4 18	7 40	0 44	3 50	8 07	0 47
9	Tu.	☉	♌	4 18	7 40	0 53	3 50	8 08	0 55
10	W.	☉	♌	4 18	7 41	1 02	3 50	8 09	1 01
11	Th.	☉	♌	4 18	7 41	1 11	3 50	8 10	1 09
12	Fri.	☉	♌	4 18	7 42	1 28	3 50	8 10	1 22
13	Sat.	☉	♌	4 18	7 42	1 53	3 49	8 11	1 43
14	S.	☉	♌	4 18	7 43	2 26	3 49	8 12	2 05
15	M.	☉	♌	4 18	7 43	3 11	3 49	8 12	2 40
16	Tu.	☉	♌	4 18	7 44	sets	3 49	8 13	sets
17	W.	☉	♌	4 18	7 44	9 59	3 49	8 13	10 39
18	Th.	☉	♌	4 18	7 45	10 47	3 49	8 13	11 17
19	Fri.	☉	♌	4 18	7 45	11 22	3 49	8 14	11 47
20	Sat.	☉	♌	4 18	7 45	11 47	3 49	8 14	morn
21	S.	☉	♌	4 19	7 45	morn	3 50	8 14	0 07
22	M.	☉	♌	4 19	7 45	0 06	3 50	8 14	0 15
23	Tu.	☉	♌	4 19	7 45	0 21	3 50	8 14	0 25
24	W.	☉	♌	4 20	7 45	0 42	3 50	8 14	0 35
25	Th.	☉	♌	4 20	7 45	1 00	3 51	8 14	0 48
26	Fri.	☉	♌	4 21	7 45	1 17	3 51	8 14	1 02
27	Sat.	☉	♌	4 21	7 45	1 40	3 51	8 14	1 20
28	S.	☉	♌	4 22	7 45	2 11	3 52	8 14	1 51
29	M.	☉	♌	4 22	7 44	rises	3 52	8 14	rises
30	Tu.	☉	♌	4 23	7 44	9 11	3 53	8 14	9 25

☉ First Quar. ☉ Full Moon ☉ Last Quar. ☉ New Moon

HOUSEHOLD HINTS

1. Sticking bureau drawers and windows work smoothly after being thoroughly soaped.
2. Winding the clothes line towards instead of away from you prevents it from becoming kinked or twisted.
3. Brighten oilcloth and freshen its color by putting a little salt in the water used in washing it.
4. Loosen a tight glass bottle-stopper by (1) holding the hand around the neck of the bottle, or (2) applying heat to it.
5. Mend kid gloves with mercerized or cotton thread. Silk tears the kid.
6. Hair brush bristles turn yellow if dried in the sun or by the fire.

7. Save bread crumbs by keeping a fruit jar or glass handy. After cutting bread, scrape the crumbs into the container.
8. Avoid lumpy salt by keeping a few navy beans in the salt shaker.
9. Obtain more juice from a lemon by warming it before squeezing.
10. Shorten the baking process by pouring boiling water over potatoes that are to be baked.
11. Peel and slice onions under water to avoid smarting and watering of the eyes.
12. Leaky hot-water bottles may be used after filling them with hot sand by means of a funnel. The sand will retain the heat for some time.

# COUGHS AND COLDS

## *Their Danger, Treatment, and Relief*

WE ARE learning from experience and the invaluable work of scientists to avoid most diseases and that prevention is better than cure. Still most of us are too careless of health, and the most common malady is the common cold which is largely unnecessary. Because colds of many kinds top the list of diseases for the number of cases and for the time lost and expense of sickness, thoughtful parents know it is always dangerous to neglect coughs and colds that may become serious if one is careless.

### Diet and Medicines

Common colds can be largely avoided if you will only study and use the fund of information every family needs about the causes and treatments of colds, influenza, etc. which is contained in Rawleigh's Good Health Bulletin No. 201, "Influenza and La Grippe." Careful mothers who always want to be prepared for attacks of colds may obtain this Bulletin from the Rawleigh Dealer when he calls and should keep a supply of cough and cold medicines on hand ready to use promptly when colds start.

Since colds usually accompany a condition of acidity of the system and are aggravated by constipation and lowered resistance, a diet of fruits, vegetables and milk is advisable. Rawleigh's Effervescent Salts is useful in correcting acidity and a good laxative in relieving constipation, while the use of Cod Liver Oil helps build resistance.

### Other Methods and Medicines

When a cold is felt, if you are careful and act promptly it can usually be thrown off before it becomes serious. A hot bath, hot drinks, a sweat and a long rest in bed are good, yet the prompt use of one or more of Rawleigh's Cough and Cold Medicines often stops the cold at the start. Each is a different method of reaching a different condition. All are unusually useful and reliable.

### At the First Attack

At the first attack, two Rawleigh Products give immediate help. Vapor Balm reaches the seat of the trouble by application and inhalation, soothes the inflammation in the respiratory passages and reduces infection. Ready Relief for colds and nasal catarrh is a new method convenient to use anywhere by putting a few drops on a handkerchief and inhaling it. Its vapors reach the recesses of the nasal passages and throat. This new product won immediate popularity. Ask the Dealer



to let you try a few drops on your handkerchief.

To attack the cold germs and check the cold, Rawleigh's Laxative Quinine Cold Tablets or Asafen Tablets taken early are particularly useful and reliable. Asafen Tablets are an improvement over Aspirin, are more effective and have a wider range of usefulness.

### Colds and Sore Throat

When a cold is accompanied by a sore throat, gargling with Rawleigh's Liquid Antiseptic gives prompt relief by reducing and healing the inflammation.

### When Coughs Develop

When a cough develops, a safe, reliable remedy, strong enough to stop the cough and remove the cause is desirable. Rawleigh's Cough Syrup is such a remedy that has stood the test for more than 35 years with increased popularity.

For reducing the irritation in the throat and the spasms and straining of coughing, a new remedy, Rawleigh's Thyme Cough Compound, is very effective in stopping the impulse to cough.

For deep-seated bronchial colds, coughs and sore throat, an external application of Rawleigh's Mustard Ointment, Medicated Ointment, Vapor Balm, or Camphor Balm is very helpful.

Many conditions in colds may be relieved with Rawleigh Cough and Cold Medicines, yet promptness in fighting off the attack, willingness to yield to treatment and stay in bed until the danger is past and to avoid annoying and infecting others should be first considerations of everyone who takes cold.



A Japanese still for oil of peppermint from which menthol is made. Menthol is a very valuable, healing, soothing and antiseptic ingredient, bought, imported and used in large quantities by the Rawleigh Industries in their Cough and Cold Medicines, Ointments, etc.



DAY OF MONTH	DAY OF WEEK	Light and Dark of Moon	MOON'S SIGNS	DOMINION of CANADA					
				Ontario, Etc.			Winnipeg, Alta., Etc.		
				Sun Rises H. M.	Sun Sets H. M.	Moon R. & S. H. M.	Sun Rises H. M.	Sun Sets H. M.	Moon R. & S. H. M.
1	W.	☉	♊	4 23	7 44	9 51	3 54	8 14	10 13
2	Th.	☉	♋	4 24	7 44	10 22	3 55	8 14	10 52
3	Fri.	☉	♌	4 24	7 44	10 43	3 56	8 13	11 08
4	Sat.	☉	♍	4 25	7 43	10 59	3 56	8 13	11 19
5	S.	☉	♎	4 25	7 43	11 12	3 57	8 12	11 27
6	M.	☉	♏	4 26	7 42	11 23	3 58	8 12	11 33
7	Tu.	☉	♐	4 27	7 41	11 42	3 59	8 11	11 40
8	W.	☉	♑	4 27	7 41	11 58	4 00	8 10	11 46
9	Th.	☉	♒	4 28	7 40	morn	4 01	8 10	11 55
10	Fri.	☉	♓	4 29	7 39	0 15	4 01	8 09	morn
11	Sat.	☉	♊	4 30	7 39	0 32	4 02	8 08	0 10
12	S.	☉	♋	4 31	7 38	1 01	4 03	8 07	0 34
13	M.	☉	♌	4 32	7 38	1 51	4 04	8 06	1 14
14	Tu.	☉	♍	4 33	7 37	2 52	4 05	8 05	2 16
15	W.	☉	♎	4 34	7 36	sets	4 06	8 04	sets
16	Th.	☉	♏	4 35	7 36	9 20	4 07	8 03	9 54
17	Fri.	☉	♐	4 36	7 35	9 50	4 08	8 02	10 17
18	Sat.	☉	♑	4 37	7 35	10 11	4 10	8 01	10 26
19	S.	☉	♒	4 38	7 34	10 28	4 11	8 00	10 33
20	M.	☉	♓	4 39	7 34	10 48	4 12	7 59	10 48
21	Tu.	☉	♊	4 40	7 33	11 07	4 14	7 58	10 57
22	W.	☉	♋	4 41	7 33	11 27	4 15	7 57	11 12
23	Th.	☉	♌	4 42	7 32	11 53	4 16	7 56	11 33
24	Fri.	☉	♍	4 43	7 31	morn	4 17	7 54	11 45
25	Sat.	☉	♎	4 44	7 30	0 27	4 19	7 53	morn
26	S.	☉	♏	4 45	7 28	1 09	4 21	7 51	0 28
27	M.	☉	♐	4 47	7 27	2 02	4 23	7 50	1 22
28	Tu.	☉	♑	4 48	7 26	2 58	4 24	7 49	2 21
29	W.	☉	♒	4 49	7 25	rises	4 25	7 47	rises
30	Th.	☉	♓	4 50	7 24	8 47	4 26	7 46	8 59
31	Fri.	☉	♊	4 51	7 22	9 04	4 27	7 45	9 19

☉ First Quar. ☽ Full Moon ☾ Last Quar. ☊ New Moon

DAY OF MONTH	DAY OF WEEK	Light and Dark of Moon	MOON'S SIGNS	DOMINION of CANADA					
				Ontario, Etc.			Winnipeg, Alta., Etc.		
				Sun Rises H. M.	Sun Sets H. M.	Moon R. & S. H. M.	Sun Rises H. M.	Sun Sets H. M.	Moon R. & S. H. M.
1	Sat.	☉	♊	4 51	7 21	9 19	4 28	7 44	9 35
2	S.	☉	♋	4 52	7 20	9 30	4 30	7 42	9 42
3	M.	☉	♌	4 53	7 19	9 49	4 31	7 40	9 50
4	Tu.	☉	♍	4 54	7 18	10 03	4 33	7 38	9 55
5	W.	☉	♎	4 55	7 17	10 19	4 35	7 36	10 01
6	Th.	☉	♏	4 56	7 15	10 40	4 36	7 34	10 12
7	Fri.	☉	♐	4 57	7 14	11 10	4 37	7 32	10 33
8	Sat.	☉	♑	4 58	7 13	11 47	4 39	7 31	11 07
9	S.	☉	♒	4 59	7 11	morn	4 40	7 30	11 56
10	M.	☉	♓	5 01	7 10	0 36	4 42	7 28	morn
11	Tu.	☉	♊	5 02	7 09	1 43	4 44	7 26	1 03
12	W.	☉	♋	5 03	7 07	3 01	4 45	7 24	2 18
13	Th.	☉	♌	5 04	7 06	sets	4 46	7 23	sets
14	Fri.	☉	♍	5 06	7 04	8 15	4 47	7 21	8 28
15	Sat.	☉	♎	5 07	7 02	8 33	4 48	7 19	8 43
16	S.	☉	♏	5 08	7 00	8 51	4 50	7 17	8 55
17	M.	☉	♐	5 09	6 58	9 14	4 52	7 15	9 05
18	Tu.	☉	♑	5 10	6 56	9 31	4 54	7 13	9 16
19	W.	☉	♒	5 11	6 55	9 57	4 55	7 11	9 30
20	Th.	☉	♓	5 13	6 53	10 27	4 57	7 09	9 58
21	Fri.	☉	♊	5 14	6 52	11 08	4 58	7 07	10 26
22	Sat.	☉	♋	5 15	6 51	11 57	4 59	7 05	11 17
23	S.	☉	♌	5 16	6 50	morn	5 01	7 03	morn
24	M.	☉	♍	5 17	6 48	0 53	5 02	7 01	0 13
25	Tu.	☉	♎	5 18	6 46	1 54	5 04	7 00	1 14
26	W.	☉	♏	5 19	6 45	3 00	5 05	6 58	2 27
27	Th.	☉	♐	5 20	6 43	rises	5 07	6 56	rises
28	Fri.	☉	♑	5 21	6 41	7 27	5 09	6 54	7 40
29	Sat.	☉	♒	5 22	6 39	7 38	5 10	6 52	7 48
30	S.	☉	♓	5 23	6 37	7 55	5 11	6 49	7 59
31	M.	☉	♊	5 24	6 36	8 09	5 13	6 47	8 08

