SALES MANAGERS FORM A SOCIETY

Meet Once a Month to Plan Betterment of Conditions for Employers and Employes.

PART OF NATIONAL ORDER

Few Omahans know there is such an organization here as the "National Sales Managers' association." This orgnization is composed of well known members of Omaha's manufacturing and jobbing houses and they have been quietly pursuing the even tenor of their way for several years, without making any display or seeking publicity. The motto of the association is "Accomplishment," and they have followed this motto diligently and consistently.

It has been the purpose of the organization to effect the betterment of conditions for employers and a wider and more comprehensive grasp of business principles in general with special attention to local problems.

The association meets once each month, with a dinner preceding discussion of the subject in hand. Subjects for the year are assigned at the first meeting and each speaker is expected to know just what he is talking about. The discussions are practical and hard-headed.

L. A. Keller President.

The late Frank I. Ellick was the first president and Charles Ashton was first secretary. Robert Trimble was delegate this year to the convention at San Francisco. L. A. Keller is president and Harry Murphy secretary at this time.

Among some of the problems that have been worked out and adopted quite generally have been efficiency clubs, recreation periods for employes, uniformity in vacations for employes and a more clean division and more complete cooperation between sales departments, credit departments and advertising departments.

The organization has furnished speakers for the class in salesmanship at the Young Men's Christian association night school and for other business organizations.

The Omaha division of the National Sales Managers' association keeps in close touch with trade conditions. If there is a likelihood of the shortage of the prune crop this information is secured at once. All members of the organization are boosters and all are constantly striving to contribute something toward the general good of the city.

HERBERT L. HOUSTON IS COMING TO OMAHA SOON

Herbert L. Houston, vice president of the Doubleday-Page company, publishing the World's Work, president of the Associated Ad Clubs of the World and chairman of the League for the Enforcement of Peace, is to be in Omaha to speak before the Commercial club at a public affairs luncheon in about two weeks. The Omaha Ad club has been invited to attend this meeting jointly with the Commercial club members. The exact date of his arrival in Omaha is not definitely set.

Many Disorders Come from the Liver

Constipation, Headache, Bilious Spells indicate a sluggish liver. The tried remedy is Dr. King's New Life Pills. Only 25c. All druggists.—Advertisement.

Use The Bee's "Swapper" column.

OMAHA LAD FIRST TO GAIN CONSULAR POST.

Edward A. Dow, associated with J. P. O'Keefe in the real estate business, is the first Omaha man appointed to the United States consular service under the new civil service system applying to this branch of the public work. He has been advised of his successful examination and expects to receive instructions within a week or two, directing him to appear before the Department of State at Washington for a period of thirty days' instruction.

Under the new system Mr. Dow will not be assigned to any particular post, but will be appointed to the consular service and will be subject to transfers and promotions without political consideration.

Mr. Dow was recommended for examination by Congressman Lobeck. The examination embraced written and oral tests and included foreign languages, economics, legal subjects, commerce between this and foreign countries.

There are 289 consul generals and consuls in the service and there are about 850 in the entire service, including agents and other employes. Under the civil service plan as applied to this branch there is hope of advancement for efficiency and seniority does not necessarily apply as in the case of army promotions.

BERKEY & GAY TO EXHIBIT THEIR FURNITURE IN OMAHA

Berkey & Gay have been building furniture in Grand Rapids for half a century. Many persons of culture and refinement count among their most cherished belongings some piece or pieces of Berkey & Gay furniture, for the reason that it is artistic and distinctive.

The Orchard and Wilhelm company are Berkey & Gay's exclusive representatives in Omaha and they have arranged for a very interesting exhibit to be held in their store during the next two weeks.

This exhibit will consist of many choice specimens of Berkey & Gay work, exquisite pieces in mahogany, enamel and oak, which Omaha people are most cordially invited to inspect.

