

MR. A. FREEMAN

Now Manager of the Millinery Department of the Nebraska Clothing Company, Tells of His First Step in Running a Successful Millinery Business



"My first step on which my success has been built commences with my contract or agreement that I make with the concern whom I represent."

"When a concern engages a buyer or manager of a department he usually asks the buyer how much profit he can make in that department. Usually the buyer tells his employer of a profit which appeals to the employer. To encourage the buyer to make this profit the employer very often agrees to pay a salary and in addition gives the buyer a bonus of 5 per cent on whatever profits he can earn. The buyer usually accepts the low salary offered him with the idea of making up his remuneration from the 5 per cent of the profits of his department. In other words if he will show a profit at the end of the year in that department of \$30,000 he will have increased his salary for himself \$1,500. This is an incentive to charge high prices for millinery. As stated above, my first step commences with my contract, and here I differ from most buyers, as my contract always reads a salary and a percentage on the volume of business and not a percentage on the profit. This man that has to show a big profit in order to increase his salary will naturally charge more for his merchandise, but in my case in order to do an increased business to get my bonus, I must sell my merchandise very low in order to get the volume of business, because the volume of business is my success. It gives me the largest buying power which in itself brings down the cost of the merchandise. Where the other buyer makes \$100 profit on one hat, it has been my custom to sell twelve hats at \$1.00 profit each and still make a bigger profit, because I have still made more profit than he and have at the same time pleased twelve women to his one."

"This is my first successful step in the Millinery business." A. FREEMAN, Manager Millinery Dept. Nebraska Clothing Co.

DRESHER PLANT AFFORDS SERIES OF SURPRISES

You don't need to leave Omaha to meet with commercial surprises. You speak of the gigantic manufacturing institutions of this city, or that city, but many of you don't yet realize that right here in Omaha you have one of the very largest and best equipped cleaning and dyeing establishments in all America. Go through the Dresher Brothers' Dry Cleaning and Dyeing plant at 2211-2215 Farnam St., and you will agree that it is a marvel. But you will never give it the credit that is due it until you do pay it a visit.

The maze of whirling equipment; the department after department of happy contented employees, will amaze you; the couplers, modern office arrangement will appeal to your sense of fitness; the immense daily line up of delivery wagons and the thousands of packages ready for the mail and express men, will call forth a salvo of admiration from even the most calloused ones.

And you are welcome to make a trip through this plant any time you like; just stop in and ask for a guide and a pleasant young woman will connect you through that which is already known as one of America's foremost cleaning and dyeing establishments.

Dreshers have a private telephone exchange, and if you will call Tyler 245, you will have access to any expert at the head of any of the numerous Dresher departments.

Dreshers also maintain branches at Dresher The Tailors, 1315 Farnam St., and at The Pompadour Room of The Brandeis Stores.

Now don't rave about the large and perfect establishments you have seen elsewhere until you have thoroughly inspected the \$7,000 cleaning plant that is kept busy every working day by Dresher Brothers of your own town.—Advertisement.

FIRST SCORE

There was a housewife from Tower, Who was a wizard at handling flour. On days she would bake her bread, Her reputation she'd stake On the bread from PHILEAS' OF OMAHA FLOUR, Omaha Printing Co.

FREE! FREE!

A 5-lb. sack of PHILEAS' PRIDE OF OMAHA FLOUR for every order of one pound of advertising. WRITE A VERSE and mail it to Jingle Man.

Updike Milling Co.

...OMAHA...

(P. S.—We have heard that C. R. Courtney writes good poetry.)

Council Bluffs Council Bluffs Iowa

HART WILL PLACED ON FILE Mrs. Wickham Dies of Heart Failure During the Night

MRS. HART NAMED EXECUTRIX
Property to Be Converted into Cash and Invested in Bonds and Other Securities for Benefit of Heirs.

The will of the late Ernest E. Hart was filed for probate yesterday afternoon. The widow, Mrs. Clara Bebbington Hart, is given one-third of all the property, to be held by her absolutely in her own right and for her own exclusive use. The will mentions that this is in lieu of dower. All of the balance of the estate is divided equally between the three children. Mrs. Hart is made sole executrix without bond, and a clause expressly exempts her from the necessity of filing an inventory. There are no other bequests of any character. It is said the estate will approximate \$1,000,000.

The will was signed July 24, 1907. It was drawn by A. S. Hazleton and witnessed by Miss Martha C. Vazgenant, Mr. Hart's attorney, and John T. Walton. The purpose of Mr. Hart was to relieve Mrs. Hart of every possible annoyance or restriction in the administration of the estate. The will particularly states that she shall have full authority in all matters connected with the settling up of the estate which she is directed to do by turning all realty and other property into cash as soon as possible, without loss, and that she sign all papers, execute all deeds and do all other business required, without asking for the approval of the court.

