

## IT PAYS TO ADVERTISE

Novelized by Samuel Field From the Successful Play by

ROI COOPER MEGRUE and WALTER HACKETT

CHAPTER XV. Soupsuds

Grayson," said Johnson, com-

If there is any time in the day when a retired business man should be allowed to enjoy himself in his own mature and self chosen way, it is the mur between 5 and 6. This hour "befreen the dark and the daylight" was prise; not the children's hour in Mr. Martin's house, for good and sufficient reasons, dis only son having been cast off and there being no "grands" yet any way. Telther was it a 5 e'clock tea hour, for Ir. Martin never had ten any more shi e Mary Grayson had gone. He had Lad Johnson bring it in for her once in awhile in the old days, to feed her up, but not now. His new secretary was a goose, and he packed her off, and new he found some letters to open with his own hands today, which seemed to annoy him. Disgraptlement still swayed his paternal heart when he thought of Rodney. He was torn between love and irritation where that boy was con-

He turned to the papers for consolation and held one sheet up to scrutinize the headlines. As he did so he displayed to the empty room a full page advertisement of 13 Scap-the hand of Ambrose; in fact-which by some occult influence presently impelled him to turn the paper over and glance at the last page next. The blatant sprawling ad caused him a pang of regret and disgust, and he flung it down. He took up another paper and had the same experience, then turned angrily to some letters, only to be rewarded by the sight of 13 Scap circulars fluttering to the floor when he opened the envelope -the hand of Ambrose again, in fact. Another "letter" and another-they had got a beastly way now of addressing them in retined female hands, on good stationery, so you'd think they were "Don't fool yourself. I sent that teleinvitations-followed the first into the waste paper basket.

It was a relief when Johnson presently appeared and announced a caller, though a great surprise to hear the caller's name. Mary Grayson! Now, what was this sly puss after? he speculated as he bade Johnson show her in. Come to get her old job back, he Mr. Martin decided to amplify a litsupposed. Well, she could have it at her old salary. He said this last aloud to ber as she came into the room look- pretty game, son," he said, "and, to her very sweet, he must admit. The at all unbecoming to her pretty face.

do, and the recollection took Mary back | signed Rodney. again in spite of her engrossing er- "Well," said his father, "I figured an did not interfere with the keyholes. | from Brown & James."

"Oh, then, Rodney has sent you to was his ads. plead for him," suggested Mr. Martin. know I'm here."

demanded, really curious.

tion," said Mary stoutly.

"Why doesn't Hodney make it himself?" asked his father.

"He doesn't know what it is," ex-That's something in his favor,"

Martin conceded. "I can't see much use in women tying up in men's busihers. Somehow I love the scallawag, and - it, I miss him around here!" He looked at Mary curiously as he said this, wonderlog how she and Rodhey were getting along these days and what her errand really was, though he didn't propose to give away his interuse in it. She had betrayed the true mature of things to him once. What

His reflections and Mary's business were interrupted, however, by Johnsen's entering a second time and anmanneling the last two people in the world that Mary had counted on. namely, Mr. Rodney Martin and Mr.

"Oh, the whole firm, ch?" said Mr.

Martin, eyeing Mary sharply. Mary started guiltily. For a moment she feared that Radney might hark back to that \$5,000 check his father had given her and grow jealous again. She couldn't pretend to be pleased to see him despite ber sentimental reflections just now downstnirs. She hadwanted to handle this interview in her own way. She felt as if she could have more it right, convincingly, just as a | outer feels within himself that he can clear the burdle that looms ahead. Now, here were Rodney and Ambrose of to interfere with her, and Ambrose of course would interrupt and switch her off and perhaps irritate the old gentle-off and perha man with his advertising talk. He soap trust didn't think of 13 Soap it-

Old Mr. Martin surveyed all three of liver the goods your goods will adverthem grimly, just long enough to let | tise you; that's always been our pol-R. MARTIN will see you, Miss embarrassment set in on all their faces, icy." His eyes rested on Mary last of all. This was an unfortunate lead for the the little minx had told him the truth | lenge him and draw his fire every time. | friends. about Rodney's not knowing anything | And now Rodney was his enthusiastic as to her mission here, and indeed, squire and second when the boy came in and saw her

Mary thought fast a moment, and evidently decided that the best part of "but you are too old fashioned to know senger this morning for Omaha to diplomacy this time was the truth.

