

JINGLES



A stands for All external Ails,
And Hanford's Balsam's many sales
Attest its use for Man or Beast
In the North or South, West or East.



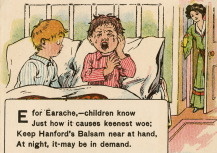
B may mean Bruise or painful Burn,
And then to Hanford's Balsam turn;
For quick relief from pain to bring
To cool a burn, it is the thing.



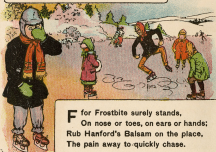
C stands for Cut of any kind,
And for such hurts please bear in
mind,
Use Hanford's Balsam right away,
To cleanse and heal without delay.



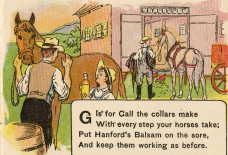
D for Don't has always stood;
Don't take the bad, don't miss the
good;
When Hanford's Balsam always suits,
Don't let them sell you substitutes.



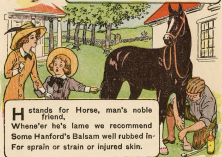
E for Earache,—children know
Just how it causes keenest woe;
Keep Hanford's Balsam near at hand,
At night, it may be in demand.



F for Frostbite surely stands,
On nose or toes, on ears or hands;
Rub Hanford's Balsam on the place,
The pain away to quickly chase.



G if for Galls the collars make
With every step your horses take;
Put Hanford's Balsam on the sore,
And keep them working as before.



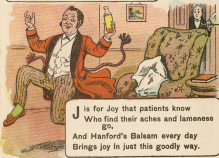
H stands for Horse, man's noble friend,
Where'er he's lame we recommend
Some Hanford's Balsam well rubbed in—
For sprain or strain or injured skin.



I for Inflammation stands,
In aching muscles, joints or glands;
Then Hanford's Balsam is for use,
The pain or swelling to reduce.



K is for the Kid who plays
Through the long vacation days;
If he gets a sprain or bruise,
Hanford's Balsam quickly use.



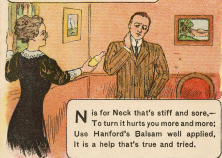
J is for Joy that patients know
Who find their aches and lameness go,
And Hanford's Balsam every day
Brings joy in just this goodly way.



L means any place that's lame.
Joints or muscles, all the same,
Rub Hanford's Balsam on the spot;
This is the treatment to be sought.



M stands for Monarch, leader, king,
The first and best of anything;
And Hanford's Balsam holds its place,
The friend of all the human race.



N is for Neck that's stiff and sore,—
To turn it hurts you more and more;
Use Hanford's Balsam well applied,
It is a help that's true and tried.



O stands for Old; those things are best
That age has given every test,
And Hanford's Balsam it appears,
Has been on sale for many years.



P stands for Pony, children's pet;
Should he go lame or limp, don't fret,
Rub Hanford's Balsam on the place
To make him fit to run a race.



Q stands for Question; when you're sent

To buy a salve or liniment,
Be sure to ask in accents plain
For Hanford's Balsam, foe of pain.



R is for Rhyme, and when you read,
Be sure this lesson well you heed:
For Cut or Burn or Sore or Bruise,
Then Hanford's Balsam always use.



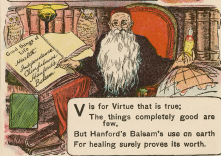
S is for any Strain or Sprain;
Use Hanford's Balsam to stop pain
And make the swelling disappear.
So always keep a bottle near.



T is for the Throat that's sore;
Buy Hanford's Balsam at the store,
Apply it as directions tell,
To make the throat strong and well.



U for Useful ought to stand:
A useful thing to keep at hand
Is Hanford's Balsam, for you see
It's made for all the family.



V is for Virtue that is true;
The things completely good are few,
But Hanford's Balsam's use on earth
For healing surely proves its worth.



