

Retailers Hear Talk on Service by Omaha Man

J. J. Halsey of Omaha Stresses Importance of Merchandising Manager in Store.

The merchandising manager is an important cog in the machinery of the modern store, according to J. J. Halsey, merchandising manager of Burgess-Nash company, speaking yesterday to the Federation of Nebraska Retailers in Hotel Fontenelle.

"Real merchandising is the ability to analyze what is accomplished through the processes of buying and selling," Mr. Halsey said. "The merchandising manager co-operates with the department managers and he makes a careful study of the movement of stocks. He endeavors to know when and what to buy to obtain the best results."

Mr. Halsey stated that the present type of manufacturer's salesman has an idea of fairness and is working with the merchandising manager.

"Service is the most important part of merchandising," said Mr. Halsey.

T. K. Kelly of Minneapolis, president of the Kelly Sales system, addressed the retailers.

Warning to retailers against heavy buying on a "sellers' market," as termed the present wholesale price trend, was sounded yesterday morning.

Harry K. Thaw Granted Leave to Visit Mother



Harry K. Thaw.

Philadelphia, Pa., Feb. 20.—Harry K. Thaw, slayer of Stanford White, who is an inmate of the Pennsylvania hospital for mental and nervous diseases in West Philadelphia, was today granted a 10-day leave from the institution to visit his mother in Pittsburgh, Pa. The application permitting Thaw to leave was granted by the common pleas court which committed him to the hospital. The leave is effective tomorrow. Thaw will go to Pittsburgh under guard.

by V. G. Lyford of Falls City, Neb., president of the State Dry Goods and Ready to Wear association, meeting at Hotel Fontenelle in connection with the retailers' convention.

Mr. Lyford, in addressing his group, declared that general business conditions today are better than they were a year ago, and said that his own business for January showed an increase of 7 per cent over January, 1922.

He commented on advancing wholesale dry goods prices and said that in his opinion, many of the advances are unwarranted. He urged his hearers to use caution in their fall buying, in order not to load their shelves with goods which it might prove difficult to move.

The state retailers will conclude their seventeenth annual convention today.

State association meetings were held yesterday afternoon.

The annual banquet of the Paper and String club was held last night at 7 in the ball room of Hotel Fontenelle. The program was furnished by the Omaha Associated Retailers.

Pawnee Officials Add Section to Patrolled Road

Pawnee City, Neb., Feb. 20.—The Pawnee county commissioners have added a portion of road to the county patrol road system, extending from the Topeka-Omaha highway just east of Steinbauer to the federal highway just west of Mayberry, and this stretch will be reworked immediately.

Clyde Bischoff has been named patrolman for the section and has already gone to work on it.

Restraining Order Is Placed Against Insurance Officers

Petition Eiled by Central Life Members to Prevent Company From Leaving Omaha.

Annual meeting of the Central Life association, in its headquarters at 328 Leffing building yesterday, resulted in a petition being filed in district court to prevent officers elected from taking office or removing company records.

District Judge Goss granted a temporary restraining order. Philip E. Horan, whose law firm asked for the order, declares that the officers elected probably would move the company headquarters from Omaha to Minden, Neb., where its headquarters were originally, and that it is partly to prevent this move that the petition was filed.

Object to Proxy Vote.
The petition, which is brought in the name of Ernest A. Conaway of Omaha, relates that J. L. McPheeley, Minden attorney, announced at the meeting that he had 58 proxies to vote, that the members present objected to these proxies being voted because they had not been filed five days prior to the company meeting, as is required by the company by-laws.

It relates that the chairman of the meeting permitted these proxies to be voted, regardless of protest, and alleges that the chairman's action was the result of a conspiracy "to keep the control of the company from its members," and that the officers elected with the aid of the proxies threaten to remove office records and records of the election from Omaha.

Nine Named Defendants.
The petition makes J. L. McPheeley, A. Bostram, C. J. Daxman, Ed Peterson, S. J. Johnson, Oscar Bloom, Peter Carlson, J. L. Huld and J. H. Jensen defendants, and in addition to asking that they be restrained from taking office as directors, it requests that the following men, all of Omaha, be declared the real directors: C. R. Pino, M. A. Nye, C. E. Lowry, C. W. Sears, Gpy McKenzie and C. L. Dindinger.

These men were nominated by the 40 members of the company present, and would have been elected directors had not the proxies been voted, according to the petition. Moreover, these men favored keeping the company headquarters in Omaha, according to Attorney Horan.

The Central Life association is a mutual company, and has been in existence for many years, Mr. Horan said. McPheeley did not announce he had the proxies until after nominations had been made, the petition states.

More than 28,000 patents were issued by the United States patent office in 1922.

Feature Transactions of Livestock Exchange

Farmingdale, S. D., was represented on the cattle market yesterday by Adolph Mailman, who brought 10 carloads of 2 and 3-year-old steers, the most of which brought \$7.75 a hundred.

