

WOMEN IN BUSINESS.

A DAUGHTER OF EX-SENATOR DAWES WRITES ABOUT THEM.

She Discusses Some Practical Reasons For Their Success or Failure—Hints on Forming Contracts and Dealing With Customers.

The appearance of women in every department of business has resulted in the discovery that a woman can do business along business lines and by recognized methods; also in another discovery—that unless obliged to do so by her environment she generally does conduct her business affairs in a somewhat slipshod manner.

No permanent success is possible except according to strict business methods. In large affairs this becomes evident so soon that either the worker is forced into conformity or the business disappears of its own weight.

But the possibility of self support along new lines has suggested a large number of new occupations to young women who are establishing themselves everywhere in small enterprises. The eventual success of these enterprises depends very largely upon the spirit and method with which they are entered into.

It should never be forgotten that "business" and "philanthropy" are two different things. Both buyer and seller frequently confound the two. It may be questioned whether half the failures in business ventures by young women do not arise from this simple fact.

And in like manner the woman who goes into business exchanges the privilege of special courtesy for her sex for independence and business reciprocity. Here again a mistake is too frequently made.

A business woman must not consider the weather for a headache.

Her family can no longer take a paramount place with her.

She cannot afford to be pleasant only when she feels well and glum or unaccommodating when she has had news. The public is merciless and cares nothing for her, body or soul.

If she needs a cashier or clerk, it is not enough for her that she has an idle brother or that her mother might take the place. The first question for her consideration is the efficiency of those relatives for the vacant position.

It seems impossible to pluck out of the mind of a woman the idea that her personal maintenance ought to be taken into account in settling her business affairs. And, curiously enough, this idea has crept into the business mind of the other sex. It is by no means unknown for a man to go paying interest to his female client whose funds have disappeared in bad investments, or on the other hand, to expect considerable financial charity from her as to the principal of such investments.

Probably the very first lesson for the would-be business woman to learn is that she should expect no consideration whatever on account of her sex or her personal circumstances and should give none.

The exact filling of contracts and the exact requirement of dues are the foundation of all good business.

Likewise it should be one of her early lessons that the exact filling of contracts refers both to time and quality.

Perhaps the most common of all faults in women who engage in small enterprises is the feeling that if they cannot do the work now or furnish the goods today next week will do just as well. And if called to account for these delays they consider the customers most unreasonable.

Another curious peculiarity in the business relations of women, resulting directly from her too often inexact habit of mind, is her treatment of errors. In the view of many new business women any mistake made in the goods, in orders procured, in work done, must come out of the customer.

Now, if a customer gives a definite, plain order, and the dealer does not fill that order, it is the fault of the dealer and should be borne by her. This fault is by no means confined to women; it is true, but it is especially prevalent among them. The order should be exact and definite—in writing if need be—but once given it is the dealer's place to fill it.

In all the various lines of small enterprises upon which women are now entering and some of which they are inventing much depends upon the way the young business woman meets the would-be customer.

A cardinal principle should be to do anything that any one desires. Some way must be found to do even the impossible. Let no possible customer disappear because you could not find some way to meet his or her wishes. Send for the goods wanted, or even go to the city after them, if it be only a dollar's worth. Take the strange job if it have even the most remote connection with your enterprise and do it, though you must privately sulk it. But let the customer always find you ready and always sure to do what is wanted. This insures his reappearance. But if you cannot meet his wishes the first time, he will find some other person or place where they can be met, and that is a fatal discovery.

Be ready in expedient. There is no business, even the largest and most systematic, that is not always running against a wall of some kind, and the ability to quickly and sometimes immediately find a new way out is the question of success or failure.

If you cannot do a thing one way, do it another. If the conditions will not allow of the end desired, change the conditions, and that on the spot. She who hesitates is lost in these days. Yet look before you leap. A woman's natural impulses must not be trusted too far. "Readiness in expedient" is not only readiness, but readiness in expedient. To think quickly and closely, to determine that some difficult requirement shall be met and to see along what lines, if not all the details, and to confine these two lines of thought at the moment is to secure success in any line of business.—Anna L. Dawes in Washington News.