It will also be particularly interesting because by special arrangement many of the pieces will be offered during this time at reduced prices, an unusual event, for Berkey & Gay furniture is seldom found in sales.

Old Associates to Be Pallbearers at M. C. Jones Funeral

The body of M. C. Jones, well-known traveling salesman and former Omaha pioneer, who died Friday morning at his home in Salt Lake, will arrive this morning and the funeral will be held this afternoon at 2 o'clock from the First Baptist church, Twenty-ninth and Harney streets, Rev. H. O. Rowlands officiating. The pallbearers will be his former associates in business, as follows:

F. S. Keogh	R. E. Winkleman
E. E. Kimberly	R. M. Downey
F. E. Pearce	H. O. Frederick

Interment will be at Forest Lawn cemetery.

Germany Puts Up Bars on Frontier

GENEVA, Switzerland, Oct. 23.—Germany again is closed from Basel to Constance to travelers. No steamers are allowed to approach the landings on the German shore of Lake Constance. It is assumed that the closing of the frontier is to keep intelligence of the movements of German troops from escaping.

WORKINGMEN THROUGH WITH THE ULIUS ORKINS STORE

Saturday saw the completion of the building operations which have been going on for some time at the Julius Orkin store. Final finishing touches have not yet been completed, but those who visited the store Saturday were unhindered by painters or builders and so were free to enjoy an inspection of the enlarged establishment. The store now is practically doubled, occupying three floors and the basement at 1508-1510 Doublas.

Though it is the same establishment originally conducted by O. K. Scofield it would not be recognized as such now since Mr. Orkin has completely remodeled the premises. He has installed an entirely new and up-to-date entrance with display windows across the forty-four foot frontage with twenty foot depth. Other arrangements throughout the store are of equal elegance and though many favorable comments have been made they are surely few in comparison to what Mr. Orkin will receive upon the formal opening which is to be announced later.

Home Builders' Preferred Shares

Guarantee You 7% and pays more on your money

Mortgage Security Builders' Profit

Cash dividends paid on January 1st and July 1st.

Interest is computed at 7% on the present book value of your shares. No matter whether you paid $1.00 or $1.16, depending upon when you got them.

When you sell your shares you get your money back and your share of all net profits earned while you were a shareholder.

Shares advance each six months as the surplus grows.

The increase plus the cash dividends paid has earned original shareholders over 10% per annum.

Is your money earning more?

Our booklet explains fully the plan of

Home Builders

American Security Company, Fiscal Agents, Omaha, Neb.

Not $1.00 of Bonded Indebtedness.

NO JOINTS TO LEAK

WEIR ALL-STEEL WARM-AIR HEATER

GAS AND SOOT CONSUMING

Made practically of one sheet, low carbon boiler plate—cannot warp or crack—has no joints to leak. Burns the coal gases as well as the carbon—no waste—reduces coal cost 25 to 50 per cent and uses any fuel you have; requires less care; lasts longer; radiates only pure, fresh, healthful, moist air. Settle next winter's heating problem NOW. If possible come to our salesrooms and see it demonstrated, if not, write for descriptive literature telling its advantages.

JNO. BURNS HARDWARE COMPANY, 2407 Cuming Street, Omaha, Neb.

OLAF NELSON, 23 South Main St., Council Bluffs, Ia.

STANDARD FURNACE & SUPPLY CO., 411 South 10th Street, Omaha, Neb. Western Wholesale Distributors.

Heavy Hoisting

E. J. DAVIS

1212 Farnam St. Tel. D. 353

OUR GUARANTEED FIRE-PROOF WAREHOUSE

with separate locked rooms, heated piano rooms, silver vaults and other up-to-date features offers at very reasonable rates, safe storage for your furniture, pianos, rugs and other household goods.

Let Us Move, Pack, Store or Ship Your Household Goods or Pianos

Our rates are moderate, our service of high quality. Our special representative will be glad to call and give full information without charge.

Omaha Van & Storage Co.