☉ First Quar. ☽ Full Moon ☾ Last Quar. ☊ New Moon

**WEIGHTS AND MEASURES**

**Avoirdupois Weight.** 27 11-32 grains—dram; 16 drams—1 ounce; 16 ounces—1 pound; 100 pounds—1 cwt.; 2,000 pounds—1 short ton; 2,240 pounds—1 long ton. 1 oz. Troy—480 gr.; 1 oz. Av.—437½ gr.; 1 lb. Troy—5,760 gr.; 1 lb. Av.—7,000 gr.

**Dry Measure.** 2 pints—1 quart; 8 quarts—1 peck; 4 pecks—1 bushel.

**Liquid Measure.** 4 gills—1 pint; 2 pints—1 quart; 4 quarts—1 gallon; 31½ gallons—1 barrel; 2 barrels—1 hogshead. Barrels and hogsheads vary in size.

**Square Measure.** 144 sq. inches—1 sq. foot; 9 sq. feet—1 sq. yard; 30¼ sq. yards—1 sq. rod; 40 sq. rods—1 rood; 4 roods—1 acre; 640 acres—1 sq. mile.

**Surveyors' Measure.** 7.92 inches—1 link; 25 links—1 rod; 4 rods—1 chain; 10 sq. chains or 160 sq. rods—1 acre; 640 acres—1 sq. mile or section; 36 sq. miles (6 miles square)—1 township.

**Cubic Measure.** 1,728 cubic inches—1 cubic foot; 27 cubic feet—1 cubic yard; 2,150.42 cubic inches—1 standard bushel; 277.3 cubic inches—1 Imperial gallon; 1 cubic foot—about four-fifths of a bushel; 128 cubic feet—1 cord (wood); 40 cubic feet—1 ton (shipping).

**Metric Equivalents (Linear).** 1 centimeter—0.3937 in.; decimeter—3.937 inches—0.328 ft., 1 meter—39.37 inches—1.0936 yards; 1 dekameter—1.9884 rods; 1 kilometer—0.62137 mile.

**Square.** 1 sq. centimeter—0.1550 sq. in.; 1 sq. decimeter—0.1076 sq. ft.; 1 sq. meter—1.196 sq. yds.; 1 acre—3,954 sq. rds.; 1 hectar—247 acres; 1 sq. kilometer—0.386 sq. mile.

**Volume.** 1 cubic centimeter—0.061 cubic in.; 1 cubic decimeter—0.0353 cubic ft.; 1 cubic meter, 1 stere—1.308 cubic yds., 0.2759 cu.; 1 liter—0.908 qt. dry, .8805 qts. liq.; 1 dekaliter—2.2014 gals., .135 peck; 1 hektoliter—2.8375 bus.



# FOOD DELICACIES

## *How to Make Them Attractive and Appetizing*

**F**OODS are easily the first and most important of the four great necessities of life which are, food, clothing, shelter and medicines, because what you are and do is largely the result of the foods you use.

A secret of good food is that the best dishes you can prepare and serve require not only your best skill but the best materials and the finest flavorings. Millions of women known for their good cooking and the tables they set, prefer Rawleigh's Spices, Extracts and Food Products because they have learned their superiority.

Rawleigh's Food Products improve other foods and make them more tasty and appetizing. Every day they are useful and delightful accessories in the family diet and favorites of old and young. They are good Health Products because of their purity, high quality and wholesomeness. They take the place of other foods and increase the variety you like.

### Food, Flavor or Beverage

Cocoa or chocolate is the most popular flavor and a valuable food your family should enjoy frequently as a beverage, food flavor or confection. Rawleigh's supplies the most desirable form in Good Health Cocoa, a pure, high grade, all-purpose Cocoa that gives the best of satisfaction. It gives the most popular of all flavors for puddings, cakes, sauces and candies. With milk it makes a delicious and highly nutritious beverage for children or adults.

### Pies, Cakes, Etc.

Everyone likes pies that are tempting and tasty and made from Rawleigh's Chocolate and Coconut Cream Pie Fillings and Lemon Flavored Dessert. Cake fillings and desserts that are appetizing and wholesome are also easily and economically made from them. They give a pleasing variety to the family fare and make every meal a pleasure.

### An Appetizing Relish

The tang of Rawleigh's Prepared Mustard is so appetizing you will like it better than any other kind you ever tasted. This flavorsome relish wins a permanent place on the table where once it is used, and gives a zest and savor that makes meat, eggs, sandwiches and salads taste better.

### About Baking Powder

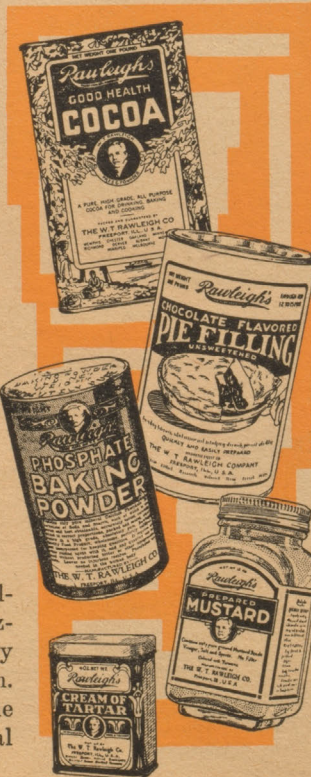
Your choice of Baking Powder will be fully satisfied with Rawleigh's Phosphate Baking Powder. The Phosphate Baking Powder makes the most wholesome leavening agent because it replaces in the baking the natural phosphates of wheat. This ideal powder has full and perfectly balanced leavening qualities and produces baking with finest flavor and keeping qualities. It is made from pure high grade materials scientifically combined to give uniform and highly efficient leavening results. It is safe and wholesome in any food and satisfactory for best baking results. Its price is low for highest quality.

A high quality pure Cream of Tartar dependable for fine baking, pastries and candies is another Rawleigh Good Health Food Product that should be ready for use in every home.

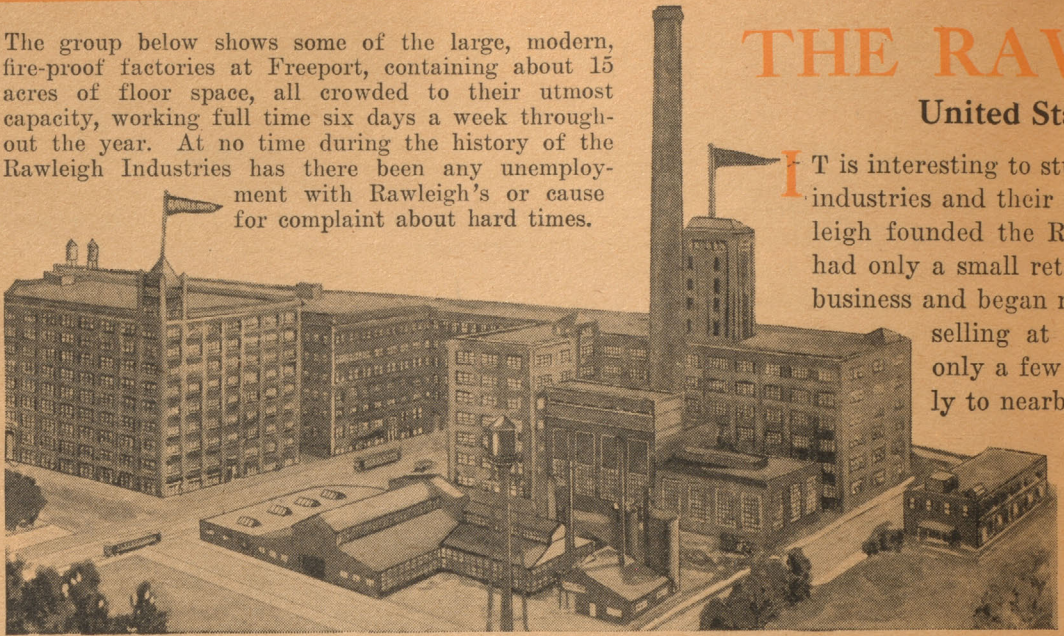
### Raspberry, Cherry and Grape

Cool, refreshing drinks that are tasty, satisfying and healthful can quickly and easily be prepared with cold water, sugar and Rawleigh's True Raspberry Nectar, Cherry or Grape, at a cost of only about 1 cent a glass. They are popular for picnics, parties and the family circle.

Chewing Gum in Peppermint and Fruit Flavors is a delicious treat relished by all, especially the children who should remind the Dealer of it each time he calls.



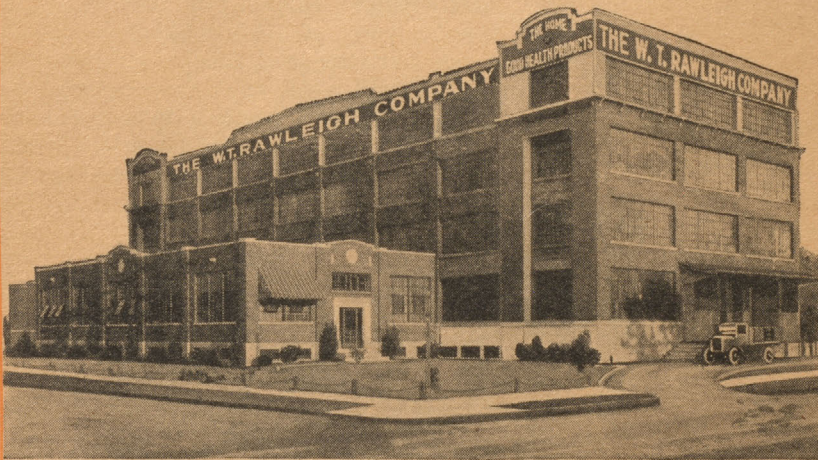
The group below shows some of the large, modern, fire-proof factories at Freeport, containing about 15 acres of floor space, all crowded to their utmost capacity, working full time six days a week throughout the year. At no time during the history of the Rawleigh Industries has there been any unemployment with Rawleigh's or cause for complaint about hard times.