"There has been a scarcity of moisture in my section and as a result there was but little wheat put in last fall," he said. "Blizzards in November caused many cattle losses around Farmingdale, but as my cattle were protected by a good growth of timber I did not lose a single head."

"Although there are a great many cattle on feed near Wisner heavy steers are scarce," said Otto Keller of that place, who is a member of the Rock Island stock exchange, which he received \$9.50 a hundred. Mr. Keller said he had been experimenting in feeding cattle on ground corn and alfalfa and that he had found it very satisfactory, the ground corn making a roughage that prevents scouring.

Heavy cattle have been moving out of the Pender section and as a result could be secured, according to H. C. Gralheer of that place, who was on the market with a shipment of 17 head of classy Hereford steers, that tipped the scales at 1,503 pounds, for which he received the top price of \$9.50 a hundred.

Mr. Gralheer said he had been trying for two weeks to get cars to ship his cattle to market. He said there was not many big cattle left, but a lot of lightweights were being fed for a later market.

Thomas Hearing Testimony Is Received by Committee

Members of a special committee of the City council have received a transcript of 569 pages, containing the testimony offered at the recent hearing on remonstrances filed by Elmer E. Thomas, executive secretary for the committee of 5,000, against granting of licenses to various soft drink parlors and pool halls.

Members of the committee are Commissioners H. W. Dunn, Joseph Koutsky and D. B. Butler. On account of the illness of Mr. Dunn, action by the committee will be deferred.

It was alleged in the Thomas complaints that the places mentioned in his list had violated laws against sale of liquor and of gambling. Many of the cases were later dismissed on motion of Mr. Thomas who explained that he could not substantiate the charges made.

Mrs. Bursik Funeral.

Funeral services for Mrs. Barbara Bursik, 51, who died Monday at the home of her daughter, Mrs. Louise Zedlak, 1903 South Sixth street, will be held this afternoon at 2 from the home of another daughter, Mrs. Anna Chatek, 2759 South Twelfth street.

In addition to her two daughters, she is survived by her husband, Matthew, and by two sons, Matthew, Jr. and Ludwig, and by six grand children. Burial will be in Bohemian national cemetery.

Stockmen Plan Junket to South

South Omaha Boosters to Attend Texas Cattle Growers' Meeting.

About 60 Omaha commission men, cattle feeders, and others interested in the livestock industry here, will make a pilgrimage to the convention of the Texas Cattle Growers' association at El Paso, Tex., March 13, 14 and 15, the guests of A. Petersen, assistant general livestock agent for the Rock Island railroad, it was announced yesterday.

The trip will be made in three special Pullmans. The party will leave Omaha, Friday, March 9, and will stop off at Wichita, Saturday to visit the Wichita market. Saturday will be spent in Oklahoma City, Monday in Amarillo, Tex., the travelers arriving in El Paso, Tuesday morning.

Elaborate program for the entertainment of delegates to the convention has been prepared. W. P. Cox, president of the Omaha Livestock exchange, probably will be a member of the party.

The object of the junket is to acquaint the stockmen of the south with the fact that the feeders of the corn

belt are eager to get into closer relationship with them, and that the Omaha market offers every facility to bring the two groups together.

Following the convention, the party will split, part returning to Omaha while the remainder continues its trip to the Pacific coast, returning by way of Salt Lake City.

David Edgerton, Pawnee Pioneer, Buried Friday

Pawnee City, Neb., Feb. 20.—Funeral services for David Edgerton, pioneer resident of Pawnee county who died at Rulo, Neb., last Friday were held at the First Methodist church. Mr. Edgerton removed with his wife to Rulo to live only a short time ago, always having been residents here. Interment was made in the Pawnee cemetery. The local Masonic lodge, of which the deceased was a member, conducted the ceremonies at the grave. He leaves a wife, many children and an aged mother and father.

Bandits Rob Quarry Safe of 4,000 Dynamite Caps

Beatrice, Neb., Feb. 20.—(Special)—Bandits last night blew the safe at the Davis stone quarry, east of Blue Springs, from which they procured about 4,000 dynamite caps and other explosives used in blasting work. The safe was destroyed. It is believed to be the work of bank robbers who needed a fresh supply of explosives.

French Military Plane Makes Six and Half Hour Flight Without Pilot

Paris, Feb. 20.—A pilotless French military airplane yesterday made a flight of six and a half hours. The plane could have reached Berlin, Vienna, Rome or equivalent distances without the touch of a human hand.


A pilot was sent up with the plane, but he did not touch the controls during the flight. Two miles below he could barely see the group of engineers or Orley field make the plane ascend, descend, loop and bank itself at just the right angle in making turns. It responded instantly to wireless control.

The apparatus is called Aveline control. It has two pistons working at arms, which are driven by compressed air. Mercury tubes, making or breaking contacts with the tilting of the ship, constitute the heart of the control apparatus. The apparatus will have not only military value, but for commercial aviation it will serve as a safety device.