806-818 South Sixteenth Street

Phone Douglas 4163.

YOU, Mr. Painter or Property Owner, can insure years of service and satisfaction by using—

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"THE PAINT OF PROVEN SUPERIORITIES."
A Practical Demonstration Is Conclusive Proof.
Come In and Let Us Show You.

C. R. COOK PAINT COMPANY

OMAHA'S FINEST EXCLUSIVE PAINT STORE.
1812 Farnam St. Phone Douglas 7016.

CO-PA-CO Paints That Last "Best for Wear and Weather" PAINTS AND SPECIALTIES

YOUR GUARANTEE OF QUALITY.

For a Better Appreciation of Omaha

An Introduction to "The True Story of Real Estate"

The leading real estate houses of Omaha have united to tell you "The True Story of Real Estate," to appear in the form of twenty talks. There will be no effort in these talks to sell you any one property or to boom any one part of the City, or to advertise any one firm.

On the contrary, this is a united effort to make you appreciate all Omaha Real Estate, either as an investment or home opportunity.

By reading these talks, every week, you will gain a better conception of Real Estate itself, and of the men who have real estate to sell. You will become able to buy a home or invest your money in real estate with better judgment, and consequently more satisfaction.

Watch for the first talk next week.

(Signed) EDW. R. BENSON, C. F. HARRISON, G. G. WALLACE. } Committee.

Building for September and Nine Months

The September reports of building permits issued throughout the country make another good showing. The first gain, as compared with a year previous, occurred in August, when the increase over August, 1914, was 14 per cent. September scores a more decided improvement, one of 32 per cent. The building permits of sixty-five cities for September as officially reported to the American Contractor, Chicago, total $54,965,053, as compared with $41,530,254 for September, 1914. Primarily the favorable showing is due to the sudden tightening of the money market, which occurred during the first few months of the European war. Comparing present conditions with those of a few months ago, in addition to a much easier money market, there is now observable an expansion of general business and a greater disposition to embark in construction work, also a hardening of prices in many lines of building material, which is hastening a number of delayed projects.

Of the sixty five cities tabulated below forty-six, or more than two-thirds, make gains over the corresponding period of last year, and many of the gains are very large. Dayton increases 349 per cent; Oklahoma, 351; Washington, 374; Troy, 268; Spokane, 256; St. Joseph, 278; Atlanta, 281; Indianapolis, 205; New Haven, 242; Bridgeport, 129; Louisville, 115; Milwaukee, 145; Newark, 186; Philadelphia, 162; Sioux City, 106; and Worcester, 133.

The two last monthly statements have greatly improved the record for the year to date. The total permits issued in these cities for the first nine months of the year amount to $458,464,756, as compared with $481,009,021 for the corresponding period of 1914, a loss of only 5 per cent. The detailed statement follows:

	Sept., 1915.	Sept., 1914.	Pct. G.	Pct. L.
Akron	$ 381,925	$ 286,375	33	..
Albany	340,965	267,325	27	..
Atlanta	677,745	177,804	281	..
Baltimore	595,293	390,811	52	..
Birmingham	157,974	162,315	..	03
Bridgeport	730,280	314,890	129	..
Buffalo	987,000	761,000	30	..
Cedar Rapids	129,000	254,000	..	51
Chattanooga	51,165	128,810	..	60
Chicago	8,569,600	4,925,900	74	..
Cincinnati	1,264,444	665,608	90	..
Cleveland	2,556,620	2,132,979	19	..
Columbus	504,710	491,725	3	..
Dayton	191,975	42,785	349	..
Denver	194,260	1,007,130	..	81
Des Moines	218,470	380,650	..	43
Duluth	285,321	187,829	52	..
East Orange	89,233	91,234	..	2
Fort Wayne	161,945	122,880	31	..
Grand Rapids	205,813	427,624	..	52
Harrisburg	61,175	105,450	..	41
Hartford	349,259	129,910	17	..
Indianapolis	1,235,792	411,733	205	..
Jersey City	224,113	193,822	16	..
Kansas City	779,425	565,035	37	..
Lincoln	126,713	93,650	34	..
Los Angeles	828,758	1,106,064	..	25
Louisville	506,110	283,430	116	..
Manchester	120,902	77,687	56	..
Memphis	209,635	132,160	58	..
Milwaukee	2,961,928	1,207,087	145	..
Minneapolis	945,730	881,275	7	..
Nashville	84,392	77,505	9	..
Newark	662,458	231,669	186	..
New Haven	1,478,499	431,600	242	..
New Orleans	215,819	159,277	36	..
New York City	10,813,730	11,619,179	..	7
Manhattan	4,348,267	5,475,220	..	20
Bronx	1,311,659	1,239,801	6	..
Brooklyn	3,495,913	3,522,250	..	1
Borough of—				
Queens	1,413,061	1,272,047	11	..
Richmond	244,300	109,821	123	..
Oklahoma	182,745	39,450	351	..
OMAHA	359,055	312,360	15	..
Paterson	120,681	72,783	66	..
Peoria	266,140	136,750	95	..
Philadelphia	4,731,470	1,808,155	162	..
Portland	299,820	309,140	..	3
Richmond	242,763	136,729	77	..
Rochester	564,846	667,554	..	15
Salt Lake City	284,300	401,550	..	41
San Antonio	164,535	183,125	..	12
San Francisco	1,066,912	830,081	31	..
St. Joseph	99,635	26,172	278	..
St. Louis	809,185	669,023	20	..
St. Paul	1,098,229	2,397,675	..	55
Schenectady	96,805	91,514	6	..
Seattle	671,615	556,590	..	15
Shreveport	47,259	58,677	..	18
Sioux City	171,950	84,050	104	..
Spokane	145,010	40,690	256	..
Springfield, Ill.	70,640	152,230	..	49
Syracuse	302,815	262,335	15	..
Toledo	701,648	360,358	95	..
Topeka	59,897	41,575	44	..
Troy	261,496	71,104	268	..
Utica, N. Y.	78,505	215,525	..	63
Washington	1,856,443	390,511	374	..
Wilkesbarre	118,032	84,936	40	..
Worcester	592,735	254,100	133	..
Totals	$54,965,053	$41,530,254	32	..