Brown & James," she said frankly. Rodney looked relieved.

"That's why we're here too," he said. "Absolutely." added Peale. "Well, what is it about Brown & James?" blustered Martin. "Let me

take company." "But we're not a fake any longer," protested Rodney.

"We've actually sold some soap," himed in Peale.

"Fifty thousand cakes," Mary explained impressively. "To Brewn & James," said Rodney.

Then why did you send 'em only him about it. Rodney." five thousand cakes?" inquired old Murrin bluntly. wered promptly

shut off our supply." "And we couldn't get any more soap

anywhere," said Peale plaintively. said accusingly.

"We've still got 45,000 cakes to deliver if we can get 'em from you." went on Rodney. "Why let all that | zines alone used \$450,000 worth of money get out of the family?" he pleaded. "It's a business proposition."

"No, it isn't," said the father. "What telegram?" asked Rodney.

"The telegram from Brown & James ordering the 50,000 cakes," grunted old

Mary plumped down on a chair in dismay.

"You sent it?" she gasped.

tell the truth, I felt so sorry for you serious expression she wore was not 1 had to do something, so I sent that The room looked just as it used to "So that success is all a bluff, too?"

rand. The diamond pendulum was order like that would stall off your still swinging on the mantelpiece. Mr. creditors, and when I had fixed it with Martin bimself wound all the clocks one of our factories to let you have in the house every Sunday morning at | 5,000 cakes at 3 cents a cake I knew it exactly half past 9, when the hands | would mean some ready cash for you "But I don't want it," said Mary in | "But how did you square Brown &

response to his ungracious proposition. James?" inquired Peale, still hoping it

"Oh, I just wired 'em I'd be respon-"No. sir." said Mary. "He doesn't sible," said Mr. Martin. "And say." be added, turning to Rodney, "you had "Then what are you here for?" he a nerve to charge 'em 60 cents a cake. I had to pay the bill. That shipment "To make you a business proposi- cost me \$3,000 for \$150 worth of scap."

Penie laughed. "That isn't funny, young man," said Mr. Martin, glaring at him.

"No, it isn't," admitted Rodney. "I thought we'd really made good, and all the time it was you behind us"-

"You see, my boy," said Martin senior, "even if you did nearly trim me, I've got a sort of sneaking fondness for you. Look here, son, why not quit? There's no market for dollar soap."

"But how do you know?" Rodney objected bravely. "How do I know?" asked his father. "Because I had a letter from Brown & James a few days ago asking me what to do with the soap. They hadn't sold! a cake. I told 'em to dump it in the

Chicago river. It might help the drainage canal."

a chance," objected Rodney. "Yes," said Peale eagerly. "We only finished a great big advertising cam-

paign in Chicago two days ago." "I know the soap would have made good," insisted Rodney, "with that ery time the Miller Tobacco company trademark."

ous," said Martin, "somebody besides your poor old father would have bought | boobs," put in Peale. your seap."

more and more discouraged.

couldn't belp it. Ambrose would pop out of his jack in the box instanter if you sprang the subject of soap and advertising.

Sales Journal.

Why, Mary, what are you doing | ing swept along with them in the flood |

"I'm sorry, father." Rodney led off. "I came to tell your father about do you know the Federal Biscuit com- matters of business with the whole- city and spent a few hours here lookpany was on the verge of failing until they bit on a catchy name for crack-

Mary took a hand too.

tell you right now, I won't back any "Their trademark made 'em." Rodney went on. "They value that trademark now as \$6,000,000."

"Great stuff," he echoed. "And did you ever hear of the Wilkins safety razor?" asked Mary. "Tell

Rodney locked astonished but an safety razor for a quarter and dozens home ever since, is slowly improving. Because after we'd got that much because Wilkins was there first. You and Omaha will be pleased to learn. from one of your branch factories you buy his razor at a high price simply

"Advertising," said Mary, with a his home at Weeping Water and de- ray to spend a few hours looking afgesture she had learned from Rodney. parted this morning for Omaha where ter some matters of business and call-"And you knew it very well," Mary | "Absolutely," said Rodney, with a he will spend the day and meet Mrs. ing on his friends. Penle himself went on:

"And Andover soap in the maga- over Sunday.



space in 1915, and at 3 cents a cake wholesale that represents 15,000,000 cakes for magazine articles alone." "I don't believe it." old Martin in | county. terrupted.

a lot of other guys didn't believe and iron ships would float, or that machines heavier than air would fly, or that you send a message across the Atlantic without a wire. Pardon me, sir, but you want to get on to yourself."