Countess of Warwick.

The Countess of Warwick, better known as Lady Brooke, is admittedly one of the most brilliant women of modern society. Her conversation is sparkling and is marked by a freedom from conventionalities which sometimes horrifies the Princess of Wales, who has inherited all the love of etiquette of her mother, Queen Louise of Denmark. There are few women in London whose toilets are more perfect in every way and more in harmony with their wares than those of the Countess of Warwick. She is one of the best whips in England and drives a four-in-hand, handling the ribbons in a delightful manner.—Paris

Important Facts For Women.

Abnormally developed waists and hips are invariably the result of undue pressure at those points. The muscles, rendered inactive by the force brought to bear upon them, become weak and flaccid, and as a result soft, fatty flesh forms over them. When the pressure is removed and the muscles through exercise grow active, superfluous flesh naturally disappears, slowly, but surely.

The stout woman can improve her appearance by the artistic study of dress and proper care of the body. The thin, angular, ill-developed woman can accomplish wonders by exercise. The nervous neck, with its rigid hollow, may be made full and shapely by deep breathing exercises, rotary movements of the head and active position of the chest, but all padding must be discarded to give fatty muscles a chance to reassert themselves. Protruding shoulder blades will be permanently flattened when the active chest becomes habitual. Grace will be imparted to motion when the toes are turned outward, and often increased physical vigor results from correct position of the feet in walking, as it is averred by the doctors that weaknesses of the pelvic region are often traceable to the intemperate manner of walking peculiar to many women.—Jonness Miller Monthly.

Japanese Women in New York.

There is a slow but steady immigration of Japanese women into New York. In the past decade they have increased from four or five to over 50. They are trim, bright-eyed little creatures, who take a lively interest in everything going on. Their children are just like the dolls which you buy in Yokohama. They are a trifle awkward in our styles of apparel and footwear and never seem entirely at home in them. Both women and children dress in the simplest modes and in dark colors whenever they go out upon the street. In the privacy of their own homes they drop our fashions and resume the kimono, obi and slipper of Japan. Here they go to the opposite extreme and wear the most startling designs and brilliant hues imaginable. Dressed a l'Americaine, they are usually plain, but when attired in their national costume they are pretty, graceful and attractive. A number of them live in the neighborhood of Sixth avenue and Twenty-second street, but the rest are scattered over the city. In religious matters the women are sometimes Christians, more often agnostics and seldom, if ever, heathens. They stand our climate well, but do not have as many children as do their married sisters at home.—New York Advertiser.

Working Women and Chaperons.

If women must be wage earners and breadwinners, so far as they are concerned "chaperons" are impossible alike in England and America. In most factories, workshops and salerooms, in America at least, women are as carefully guarded against insulting approaches or degrading entanglements as in their own homes. Therefore there is no reason in the world why in America we should, so far as the girls are concerned, bother ourselves as to whether they have chaperons or not. There is danger to this class of girls in England because they cannot have chaperons, it might be well for those having the social condition of the mother country at heart to study the methods almost universally in use in the United States, and to the extent of adopting these methods Americanize the working girls of England. But so far as the wealthy classes are concerned, either in Great Britain or the United States, there is no essential difference nor likely soon to be any. The presence of older women in every company adds to the dignity and variety quite as much as to the decorum and propriety.—Harper's Bazar.

Points For Trained Nurses.

At the training schools for nurses no applicants are accepted who are under 21 years of age or over 35. Twenty-five is the preferred age. When application is made by letter, it must be addressed to the superintendent of the school. In reply she will receive a circular stating that a personal interview is desirable. If that is impossible, the applicant should write again, saying so and asking for an application blank. This blank must be filled out in the applicant's own handwriting and returned to the superintendent, together with a physician's certificate of health, a letter from a clergyman and the addresses of three women, not relatives, who have known the applicant for several years. These applications are filed, and when a vacancy occurs the most desirable applicant is selected by the president and is taken for a month on trial. During this month of probation she will, at almost all the training schools, receive her board and lodging. At the end of the month she may be accepted or rejected as a pupil nurse, and the decision is final.—Ladies' Home Journal.

