in Saturday Evening Post

This weather is extremely warm, which causes a great many people to put off till tomorrow what should be attended to to-day. But we always have the wide awake

We have a customer for a new 6 or 7-room modern house on a full lot in the Hanscom park or West Farnam districts. Will rent and pay one year's rent in advance, or buy with a reasonable payment down. WHO WILL BUILD?

4% PER CENT MONEY TO LOAN ON GILT-EOGED REAL ESTATE security. ALSO WRITE FIRE INSURANCE. GEO. P. BEMIS REAL ESTATE CO. (Established 1808.)

Telephone 585. Paxton Block RE-434 21

Tel. 829. V. SHOLES COMPANY. 310 N. Y. Li'e. THIS is but to REMIND you that WE have bargains, but if we were to chase y u this weather you would probably object.

BUT, if you want a fine residence for 33% per cent buy the Barton place, 21st and California. Nothing like it ever offered.

If not so much, see 1127 S. 31st st., Harscon Place, 50x150, 8 rooms, moders, fine street Place, 50x150, 8 rooms, moders, fine street, trees, etc. Owners ready to give possession any day and are anxious to sell, as they are to leave the city.

1010 N. 24th st., 7 rooms, close in, east front, all specials paid and we are going to sell investigate this.

OMAHA HEIGHTS, high, sightly, cool and CHEAP, only \$750 for 5-acre block. To see this is to buy it. If you don't want to buy don't go and see it, for the view will carry you away and you will spend your money. D. V. SHOLES COMPANY. RE-417 :1

FOR SALE, 7 lots from 12 to 18, block 1, \$400 each; 5 lots, from 4 to 8, block 4, \$150 each, Dominion st., VanCamp's addition; 2 blocks the street car, 2 blocks from Riverview park; easy terms. John Bluett, \$221 Seward st.

8 COTTAGES and lots for sale cheap; So. 17th St., 2462. Inquire in brick house in rear. RE-ME6 27*

VACANT LOT. \$1,650, east front, on 75th st., one block north of Farnam. BEST BARGAIN IN THE WEST FARNAM DISTRICT.

DESIRABLE DWELLING of 6 rooms, per-celain bath, closet, sewer, gas, paving tax all paid, near Sherman ave. and Corby, a bargain, price \$1,6.0.

E16 Charles, modern house of 12 r.oms, lot 62x130 feet, price 12,800. FARM OF 35 ACRES north of Florence, 25 acres in crops, balance good timber; owner will sell at a sacrifice. Call for particulars.

For anything in REAL ESTATE, LOANS, RENTALS or FIRE INSURANCE SEE

GARVIN BROS., 1613 FARNAM ST RE-416 11

R. C. PETERS & CO., 1702 Farnam St.

DWELLING HOUSES.

In southeast part of town, near Union depot, 2 houses, lot 66x132, city water, paved street, to be had cheap.

In North Omaha, house and full lot, clear of incumbrance, only \$150; enap for someone. Come carly. Five nice lots in Bedford Place, 3 of which are on paved street; pavement paid for. Price only \$800,

Burt county land to trade for city prop-

Good hardware business in eastern Ne-

R. C. PETERS & CO., RE-396 21

DWNER old, must sell mortgaged York farm; no trade Box 288, York, Nob.

THE best offer received before August 1 for lot 23, block 1, Potter's add. to Omaha, will buy it. Am a resident of New York City and tired of paying taxes. Address Gue, 2728 Broadway, New York. —RE LOTS, 28th and 29th Fairment Place, on layorable terms, Adarsis F. H. Kappen, 133 West Water st., Milwaukee, Wis-

RE-

HOUSES FOR SALE. HOUSES FOR SALE.

1.375 FOR 4-room house, good east front lot, city water, sewer, paved street and permanen sidewalk; on car line, three blocks west of High school.

1.775 for 7-room house, same location, with all special improvements in and paid for GEORGE & CO., 16:1 Farnam St. RE-M2.5 11

SEE HENRY B. PAYNE, 601 N. Y. LIFE.

WHAT HAVE YOU TO TRADE FOR tock of stationery, good stand, Chicago,

74,200. Vacant corner, 190x125, Chicago, 15,800. 120 acres 8 miles west Kearney, \$10, 160 acres close Lodge Pole, Cheyenne county, 85, 120 acres close Ogaliala, Keith county, 15, Together or separate. er or separate, STRINGER, Paxton Block, RE-M20121

EIGHT-ROOM two-story well built house at 3217 North 26th St., on Maple Ave. City water, sewer, good well and cistern. All in good order: Large shade trees. A nice home for ony \$1,500. On easy terms. Five-room cottage, city water and sewer, at 2604 Seward. Rent. \$10. Price, \$1,000. W. H. GATES, 618 NEW YORK LIFE, RE-301-21

A. P. TUKEY AND SON are having A. P. TUKEY AND SON are having a special run on homes. Some very destrable places in all parts of the city, either for cash or on payments. We have also two places for saie in Clifton Hill. We also offer for immediate improvement, or as an investment, S feet, or any part of it, on left street, north of Leavenworth street. We shall make a special price on this 16th street property for one week.

for one week.