Rodney. "And you'd better hurry up," added

Mary. Mr. Martin laughed grimly, "You've got a fine lot of theories, but | 4

what have you done for those 5,000 -"But you didn't give our advertising cakes of 13 Soap out at Brown & ... James'?"

"Why, we haven't really spent enough money advertising," said Peale, true to his faith. "That's the trouble." "That's true." Rodney agreed. "Ev-"If your trademark was so marvel- by appropriating \$200,000 to boom it." "And I suppose they are a lot of

"And think what other firms spend." In the meantime Peale had grown said Rodney. "I've gone into this thing, father. Think what national ad-"Oh, what's the use? He doesn't vertising is accomplishing. It sells aubelieve in advertising," he said pathet- tomobiles, vacaum cleaners, talking machines, rubber heels, cameras, wash-"Oh, yet, I do," Mr. Martin objected; ing machines, foods, clothes, shoes, "sound conservative advertising, but paints, houses, plumbing, electric irons,

Sales bills done quickly at the

## **Local News**

From Friday's Daily.

Ed Steppat of Blair, Neb., arrived in this city Tuesday for a few days visit with relatives and friends in this vicinity.

W. G. Meisinger was among the isitors in the city today driving in o attend to some trading with the merchants for a few hours.

Mrs. Edward Donat was a passenger this morning for Omaha, where she will visit at the Immanuel hospital with Mrs. Matt Sedlock for the day.

Wililam Wehrbein came up this morning from his home near Murray pending a few hours looking after ome business matters with the mer-

Adam Meisinger was in the city yesing back, and she followed and longest. A fairly perceptible old soap king to have made. To doubt terday from the vicinity of Cedar aim upstairs with beating change crept round his firm old the efficiency of his ads, was to strike Creek, attending to some trading with mouth as he did so. He was satisfied at the vitals of Ambrose Peale, to chal- the merchants and visiting with his

> A. A. Wetenkamp drove in yester-Both boys drew good long breaths day from his farm home near Mynard there, he exclaimed in genuine sur- and began on their favorite themes, and spent a short time in this city Poor Mary felt that she, too, was be- looking after some trading with the from Omaha to spend Sunday at the the State Banking Board, J. M. Rouseurs,

City Clerk John Nemetz was a pasthe modern way of advertising. Why, spend a few hours looking after some

Philip H. Tritsch and wife came in this morning from their home west of "And since then they have had over this city and departed on the early

they will visit for the day. Charles L. Graves came up last evening from his home at Union and Peale had listened with grim satis- spent a few hours here visiting with evening from her home at Nehawka

fter some matters of business. Mrs. Harriet A. Sharp, who had a "It costs you \$5," said Rodney, very dangerous fall about two months ber dealer, was in the city yesterday Current expenses, taxes and interest "Don't you know there's a mighty good ago and who has been confined to her for a short time visiting with his Due from nat'l and state at a dollar? But you use the Wilkins which her many friends in this city ters of business.

has been here visiting with his broth- ters of business and visiting with er, Eugene Setz, and wife for a short their many friends. time while en route home from Tal- Misses Nellie Brown and sister, 1. H. A. Guthmann, Cashler of the above mage, where he has been visiting his Miss Della Brown, were among those named bank, do hereby swear that the mother, departed this morning on the going to Omaha this afternoon to the report made to the State Banking Board.

ter, Mrs. Tom A. Gradoville, were cperated on last Monday. the day with Mrs. Matt Sedlock at and departed on the early Burlington covering from an attack of ap- Miss Nettie Smith, for the metropolis pendicitis.

W. G. Meisinger drove in from his | A. W. Leonard of the vicinity of farm home west of this city this Murray was a passenger this mornmorning and spent the day visiting ing for Omaha where he goes to acrelatives and friends and attending to company his wife home from the Presbusiness matters. While here Mr. byterian hospital where she has been of the voters, at the primaries on Ajril Meisinger took time to call at this of- for some time recovering from an 18th. fice and have his subscription to the operation. Daily Journal extended for another vear.