# THE RAW

## United States

IT is interesting to study the Rawleigh Industries and their products. Rawleigh founded the Rawleigh Industries in 1886. He had only a small retail business and began manufacturing at Freeport, selling at wholesale prices. In only a few years he had a factory and a line of products to nearly

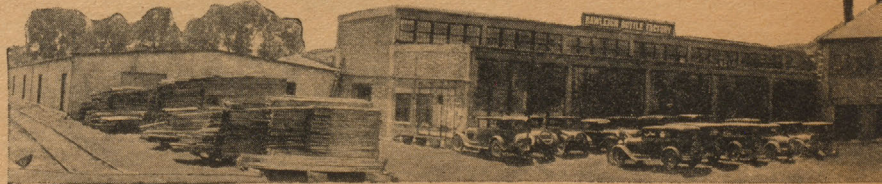


## Rawleigh Branch Houses

The Rawleigh Industries also have United States branches at Richmond, Chester, Albany, Minneapolis, Denver, and Oakland, and other branches at Marseilles, France, Tamatave, Madagascar, Telok-Betong, Sumatra, Kobe, Japan, and Moroni, Grande Comore Island.

The main factory of the Rawleigh Industries at Memphis, Tenn., where most of the Rawleigh Products used in the South are manufactured. Over 75,000 square feet of floor space are included in the Memphis Factories, which carry large stocks and are heavily loaded to full capacity.

Below is illustrated the Rawleigh Glass Plant at Freeport, Illinois, where bottles are made for the United States. For many years the Rawleigh Industries have been large users of bottles, and they are bought at one time. This modern glass plant was built in 1925 and includes gas producer, p... ing furnaces and feeder, bottle-forming machines, annealing ovens, mold shops, box-making equipment and immense storage warehouse. This plant turns out over 20 million bottles annually, is in continuous operation day and night, and is one of the most important industries within the group of Rawleigh Industries at Freeport.



# RAWLEIGH FACTORIES

States, Canada and Australia

study the history and growth of our largest policies and methods. When W. T. Rawleigh Industries over 40 years ago he retail business. In 1895 he incorporated his manufacturing in only one small building, at wholesale and retail. Then there were employees and sales were confined most-ly by Middle and Northern states.

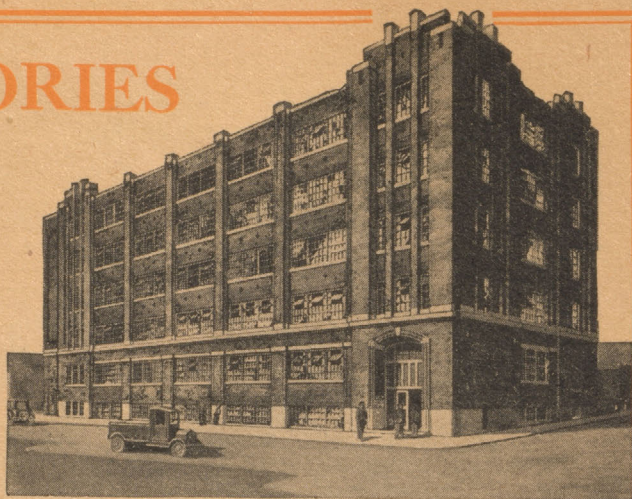
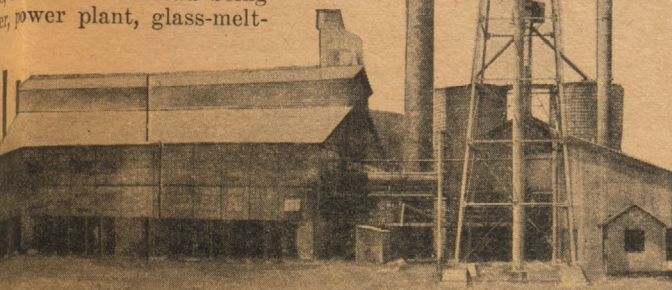
The size and number of factories tell the story of the growth and expansion of the Rawleigh business. In 1899 the first new factory was built especially for the business, but it was enlarged in 1901 to meet constantly increasing demands. But the enlarged factory was entirely abandoned in 1904, when the first of the many large buildings which now comprise the Freeport Factories was built.

## Industries Within an Industry

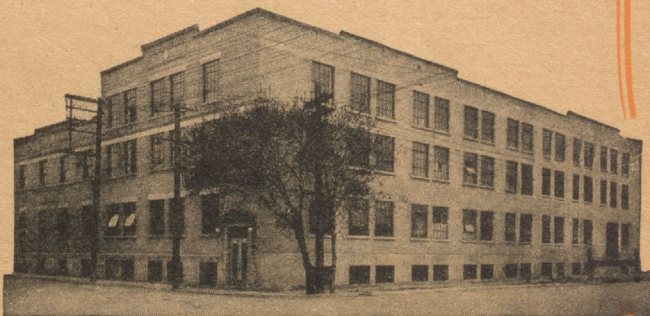
Insofar as practical it has always been the fundamental Rawleigh policy to make everything in its own factories directly from the raw materials. The Rawleigh Industries therefore now make auto-bodies, sample cases, shipping cases, bottles, fluid extracts, tinctures, private formula tablets, soaps, perfumes, metal and furniture polish, liquid and powdered insecticides, dips, disinfectants, capsules for Veterinary Remedies and numerous other articles. All are made at the lowest costs which results in consumers getting the best qualities and values.

## The Largest Industries of Their Kind in the World'

Rawleigh Products in the entire trainload being power plant, glass-melt-



The main Canadian offices and factories at Montreal, where raw materials are imported direct from many parts of the world, and all Rawleigh Products are manufactured for Eastern Canada.



Rawleigh's Western Canadian Factories at Winnipeg which produce the greater part of all Rawleigh Products sold in the Western Provinces, including the most northerly districts of the Peace River country and Hudson Bay territory.



The latest addition to the factories of the Rawleigh Industries at Melbourne where all Australian Rawleigh Products are manufactured.



DAY OF MONTH	DAY OF WEEK	Light and Dark of Moon	MOON'S SIGNS	DOMINION of CANADA					
				Ontario, Etc.			Winnipeg, Alta., Etc.		
				Sun Rises H. M.	Sun Sets H. M.	Moon R. & S. H. M.	Sun Rises H. M.	Sun Sets H. M.	Moon R. & S. H. M.
1	Tu.	☉	☾	5 25	6 34	8 24	5 15	6 44	8 18
2	W.	☉	☾	5 26	6 32	8 42	5 17	6 42	8 32
3	Th.	☉	☾	5 28	6 30	9 08	5 18	6 40	8 43
4	Fri.	☉	☾	5 29	6 28	9 41	5 20	6 38	9 11
5	Sat.	☉	☾	5 30	6 26	10 24	5 22	6 36	9 44
6	S.	☉	☾	5 31	6 24	11 19	5 23	6 34	10 39
7	M.	☉	☾	5 32	6 22	morn	5 24	6 32	11 43
8	Tu.	☉	☾	5 33	6 21	0 24	5 25	6 29	morn
9	W.	☉	☾	5 34	6 19	1 43	5 26	6 27	1 00
10	Th.	☉	☾	5 35	6 17	3 02	5 28	6 25	2 22
11	Fri.	☉	☾	5 37	6 16	4 17	5 29	6 23	3 42
12	Sat.	☉	☾	5 38	6 14	sets	5 31	6 20	sets
13	S.	☉	☾	5 39	6 12	7 19	5 32	6 18	7 05
14	M.	☉	☾	5 40	6 10	7 34	5 33	6 16	7 19
15	Tu.	☉	☾	5 41	6 08	7 57	5 35	6 14	7 30
16	W.	☉	☾	5 42	6 07	8 26	5 37	6 12	7 51
17	Th.	☉	☾	5 43	6 05	9 05	5 38	6 09	8 22
18	Fri.	☉	☾	5 44	6 03	9 51	5 40	6 07	9 10
19	Sat.	☉	☾	5 45	6 01	10 49	5 42	6 05	10 09
20	S.	☉	☾	5 46	5 59	11 48	5 44	6 03	11 08
21	M.	☉	☾	5 47	5 58	morn	5 45	6 01	morn
22	Tu.	☉	☾	5 49	5 56	0 53	5 46	5 58	0 14
23	W.	☉	☾	5 50	5 54	1 58	5 48	5 56	1 30
24	Th.	☉	☾	5 51	5 52	3 06	5 50	5 54	2 48
25	Fri.	☉	☾	5 52	5 50	4 13	5 52	5 52	4 04
26	Sat.	☉	☾	5 54	5 48	rises	5 53	5 50	rises
27	S.	☉	☾	5 55	5 46	6 17	5 54	5 47	6 08
28	M.	☉	☾	5 56	5 44	6 30	5 55	5 45	6 19
29	Tu.	☉	☾	5 57	5 42	6 48	5 56	5 43	6 30
30	W.	☉	☾	5 58	5 41	7 12	5 58	5 41	6 40

DAY OF MONTH	DAY OF WEEK	Light and Dark of Moon	MOON'S SIGNS	DOMINION of CANADA					
				Ontario, Etc.			Winnipeg, Alta., Etc.		
				Sun Rises H. M.	Sun Sets H. M.	Moon R. & S. H. M.	Sun Rises H. M.	Sun Sets H. M.	Moon R. & S. H. M.
1	Th.	☉	☾	5 59	5 39	7 40	6 00	5 39	7 00
2	Fri.	☉	☾	6 00	5 37	8 19	6 02	5 36	7 38
3	Sat.	☉	☾	6 01	5 35	9 08	6 03	5 34	8 28
4	S.	☉	☾	6 03	5 33	10 05	6 05	5 32	9 25
5	M.	☉	☾	6 04	5 32	11 12	6 07	5 30	10 32
6	Tu.	☉	☾	6 06	5 30	morn	6 09	5 28	11 55
7	W.	☉	☾	6 07	5 28	0 25	6 10	5 26	morn
8	Th.	☉	☾	6 08	5 27	1 47	6 11	5 23	1 27
9	Fri.	☉	☾	6 09	5 25	3 05	6 13	5 21	2 49
10	Sat.	☉	☾	6 10	5 23	4 29	6 15	5 19	4 19
11	S.	☉	☾	6 11	5 22	5 55	6 16	5 17	5 55
12	M.	☉	☾	6 12	5 20	sets	6 17	5 15	sets
13	Tu.	☉	☾	6 14	5 18	6 26	6 18	5 13	5 51
14	W.	☉	☾	6 15	5 16	6 59	6 19	5 11	6 17
15	Th.	☉	☾	6 17	5 14	7 44	6 21	5 09	7 02
16	Fri.	☉	☾	6 18	5 13	8 39	6 23	5 07	7 58
17	Sat.	☉	☾	6 19	5 12	9 39	6 25	5 05	8 58
18	S.	☉	☾	6 20	5 10	10 42	6 27	5 03	10 03
19	M.	☉	☾	6 22	5 08	11 49	6 29	5 01	11 21
20	Tu.	☉	☾	6 23	5 07	morn	6 30	4 59	morn
21	W.	☉	☾	6 24	5 05	0 55	6 32	4 57	0 35
22	Th.	☉	☾	6 25	5 04	2 04	6 34	4 55	1 52
23	Fri.	☉	☾	6 27	5 02	3 12	6 35	4 53	3 09
24	Sat.	☉	☾	6 28	5 01	4 18	6 37	4 51	4 25
25	S.	☉	☾	6 29	5 00	5 18	6 38	4 49	5 35
26	M.	☉	☾	6 30	4 58	rises	6 40	4 47	rises
27	Tu.	☉	☾	6 31	4 57	5 17	6 41	4 45	4 52
28	W.	☉	☾	6 33	4 55	5 43	6 43	4 44	5 03
29	Th.	☉	☾	6 34	4 53	6 20	6 45	4 42	5 38
30	Fri.	☉	☾	6 35	4 51	7 03	6 47	4 40	6 22
31	Sat.	☉	☾	6 36	4 50	7 58	6 49	4 39	7 17

☾ First Quar. ☉ Full Moon ☽ Last Quar. ☊ New Moon

☾ First Quar. ☉ Full Moon ☽ Last Quar. ☊ New Moon



**FIRST AID SUGGESTIONS**

A good first aid kit or box is as essential to a home as furniture. It should contain Liquid Antiseptic and Mouth Wash, Liniment, Anti-Pain Oil, Medicated Ointment and Healing Salve, bandages of several different sizes and adhesive tape. There have been many lives as well as doctor bills saved through first aid rendered in the home. In severe cases of injury or burns do all you can yourself but do not hesitate to call a doctor.