Man Released Saturday Fails to Appear for Trial

Frank H. Monroe, scheduled to appear in municipal court Tuesday for retrial on a charge of assault and battery, following his release by District Judge Goss last Saturday on a writ of habeas corpus, failed to show up.

County Attorney Henry Beal said Monday Monroe would be arrested for new trial.



Dr. Burhorn's
Chiropractic Health Service

Colds, Grippe, Fevers and throat troubles respond quickly to our methods as well as headaches, lacerations, liver, stomach and kidney troubles.

House calls made when unable to come to the office—office adjustments are 12 for \$10 or 20 for \$25—Office equipped with 12 private adjusting rooms and complete X-Ray laboratory.

Suite 414-26 Securities Bldg.
Cor. 16th and Farnam Sts.
Phone JA 5347 Lady Attendants

WOMEN! DYE ANYTHING NEW FOR FEW CENTS

Dresses Kimonas Draperies
Skirts Curtains Gingham
Coats Sweaters Stockings
Waists Coverings Everything

Diamond Dyes

Buy "Diamond Dyes"—no other kind—and follow the simple directions in every package. Don't wonder whether you can dye or tint successfully because perfect home dyeing is guaranteed with Diamond Dyes even if you have never dyed before. Just tell your druggist whether the material you wish to dye is wool or silk, whether it is linen, cotton or mixed goods. Diamond Dyes never streak, spot, fade, or run.

THE BRANDEIS STORE

Invest in Master Made Furniture

And Reap the Dividend of the "Home Beautiful"

February Furniture Sale Prices Are Low

Furniture May Be Purchased in This Sale as at Other Times

On Our Easy Monthly Payment plan

Wednesday's Value-Giving Features



175.00
Four-Piece
Bedroom
Suite
129.00

Dresser, Chiffonier, Triplicate Mirror, Toilet Table and full size Bow-End Bed.



Dining Room Tables

At Remarkable Low Prices in the February Furniture Sale

65.00 Quartered Golden Oak Dining Table	38.75
Polished top, 54 inches in diameter, extends to 96 inches	
65.00 Quartered Fumed Oak Dining Table	38.75
54-inch top extends to 96 inches.	
75.00 Quartered Golden Oak Dining Table	42.75
Polished top, 60 inches in diameter, extends to 96 inches.	

215.00 Eight Piece Dining Room Suite 159.75

Combination walnut and oak suite with 60-inch buff top, oblong table, 5 side chairs and 1 arm chair with tapestry covered red slip seats.

Seventh Floor

Low Prices on "Wear-Ever Aluminum"

A factory-trained expert will be here to demonstrate the widely known Wear-Ever aluminum. She will bake delicious griddle cakes without smoke, grease or odor. You may do the same in your own home, too, if you use this special Wear-Ever aluminum griddle. 1.29

Wear-Ever Extra Heavy Skillet—Special	1.75
Wear-Ever Deep Cake Pans—insures fine baking. Special	29c
Wear-Ever Double Boiler—Two utensils in one, 4 1/2-1 1/2	1.95
Wear-Ever Flat Bottom Bottom Stew Pans—1 quart size	29c
Wear-Ever Flat Bottom Bottom Stew Pans—2 quart size	59c
Wear-Ever Pudding Pans—With straight sides, at	49c
Deep Pie Plates	30c
Wear-Ever Windor Kettle—Excellent for pot roasts, special	1.59

Fifth Floor—West

Special Offering of WALL PAPER

Continues Three Days More

Closing Out a Large Jobber's Purchase at a roll, **11c**

Papers suitable for every room in the house, regular 25c to 45c values.

Two-tone papers for living rooms and halls. Beautiful tapestry papers for dining rooms, parlors and halls. Large selection of bedroom papers, florals, satin stripes and chintzes. Varnished tiles, washable papers for kitchens and bathrooms. Floral and conventional cut-out borders to match all sale papers. Duplex oatmeal papers in all shades.

No phone or C. O. D. orders. All sales are final. Fifth Floor—West All papers priced by the single rolls.



THE BRANDEIS STORE

Mina Taylor Dresses

Designed in Omaha—Manufactured in Omaha—and Sold in Every City in America—Are Now on Sale on Our Third Floor

Come Today and Examine THESE Famous Dresses

—They Are For—
Porch Wear Garden Wear
"At Home" Wear
Kitchen Wear and Street Wear

A Triumph for Omaha

Priced 1.59, 2.25, 2.98, 3.98, 4.98, 6.98

This is what the Gilchrist Co. of Boston, in their ad about this wonderful Omaha product, says:

"These 'different-looking' Wash Dresses can be found only in the very best stores in every large city of the country! You will find smart women wearing these different models on the street, in the garden or 'at home' in the kitchen! They are delightfully new and perfectly made of quality materials, because the Mina Taylor trade mark means: Beauty, style and economy! The crisp, new look and air of freshness will appeal to you! Their perfect proportions, smart lines in the size 52 or the size 16, generous skirt hem, and perfectly finished seams, buttonholes and trimmings, all proclaim them Mina Taylors!"