A. P. TUKEY AND SON, Board of Trade
RE-328-21 FOUR choice lots in Shull's addition, one-half block from Poppleton Ave., on grade, with nice shade trees, 5500 each. FHE BYRON REED CO., 2112 S. 14TH ST. RE-402 21 FOR SALE-REAL ESTATE.

THE OMAHA REALTY COMPANY.

1391 DOUGLAS ST. UPSTAIRS
WE OFFER THE FOLLOWING BUILDING LOTS AT VERY LOW PRICES IN
ORDER TO CLOSE GUT THE PROPERTY RECENTLY PURCHASED FROM
THE OMAHA SAVINGS BANK. THESE
PRICES AVERAGE FROM 20 TO 50 PER
CENT OF WHAT THEY COST THE
BANK BY FORECLOSURE OF MORTGAGES AND HELD BY THE BANK.
THESE PRICES WERE MADE BY TWO
DISINTERESTED REAL ESTATE EXPERTS AND MADE REGARDLESS OF
COST.

1,200.00—For an attractive lot on Sherman

causes a great many people to put off cill

But what should be attended to to
day But what should be well and but should great to
the time of the well and class as
served have and and shade trees. Only 11.90.

Here is a chance for some one to be a
large house of 15 rooms, on a piece of
ground liev31'½, near 6th and Davenport, fine location. This price is remark
ably low, 8,200.

Only \$15 to \$290 each and only \$5 down and
only \$5 per month; near motor lines and
as level as a parior floor. Ther's no reason why anyone and everyone shouldn't
have a home of their own and have need to show one
for the pay out.

Also choice lots in every part of city from
1300 to \$5,000.

FARMS.

The extreme dry weather of the past few
weeks is directing the minds of farmers
to IRRIGATION, and to those who are
sone from dry weather of the past few
weeks is directing the minds of farmers
to IRRIGATION, and to those who are
sone from the should be pleased
to show some of our exceptionally fine
propositions in NEBRASKA, COLORADO
and WYOMING.

INVESTMENTS.

We have a customer for a new 8 of 7-room
modern house on a full lot in the Hanscom park of West Farnam districts,
Will rent and pay one year's rent in al.

1,

1800.00—West front, on 13th St., near Dorcas St., 48x125.

11,400.00—East front, on 13th St., near Center, on grade, 60x125.

2350.00—Northeast corner of Franklin St. and 32d, 42x127 feet.

1,500.00—South front, on Burt St., opposite 27th Ave. and new Boulevard, fine building lot, 60x150.

1800.00—Each, two fine building lots, north front, on California St., near 30th, each 50x150, all on grade.

1900.00—Northeast corner of Cass and Lowe Ave., 51x11 feet.

13,250.00—Southwest corner of 25th and Davennyt Sts. 79 feet on 25th and Davennyt Sts.

13,250.00—Southwest corner of 25th and Davenport Sts. 73 feet on 25th and 82 feet on Davenport St. beautiful shade trees, splendid lot for house or flats.

120.00—Each, for four lots facing south on Cass St., between 33d and 34th, each 1700.00—North front.

-North front, on Cass St., near 27th \$700.00—North front, on Cass St., near 27th Ave., 66x116, 1850.00—North front, on Cass St., next to above lot, on corner of 27th Ave., 66x116, 18600.00—Northeast corner of 21st and Elm St., 44x180 feet.

\$1.500.00—Northeast corner of 34th and Francis Sts., fine shade trees. Two small houses on this lot given to purchaser. Lot 98x100. RE—330—21

We offer SOME of the best BARGAINS in REAL ESTATE for this week that have been put upon the MARKET in RECENT MONTHS. We will take PLEASURE in SHOWING these properties at any time.

on Emmet St., a BEAUTIFUL, WELL, BUILT, 8-room house, with ALL modern conveniences, RIGHT UP-TO-DATE, A so FINE BARN, full lot, nice LAWN. An all-round, GOOD home. Owner anxious to sell, has INSTRUCTED us to take \$3,600.

house, cemented cellar. SEWER, bath gas, etc. PAVED St., permanent BRICK sidewalk, fine lot and GOOD neighborhood. This property is offered for \$3.250.

NOW IS YOUR TIME.

1516—In south part of the city, good 6-room ALL MODERN house, CORNER lot. Property in GOOD repair, \$2.60); monthly payments.

BURLINGTON & MISSOUR Liver Railroad. "The Burlington Route"—General Offices, Northwest Corner Tenth and Farnam Breets. Ticket Omce, 1502 Farnam Street. Telephone 250. Burlington Station, Tenth and Mason Streets. Telephone 128. Leave, Arrive. Lincoln, Hastings and McCook.