Meisinger of Cedar Creek drove to to some business matters. He was a candidacy of John Wunderlich for rethis city this morning for a short visit | pleasant caller at this office and while | with county seat friends and to attend here renewed John Meisinger's sub- Cass county, subject to the will of the to some important business matters. scription to the Plattsmouth Journal. voters at the primaries on April 18th. While here Mr. Kaffenberger called "And we couldn't get any more soap." at this office and ordered the Plattsmouth Journal sent to his address in order that he might be kept posted on the happenings throughout the

Mr. and Mrs. Philip Tritsch came "Yes," said Peale irreverently, "and over from Thurman, Iowa, yesterday Mr. and Mrs. W. H. Freese. at noon to attend to some important business matters and visit relatives and friends for a short time. Mr. and Mrs. Tritsch removed from this vicinity a week or so ago and will make their home in the future on a farm "Yes, father, you certainly do." said near Thurman. We are sorry to lose

> cojesjosjesje sjesjesjesjesje sjesjesjesjesje, sjesjesjesj W. A. ROBERTSON. Lawyer.

> > East of Riley Hotel. Coates' Block, Second Floor.

COL. WM. DUNN.

WEEPING WATER. NEBRASKA

**AUGTIONEER** 

Satisfaction Guaranteed

I am always after the High Dollar for Your Goods.

the Tritsch family from our midst, REPORT OF THE CONDITION but wish them happiness and prosperity in their new home.

From Saturday's Daily.

Ben Dill of near Murray was in the Incorporated in the state of Nebraska, at the city today attending to some matters of business and visiting with friends.

James W. Holmes of Murray was Loans and discounts. in the city visiting with his friends | Overdrafts | Bonds, securities, judgements, ciains and looking after some matters of

home today to visit for a few hours cash items attending to some trading with the Due from national and state banks Frank Vallery of Murray was in the

city for a few hours today calling on his many friends, having motored up rom his home. A. B. Fornoff of near Cullom was in

ing with friends. George P. Meisinger was in this Depositor's guaranty fund. city today from the vicinity of Cedar

with the merchants. Paul Heil came down this afternoon home of his parents, Mr. and Mrs. W.

H. Heil, in Eight Mile Grove. Mrs. Georgia Creamer came up this day of March, 1915. R. B. WINDHAM, Notary Public. morning from her home south of this ing after some trading with the mer-

Will Rummell came in yesterday from his farm home near this city 400 lawsuits to protect it," quoted Burlington train for Omaha, where and spent a few hours looking after some matters of business with the

> Mrs. J. M. Palmer came up last his son, Harry, who came down from to visit for a short time at the home Omaha to spend a short time looking of her brother, Sheriff C. D. Quinton.

Paul Roberts, the Cedar Creek lum- Banking house, furniture and fixfriends and looking after some mat- Checks and items of ca-

S. R. Smith came up yesterday from afternoon from his home near Mursmith who is coming up from their | William Puls of Murray and P. A.

home, and they will enjoy a visit here Hild, one of the prominent young Individual deposits subject farmers of that locality, were in the Time certificates of deposits state 75 T. C. Setz of Nickerson, Neb., who city Saturday attending to some mat- Cashler's checks ourstanding 1933 51-170 201 47 Depositor's guaranty fund. ..... 1,243 30

early Burlington train for his home. visit their father, Dr. Brown, at the Atlest. Mrs. Joseph Sedlock, sr., and daugh. Nicholas Senn hospital, where he was among those going to Omaha this George Smith came up this morn-

morning, where they will visit for ing from his home south of this city the Immanel hospital, where she is re- train in company with his daughter, where they will spend the day.

> Philip Fornoff of Cedar Creek drove to this city this morning and spent

August Kaffenberger and Clarence the day visiting friends and attending

Charles L. Freese, wife and little son departed this morning for their home at Scottsbluff, Neb., after a two weeks' visit here with the parents of didate for state senator on the repub-Mr. Freese. They were accompanied lican ticket from Cass and Otoe counto Omaha by Mr. and Mrs. D. C. York, ties, subject to the will of the voters Mr. and Mrs. L. V. Copenhaver and at the primary election.

Mr. and Mrs. Henry Horn of Cedar Creek drove to this city this morning for a visit with county seat time to call at this office and have his | will of the voters at the primary April subscription to the Daily Journal ex- 18th. tended for another year and renewed the subscriptions of Mrs. George Nickel at Pekin, Ill., George W. Horn at I wish to announce to the voters of Plainview, Neb., and J. J. Horn at Cass county that I have filed on the Creighton, Neb., who are taking the democratic ticket for the office of Plattsmouth Journal.

