

& Clemens sales stables, became involved Ashland, where he had made his home for in an altercation this morning and Ludwig attempted to stab Gallieaux, making several years, aged 88 years. He was a severe flesh wound over the left kidborn in Somerset county, Pennsylvania, November 30, 1826, and was married in ney. Gallipeaux was taken to a hospital. Ohio March 27, 1864, to Leah Byerly, who but his condition is not regarded as died here December 24, 1886. serious. Ludwig has temporarily made his escape, but efforts are being made Mr. Sanders moved in 1855 to Lucas county, Iowa, and landed at Saline Ford.

to capture him.

Eckland Throws Anton Stecher.

Fuller, who still resides here, had been FREMONT, Neb., April 19 .- (Special.)here a year when Mr. Sanders and his Clarence Eklund, claimant of the middleweight wrestling championship of Canfamily arrived. ada, defeated Anton Stecher, the Dodge wrestler, at Hooper Saturday evening sided until ten years ago, when he took Eklund won the first fall in forty-seven minutes, when he secured an armlock. up his residence in the town. He represented Sarpy and Saunders countles in Stecher's arm was injured and he was unable to continue the match. Sanders was the largest landholder in

Quit Meat When Kidneys Bother

Take a glass of Salts before breakfast if your Back hurts or Bladder is troubling you.

No man or woman who eats meat regularly can make a mistake by flushing the kidneys occasionally, says a well-known authority. Meat forms uric acid which excites the kidneys, they become overworked from the strain, get sluggish and fail to filter the waste and polsons from the blood, then we get sick. Nearly all rhoumatism, headaches, liver trouble. nervouzness, dizziness, sleeplessness and urinary disorders come from sluggish kidneys.

The moment you feel a dull ache in urine is cloudy, offensive, full of sediby a sensation of scalding, stop eating meat and get about four ounces of Jad spoonful in a glass of water before years of age. breakfast and in a few days your kidneys will act fine. This famous salts is made from the acid of grapes and lemon says. "Eugenics is a necessary factor in juice, combined with lithia, and has the future of the race. The average been used for generations to flush and American girl is unfit for motherhood. stimulate the kidneys, also to neutralize This may be true, but if weak and alling the acids in urine so it no longer causes

Jad Salts is inexpensive and cannot injure: makes a delightful effervescent from roots and herbs-to restore the syslithia-water drink which everyone should take now and then to keep the would cause many ills from which they aldneys clean and active and the blood suffer to disappear, so that motherhood pure, thereby avoiding serious kidney Advertisement. ations .- Advertisement.

poem to the association. He remarked

that he had done this annually since

twenty-three years ago with but one or

two exceptions, when he was in the east and was unable to fill the place. He de-

livered a regular Jess Willard swing at

Europe for being so mean as to engage

in war. "They settle their disputes dog-

fashion like the higher class of brutes.

he drawled. "If Europe had trained its

men in industrial pursuits instead of

raising and training armies, we would

not see 10.000,000 men today arrayed

Special Cuticura

In brief: Touch spots of dandruff,

itching and irritation with Cuticura

Ointment, next morning shampoo

with Cuticura Soap and hot water.

Samples Free by Mail

tiours foup and Ointmost sold overywhere al sample of each mailed free, with \$3-9, book as noti-card "Cutieses," Dept. 21P, Boston.

ting in shallow graves."

"Talks on Newspaper Advertising" By TRUMAN A. DeWEESE, Buffalo, N. Y.

ity is handled in the usual way through jobbers and retailers, and if the demand for it is created largely through advertising, the work of the Sales Agent is concentrated largely upon jobbers who are the natural distributers. If the product is sold direct to retailers, the work of the General Sales Agent becomes larger and more complicated. The Agent must line up several thousand retailers and he must also give attention to the important matter of credits. He should be personally acquainted with every retailer in his territory. If he knows his wife and children and his dog, so much the better.