**Burns and Scalds**

1. For ordinary burns or scalds a strong solution of baking soda in water or even flour and water will relieve the immediate pain.

2. If the blister is not broken, an application of Rawleigh's Healing Salve is excellent. Salve on a raw surface retards healing.

3. For acid burns use soap suds or baking soda.

4. For alkaline burns use vinegar in water.

5. Carbolic acid burns. Wash with alcohol immediately; then every 15 minutes for 1 hr.

**Dislocation**

Never let a person with a severe dislocation stand or do not move him more than is necessary. Place him in a comfortable position and call a doctor. The same applies to a fracture or even a common break.

# FROZEN DESSERTS

*Inexpensive, Nourishing, and Easy to Make*

**F**Rozen desserts add a delightful variety the year around to our menus and are suitable favorites in the warm weather. If eaten slowly they may be enjoyed advantageously by invalids, children and adults.

Simple, frozen dishes are an attractive way of introducing milk, cream, eggs, fresh fruits and fruit juices into the diet. A variety of flavors, i. e. lemon, vanilla, orange and almond may be used. Chocolate adds flavor, variety and nutritive value.

Simple ices, sherbets and creams should be served as dessert for heavy dinners while the heavier creams and salads are a distinct addition to a simple luncheon. Ices are delicious accompaniments for the meat course.

Homemade ices and ice creams are comparatively inexpensive desserts, containing pure nourishment in variable forms and easy to make. The dessert can be prepared hours ahead of time.

## Cranberry Ice

1 lb. cranberries    8 cups water  
2 cups sugar        2 tbsp. gelatine

Cook cranberries and sweeten. Make syrup of water and sugar. When cool add gelatine and whole berries. Freeze in refrigerator.

## Lime Mousse

Beat 1 cup cream until stiff with  $\frac{1}{4}$  cup powdered sugar, 4 drops oil of lime and color a delicate green with green color paste. Freeze in drawer of electric refrigerator, or pack in ice and salt. Fill glasses  $\frac{2}{3}$  full of diced pears and bananas. Place lime mousse on top and garnish with whipped cream and small green and red bottled grapes.

## Coffee Macaroon Bisque

1 tbsp. gelatine  
 $\frac{1}{4}$  cup water  
 $1\frac{1}{2}$  cup clear strong coffee  
 $\frac{1}{3}$  cup sugar  
 $\frac{1}{8}$  tsp. salt  
1 cup whipped cream  
 $\frac{3}{8}$  cup macaroon crumbs

Soak gelatine in water 5 minutes. Dissolve in hot coffee. Add sugar and salt, mix well. Set aside to cool. When it begins to thicken, fold in whipped cream and macaroon crumbs. Pile in sherbet glasses and garnish with chopped nuts and maraschino cherries. Chill thoroughly.



## One and — Ice

1 orange    1 banana    1 cup water  
1 lemon    1 cup sugar

Grate rind of 1 lemon and 1 orange. Squeeze juice from both. Cut banana up fine. Make syrup of sugar and water. When cool add all ingredients and freeze.

## Caramel Nut Ice Cream

1 egg                    1 qt. cream  
1 tbsp. flour        2 cups milk  
 $\frac{1}{8}$  tsp. salt             $1\frac{1}{3}$  cup sugar  
 $1\frac{1}{2}$  tsp. Rawleigh's Vanilla  
1 cup chopped nuts

Make a custard of  $\frac{1}{2}$  the sugar, cream, milk, egg, flour and salt. Caramelize  $\frac{1}{2}$  the sugar and add to custard. Add vanilla and nuts. Freeze — 1 part coarse salt to 2 parts ice.

## 24 Hour Salad

**Dressing:**  
 $\frac{1}{2}$  lemon            2 eggs

Beat eggs thoroughly, add lemon juice, put in a double boiler and cook slowly until thick.

## Salad:

1 can white cherries (pitted and drained)  
 $\frac{1}{2}$  large can pineapple (grated)  
 $\frac{1}{2}$  pound marshmallows (cut in pieces)

When dressing is cold fold in  $\frac{1}{2}$  pint of cream which has been whipped, and mix thoroughly with fruit.

Let stand 24 hours in refrigerator and serve on lettuce.

## Maple Mousse

1 tbsp. granulated gelatine    2 tbsp. lemon juice  
 $\frac{1}{4}$  cup cold water                1 cup sugar  
1 cup maple syrup                1 qt. cream

To make syrup add gelatine soaked in cold water, lemon juice and sugar. Strain and cool. As mixture thickens fold in whipped cream. Mould, pack in salt and ice and let stand 4 hours.

## Banana Marlow

15 marshmallows  
2 tsp. lemon juice  
 $\frac{1}{2}$  cup water  
 $\frac{3}{4}$  cup well mashed banana  
 $\frac{1}{2}$  pint whipping cream

Steam the marshmallows with the water until they are melted. Add the banana pulp and lemon juice and cool. When quite cold and slightly stiffened, carefully combine with the cream which has been whipped stiff. Pour into trays and freeze without stirring.



NOVEMBER DECEMBER

DAY OF MONTH	DAY OF WEEK	Light and Dark of Moon	MOON'S SIGNS	DOMINION of CANADA					
				Ontario, Etc.			Winnipeg, Alta., Etc.		
				Sun Rises H. M.	Sun Sets H. M.	Moon R. & S. H. M.	Sun Rises H. M.	Sun Sets H. M.	Moon R. & S. H. M.
1	S.	☉	♏	6 38	4 49	8 58	6 50	4 37	8 16
2	M.	☉	♏	6 40	4 47	10 06	6 51	4 35	9 26
3	Tu.	☉	♏	6 41	4 46	11 20	6 53	4 33	10 45
4	W.	☉	♏	6 42	4 45	morn	6 55	4 31	morn
5	Th.	☉	♏	6 44	4 44	0 40	6 57	4 29	0 10
6	Fri.	☉	♏	6 45	4 43	2 04	6 59	4 28	1 44
7	Sat.	☉	♏	6 46	4 42	3 26	7 00	4 27	3 26
8	S.	☉	♏	6 47	4 41	4 48	7 02	4 25	4 54
9	M.	☉	♏	6 48	4 40	6 10	7 04	4 23	6 20
10	Tu.	☉	♏	6 50	4 39	sets	7 06	4 22	sets
11	W.	☉	♏	6 51	4 37	5 33	7 07	4 21	4 51
12	Th.	☉	♏	6 53	4 36	6 23	7 08	4 20	5 42
13	Fri.	☉	♏	6 54	4 35	7 24	7 10	4 19	6 43
14	Sat.	☉	♏	6 55	4 34	8 28	7 12	4 17	7 47
15	S.	☉	♏	6 56	4 33	9 36	7 14	4 16	9 03
16	M.	☉	♏	6 57	4 32	10 44	7 15	4 15	10 19
17	Tu.	☉	♏	6 59	4 31	11 52	7 16	4 14	11 38
18	W.	☉	♏	7 01	4 30	morn	7 18	4 12	morn
19	Th.	☉	♏	7 02	4 29	0 58	7 20	4 11	0 55
20	Fri.	☉	♏	7 03	4 28	2 06	7 22	4 10	2 12
21	Sat.	☉	♏	7 04	4 28	3 08	7 23	4 09	3 21
22	S.	☉	♏	7 05	4 27	4 16	7 24	4 08	4 36
23	M.	☉	♏	7 07	4 27	5 23	7 26	4 07	5 48
24	Tu.	☉	♏	7 08	4 26	6 31	7 28	4 06	7 00
25	W.	☉	♏	7 09	4 26	rises	7 29	4 05	rises
26	Th.	☉	♏	7 10	4 25	5 02	7 30	4 04	4 21
27	Fri.	☉	♏	7 11	4 25	5 54	7 31	4 04	5 14
28	Sat.	☉	♏	7 12	4 24	6 52	7 33	4 03	6 12
29	S.	☉	♏	7 13	4 24	7 59	7 35	4 02	7 25
30	M.	☉	♏	7 14	4 24	9 09	7 36	4 02	8 47

☉ First Quar. ☽ Full Moon ☾ Last Quar. ☊ New Moon

DAY OF MONTH	DAY OF WEEK	Light and Dark of Moon	MOON'S SIGNS	DOMINION of CANADA					
				Ontario, Etc.			Winnipeg, Alta., Etc.		
				Sun Rises H. M.	Sun Sets H. M.	Moon R. & S. H. M.	Sun Rises H. M.	Sun Sets H. M.	Moon R. & S. H. M.
1	Tu.	☉	♏	7 15	4 24	10 23	7 37	4 01	10 03
2	W.	☉	♏	7 16	4 24	11 42	7 38	4 01	11 32
3	Th.	☉	♏	7 17	4 24	morn	7 39	4 00	morn
4	Fri.	☉	♏	7 18	4 24	1 04	7 41	4 00	1 06
5	Sat.	☉	♏	7 19	4 23	2 29	7 42	3 59	2 38
6	S.	☉	♏	7 20	4 23	3 48	7 43	3 59	3 59
7	M.	☉	♏	7 21	4 23	5 10	7 44	3 59	5 25
8	Tu.	☉	♏	7 22	4 23	6 30	7 45	3 59	6 50
9	W.	☉	♏	7 23	4 23	sets	7 46	3 59	sets
10	Th.	☉	♏	7 24	4 23	5 05	7 48	3 58	4 30
11	Fri.	☉	♏	7 25	4 23	6 09	7 49	3 58	5 40
12	Sat.	☉	♏	7 26	4 24	7 18	7 50	3 58	6 58
13	S.	☉	♏	7 27	4 24	8 27	7 51	3 58	8 10
14	M.	☉	♏	7 28	4 24	9 36	7 52	3 58	9 19
15	Tu.	☉	♏	7 28	4 24	10 44	7 53	3 59	10 37
16	W.	☉	♏	7 29	4 24	11 53	7 53	3 59	11 50
17	Th.	☉	♏	7 29	4 25	morn	7 54	3 59	morn
18	Fri.	☉	♏	7 30	4 25	0 52	7 54	3 59	1 02
19	Sat.	☉	♏	7 30	4 25	2 00	7 55	3 59	2 16
20	S.	☉	♏	7 31	4 26	3 10	7 55	3 59	3 33
21	M.	☉	♏	7 31	4 26	4 17	7 56	3 59	4 46
22	Tu.	☉	♏	7 32	4 27	5 26	7 56	4 01	6 01
23	W.	☉	♏	7 32	4 27	6 34	7 56	4 02	7 14
24	Th.	☉	♏	7 33	4 28	rises	7 57	4 03	rises
25	Fri.	☉	♏	7 33	4 28	4 43	7 57	4 04	4 03
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27	S.	☉	♏	7 33	4 30	7 00	7 58	4 05	6 20
28	M.	☉	♏	7 33	4 31	8 17	7 58	4 06	7 42
29	Tu.	☉	♏	7 34	4 32	9 34	7 58	4 08	9 12
30	W.	☉	♏	7 34	4 33	10 53	7 59	4 09	10 35
31	Th.	☉	♏	7 34	4 34	morn	7 59	4 10	morn

☉ First Quar. ☽ Full Moon ☾ Last Quar. ☊ New Moon

QUANTITY OF SEEDS REQUIRED PER ACRE

Wheat .....	1½-2 bu.	Carrots.....	2 lbs.
Rye.....	1½ bu.	Rutabagas.....	¾ lbs.
Oats.....	3 bu.	Millet.....	½ bu.
Barley.....	2 "	Clover, white.....	4 qts.
Peas.....	2-3 bu.	Clover, red.....	8 "
White Beans.....	1½ bu.	Timothy.....	6 "
Buckwheat.....	½ bu.	Orchard Grass.....	2 bu.
Corn		Red top.....	1-2 pks.
Broadcast.....	4 bu.	Blue Grass.....	2 bu.
In drills.....	2-3 bu.	Mixed lawn	
In hills.....	4-8 qt.	Grass.....	1-2 bu.
Beets.....	3 lbs.	Tobacco.....	27 oz.