Account with Each Child.
After the settlement of the estate, one-third of the remainder of the estate is to go to the children, Henry Bebbington Hart, Edred Schuyler Hart and Clara Bebbington Hart. Mrs. Hart directs that her children shall receive a liberal education, the costs of which and all the expense incurred in the care of each child is to be taken from that child's portion. A separate account is directed to be kept with each child and as the child arrives at the age of 25 years, the portion remaining, after deducting all of these expenses, shall be turned over. Only the personal expenses and the costs connected with securing an education is to be given to any child until that child becomes 25 years old.

Mr. Hart directs that when the estate is converted into cash, it be invested in first mortgage real estate securities, United States bonds, or high grade railroad, state of Iowa, county or municipal bonds, to be held in trust by the widow until the children reach the age of 25 years. Particular instructions are given that no investments be made in industrial, manufacturing and mining stocks or bonds. In the case of death of any of the children before reaching the age of 25, the share of the child shall be evenly divided between the other children. Mrs. Hart is particularly directed to attend to the collection of all interest coupons and principal sums for any clients Mr. Hart may have had and to look after the interests of such clients with the same fidelity she is enjoined to look after her own and those of her children, or as Mr. Hart would if he were living.

The concluding paragraph of the will directs particularly the payment of all notes endorsed by Mr. Hart, "whether paid or unpaid."

Seeking Pay for the Work Performed

Mayor Maloney left last night for Washington, to assist Congressman Green in urging members of the Iowa delegation to secure an appropriation to reimburse Council Bluffs for the money expended last spring in preventing the Missouri river cutting a new channel across the city. It is estimated that the work done, would have cost \$200,000, but the city is now recovering the cost of the work through the government.

The city appropriated a large quantity of stone the government had stored near the Illinois Central bridge, and has been presented a bill for its value. The total cost of the emergency repair work, not considering the value of the stone, was about \$100,000. The work accomplished was that left incomplete by the government rippers.

Cost of Keeping Up County Bridges

To construct and repair the highway bridges in Pottawattamie county last year cost the taxpayers approximately \$50,000, according to the reports filed by the members of the county board after completion and revision. Under the rules of the board each member is assigned a district composed of several townships and is held responsible for the work done within that district.

The tabulated reports show that the average cost per township was \$1,704.66 and that the largest amount was expended in Lewis township, \$3,311.23. Kane township, outside of Council Bluffs, had the least, \$254.20. The receipts from taxation and all other sources exceeded the expenditures by several thousand dollars, so that the bridges fund in all of the townships is in excellent condition. The following shows the disbursements and balances on hand available for the present year's work:

Township	Disbursements	Receipts	Balance
Belknap	1,136.23	1,063.00	116.49
Boonville	1,483.23	1,483.23	0.00
Center	1,814.23	1,814.23	0.00
Craig	1,555.91	1,555.91	0.00
Garner	3,181.10	3,181.10	0.00
Grove	2,394.22	2,394.22	0.00
Hardin	4,521.05	4,521.05	0.00
Harlan	2,121.23	2,121.23	0.00
Kane	254.20	254.20	0.00
Keokuk	2,228.67	2,228.67	0.00
Keosauqua	2,121.23	2,121.23	0.00
Layton	2,778.97	2,778.97	0.00
Lewis	3,311.23	3,311.23	0.00
Lodgepole	2,421.05	2,421.05	0.00
Minden	2,118.49	2,118.49	0.00
Norwalk	2,418.23	2,418.23	0.00
Pottawattamie	2,228.67	2,228.67	0.00
Rockford	2,418.23	2,418.23	0.00
Silver Creek	1,739.63	1,739.63	0.00
Taylor	2,228.67	2,228.67	0.00
Washington	2,228.67	2,228.67	0.00
Waverly	2,021.05	2,021.05	0.00
Wright	1,787.77	1,787.77	0.00
York	1,974.85	1,974.85	0.00
Totals	52,374.09	52,374.09	89,877.42

Overdraft..... 0.00

Hot Bed Sash
Is something that nearly everyone who has a small garden or wishes to grow a few vegetables should have at least a few. We manufacture the very best. Get our prices. C. Hafer Lumber Co.

CUBURN GIVES UP FIGHT

Withdraws from Contest Before Iowa Legislature.

KIMBALL COMPLAINS OF DELAY
Goodwin Ordered to Have His Testimony All in by Next Tuesday and Decision Will Be Made Immediately After.