W is for Wound or open Sore,
That you've tried to heal before;
Seek Hanford's Balsam where for sale,
Then use it after others fail.



X for Ten in number stands,—
The fingers on your little hands;
When they have a cut or burn,
To Hanford's Balsam you should turn.



Y is for Yearling on the farm;
Or any stock that comes to harm,
From kicks or sores or bleeding wound,
Use Hanford's Balsam to make sound.



Z is where the alphabet ends;
We say good-bye to you dear friends,
Recall the sayings you have passed,—
Use Hanford's Balsam first and last.

V TR 17

MADE SINCE 1846

Its History Hanford's Balsam of Myrrh is one of the oldest of our oldest made. It was the favorite prescription of an old English horse farmer (now known as a veterinary surgeon) who used it in his travels along the Hudson River and through the New-England States. When he became too old to longer practice, he gave this prescription to Mr. G. C. Hanford's grandfather, in return for favors done him. Mr. Hanford's father began the manufacture in 1846 under its present name in Groton, N. Y., but not much was done with it in the early days and it has been handed down from one generation to another. It was first made and sold in a small way in Central New York and Northern Pennsylvania. In time, the demand increased through one customer recommending it to another. From neighborhood use it spread to community use, and then to adjoining counties, nearby states, and so on until now it is used from above the Arctic circle in the Frozen North to Australia, the South Sea Islands, and even far off India. There are a limited number of druggists and other dealers who prize themselves that they have sold Hanford's Balsam for half a century. Almost every dealer gives it his personal recommendation, either from personal use or from what his customers have told him.

Prepare for Accidents Prudence dictates having a bottle of Hanford's Balsam on hand ready for use. It will not spoil; it will not freeze; and a bottle can be kept until it is used up. Accidents will occur without warning, and then it might just be as convenient to send to the store. Valuable time might be lost or perhaps needless suffering caused.

Its Varied Uses Hanford's Balsam has many uses and it is recommended for two classes of external injuries:—(one) open wounds, such as cuts, burns, sprains, sores, etc., and (two) outside such as kicks, bruises, strains, sprains, lameness, etc., where the skin is not broken. In the former, light applications of Hanford's Balsam are gen-

erally used, and in the latter, the thorough rubbing on and rubbing in is recommended. Hanford's Balsam is an anesthetic, and therefore the use of any other remedy before or after applying Hanford's Balsam is unnecessary. Hanford's Balsam is recommended for man and beast, and the external ailments of the human system and of domestic animals are considered very similar, especially the ailments of man and horse. It is especially recommended when used for domestic animals for galls, galls, thrush, foot rot, nail wounds, barbed wire cuts, and lameness. In open wounds, especially a deep or punctured wound, a thorough application is here, giving Hanford's Balsam to the bottom, using a syringe if necessary.



Sold Everywhere Someone in almost every location sells Hanford's Balsam, but should your dealer not have it on hand, he can get it. Do not accept any substitute. Hanford's Balsam is made only by the G. C. Hanford Mfg. Co., Syracuse, N. Y. It fully complies with the National Food and Drug Act, June 30, 1906, and with the different laws in the several states where it is offered for sale.

Economy in Large Sizes It pays to buy the largest sized bottle, — \$1.25, because it contains more than twice the quantity in the 65-cent size. Owing to its many and various uses, and the desirability of always having it on hand, the \$1.25 bottle will be a real saving. There are customers who order a dozen bottles at a time so that they can have it when they want it.

Guaranteed No one runs any risk of being fooled in buying Hanford's Balsam. Anyone desiring to try it can buy a bottle from any dealer, and then if it does not give satisfaction, the bottle can be returned and the purchase money will be refunded. Dealers are authorized to sell a bottle on trial with that understanding. If your dealer should not have Hanford's Balsam on hand, a large bottle will be sent prepaid upon receipt of price. Write:

G. C. HANFORD MFG. CO.
SYRACUSE, N. Y. U. S. A.