WEATHER WISDOM

**Sunset Colors**—A gray, lowering sunset, or one where the sky is green or yellowish green, indicates rain. A red sunrise, with clouds lowering later in the morning, also indicates rain.

**Halo (Sun Dogs)**—By halo we mean the large circles, or parts of circles, about the sun or moon. A halo occurring after fine weather indicates a storm.

**Rainbows**—A morning rainbow is regarded as a sign of rain; an evening rainbow of fair weather.

**Sky Color**—A deep-blue color of the sky, even when seen through clouds, indicates fair weather; a growing whiteness, an approaching storm.

# HEALTH AND BEAUTY

A Cheerful Message for Every Woman  
from la Belle France, Romantic Spain, Sunny Italy  
Modern Europe and Mysterious Madagascar

**T**RUE beauty comes from health. A firm, healthy skin, a clear complexion, bright eyes, and soft, lustrous hair—these come from healthy tissues full of rich, red blood.

If you have been distressed by one of the following beauty-detractors, be of good cheer, because an astonishing transformation often follows the faithful observance of a few simple rules of health necessary to correct underlying conditions.

Don't worry if your skin is getting flabby or sallow or your eyes losing their former luster—these and the ugly lines brought on by frequent headaches are easily overcome in many cases by giving proper attention to the real cause: constipation.

You can also avoid the red nose, inflamed eyes, chapped lips, and the dull, spiritless look which colds bring by caring for colds promptly as soon as you feel their first symptoms.

## Sparkle and Animation

Don't mar your beauty with a listless, tired look, abnormal thinness, and lack of energy which so often offer an unhappy contrast to the sparkle and animation of true beauty and health. A good tonic and outdoor exercise often work a wonderful improvement.

Millions of grateful women have been helped to overcome their enemy to health and beauty by reading Rawleigh's authoritative, reliable Good Health Bulletins. Ask the Rawleigh Dealer for them.

While good health is a necessary background for personal beauty, a clear skin, soft lustrous hair, white teeth and healthy gums can only be secured and retained by using correct soaps, dental creams, shampoos, and cosmetics.

From France, the acknowledged beauty center of the world; from Spain, whose fascinating women have altered the course of history; from Bulgaria, Italy, modern Europe and Madagascar, prized beauty secrets and the choicest,



freshest, highest quality raw materials are gathered, selected, imported and compounded by the latest approved methods into the delicate, dainty and fascinating scents and fragrances, lotions, creams, and cosmetics in the Rawleigh Supreme Quality Toilet Preparations.

For soft, lustrous hair try the coconut oil shampoo treatment which is fully explained in the directions that accompany each package of the Rawleigh Coconut Oil Shampoo, and Hair Tonic.

## A Clear Skin

If you desire a clear skin be careful to use only the best soaps, creams and cosmetics. They should be pure, and of the highest quality.

For strong, white teeth you must eat the proper foods to supply needed minerals, drink plenty of milk and otherwise follow the good health rules given in the Rawleigh Good Health Bulletin on Care of the Teeth, which you may obtain from your Rawleigh Dealer.

Do not forget that you need not pay exorbitant prices for the finest quality Toilet Preparations; and that irrespective of how much you do pay, you cannot obtain better qualities!



In picturesque France peasant women gather the glorious jasmine flowers whose fragrance will later delight milady in Rawleigh Supreme Quality Toilet Preparations. In the background is a glimpse of Grasse, the perfume center of the world.

# NEW WAYS TO SERVE ONIONS

## *An Unusually Valuable Vegetable*

ONIONS belong to the lily family as do garlic, leeks and chives. They are cooked and served as a vegetable. Because of the odor they impart to the breath, due to volatile substances absorbed by the blood which are carried to the lungs and then set free, they are considered objectionable. This prejudice is gradually being overcome and onions are becoming more acceptable in the diet.

Onions should be cooked uncovered 30 to 40 minutes in salted boiling water. This eliminates some of the offensive odor. Raw onions are an addition to almost any vegetable or meat salad or sandwich filling and make many bland tasting foods more appetizing and popular.

Onions contain a goodly amount of Vitamins B and C. Cellulose forms 10 per cent and water 87.6 per cent of its composition. They yield 225 calories per pound.

Try onions dressed up and let them appeal to the conservative appetites of your families.

### Onion Soup

2 medium sized onions	1½ pts. soup stock
2 tbsp. butter	1 tbsp. mustard
1 tbsp. flour	

Chop onions fine, cook in butter for 5 minutes, but do not brown, add flour, cook slowly with soup stock for 10 minutes longer. Add mustard. Serve with croutons or crackers and grated cheese.



### French Fried Onions

Peel onions, cut in ¼ inch slices and separate into rings. Dip in milk, drain and dip in flour. Fry in deep fat, drain on brown paper and sprinkle with salt.

### Stuffed Onions

Remove skin from onions and parboil 10 minutes in boiling salted water to cover. Turn upside down to cool and remove part of the centers. Fill cavities with equal parts of finely chopped cooked chicken and stale soft bread crumbs and finely chopped onion which was removed, seasoned with salt and pepper and moistened with cream or melted butter. Place in buttered shallow baking pan and bake in moderate oven till onions are soft.

### Curried Onions

6 small onions cooked till tender. Place in baking dish.

To 1 cup thin white sauce add 1 tsp. curry powder and pour over onions. Cover with ¼ cup buttered crumbs. Sprinkle ¼ cup grated cheese on top and brown.

### Onion Omelet

3 cups chopped raw onion	3 tbsp. cornstarch
½ tsp. corn syrup	¾ tsp. salt
¼ cup shortening	4 eggs
⅛ tsp. pepper	

Cook onion in hot shortening and corn syrup until tender. Stir often. Add seasonings and cornstarch. Add beaten eggs to onion mixture. Drop into oiled pan in large spoonfuls and cook on each side like pancakes.

### Fried Apples and Onions

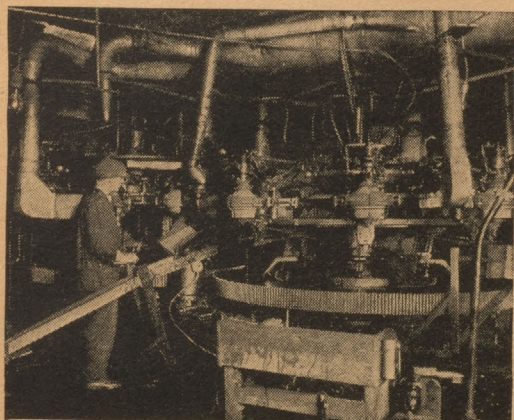
2 pints sliced onions	2 tbsp. sugar
3 pints sliced apples	¼ cup shortening

Heat fat, add apples and onions. Cover and steam, stirring occasionally.

### Onions au Gratin

10 medium sized onions, cooked and drained
1 cup medium white sauce
½ cup grated cheese
½ cup buttered crumbs

Butter the bottom and sides of a baking dish. Place a layer of onions in the dish and a layer of white sauce and then a layer of cheese. Continue this process till ingredients are used up. Cover with buttered crumbs. Bake in a moderate oven for fifteen minutes or until crumbs are nicely browned.



It's interesting to see the red hot glass drop from the big furnaces into the great automatic bottle forming machines at the Rawleigh glass factory. Each machine makes from 15 to 40 bottles per minute, and is in continuous operation 24 hours daily.



# CABBAGE AND SAUERKRAUT

## *Their Twofold Value in the Diet*

**C**ABBAGE is valuable in the diet as a strong flavored, green or leafy vegetable. It has a twofold value in the diet because of

(1) Various palatable ways of preparing it.

(2) High mineral and vitamin content.

Much of Vitamin C is destroyed by boiling so it is desirable to use raw cabbage whenever possible to derive all its tonic qualities.

The cellulose in cabbage is of greater value, also, when crisp and fresh as it furnishes bulk to the diet, and on the whole is affected very slightly by digestion, so by retaining its bulk it aids in stimulating the movement of food and the flow of digestive juices.

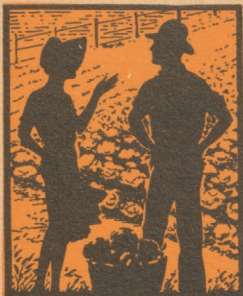
In cooking cabbage to obtain best flavor and appearance cook slowly, uncovered, salted in a small amount of water.

Sauerkraut, originally a German dish, is now popular with Americans. It has the same food properties as raw cabbage until it has been cooked, plus an appetizing flavor, and milk acid caused by fermented juice which stimulates digestion.

The following suggestions aid cabbage in making a successful appearance on your table.

### Cabbage Au Gratin

4 cups finely shredded cabbage	2 tbs. flour
2 cups diced carrots	1½ cups milk
1 tsp. salt	½ cup grated cheese
2 tbs. butter	Bread crumbs



Put carrots and cabbage into sauce pan, add ½ cup boiling water, cover, cook slowly 10 minutes. Add salt and cook 5 minutes longer. Drain, saving water. Melt butter, stir in flour slowly adding milk, stir constantly. Add vegetable liquor and boil until sauce is thick and smooth. Add vegetables and cheese, salt and pepper, mix thoroughly. Turn into a buttered casserole, cover with buttered bread

crumbs. Bake 30 minutes in a moderate oven. Serve in casserole.