Married Women as Employees.

The aversion of the New York board of education to married teachers is not shared by the dry goods merchants or commercial men who employ women. They claim that a good saleswoman, clerk or operator is a better servant after marriage. She usually resigns, but the firm is glad to take her back after the honeymoon. The married saleswomen, typewriters, machine operators, dressmakers and special workers in a representative establishment are said to do more work and give less trouble than the average single woman. The married clerks don't flirt with the floorwalkers, they don't gabble with the elevator boys, and they are most patient with customers. The married typewriters don't go to lunch with heads of departments and fellow clerks, and if they read the scandals in the daily papers they do not make the fact public by circulating the clipping. At least that is what the managers say, and they ought to know.—New York World.

New Jersey and Suffrage.

In one of the United States a precedent for the admission of women as voters was furnished during the last century. The state referred to was New Jersey, which, by its constitution of 1776, gave the suffrage to all the inhabitants who had the property qualification. A law passed Feb. 22, 1797, to regulate elections under that constitution provided that every voter should deposit his or her ballot, and that the written ticket should contain the names of those for whom he or she voted. But a later act in 1807 enacted that no person should be allowed to vote except free born white citizens of the male sex. Since then the word male has been inscribed in the constitution of the state of New Jersey, as had already been done in the other states.—Camden Letter.

Suffrage and Bonnets.

Ladies in New Zealand have the franchise. They also take their hats off in the theater. If this is a case of cause and effect, the cause of woman's suffrage is likely to have a boom.—Lowell Times.

CHILDREN'S COLUMN.

Artificial Snow.

A very beautiful and interesting effect may be obtained by a simple experiment with sulphur of carbon. This is a colorless liquid, formed by the union of sulphur and carbon. It should be handled with extreme caution, as it is highly inflammable. To produce the effect shown in the illustration, you have but to fill a small flask with sulphur of carbon. Place a hole through the center of the cork stopper. Roll up first a piece of white paper and pass it



through the hole in the cork until the lower end touches the bottom of the flask. The upper end should project somewhat above the cork and be cut into narrow strips like a fringe, each strip being made to stand out well from the rest. Let the apparatus stand, and at the end of 15 minutes you will find the cut paper covered with little particles of snow.

The liquid has mounted in the paper by capillary attraction. Coming in contact with the air, its rapid evaporation causes such a sudden drop in the temperature of the air immediately surrounding it that the moisture contained in the atmosphere condenses and appears in the form of snow. This experiment may be successfully tried in midsummer and in full sunshine. It is advisable, however, owing to the powerful and disagreeable odor of the liquid employed, to conduct the operation out of doors or on a window sill.

How Janie Settled It.

"Here comes mamma," said Janie. "Oh mamma, must I save some of my candy for Grace?" "But Grace didn't give me any of hers yesterday." "Didn't she? How did you like that?" "I didn't like it at all. And I want to make her not like it, too, because I think she was real mean." "Dear, dear! And is mamma to have two mean little girls, then?" Janie looked at her mother and was quiet a minute. Then she ran and threw her arms around her neck and said: "No, no, mamma dear; you shall not have any mean little girls at all. I guess Grace forgot, and I'll go and give her some of my candy now, so she won't ever forget again." Her mother smiled. "I think that is the way to make her remember," she said. "And I am so glad I am to have two kind little girls."—Picture World.

How to Make a Will-of-the-wisp.

Of course you know that a real will-of-the-wisp is the effect of hydrocarbon gas generated by decomposing organic matter in a marsh and in a state of combustion. But did you know that you could produce this phenomenon in your homes? Take an open mouthed glass jar and place some baking soda in the bottom, over which pour a little diluted sulphuric acid, muriatic acid or strong vinegar. Then the jar will fill with carbonic acid gas. Now lower a lighted candle into the gas until it goes out leaving the top of the flame still burning upon the surface of the invisible gas. The flame will be fed by the gases coming from the smoldering wick. This will-of-the-wisp lasts but a short time, but it may be reproduced by raising the candle until the wick relights, then lowering it again. In order to make a success of this experiment see that the air of the room is very still.