(From a Staff Correspondent.)
DES MOINES, Ia., Feb. 8.—(Special Telegram)—George F. Cuborn tonight withdrew from the contest for a seat in the senate in the Cherokee-Ida-Plymouth district and admitted that Senator Gillette, democrat, was in fact elected by a majority of eight as shown by the recount of the ballots.

Extended Commission Form.
The commission form of government is to be extended to cities with a small population as 2,000. The house has passed a bill to that effect and the senate will agree to the same after making a graded scale for the salaries of the city officials. The commission form has become so popular that there is demand for it in many of the smaller cities of the state.

Goodwin Must Hurry.
The contest committee of the senate handling the contest from Pottawattamie county today issued a definite order to Goodwin, the incumbent, that he must have all his testimony in next Tuesday and that immediately thereafter the committee will decide. Kimball has complained of delay and the belief was that the incumbent was delaying final action.

Will Hasten Business.
The senate committee today adopted new rules for hastening business, by a requirement that individual senators may not introduce any bill after March 30, and that all appropriation bills must be in by February 15. The intent is to get all matters before the legislature early out of the way.

Hearing on College Matters.
The senate today amended the resolution in regard to a joint session of the two houses to threaten the college controversy by prohibiting that the joint session shall not be executive in its nature, thus opening it to the public. The plan, however, is to keep out the large delegations who might pack the galleries.

Refused to Limit Fees.
The senate today refused to accept the house amendment to the resolution limiting attorney fees in the contest cases.

Licenses Slot Weigh Machines.
A bill will be presented to the legislature to provide that the state inspectors of weights and measures shall inspect the slot weighing machines in use everywhere in the state and if they are found out of order or weighing incorrectly have the right to close them in. This also involves a license fee of \$5 a year for each of the machines and, as there are over 10,000 of the machines in use in the state, it is estimated this license would far more than pay the cost of inspection for all weights and measures.

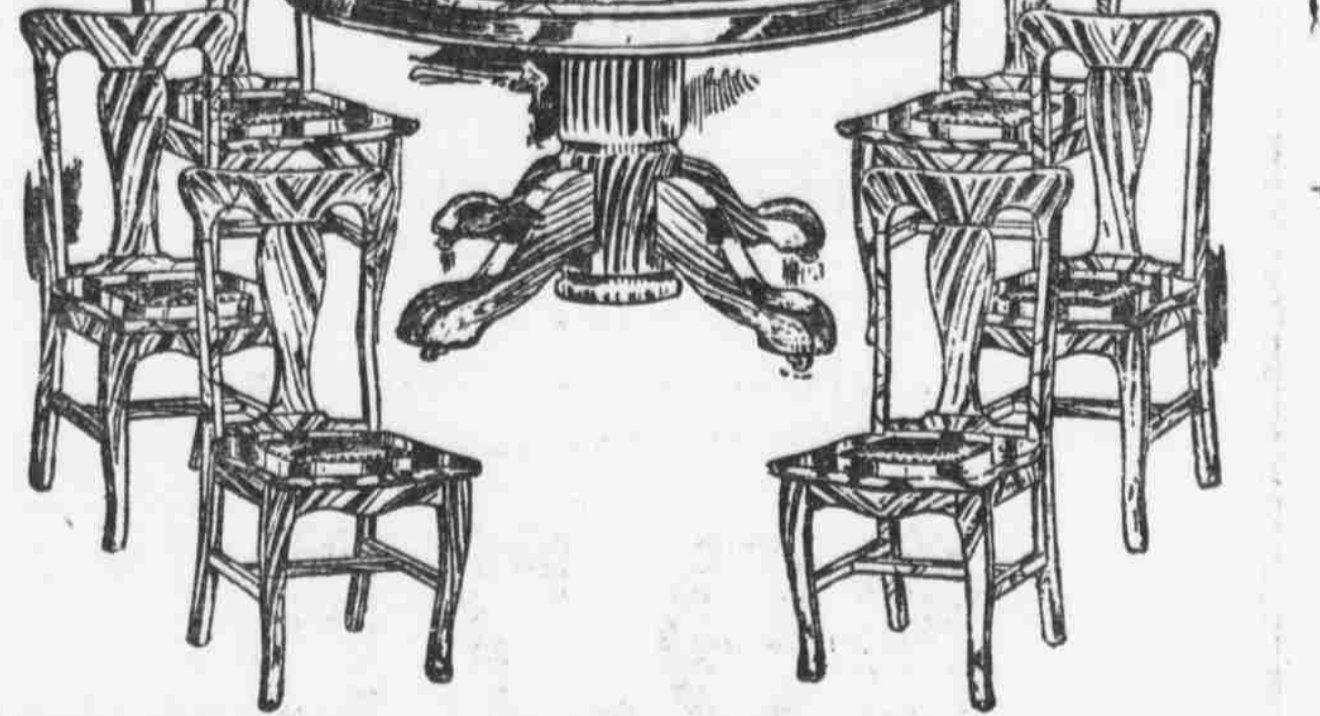
Plan as to Highways.
The subcommittee on highways, which has been laboriously at work for some time on a plan for a highway law, has agreed upon the main points and will soon bring out a bill to the effect that the state highway commissioner be strengthened and its force added, and that the commission employ an engineer and competent force to look after all highway matters; also that in each county there shall be a county engineer and a classification of roads; that the township road tax be expended on surfacing township roads, while the county and state taxes be expended on the county roads in accordance with plans approved by the state highway commissioner. No recommendation has been made either as to borrowing a large sum of money or a change as to military code.

