## EMERSON SMITH ON "AOVERTIIING"

 TODAY AND SATURDAY 3 Times Each Day, 2:30, 7:20 \& 9"The Little Girl Next Door"

MONDAY
Night, Nov. $13-\$ 2.00$ to 50 c
The N. Y. Winter Garden
A WORLD OF PLDEASURE Special Train 11 cars.
Nine Scenes 125 People- $90 \%$ Girls NEXT TUESDAY Four Times Daily-2:30, 7, 8:30, and 9:3
Endorsed by Press, Public and clergy and Pronounced "HumanWHERE ARE

MY CHILDREN? CHILDREN NOT ADMITTED


Lincoln's Popular Playhouse
Thursday, Friday, Saturray
LOVETT'S CONCENTRATION LOVETT'S CONCENTRATION
Mystery-Music-Science-Mirth
ORIP "GRIP OF EVIL" PATHE NEWS
13th Interest-Com-A Rural Romance
pelling Chapter
LK-O Comedy ALEXANDRIA
"Master of the Xylophe"
Time- $2,7,9$. Matinee 10c; Night

of lectures, theses, etc. This can only be done by buying or ranting a typewriter.
Special rates to students. Phone or call at
L. C. Smith \& Bro. Typewriter $\hat{C}$. LINCOLN, NEBR.

SPEAKS TO UNIVERSITY COMMER CIAL CLUB ON NEW SCIENCE

Advertising a Personal Message"-
"Based on the Likes and Dislikes of Men"
"Adyertising is a personal message from a man who knows to a whole lot who don't know, and the advertiser
must present his commodity so that must present his commodity so that
it will fit in with the habits of the men to whom he appeals." So declared Emerson Smith of the Lincoin Ad
club in his talk to the University Commercial club at 4 oclock yesterday afternoon on "The Psychology of Advertising."
To le successful, advertising must
be based on observation of the likes be based on observation of the likes
and dislikes of men and then these and dislikes of men and then these
likes must be carefully appealed to likes must be carefully appealed
Mr. Smith emphasized the importance of habit and memory in the advertising field and the misuse that is often made of advertising by appealing to the emotions. The reason for the suc cess of so many "cureall" medicines is the fact that many people picture
themselves as the sufferer and fancy themselves as the sufferer and tancy
themselves taking the cure, accepting themselves taking the cure, accepting
the advertisement on its appeal to he advertisement on ts appeal
their feelings and not on any tro that it might contain
It is only of late years that adver tising has been made a sclence, but in that short time many universities have added advertising to their commercial courses, according to the speaker. Mr. Smith stated that the
miversity men who have this early university men who have this early
training will be well fitted to develop the advertising system.

GERMAN DRAMATIC
CLUB INITIATED

Twents-one new members were in itiated into the German Dramatic club Wednesday evening in Faculty
hall. The initiates demonstrated their dramatic ability," Magdeline Craft. '16, who directs the plays given three short plays, The Fall of the
Apple.' 'The Road to Buffalo.' and a Apple, 'The Road to Bufraio, and
operatic scene, 'Two Grenadiers'" The old members presented a play,
"Modern Drama." It was distinguishModern Drama." It was distinguish-
ed by having living scenery. The characters were:

Scene shifter........Alfred Hinze.

JAP GIRL LEARN
WHAT A QUIZ IS-
USES DICTIONARY
Miss Midzuho Takahathif, the Japanese student in Huron college, is
getting on rapiday in learning the pe culiar taloms and phraseology of the American people.
But there are many things not idinmatic but in everyday use for us
which Miss Takahasht has never learned in her eimht years' stady of "book English" in Japan.
One of chese is a "quiz."
When Protessor 0 . R. Overman an When Protessor $O$. $R$, overman thed to his clask in chemistry that there would be a "quiz" on the fol-
lowing day, Miss Takahashi didn't get the point. But after class nhe retreated to the dictionary and there she found: "Juiz-An exercise conducted cly These words meant much more to her than the other.
took her first "quis" and is now rejoicing in the fact that she was successful in passing it.-Ex.
Columbia-Two freshmen were the successfol competitors for the semifinals in the varsity tennis meet. This
is the first time that the varsity title is the first time that the varsicy
has gone to a frebhman, and that the has gone to a freehman, and that the
rumnerup should also be a freshman. -Ez.
Purdue-Just a quotation from the dally paper of Purdue: "Rooterib' hate will be in prominence in the rootors' nection during the game. Meg-
apibones may be procured at the west aphones may be procured at the west
end of the bleachere before the game.
gloves
FOR
BELTS

## Young Men "Who Care"

HART, SCHAFFNER \& MARX young men's

Suits and Overcoats, $\$ 17.50, \$ 20.00$, $\$ 22.50$ and $\$ 25.00$ SCHOBLE, STETSON AND tRIMBLE HATS
Our
athletic defartment

SFAULDING, GOLDSMITH AND ASHLAND SPORTING GOODS


OUR SHIRT DEPARTMENT Has For Your Selection MANHATTAN, YORKE, KINGLY AND
deluxe shirts of value MUNSING AND SUPERIOR UNION suits

INTERWOVEN," EVERWEAR AND 'DEPENDON' SILK, FIBER AND LISLE HOSIERY

NECKWEAR OF CLASS The Big Assortment

## ARMSTRONG'S

GOOD CLOTHES MERCHANTS