A Soft Answer.

Said the wise man, "A soft answer turneth away wrath." A lady who believed in this precept said to her 7-year-old Nellie, who is somewhat quick tempered, "If one of your playmates speaks rudely to you, return a soft answer." "Soft?" "Yes. Now run along and play. Mamma is busy." The child went out on the lawn, where a neighbor's boy was sending a kite. She accidentally broke the kite, still more whereby the boy was made angry. "I don't like you. You're a horrid thing," he said. Little Nellie's eyes flashed, and she was about to reply with a very unkind remark when suddenly recalling her mother's advice about a soft answer she looked the boy right in the eye and said meekly and slowly, "Mush!"—Boston Woman's Journal.

He Stood on His Dignity.

On Sundays Alfonso XIII is "at home" to the little sons and daughters of the Spanish court dignitaries. Part of the entertainment consists of dancing. One afternoon the 4-year-old king, after dancing with a senorita of his own age, tried to kiss the damsel, according to the custom at these juvenile entertainments. The little one, however, retreated before the royal salute. Next Sunday the two danced together again, but when the lady tried to make up for her sins of omission of the previous dance and offered to kiss her monarch the latter, instead of giving her his cheek, offered her the back of his baby hand, saying, "I am thinking."—All the Year Round.

The Merry Go Round Afloat.



Skipper Jonathan Gumption Yankee Van was a very kind hearted and amiable man. When his children four Found travel a bore, He rigged up a merry go round on his boat. It was quite the merriest thing afloat. And, like the merry-go-round in the town of old, With little toy steeds his children held And spared all the doughnuts his good wife made. And these were the prizes—'twas thus they played. If how it was done should puzzle your brain, Just look at the picture, and all will be plain.—Lee Carter in St. Nicholas.

IT WAS A SOFT ANSWER.

And It Turned Away Frenzied Wrath and Got the Speechy Fellow's Room.

One of those men whose venturings call them daily to visiting those spots boarded a slow town train on the Third Avenue elevated road at Fifty-ninth street. He took a seat next two well-dressed, elderly women, who were intently discussing a bargain sale then going on at one of the great Fifth Avenue houses. While not given to yielding under pressure what he considered his rights, the man in question is extremely reticent and so approached upon those of others. He had not settled comfortably in the seat when the elderly woman on his left, without designing to look around at him, remarked in an angry tone that could be heard half the length of the crowded car.

"I wish you would get off my cloak!" "The man promptly raised his hat, said, 'I beg your pardon' and stood up to allow the cloak to be withdrawn. This the woman did with a jerk and without recognition of the man's prompt reparation of an unintentional offense. She kept her back to him and to do this sat sideways in her seat, thus occupying fully a third of that belonging to the man. She resumed the discussion of the bargain sale, and the other passengers smiled. The man was nettled. He looked it, but said nothing.

There was a stout woman on the other side. She took up another third of his seat, and after vainly trying to open his newspaper the man contrived to stow it away again in his pocket. Then he contrived himself into the smallest possible space and moodily read the "ads" on the opposite side of the car.

In a moment the elderly woman on his left put her hand into her pocket and rummaged about for something she didn't seem able to find. The man had three cigars for a half in his upper left hand vest pocket, and at every dive the woman's elbow came in vigorous contact with them or with the man's short ribs. He got very red in the face, but the woman continued, oblivious of his existence. When a more vigorous lunge than the others was followed by a crunching sound from the region of the cigars, the man exclaimed:

"Madam, I will be much obliged if you will take your elbow out of my side."

With a fine assumption of injured dignity, the woman turned upon him. At last she had designed to recognize his existence.

"You are most insolent, sir," she said. "You have been annoying me ever since you got on this car. How dare you speak to me like that, sir?"

The monumental brass of it staggered him. Then surprise gave way to admiration, and there was a twinkle of humor in his eyes as he leaned over and said in a confidential tone that was none the less heard by those about who had been watching the fun:

"You've been tickling me, madam, and I don't like it. That's why I spoke."