Organize Department.
A partial reorganization of the labor departments of the state is proposed in a bill to provide for workmen's compensation. The bill contemplates that the labor bureau be enlarged and that the commissioner of labor become the head of a department of industry, under which shall be the hotel inspection and all matters relating to labor. There will be a commissioner at \$3,000 a year with two deputies and a woman deputy and six inspectors. It would abolish the mine inspection and examination departments as at present and the hotel inspection business. This feature of the bill is being urged by the manufacturers' association.

State Examiners.
By Weeber—To appropriate \$50,000 for an athletic county.
By ... To increase pay of county auditors.
By Thomas—For three additional normal schools.
By Wilson of Appanoose—For taxation of bridge fences.
By Mattes—For state examiners for carpenters.
By ... To permit employment of superintendents of schools for three years.
By ... For sanitation of laundries.
By Shankland—To appropriate \$50,000 for negro expatriation in Des Moines.

This Dining Room Suite \$21.00

Consists of Six Oak Leather Box Seat Dinners and a Solid Oak Extension Table—Price..... Terms, \$2.00 Cash; \$2 Monthly



FOREWORD: This is an opportunity to furnish your dining room with a substantial set of chairs and a table, with up-to-date, new merchandise, at a price which will be an actual saving of one-third.

Price \$21.00
A moment's thought will enable you to see clearly how low this price really is. Take into consideration that the table and chairs are made of solid oak.

What you save
That you may make your own calculations we offer you the following facts: The chairs are worth regularly \$2.75 apiece, the table \$16.50, making a total of \$32.00 for the set. Our prices save you \$12.00.

Made of Solid Oak
They are built of genuine solid oak throughout, and are made to last a lifetime and they will do it. The chairs are made with a box seat and are upholstered in genuine leather. Table extends to six feet.

Union Outfitting Co.
OMAHA
S.E. COR. 16th & JACKSON STS.

your credit is good

BRIEF CITY NEWS

Stack-Falconer Co., Undertakers.
Have Root Print It—Now Beacon Press. Lighting Pictures, Burgess-Granden Co. Malley the Dentist, City Nat'l D. 2566. The Nebraska Savings and Loan Ass'n. offers a safe and profitable plan to help you save, 1666 Farnam street.

Install Bakery Machinery—Machinery is being installed in the Jay Burns Bakery Company building, now being completed at Twentieth and Cumings streets, at a cost of \$60,000. Everything in connection with the manufacture of bread is constructed of steel and coated with white enamel. The interior of the building is in white.

Railroad Cases Transferred—Four civil cases against the Burlington and Northwestern were transferred from the district court to the United States court. They were: Howard Thompson against the Burlington for \$50,000; W. F. Lewis against the Northwestern, \$10,000 damages; Vajo Gavrilovic, administrator for the estate of Spiro Gavrilovic, against the Northwestern, \$5,000; Anton Glatic against the Northwestern, \$30,000.

Ad Clubs Conclude.
WATERLOO, Ia., Feb. 8.—(Special Telegram)—The third annual convention of the associated advertising clubs of Iowa closed its session in the city with the following officers elected: President, Prof. C. H. Heller, Iowa City; first vice president, H. E. Klester, Waterloo; second vice president, E. T. Hamilton, Marshalltown; secretary, H. M. Harwood, Iowa City; treasurer, O. J. Benjamin, Nevada.

A Life Problem Solved
by that great health tonic, Electric Bitters, is the enrichment of poor, thin blood, and strengthening the weak. Sec. per sale by Beaton Drug Co.—Advertisement.