	Jan. 1, '15, to Oct. 1, '15.	Jan. 1, '14, to Oct. 1, '14.	Pct. G.	Pct. L.
Akron	$ 3,814,375	$ 3,402,385	12	..
Albany	2,759,700	4,650,700	..	41
Atlanta	3,793,252	3,981,521	..	5
Baltimore	5,637,601	8,011,955	..	30
Birmingham	.....	.....	..	..
Bridgeport	.....	.....	..	..
Buffalo	9,259,000	9,500,000	..	..
Cedar Rapids	1,441,000	2,236,000	..	35
Chattanooga	.....	.....	..	..
Chicago	63,318,630	62,760,710	1	..
Cincinnati	11,255,083	7,872,956	43	..
Cleveland	24,142,284	21,672,905	13	..
Columbus	5,040,050	4,853,200	4	..
Dayton	1,701,367	2,278,694	..	28
Denver	2,015,600	2,844,550	..	29
Des Moines	1,444,490	1,650,058	..	12
Duluth	2,120,213	2,300,113	..	8
East Orange	955,502	1,445,703	..	34
Fort Wayne	1,478,190	2,061,960	..	28
Grand Rapids	2,699,316	3,178,564	..	36
Harrisburg	1,491,925	1,164,925	28	..
Hartford	4,056,078	3,007,956	35	..
Indianapolis	5,967,256	7,110,342	..	20
Jersey City	3,997,451	3,212,553	23	..
Kansas City	7,818,600	9,106,360	..	14
Lincoln	1,351,649	817,413	65	..
Los Angeles	9,070,646	14,351,754	..	58
Louisville	3,247,780	3,643,690	..	11
Manchester	2,140,763	1,367,236	68	..
Memphis	2,262,938	2,753,763	..	18
Milwaukee	9,024,023	8,600,327	5	..
Minneapolis	11,177,830	12,924,940	..	13
Nashville	1,616,723	1,810,895	..	44
Newark	6,064,660	8,669,565	..	32
New Haven	5,574,732	3,337,305	67	..
New Orleans	2,341,637	2,394,896	2	..
New York City	135,625,688	118,648,045	14	..
Manhattan	61,874,908	48,727,731	27	..
Bronx	21,404,538	15,644,205	37	..
Brooklyn	33,360,653	35,937,227	..	7
Borough of—				
Queens	16,952,124	16,745,177	1	..
Richmond	2,041,465	1,593,715	28	..
Oklahoma	580,256	434,687	33	..
OMAHA	3,724,879	4,162,723	..	9
Paterson	1,028,497	1,373,205	..	24
Peoria	1,198,880	2,099,856	..	40
Philadelphia	31,451,635	30,450,815	3	..
Portland	4,047,275	5,770,185	..	30
Richmond	2,503,111	2,935,811	..	14
Rochester	6,858,810	7,570,636	..	9
Salt Lake City	1,847,609	2,597,109	..	29
San Antonio	.....	.....	..	..
San Francisco	10,283,436	24,901,565	..	59
St. Joseph	783,777	539,748	46	..
St. Louis	8,802,482	10,795,935	..	18
St. Paul	7,793,467	11,468,439	..	32
Schenectady	1,701,619	1,299,820	31	..
Seattle	4,515,695	10,536,530	..	57
Shreveport	552,595	1,099,240	..	50
Sioux City	1,543,770	1,771,229	..	13
Spokane	977,069	847,597	15	..
Springfield, Ill.	826,422	904,250	..	9
Syracuse	3,302,737	2,738,536	21	..
Toledo	5,851,948	5,263,622	11	..
Topeka	615,002	447,286	37	..
Troy	873,818	399,634	119	..
Utica, N. Y.	1,647,955	1,332,539	24	..
Washington	.....	.....	..	..
Wilkesbarre	908,196	986,203	..	9
Worcester	.....	.....	..	..
Totals	$458,464,756	$481,009,021	..	5

This is an ad for Thoughtful Young Men Who Wish to Get On in the World

When YOU Grow Old---

---Maybe you are a young man now, healthy and strong, with the rich, red blood of sturdy manhood coursing through your veins. You are happy, carefree and confident---as youth generally is. But stop and consider, for a moment, the indefinite future. What of old age?

When YOU grow old will you have enough money put by to take care of you in your helpless old age? Oh, yes, you are strong now, and with courage enough to meet any obstacle which may loom up in life's path. But, when a man's old its different. He has lost his strength, and some of his fortitude also. No longer can he meet everything in the strenuous battle of life. The harder tasks, for which the best pay is given, fall to younger, stronger men. The old fellows get the lighter, less important work—with smaller pay.

Now, the question is when YOU grow old, will you be compelled to drop back and take what work is offered you at smaller pay, or will you have sufficient wealth stored up to care for you during your declining years? There is no doubt but that, if you have not accumulated wealth, you would like to. And the purpose of this ad is to show you how and help you.

Buy property. In property your money is safe and it will grow for you. Anywhere else your money is not so safe; you can always easily get it, convert it into cash and spend it. Oh, how easy it is to spend money! But with property it is different. It is a safeguard against unwise spending. Invested in property, your money is sure to grow, so that in old age you will have a safe, sure competence, which offers security against all adversity.

Make use of the opportunities which are at hand and guard against a penniless old age. Consult the Real Estate columns of THE BEE and get in touch with the real estate and building bargains.

THE OMAHA BEE