The look of blank dismay, the pursed-up, speechless mouth that greeted this reply showed that the battle was over, and the man had won. He had lots of room after this to read his paper, which he did with evident enjoyment until the train reached the station.—New York Sun.

A Dog's Course Dinner.

The appetite enjoyed by a dog owned by John Knox, a well-known farmer of West Manayunk, is a matter of pride to the natives of that suburb. It is a Newfoundland dog of more than average intelligence and rare digestive powers. One day he started his lunch on a box of axle grease. Then he entered the blacksmith shop of Samuel Sturgis and ate with evident relish two pounds of putty. A visit to Wetherell's grocery store yielded him three pounds of tallow candles, which he devoured with great gusto. Needing exercise after this, he ran over to Ryan's quarry, where his attention was attracted to a stick of dynamite that was being thawed out near the stove. The explosive seemed to suit his taste, and he promptly began to crunch it. A stampede of the men followed. They were afraid to kick the dog away from his meal for fear of an explosion, so he leisurely consumed the stick and then rested the frightened workmen, who for the rest of the day treated him with marked consideration.—Philadelphia Record.

"Jabberwock," a Result of Discussion.

The "Jabberwock" is the organ of the Boston Girls' Latin school. The meaning of "Jabberwock" is as much a mystery to its founders as to the curious friends who asked questions about it. But from a letter from Mr. Carroll himself, granting permission to the girls to use the name, they learned that "Jabberwock" was very suitable and appropriate. The letter was as follows:

LONDON, Feb. 6, 1908.

Mr. Lewis Carroll has much pleasure in giving to the editors of the proposed magazine permission to use the title they wish for. He finds that the Anglo-Saxon word "wæcer," or "weaver," signifies "offspring," or "fruit." Talking "jabber" in its ordinary acceptance of "exact and voluble discussion," this would give the meaning of "the result of much excited discussion." Whether this phrase will have any application to the projected periodical it will be for the future historian of American literature to determine. Mr. Carroll wishes all success to the forthcoming magazine.

Be Contented.

Some people are always grumbling. There is nothing like contentment. A young lady resorted to tears the other day because her father thought \$25 was too much to pay for a hat. If that young lady had only considered that there are thousands of young girls who don't spend that much money in a year for hats, she would have received consolation. Another case in point is of a youth who grumbled because his father could not just at the time pay for the boy's shoes being mended. That boy little thought that at the same time he should have been contented and put up with what he had, for his next door neighbor had recently met with an accident, and he had no feet to put shoes on.—Philadelphia Call.

Numbered Postage Stamps.

The frequency with which postoffice robberies have occurred lately has revived the idea of the numbering of the stamps as treasury notes and government bills are numbered. "There is absolutely no way of identifying stamps when they are stolen," said Inspector Stuart. "Thieves can dispose of stamps with little danger. It would cost the government less than it does annually through robberies to number the stamps so as to make identifications easy."—New York Times.

She Has a Glass Carriage.

An Austrian lady, with a weakness for attending army maneuvers, has built herself a glass carriage, so that she may observe parades, marches past and other military functions in any sort of weather. Every part of the vehicle is made of glass, with the exception of the upholstery, the springs and the tires.—Philadelphia Press.

CAMERA IN SURGERY.

PHOTOGRAPHY FOUND TO BE OF GREAT AID TO DOCTORS.

Attorneys of All Kinds Under the Lens. Making Pictures of Diseases—"Before and After" Studies—Talk With a Photographer at Bellevue Hospital.

Every large hospital has a history book, and in it are carefully recorded the histories of the important cases. In former years this was done exclusively by written descriptions. Recently the more writing has come to play a very minor part in the history books. Photography has become a branch of surgery and one which is growing more important every day. A great many photographs are now taken by doctors in private practice. Some of these amateurs have become very expert and would be soon think of doing without a medicine case as their camera.

Mr. O. G. Mason, the photographer at Bellevue, was recently asked about this branch of his business.

"Do not persons often object to having their ailments and imperfections reduced to paper in this way?"