### Cold Slaw

3 cups shredded cabbage

#### Dressing

1 tsp. salt	1 tbs. sugar
1 tsp. Rawleigh's Prepared Mustard or	1 egg
½ tsp. Rawleigh's Dry Mustard	½ cup hot milk
Dash of Cayenne	1 tbs. butter
	½ cup hot vinegar

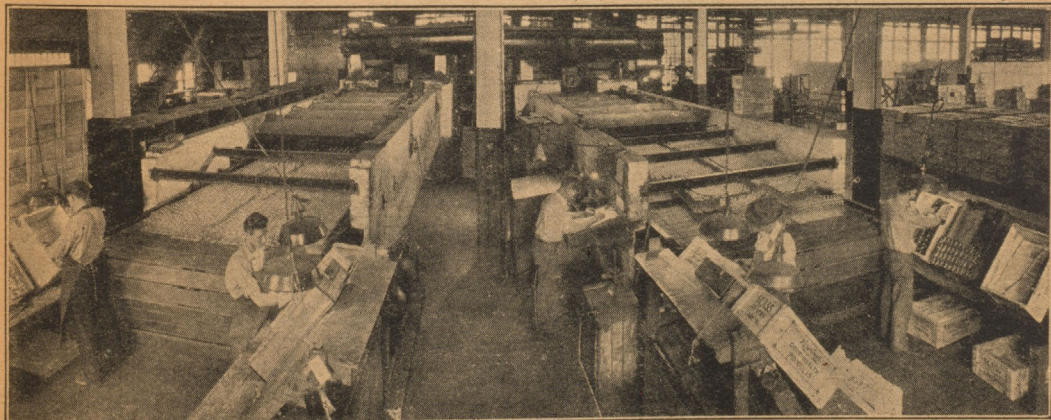
Mix seasonings and unbeaten egg; add hot milk and butter and stir until dressing thickens; remove from heat and beat in vinegar. Pour dressing over cabbage. Serve cold.

### Sauerkraut and Dumplings

Cook sauerkraut on top of stove until sufficiently done to suit taste. Season with meat or fat. Drop dumplings on top and cook until done.

#### Dumplings

1 cup milk	2 tbs. fat
2 cups flour	1 egg
2 tsp. Rawleigh's Baking Powder	½ tsp. salt



Inspecting and packing bottles as they come from the great annealing ovens. The hundreds of thousands of dollars invested in this modern factory and equipment, (the only one owned by any similar industry) enables Rawleigh's to make all their own bottles at minimum cost. It is only another example of a Rawleigh policy which results in the best values to consumers in quality, quantity and price.



# CAKES

## Some Helpful Hints and 5 Tested Recipes

**C**AKE baking is an art handed down from one generation to another, an accomplishment most housewives strive to master.

Cakes are divided into two classes, butter and sponge. Butter cakes are a rich pastry containing baking powder or soda for leavening while sponge cakes contain no shortening and eggs provide the leavening. Sponge cakes may be given to children and invalids but the butter cakes are too rich to be easily digested by them.

### Six Important Points

A standard product should be judged by the following points:

1. Golden brown color.
2. Fine grained texture.
3. Very slightly, evenly rounded on top.
4. Smooth on top, no cracks.
5. Tender but able to be handled.
6. Elastic to touch, soft and delicate in the mouth.

Oven temperature for butter cakes should be medium. For sponge or angel food cakes very low temperature to begin baking is advisable so that maximum expansion may take place.

Cakes vary in caloric value and should be eaten as dessert at a meal, not for lunch between meals as they are rich and deaden the appetite for simpler foods.

### White Perfection Cake

1½ cup sugar	6 egg whites
1½ cup butter	1 tsp. Rawleigh's Baking Powder
1½ cup flour (cake)	1 tsp. Rawleigh's dissolved in milk
½ cup cornstarch	Vanilla
½ cup milk	

Mix butter and sugar together, put eggs in last.

### Filling

1 package figs	1 large cup raisins
	1 cup nuts

Boil chopped figs, raisins and nuts with 1 cup sugar until tender.

### Eggless Fruit Cake

1 cup hot water	1 tsp. cinnamon
½ cup lard	2 cups raisins
½ cup dates	1 tsp. salt
1 cup brown sugar	15c citron
1 tsp. cloves	

Boil 6 minutes. When cool, add 1 cup chopped nuts, 1 tsp. Baking Powder, 1 tsp. soda in 2 tsp. coffee, 2 cups flour—or enough so it will drop easily from a spoon. Ice with butter icing.



### Favorite Cream Cake

Break 2 eggs into a cup and fill up the cup with cream. If sour cream is added use ½ tsp. soda, and if sweet 1 tsp. Rawleigh's Baking Powder.

1 cup sugar	1½ cup flour
-------------	--------------

Beat up all together. Bake in moderate oven.

### Wellsley Fudge Cake

½ cup shortening
2 cups sugar
¾ cup milk
3 cups flour
3 tsp. Rawleigh's Baking Powder
⅔ cup coffee (boiled and cooled)
3 eggs
4 sq. chocolate
1 cup nuts, chopped fine

Cream butter and sugar, add melted chocolate and yolks. Add flour and liquid alternately—floured nuts, fold in whites. Bake in a moderate oven. 3 layers—serves 24.

### Angel Sponge Cake

1¼ cup egg whites
1 cup and 2 tbsps. sugar
2 tsp. salt
1 tsp. Cream of Tartar
6 egg yolks
½ cup cake flour (white part)
½ tsp. Vanilla
⅔ cup cake flour (yellow part)
½ tsp. Rawleigh's Orange Extract

Beat whites, add salt and cream of tartar, beat stiff. Carefully fold in sugar. Divide mixture in 2 parts—to one, fold in ½ cup cake flour sifted 5 times and ½ tsp. Vanilla. To the other, fold in 6 beaten egg yolks, ⅔ cup cake flour sifted 5 times and ½ tsp. orange extract. Put by spoonfuls into ungreased angel pan. Alternating yellow and white as in a marble cake. Bake 60 minutes in low oven 300-350° F. Invert pan, let stand 40 minutes before removing from pan.

## SALAD GREENS

### *Why We Like Salads and Their Place in the Diet*

**F**RESH, crisp, colorful salads are no longer luxuries. They are essential foods filling definite needs. Almost any combination which blends well is acceptable.

Lettuce, endive, celery and cress are important salad greens because they give

(1) Iron and lime in easily assimilated form.

(2) Vitamins A, B and C in appreciable amounts.

(3) Cellulose which aids digestion and evacuation.

(4) Alkaline reaction to the blood.

Lettuce is the chief salad plant of modern days and is popular in both leaf and head varieties. It should be kept crisp and cool and eaten as part of the salad, not considered a garnish.

Endive, if not crisp is liable to be bitter.

Cress has a pungent, salty, rather bitter flavor and adds zest to spring salads.

Celery hearts are choice for salad accompaniments, larger stalks being diced in the salad.

While these salad greens contain but little nutriment they are cooling, refreshing and assist in stimulating the appetite and digestion. The oil which forms the largest part of the dressing furnishes nutriment which is of much value to the system.

#### **Bean Sprouts and Carrot Salad**

1 cup shredded carrots  
1 cup canned bean sprouts or  
1 cup string beans  
1 cup diced celery  
1 tsp. lemon juice  
1 tsp. onion juice  
½ cup mayonnaise

Shred carrots, dice celery, add bean sprouts, lemon juice and chill. On serving add mayonnaise, onion juice and salt to taste. Serve on bed of lettuce.

#### **Apple, Celery and Raisin Salad**

1 tart apple  
1 cup seedless raisins  
1 root celery  
3 tsp. cream dressing

Dice apple (do not peel) and celery, add raisins and dressing. Mix well. Serve on lettuce with cheese carrot for garnish.



#### **Fruit and Vegetable Salad**

6 tomatoes  
1 cucumber  
1 grapefruit  
½ cup French Dressing

Cut tomatoes in quarters. Put 4 quarters on lettuce leaf. Alternate with 4 sections of grapefruit. Dice cucumbers and sprinkle over top. Put on 2 tsp. French Dressing.

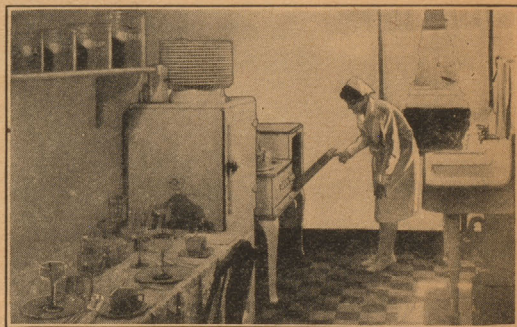
#### **Asparagus, Tomato and Stuffed Eggs**

Cut hard cooked eggs in half crosswise. Cube yolks, add 2 tbsp. chopped chicken, ¼ tsp. Rawleigh's Prepared Mustard, ⅛ tsp. salt, dash of cayenne, ½ tsp. vinegar and ½ tsp. melted butter; mix thoroughly. Let stand to chill, then drain and mix with enough mayonnaise to hold ingredients together; stuff in egg whites, chill and slice each prepared egg across. On a bed of lettuce and watercress arrange asparagus tips surrounded by quarters of tomato and egg slices. Serve with Thousand Island Dressing.

#### **Cabbage and Nut Salad**

1 pint shredded cabbage  
½ cup chopped pineapple  
½ cup chopped almonds  
¾ cup mayonnaise  
Salt to taste

Chop cabbage fine or grind through a coarse food chopper. Mix ingredients lightly just before serving with mayonnaise. Serve on lettuce leaf with cheese crackers.



Experimental Diet Kitchen in the Freeport Factories of the Rawleigh Industries where scientific studies and experiments are made to improve the value and usefulness of Rawleigh's Good Health Products and Service.

*For over 40 years Rawleigh's Liniment has given unusual satisfaction as a general purpose pain remedy for external and internal use.*

# BALANCED MENUS

*Scientific and Useful Information for All Housewives*

**M**ENU making should be one of your first duties to your family for upon proper combinations served in an appetizing manner depends the health and happiness of those dependent on you for their meals.

There are several important factors which determine what you will serve, among which are these,

- |  |                                       |
|--|---------------------------------------|
| 1. Occupations of various members of family. | 5. Likes and dislikes of your family. |
| 2. Family pocket book.                       | 6. Time of preparation.               |
| 3. Season.                                   | 7. Age.                               |
| 4. Nationality.                              | 8. State of health.                   |

Breakfast menus vary slightly. Dinner is generally the heaviest meal of the day because it offers a greater variety of food. Wise housewives plan menus for several days at a time to avoid monotony through repetition. It is not hard to plan an occasional dinner, but it is difficult to plan a good dinner every day which is easily digested, meets the body needs and satisfies the personal tastes of the family.

Foods should be well cooked and their various natural flavors emphasized or toned down as the case warrants. Preparation is important, especially in vegetables. Vary your style of serving every day. Capitalize on methods of boiling, baking, sautéing, creaming, buttering and scalloping. Many a commonplace vegetable has been changed into a delectable dainty by preparing it au gratin or in a combination salad.

Contrast is a useful device for producing pleasing menus. Some of the contrasts in food that please are,

1. Soft and solid texture.
2. Mild and strong flavors.
3. Sweet and acid flavor.
4. Mild and tart flavor.
5. Hot and cold temperatures.
6. Definite and indefinite shapes.
7. Small and larger sizes.
8. Colorful and colorless foods.

The same food except staples e. g., bread, butter, and milk should not be served twice the same day.

Foods served at dinner should be prepared in a lighter form than those for luncheon where only one or two dishes are served. Rich,



heavy foods deaden the appetite for crisp, wholesome foods. Rich pastries and thick creams are too heavy at the end of a dinner when the appetite has already been satisfied. Therefore it is wiser to serve a dessert low in calories.

It is a rule worth remembering to serve one raw and one cooked vegetable at every meal besides potatoes. Egg, fish or fowl salad should not be served in the same meal with meat as the protein content of the meal runs too high. Luncheon and dinner dishes may be served interchangeably. It is unnecessary to serve meat more than once a day and the dinner menu is generally the best place for it. Dinner comprises three or four or more courses so each dish should be simple.