Sawing Native Lumber.

R. L. Propst has his saw mill in operation at Mynard. All desiring any lumber sawed, bring in your logs at once, as the mill will be moved as soon as the yard is cleared of saw-2-28-1wk-d&w

NOTICE OF ADMINISTRATION. In the County Court of Cass County, of Cass and Otoc counties. Nebrasks. In the Matter of the Estate of Adam Kurtz, Deceased. All persons interested in said ostar re bereby notified that a polition to deceased died leaving no

paints, houses, plumbing, electric irons. paints, houses, plumbing, electric irons. fireless cookers, mostly to a lot of people who'd never even hear of 'em it it weren't for advertisements."

18 to 20 years experience is fireless cookers, mostly to a lot of people who'd never even hear of 'em it it weren't for advertisements."

18 to 20 years experience is his estate, and that a hearing will be his estate, and that a hearing will be his estate, and that if they fail the office of state representative sub-like who it is appear at said Court March, A. D. 1916, and that if they fail to appear at said Court on the will of the democratic votate appear at said court on the same at said court on the same at the general primary on April 28th day of March, 1916, at 9 o clock, a. m. to contest said petition, the Court of the will of the democratic votate appear at said court on the same at said court on the same at the general primary on April 18. Your support will be appreciated.

18 Tour support will be appreciated.

19 JOHN MURTY, may grant the same and grant admin-istration of said estate to Adam M. Kurtz or some other suitable personand proceed to a settlement thereof. ALLEN J. BEESON.

County Judge. 3-6-3 wks

## Plattsmouth State Bank

of Plattsmouth, Nebraska Charter No. 786 close of business. February 24th, 1916.

Tom Ruby came in from his country Current expenses, taxes and interest Silver, nickels and cents

Capital stock paid in ..... trading with the merchants and visit- Time certificates of deposit Certified checks..... Notes and bills re-discounted

Total ...... \$255.262 67 Creek, looking after some trading STATE OF NEBRASKA. 188 L.J. M. Roberts COUNTY OF CASS 1 1. J. M. Reberts, caseler of the above named bunk, do hereby swear that the above statement is a

> Attest: W. H. Newell, Director, J. H. Becken, Director, Subscribed and sworn to before me this this

REPORT OF THE CONDITION

CHARTER NO. 678

Of Murdock, Neb., Incorporated in the State of Nebraska, at the close of business, February 24th, 1916.

Leans and discounts a construct 8 150 400 54 

STATE OF NEBRASKA LOS

JERRY E. McHUGH, Notary Public

ANNOUNCEMENTS.

For State Senator. I will be a candidate for the democratic re-nomination for state senator from the district composed of Cass and Otoe counties, subject to the will JOHN MATTES,

Nebraska City.

For County Sheriff. We are authorized to announce the commation for the office of sheriff of 18th day of April, A 1/ 1818.

For State Senator. I hereby announce myself as a can-

ANDREW P. MORAN.

For County Sheriff.

I hereby announce myself as a canfriends and to attend to some business didate for sheriff of Cass county on matters. While here Mr. Horn took the democratic ticket, subject to the G. H. MANNERS.

For County Attorney.

county attorney. I will appreciate your support and if elected will do my best to fill the office faithfully. J. A. CAPWELL.

For State Senator.

I hereby announce that I will be a candidate for the office of state senator at the primaries held on April 18th, subject to the will of the republican voters of the district, composed

A. F. STURM, Nehawka, Nebraska.

For State Representative.

I hereby announce my candidacy for . W. A. HOBERTSON, JOHN MURTY. Alvo, Nebraska.

Read the want ads in the Journal.

LEGAL NOTICE. lotice to Non-Resident Defendar

NOTICE OF SUIT TO QUIET TITLE. in the District Court of the County of Cass, Nebraska. Sidenie Brenmes, Flightill, ...

he order of the Court.

tou are required to answer said extition on or before Morday, April 9, A. 40 1516 or your default will be uty entered therein. SIDONIE REAMES.

FOR RENT.

2-28-4wks

6-23-6td-2tw

FOR RENT-Twelve acres, close in, eight-room house, large barn. Also A 5-room cottage. R. B. Windham.