"Oh, yes, but just as frequently as one might think. It is curious, but I have often noted the phobias of human nature which cause the average man or woman to take pleasure in being photographed under almost any circumstances. I have seen women pose before my camera here with the air of professional beauties. Of course many of the patients are beyond feeling in the matter one way or the other. Those who are about to undergo operations which they realize may be fatal or who are at the point of death, as I often take them, naturally pay very little attention to me and my work, except that in the former case it seems to impress them strongly with the gravity of the situation and thus enhances their fears."

"Do you give those who have been cured any of the pictures of themselves?"

"Not as a rule, although requests for them are very frequent. It is our aim to keep the pictures out of anything like general circulation, and nobody can obtain them without giving a very good reason, except, of course, the medical profession, whose motives we understand."

"What are the most difficult cases to photograph?" asked the reporter.

"Those where the interior of the throat is involved. It is necessary to put the lens down into the throat and use a flashlight. The lens is, of course, very small, and one of the difficulties is to get the focus just the right spot. That is chiefly guesswork, and the pictures are often unsatisfactory. The locomotor diseases, which make it impossible for the patient to sit still, of course present difficulties. Certain forms of skin disease, too, whose peculiarities lie in discoloration, are hard to take satisfactorily. Particularly in this case where the color is blue, which makes but little impression on the plates."

"Surgical and what I may call popular photography have many differences. As an example, the ordinary photographer, as a rule, takes only the head and bust or the whole figure. A photograph here and also the most minute sections of the human body, the pictures of which must be enlarged. This makes necessary a great many sized lenses."

"One has to be a bit of a doctor in this work," he resumed. "The surgeons do not always explain just what they want brought out in the picture. I have to know that."

"At this stage of the conversation a young doctor appeared in the doorway. Behind him were four children, who entered the room in a slow and rather solemn procession. Two nurses brought up the rear."

"We have some work for you this morning, Mr. Mason. Let us see what you can do in the art department with these little patients."

Three-year-old Malachy was the only one of the children who showed no uneasiness, so it was decided to take her picture first. But one wondered why it was necessary to take it at all. Her smiling face and sturdy little figure suggested nothing but the rosiest kind of health, as indeed she has now. The picture was taken to show the great improvement she had made.

Six months ago she was brought to the hospital suffering from curvature of the spine, and for a long time her back was kept straight by a plaster cast.

The Arabian mother who left her at the hospital has never come to see her and has apparently forgotten little Malachy. But she does not lack care. She gets rather a superabundance of it, for her sparkling eyes and little round face are very pretty, and she is everybody's pet.

The photographs in the history books of a great hospital like Bellevue show some strange and gruesome things. But a great many of the life tragedies which the evidence have a happy ending after all. The pictures taken before and after the operations very often show that there have been complete cures, meaning pain allayed and clouded lives brightened.

And often the drama is in a lighter vein. People come to the hospital suffering only from wounded vanity, caused by an unsightly nose perhaps or some other similar defect. The surgeons can very quickly make a becoming nose out of an unbecoming one. They raise the bridge and readjust the member generally to conform to the lines of beauty. The photographs show some remarkable changes in expression brought about by the improvement of the nasal appendage. The picture of one man, taken before the operation, makes him miserably insignificant and mean looking. But you look at the one taken after the work has been done, and you see a Napoleon in expression, and all because the surgeons have given him a nose of classic outline.

The lips are subject to the same transformation. When they are abnormally thick, pieces are cut out lengthwise. The lips recede from their undue prominence, and a course face becomes a reasonably refined one.—New York World.

The First Iron Bridge.

The first iron bridge ever erected in the world and which is in constant use at the present time spans a little river in the county of Salop, on the railroad leading from Shrewsbury to Worcester, England. It was built in the year 1778, and is exactly 96 feet in length. Total amount of iron used in construction 378 tons. Stephenson, the great engineer, in writing concerning it, said, "When we consider the fact that the casting of iron was at that time in its infancy, we are convinced that unblushing audacity alone could conceive and carry into execution such an undertaking."—St. Louis Republic.

The Other Way.

Proud Dame—I do not see how you could think of marrying into such a commonplace family as that!

Romantic Daughter—Oh, I'm not going to marry into his family. He's going to marry into our family.—London Tit-Bits.

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