Key to the Situation—See advertising.

Are Medicines Wholly Useless? Can The Masses Get Along Without Them?

is devoted to the subject of keeping well.

What would I advise you to do under the circumstances? I should advise you to go right on as you have been doing. Get along without medicine if you possibly can. Look toward Nature for assistance. Clean habits, frugal diet. Early to bed, in a well ventilated room. Work every day at something you like to do. Keep up your enthusiasm. Have faith in Nature and Nature's God. The laws of Nature are inexorable, but the rewards of Nature are kind and beneficent beyond all expression. If you do these things you may during your whole life escape the necessity of using medicine, but even with all this you may occasionally be troubled.

But you must remember that you and your club are exceptional people, that the great masses of people go on thoughtlessly. Their diet is very ill fitted to sustain their bodies properly. Their exposure to cold and wet and heat and fatigue is very reckless. In short, they do not know how to take care of themselves. Consequently, a medicine is necessary often.

The medicine Pe-ru-na is a climatic medicine. It is intended to reach climatic troubles, troubles that arise as the direct result of exposure to climate.

It is also intended to meet those difficulties which arise from improper nourishment of the body and improper diet, producing indigestion and biliousness.

The principal climatic trouble in our country is catarrh, and a large number of people have catarrh. Perhaps one-half of our people suffer from catarrh of the bowels. Their diet is very ill fitted to sustain their bodies properly. Their exposure to cold and wet and heat and fatigue is very reckless. In short, they do not know how to take care of themselves. Consequently, a medicine is necessary often.

If we could have the world full of people that are living as you are, perhaps I should then not advocate the use of any drug, but you are only one in ten thousand. The rest are going on heedlessly and recklessly, and it is for them that I am recommending my Pe-ru-na.

The average household needs Pe-ru-na more than I can possibly describe. The small children, the father and mother, the grand children, are all stumbling along heedless of the laws of Nature. A sudden attack of cold, a chill, cough, hoarseness, tightness in the chest, biliousness, dyspepsia, any one of these things is liable to occur at any time in such a household.

Now, such people ought to have Pe-ru-na. At the first symptom that presents itself, or any disturbance of the body, a few doses of Pe-ru-na should be taken. If the disease is acute Pe-ru-na had better be taken a teaspoonful every hour. If it is a disturbance that allows the patient to go about his usual business, taken according to the directions on the bottle is best. If this is done it will save the people untold expense and suffering. Not one case in fifty that comes under the care of the doctor would occur if Pe-ru-na was kept in the house and taken at the very outset of the trouble. Yes, all this is true and more.

I have hoped all my life to live to see the day when obedience to the laws of Nature would be prevalent, when the people would live as they would not invite disease or provoke disturbances in the body. But I have not lived to see that day yet. But I have lived to see the day when the people and even the medical profession are very much more interested in hygiene and sanitation than they used to be.

At one time, as a writer, I seemed to be all alone in trying to get the people to listen and become obedient to the laws governing their bodies. Now there are writers galore saying the same things. I am profoundly grateful that this is so.

So long as there are disobedient ones, so long as we must have medicine. Even those who are trying to be obedient to the laws of Nature, trying their very best, need medicine for unavoidable conditions that often bring on some derangement. If such little derangements were met promptly with Pe-ru-na the day would more quickly come when even Pe-ru-na would not be needed, the day when the drug doctor would absolutely go out of business. May that day hasten.

I shall do all I can while I live to hurry on the coming of that millennium when all drugs will be relegated to the rubbish heap and all doctor books laid aside as curiosities.

Pe-ru-na, Man-a-lin and La-cu-pia manufactured by the Pe-ru-na Company, Columbus, Ohio. Sold at all drug stores. No. 47.

S. B. HARTMAN, M. D., Columbus, Ohio.

I give a portion of a letter lately received, which was to me very interesting. I also give a portion of my answer. The writer says:

"Dear Doctor Hartman: I am very much interested in your articles. I have no doubt they will do a great deal of good. Sometimes I am almost tempted to buy a bottle of Pe-ru-na and have it on hand, because of your convincing talk, but I belong to a healthy club. It is one rule of this club to have nothing to do with disease or medicine. Our whole talk is health and things that make for health. We are determined, all of us, to never use medicine in any form. Of course we do not attempt to deny the usefulness of medicine on some occasions, but for ourselves we have decided that we will so live that we shall never need the services of a doctor or the assistance of a medicine. What would you do if you were in my place?"

My Dear Boy: Your letter interests me greatly. I am glad to know that you are reading my articles that are appearing now in the papers. You have perhaps noticed that a portion of each ar-