Now, supposing a manufacturer of a household article of luxury or necessity cannot afford to maintain such a vast machinery of distribution. He manufactures a commodity through which a demand must be created through sampling and newspaper advertising. He has already done general advertising in national mediums, but the time has arrived when he must do intensive advertising to move the goods. His product

happens to be a commodity that lends itself to sampling as an effective method of acquainting the consumers with its quality, form and character. Samples are cheap, but sampling is expensive. Having created a demand through newspaper advertising and sampling, it is expensive to follow it up with the necessary work with jobbers and retailers. It is not always easy to induce the dealer to stock up with a commodity in anticipation of a new demand for it, even though he may be satisfied that the article has been extensively advertised. Neither is it practical for him to do window trimming or store demonstration. He must depend on the grocer to ask for window trims and other store advertising. The dealer is a busy man. 'He will seldom write for advertising material, and if he does, the material is kicked

under the counter or remains

in the box in which it was

shipped awaiting the con-

venience of the dealer-

Here is the opportunity

for the live, up-to-date news-

paper to Five that co-opera-

tion which is the most valu-

which never comes.

able modern development of newspaper advertising. The advertising manager or publisher should know all the jobbers and retailers in his town. If the national advertiser is spending a thousand dollars or more in his paper he can easily afford to call upon the dealers, and upon the strength of the advertising he can finally induce them to stock up with the goods and thus secure at no cost a complete distribution. He can even contract with a local agency for the distribution of samples from wagons, or he can use the coupon plan for pulling out samples that have * been placed in the stores that will handle the goods. In the latter case, however, the distribution of samples will be confined to the subscribers of his paper. Here is co-operation that is within the reach of every well organized newspaper-a form of cooperation that is merely a suggestion of the almost limitless opportunities of a publisher to make his newspaper effective in helping the national advertiser to create a new market for his goods.

TRUMAN A. DeWEESE.

HOW THE **NEWSPAPER CAN CO-OPERATE**

national advertisers have a system of distribution so well organized that they do not need the services of newspapers. They are satisfied with buying space in the newspapers which go into the kind of homes where their particular commodity is used. They do not ask any other service of the newspaper publisher. They have a small army of salesmen who visit the jobbers and retailers and who look after store demonstration, window-trimming and house-to-house sampling. They have the United States and Canada divided into districts and each district or territory is in charge of a General Sales Agent who lives in his territory. He is held responsible for sales and sampling, although his work is laid out and directed in a general way from the home office. If the commod-

Mrs. George B. Smith. Funeral services will be held here Wednesday afternoon. Scalp Fallins Hair SENATOR W. V. HOAGLAND IS MINUS MOTOR CAR (From a Staff Correspondent.) LINCOLN, April 19 .- (Special.)-Senator Walter V. Hoagland of North Platte came to Lincoln this morning to attend to some cases before the supreme court Soon after arriving he was informed that the garage in which he had left his auto mobile in North Platte when he took the train was consumed by fire soon after he left the machine and that his own and about forty other autos were burned.

Funeral of Fremont Veteran. FREMONT, Neb., April 19.-(Special.)the kidneys or your back hurts or if the Joseph Bayer, a veteran of the civil war and for several years a prominent merment, irregular of passage or attended chant of Blair and Craig, died at his home here. The funeral was held this afternoon at I o'clock. The body was taken Salts from any pharmacy; take a table- to Craig for burial. Mr. Bayer was 74

later named Ashland, September 30, 1863,

and had made his home here since. A. B.

They settled on a homestead four miles

orth of Ashland, where Mr. Sanders re-

the state senate from 1890 to 1894. Mr.

this vicinity, owning 1,300 acres of fine

Platte bottom farm land. He is survived

by five sons, Jacob A., Samuel, Arley,

Pharis and Nova Z., and one daughter,

A. Woman Doctor

girls passing from girlhood to woman Irritation, thus ending bladder weak-ness." hood would only rely, as thousands do, upon Lydia E. Pinkham's Vegetable Compound-that simple remedy made tem to a normal healthy condition, i might become the joy of their lives.-

against each other in the trenches or rot-Over 100 editors from all parts of the state registered for the opening session and every train brought in more. The session is to last three days, during which time entertainment, banquets and theater It is true that many big Dandruff Itchins