There are three kinds of dinners—

Family Dinner	Company Dinner	Formal Dinner
Soup or Cocktail	Cocktail	Cocktail
Meat	Soup	Entree or Fish
Vegetables	Meat course	Meat Salad
Salad	Salad course	Dessert
Bread	Dessert	Coffee, Cheese, Crackers
Dessert	Coffee	Mints and Nuts

Whether the menu be simple or elaborate it should always contain all the food elements in the right quantities. That is the main thing to consider in meal planning for after all we should eat to live,—maintain vigorous, healthy bodies—happy, alert minds instead of living to eat and drugging ourselves into indolent composure and overtaxing our organs.

### Example of a Balanced Dinner

The following example illustrates a well-balanced menu which will supply all the various needs of the body and also be appetizing and interesting.

	Fruit Cocktail
	Cream of Oyster Soup
	Breaded Pork Chops
	Browned Potatoes
	Buttered Carrots and Peas
	Celery Olives
	Perfection Salad
Wafers	Cheese Carrots
Ice Cream	Angel Food
Coffee	Mints

# ACIDITY AND CONSTIPATION

How to Correct Them With Proper Diet  
Psyllium Seeds, and Other Remedies

**Y**OU or your family may have dietary troubles and lowered vitality frequently and of different kinds, and the cause of most of them is Acidity and Constipation due to improper diet and habits.

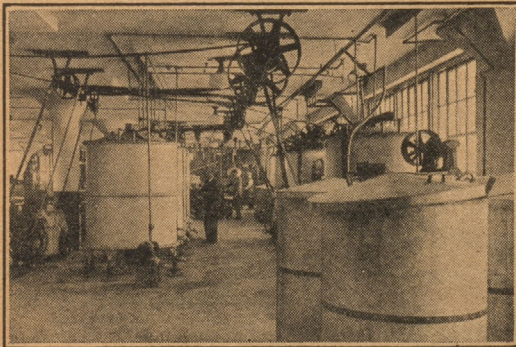
Acidity is not a disease. It is rather a symptom of a condition which should be corrected at once. It is usually due to over-eating or excessive use of high protein and other acid-forming foods, to disturbances in other organs, or in the stomach itself.

When a condition of hyperacidity presents itself, there are certain rules of diet to be observed if the patient is to overcome it successfully. All acid-forming foods, condiments, spices and foods preserved in salt should be avoided, also extremely hot and cold foods, sweets, alcohol, excessive use of meat and foods which unduly excite the gastric juices. Fats of a low melting point, that is, sweet butter, olive, peanut and cottonseed oil and milk are valuable as they assist in quieting the secretions of the stomach.

## For Acidity of the Stomach

Acidity should be corrected by proper diet. Sometimes it is necessary to seek immediate relief for an acute attack. This condition may be met by Rawleigh's Effervescent Salts, which counteracts the acidity of the stomach, making it alkaline, thus relieving the distressed person.

Perhaps you do not realize the value of regular, normal elimination in connection with curing diseases, until a condition occurs where



Some of the mixing and finishing vats for liquid medicines and extracts at Rawleigh's Montreal factories.



elimination is difficult. Digestion of food begins in the mouth, and continues through the small intestine. In the colon absorption causes the fecal matter to become semi-solid, sometimes hardened, because nature's call of elimination is postponed. Then poisons are sent back through the system making the individual ill from the condition called Constipation.

You can overcome this condition by eating coarse vegetables, fruits and cereals which arouse the sluggish inert intestine to work. Regularity of meal time is advisable because your system has the habit of reacting at definite times to the stimulus of definite meal hours. Sufficient food should be taken into the system to keep the digestive and excretory tract soft and pliable. Lack of exercise causes muscles to become weak, especially in people who follow sedentary occupations. The most important rule of all to remember is never to delay answering nature's call.

## A Good Diet and Medicines

When there is a condition of Constipation present, it should be corrected by eating coarse, bulky, laxative foods which stimulate peristalsis, and by lubrication by mineral oil. This however takes time and systematic practice. When a condition becomes acute it is advisable to make prompt use of a suitable, reliable laxative to evacuate the bowels at once. Each one has a preference about the form of Laxatives, and Rawleigh's try to meet many conditions and the individual needs of everyone with their Laxative Tablets, Cathartic Pills, Laxative Syrup, Laxative Tea and Effervescent Salts. Psyllium Seeds are very useful in chronic constipation and especially for elderly people, as they are not absorbed in the system but swell into a gelatinous mass, supplying bulk, moisture, and lubrication and sweep the bowels free of refuse.

It is wise to start at once correcting Acidity and Constipation by correct habits of eating and drinking, and since Laxatives are the most needed and used of all Medicines, it is good judgment to keep on hand ready for frequent needs, and to give help and quick relief, reliable Medicines in a variety for the various conditions and individual preferences.

# SOME GOOD SOUPS

And How to Prepare Them  
to Please All Members of the Family

**PROBABLY** no one single food in the entire field of cookery presents such a wide range of possibility as does soup.

All soups fall into one of two classes, those made with meat and those without. For broth the meat is cut into small pieces and started to cook in cold water. It should simmer a long time so that all the flavor and extractives are drawn out into the liquor. Condiments, seasonings and sometimes rice, noodles or spaghetti are added. These greatly enhance its palatability and food value.

Meat extractives tend to arouse the appetite and the flow of digestive juices so they may advantageously precede a heavy dinner. They are also employed in invalid cookery for the same purpose. Bouillon and consommé contain a very small amount of food value but are desirable and valuable because of their stimulating properties.

The foundations of soups without meat are milk, vegetables and water. Such soups are appetizing and nutritious and excellent ways of serving milk and mineral matter of the vegetable, and may be used successfully as the main course of a luncheon because of their high caloric value. Care should be taken in combining ingredients that the milk does not curdle particularly in making cream of tomato soup—the proclaimed American favorite.

## Cream of Tomato Soup

4 cups milk	1/8 tsp. Rawleigh's
4 tbsp. flour	Black Pepper
4 tbsp. fat	Onion Juice
2 cups tomatoes	
2 tsp. sugar	
1 tsp. salt	
1/4 tsp. soda	

Make a white sauce of flour, fat and milk in a double boiler. Cook 10 to 15 minutes. Add slice of onion to tomatoes and cook for a few minutes. Strain. Add seasonings and soda. Combine with white sauce, add dash of whipped cream on top and serve immediately.

## Bouillon

5 lbs. lean beef	1 tsp. salt
2 lbs. marrowbone	1/2 cup diced carrot
3 qts. cold water	1/2 cup diced turnip
1 tsp. peppercorns	1/2 cup diced onion
1 egg and shell	1/2 cup diced celery



Wipe and cut meat in inch cubes. Soak 2/3 of meat in soup kettle in water 30 minutes. Brown remainder in hot frying pan with marrow from marrow bone. Put browned meat and bone in kettle. Heat to boiling point, skim thoroughly and cook at temperature below boiling point for 5 hours. Add seasonings and vegetables, cook 1 hour, strain and cool. Remove fat and skim. Heat, add egg and shell and bring slowly to boiling point. Let boil 10 to 15 minutes. Strain through a cloth.

## Tomato Bouillon with Oysters

1 can tomatoes	1/2 tsp. celery
1 1/2 qts. bouillon	seed
1 tbsp. chopped	1/2 tsp. pepper-
onion	corns
1/2 bay leaf	1 pint oysters
6 cloves	

Mix all ingredients except oysters, and boil twenty minutes. Strain, cool, clear. Add parboiled oysters. Serve in bouillon cups with small croutons.

## Split Pea Soup

1 cup dried split peas	2 tbsp. flour
2 1/2 qts. cold water	1 1/2 tsp. salt
1 pint milk	1/2 tsp. Rawleigh's
1/2 onion	Black Pepper
3 tbsp. fat	2 inch cube fat salt pork

Pick over peas. Soak several hours and drain. Add cold water, pork and onion. Simmer 3 or 4 hours or until soft. Rub through a sieve. Add fat and flour combined, salt and pepper. Dilute with milk, adding more if necessary. The water in which a ham has been cooked may be used.



Offices and warehouses in Telok Betong, Sumatra, where the Rawleigh Industries buy, inspect, clean and ship to their factories in the United States, Canada and Australia about 1000 tons of the best quality Lampong Black Pepper annually.

## DIET IN OLD AGE

*An Ounce of Prevention Is Worth a Pound of Cure!*

**A**FTER the age of 40 it is a wise policy to have an annual physical examination. This is simply a preventive measure to check the progress of any unknown or suspected conditions by correct habits of diet, exercise, sleep and general living.

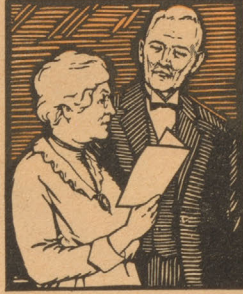
After the first alarm you experience from learning that you have a hitherto unknown condition present, you realize the value of being able to combat the disease in its earliest stages.

As middle age advances the consumption of meat, all flesh foods and salts should be decreased. Eggs, cheese, milk and vegetable proteins will supply the needs of the body without the damaging effects of meats and their extractives which aggravate disorders of the liver and kidneys. A moderate serving of meat once a day is adequate.

### Bulky Vegetables and Cereals

The use of vegetables and cereals should be increased especially those of bulky character and low food value such as spinach, lettuce, tomatoes, water cress, carrots, celery and bran preparations. These stimulate the flow of digestive juices and produce a peristaltic action in the intestine, thus preventing constipation. The leafy vegetables are also valuable for their vitamins.

An excess of fluid is not advisable as it overfills the blood vessels and so strains them and the heart, while a deficiency does not properly dilute the materials eliminated by the kidneys. Alcohol, tea, coffee and tobacco should



be used with exceeding moderation or else totally abstained from. This is especially true if you have Arteriosclerosis.

The old saying, "Fair, fat and 40" although its intent is flattering should act as a warning. It is better to be one or two pounds under-weight at this age than 5 to 10 pounds over-weight.

It is in this type of person that gall bladder trouble often develops. Absence of fats, butter, cream, pork, bacon, oil salad dressings, and fried foods is imperative for the person who has a tendency to gall bladder trouble.

### Obesity and Diabetes

Diabetes often appears at this age due to continuous excessive use of sugar and is fostered by obese people. People who have a tendency to obesity or a predisposition to diabetes should curb their appetite for sweets at all times so that they will not have to surrender completely to a rigid diet. However, if this is necessary, diabetics may live very happily since now the general treatment is education in foods, and they can eat safely instead of wondering all the time if their diet is just right.

For persons past 40, moderate exercise is also desirable and should be indulged in daily. Severe exercise puts undue strain on the heart. Cold baths are strenuous as they contract the blood vessels, but warm baths dilate the vessels and reduce blood pressure. Blood pressure must be watched, for it is an index to health and can be regulated somewhat by dietary and general living habits.

A diet similar to the following may be safely used by persons past middle age unless there is some complication present which demands a special diet.

### Breakfast

Orange Juice  
Bran Flakes      Whole Wheat Toast  
Coffee, Postum or Cocoa

### Dinner

Cream of Vegetable Soup  
Small Steak      Baked Potato  
Buttered Asparagus      Lettuce and Tomato Salad  
Rolls      Sherbet

### Supper

Fruit Cocktail  
Creamed New Potatoes and Peas  
Cottage Cheese Salad      Buttered Carrots  
Celery      Rolls  
Sponge Cake      Jell-O with Whipped Cream



A nursery for the tender ylang-ylang plants which will rapidly become full grown trees on the Ylang-Ylang plantation of the Rawleigh Industries on the Grand Comore Island.

*It costs you nothing to be prepared—keep Good Health Products ready.*



# VEGETABLE GREENS

## *How to Cook Them for Deliciousness and Health*

WHEN we go out in the early spring to pull the first stalks of rhubarb or gather dandelion leaves for a dish of greens, we are simply following nature's plans by reaching out for the spring tonic she has provided for us.

Greens should be prepared immediately upon gathering, by looking them over carefully and washing in several waters. Lift greens out of water instead of pouring it off so sand will not mix with greens again. A little vinegar added to the water draws out any insects. Salt should be added before greens are put in as this helps them keep their color. Use as little water as possible in boiling and steam whenever convenient to retain all the minerals in the food.

All the vegetable greens, i. e., kale, spinach, swiss chard, brussel sprouts, dandelions, beet greens, okra, rhubarb, winter onions, water cress and asparagus are especially rich in iron which builds blood and asparagus especially is a valuable source of iodine and calcium. They contain Vitamin C in large quantities, furnish bulk to the diet and stimulate the appetite.

Vinegar, lemon juice, catsup, Rawleigh's Prepared Mustard, salt, Pepper and Nutmeg are the common flavorings used with greens.

The following are a few suggestions for tasty dishes made of greens:

### Beet Top Salad

Cook, drain and chill tops. To each cupful add small onion sliced, serve on lettuce with mayonnaise.

### Spinach

For a main dinner dish: Line baking dish with very thin slices of bacon, fill with chopped cooked spinach mixed with equal parts of bread crumbs, 3 well beaten eggs, pepper, salt, a dash of mace and  $\frac{1}{2}$  cup cream. Lay bacon slices over top of dish. Bake till bacon is crisp.

### Green Onions with Butter Sauce

Select tender green winter onions. Cook in boiling salted water, drain, season and cover with melted butter. Watercress may be served the same way.

### Rhubarb Sauce

Mix rhubarb and sugar. Put in bean pot and bake slowly, stirring occasionally. Add cinnamon candies and cup of raisins, or pour hot sauce over thin slices of orange.



### Swiss Chard with Eggs

Cook Swiss Chard, drain and season, and pile in vegetable dish. Poach egg for each person and serve on top of greens.

### Asparagus

Cook tender stalks until done. Serve hot seasoning with salt, pepper and butter, or cool stalks, serve on bed of lettuce and cress. Marinate with French Dressing, garnish with green pepper and pimento.

### Bavarian Cabbage

2 lbs. cabbage       $\frac{1}{2}$  lb. salt pork or bacon  
 $\frac{1}{2}$  cup vinegar

Cook the cabbage and pork together until tender. Remove from fire, add vinegar, butter, salt and pepper.

### Glazed Carrots

Boil carrots until tender but not soft. Slice in slices or quarters. Dip in brown sugar, pour melted butter or bacon drippings over and a small amount of water. Bake till the sugar is melted and glazed.

### Fried Hominy

1 can hominy       $\frac{1}{4}$  lb. bacon  
2 tbsp. drippings

Fry all together in skillet until brown. Cut the bacon in little pieces.

### Harvard Beets

Cook a large beet until soft. Remove peeling, chop fine. Make a sauce of butter, flour and vinegar and pour over beets. Add salt and pepper to taste. Serve hot.

## WARNING—Imitations and Substitutes

You are warned and cautioned not to be deceived by those who claim their inferior imitations and substitutes are equal to the old, original and reliable Rawleigh Medicines, which have been noted for their superiority for over 42 years, and now have a well earned reputation throughout Canada, Australia and the United States and other countries.

Don't forget, it is always better to get the genuine from the Rawleigh Dealer and to keep everything you may need on hand ready to use and be protected against impositions and unnecessary doctor or drug bills.

# YOUR STOCKS ON HAND

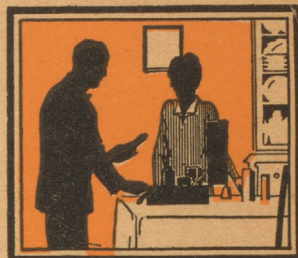
**T**HERE are some 150 different kinds of Rawleigh Good Health Products. All are necessities frequently needed in nearly every home. All are the best qualities and values. All are guaranteed to be exactly as represented and are sold on a positive guarantee of satisfaction or no sale.

## List of Rawleigh's Good Health Products

If you desire the best qualities and values you should carefully study the following list before the Rawleigh Dealer calls, look over the stocks you have on hand and make a list of everything you need or desire to try.

Then when the Rawleigh Dealer calls ask him to explain the usefulness and value, and get his prices before you lay in your supplies of any of the following Medicines, Extracts, Flavors, Spices, Soaps, Toilet Preparations, Food Products or household conveniences.

If you do not get the Rawleigh Service every home is entitled to, please write to the nearest Factory or Branch for price list, order blank and information about prepaid delivery of Products.



*'Tis Better To Have Them and Not Need Them Than To Need Them and Not Have Them*

### Medicines

Liniment  
Anti-Pain Oil  
Camphor Balm  
Anti-Pain Plasters  
Asafen Tablets  
Medicated Ointment  
Vapor Balm  
Mustard Ointment  
Healing Salve  
Catarrhal Relief  
Cough Syrup  
Thyme Compound  
Cold Tablets  
Ready Relief for Colds  
Cough Lozenges  
Cod Liver Oil Extract  
Cod Liver Oil  
Nux & Iron Tablets  
Ru-Mex-Ol  
Laxative Tablets  
Cathartic Pills  
Laxative Syrup  
Laxative Tea  
Effervescent Salts  
Liquid Antiseptic  
Diuretic Tablets  
Headache Tablets

### Worm Lozenges

Application for Corns

### Extracts

Vanilla  
Lemon  
Mixed  
Orange  
Banana  
Red Color  
Pineapple  
Strawberry  
Wintergreen  
Maple  
Cassia  
Almond  
Peppermint  
Walnut  
Fruit Flavor Drinks

### Spices

Black Pepper  
Whole Mixed Spice  
Cinnamon  
Mustard  
Nutmeg  
Ginger  
Allspice  
Sage

### Cloves

Red Pepper

### Toilet Preparations

Complexion Powders  
Rouge  
Cold Creams  
Vanishing Cream  
Dental Cream  
Tooth Powder  
Tooth Brushes  
Face Lotion  
Almond Lotion  
After-Shaving Lotion  
Hair Tonic  
Shampoo Jelly  
Liquid Shampoo  
Brilliantine  
Sweet Clover  
Rose Pomade  
Lip Stick  
Perfumes Talcums  
Toilet Waters

### Toilet Soaps

Vegetable Oil  
Cocoa Castile

### Transparent

Shaving  
Cocopalms  
Economy  
Shaving Cream  
Pine Tar

### Food Products

Baking Powder  
Prepared Mustard  
Cream of Tartar  
Pie Fillings  
Cocoa  
Chewing Gum

### Miscellaneous Products

Fly Fluid  
Insect Powder  
Disinfectant (Kreo)  
Washing Powder  
Cleanser  
Sewing Machine Oil  
Furniture Polish

### Stock and Poultry Raisers' Supplies

## Your Account with the Rawleigh Dealer

DATE	1931	1931	1931	1931	1931
Amount Unpaid					
Products Left this Trip					
<b>TOTAL</b>					
Amount Paid this Date					
Balance Unpaid					

DRIVER 9197.1

RA 776 R 303 1931

# THE RAWLEIGH DEALER

If you will read the following facts you will obtain a better understanding of why you should welcome the Rawleigh Dealer who calls on you and why he is worthy of your respect, confidence and patronage.

It has always been the custom of the Rawleigh Industries to be very careful in choosing only reliable and worthy persons of steady habits for Rawleigh Dealers. All are required to give business men as references and all are carefully investigated before they are accepted.

Most Rawleigh Dealers live within the localities and districts where they retail, provide their own outfits, carry good stocks of Products and many own their own homes and pay taxes like other citizens in their localities.

You can obtain the best qualities and values from the Rawleigh Dealer and get the benefit of 17 Million Dollars capital and resources, and of the world-wide activities of the Rawleigh Industries in buying raw materials, with numerous factories and branches in the United States, Canada, Australia and other countries.

All Rawleigh Dealers are the sole owners and managers of their business. All furnish Contracts or Letters of Credit signed by their responsible relatives or friends as

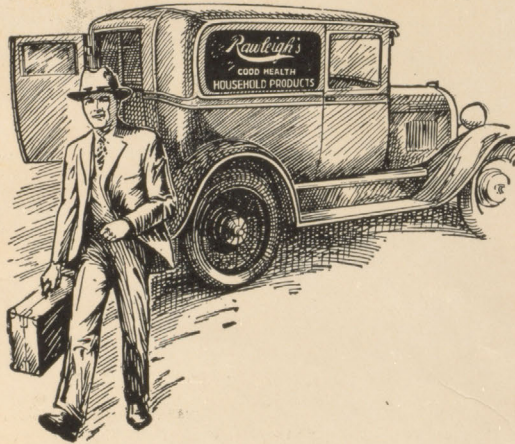
sureties which enables them to buy Products on time at low wholesale prices, carry all the Products they require in stock and to sell their Products to their customers on time and trial and wait for their pay until after the Products have been used and found satisfactory.

All Rawleigh Dealers understand that they are expected to call on every family within their respective localities and districts, and give them that frequent, regular and dependable service necessary to secure their respect, good will and patronage.

Rawleigh Dealers also offer many other important advantages, including the lowest independent and competitive prices, free trials of any medicines or other products that you have not used before with a guar-

antee of satisfaction or no sale, with ample time to test their value and usefulness and pay after you are satisfied that each and every product is the best and most reliable obtainable.

You should therefore always welcome the Rawleigh Man when he calls, and request him to explain the usefulness of his Products, and give him the opportunity of keeping you well supplied with all these necessities which are frequently needed and used in nearly every home.



## MORE DEALERS WANTED

The Rawleigh Industries are building new factories and branches and constantly extending their business into more rural localities and cities and towns every year. The business is pleasant, dignified, profitable. Only small capital is required for outfit and starting expenses.

If you would like to become a Rawleigh Dealer and think you can qualify write the Company or request your Rawleigh Dealer for full particulars and then decide. We always have good openings for persons of good character and habits, who can qualify and be depended upon to give their business good time and attention.

### The W. T. Rawleigh Co., Ltd.

MONTREAL

WINNIPEG

FREEMPORT

MEMPHIS

RICHMOND

CHESTER

ALBANY

MINNEAPOLIS

DENVER

OAKLAND

MELBOURNE

WELLINGTON

3353360

McGILL LIBRARY

*It pays to trade with the Rawleigh Man  
On his Pay-After-You-Are-Satisfied Plan*

SUPERIOR  
QUALITIES

BEST  
VALUES



PRESENTED BY YOUR RAWLEIGH DEALER  
with best wishes for your Health, Happiness and Prosperity

For over 40 years it has been the custom of Rawleigh Dealers to (1) thoroughly explain the value and usefulness of all Rawleigh Products, then (2) leave them on their merits with a guarantee of satisfaction or no sale; and their sales have increased each and every year since the business was founded way back in 1889.