We have a NEW well built 6-room house, CORNER lot, PAVED St., etc. This is ONE of the MOST COMPLETE and NEATLY ARRANGED houses in the city. It contains ALL the latest improvements and is a perfect GEM of a home—\$3,200; \$500 cash will take it.

747—On Cass, near 40th St., 8 rooms, STEAM heat, BATH, GAS, south front, SIGHTLY and BEAUTIFUL, linished in OAK and HARD PINE; rooms are all large and CONVENIENTLY arranged. This place is cheap at \$2,600. Good TERMS of purchase can be given. chase can be given

PAYNE-KNOX COMPANY, MAIN FLOOR N. Y. LIFE BLDG, RE-34: 21

FARNAM SMITH & CO., 320 FARNAM STREET.

Bargain in three cottages near Creighton university; large lot, houses in good re-pair; only \$3,700. East front lot 47x83 feet on 16th between Dorcas and Martha, 5-room cottage, paved street; a snap at \$1,400.

Beautiful suburban home, northwest, new 8-room house, large barn, city water, on acre in granes, 250 fruit trees, three acre-pasture. This desirable property is neal school and car, Price, \$4,500, If you wish to buy or sell call on W. FARNAM SMITH & CO. RE-412 21

CHAS. E. WILLIAMSON, J. A. Painter, Salesman,

A I EADER—6-r. cottage, Blondo, near 27th 1950 if taken at once. After Tuesday owner will paint and sell for \$1,250. Rents for \$150. Others in News and W.-H. RE—409 21 A NEW MODERN RESIDENCE

FOR \$2,500.

At 2821 Davenport street we are offering a new 6-room house, containing bath, sewer, closet and gas, all first-class fixtures, large porch, cellar bricked and cemented, lot 50x135 feet, permanent side-walk.

Walk. THE BYRON REED CO., 212 S. 14TH ST. RE-401 21 DO YOU want a nice new home at a reasonable price and on easy terms, shady, cool, modern, convenient to cars.

Also a special bargain in a small cottage and lot close to car line. Monthly payments. GEO. E. GIBSON, 16:9 FARNAM. RE-407 21

THIS is a snap. 20 acres, 2 miles sou he st of South Omaha, good house, small larn, about 500 bearing grapes, all under clitvation; price, 345 per acre. 70 acres adjoining, one-half under cuit vation small house, price \$55.00. These lands are close to the boulevard running from Omaha to Fort Crook; also have acreproperty in Benson, Will built houses to suit purchasers at low figures. J. A. Lovgren, 424 Paxton Bik. RE—303:1 CHAS. E WILLIAMSON, 1202 Farnam St. RE-368

DOMINION LINE

Record Voyage & Days. 7 Hours, 22 Minutes. BOSTON to LIVERPOOL via QUEENSTOWN
Commonwealth, Twin Screw, 12,000 Tens July 31
New England.
PORTLAND to LIVERPOOL
Vancouser. Vancouver Aug. 3 Dominion Aug. 10 Cambroman Aug. 17 Vancouver Sept 5

For further information, address Company's Offices, 69 Dearborn St., Chicago, Illa.

Summer Tours on Lake Michigan. THE ELEGANT MANITOU STEAMSHIP available of the second of the sec

Experimenting

on your teeth is expensive, take reliable dentist's advice and follow it. He knows best what your teeth need.

Bailey the Dentist Third Floor Paston Block. PHONE 1085.

PATENTS GUARANTEED MASON, FENWICK AND LAWRENCE,

Washington, D. C. Est. 1861. H. J. COWGILL. REPRESENATIVE, OMAHA-315 Ramge Bldg.

Patent book FREE. Mechanical drawings, designing, blue prints.

Basket **Phaetons**

How pretty they are: Hoy stylish! Hoy stylish!

So many used back east!

Comfortable, cool seats.

Will wear forever!

We carry several new design:

Drummond Carriage Co.. 18th and Harney Sts.



UNION PACIFIC-"THE OVER-

UNION PACIFIC. THE OVERland Route — General Offices,
N. E. Cor. Ninth and Farnam
Streets. City Ticket Office, 1324
Farnam Street. Telephone, 316,
Farnam Street. Telephone, 316
Fa The Atlantic Express... a 6:50 am Grand Island Local.... b 5:30 pm b 9:35 am a Daily. b Dally except Sunday.



Leave from 15th and Webster Streets:



Bellevue, P.attsmouth & Pacific Junction a 7:40 pm a 8:20 am Bellevue, Pattsmouth & Pacific Junction a 3:10 am



a Dally. b Dally except Sunday. KANSAS CITY, ST. JO-seph & Council Bluffs Railroad—"The Burlington Route"—Ticket Office, 1502 Farnam Street. Telephone 250. Depot, Tenth and Mason Streets. Tele-phone 128.

Farnam Street. Telephone
250. Depot, Tenth and
Mason Streets. Telephone 128.

Kansas City Day Ex. ... a 9:20 am a 6:06 pm
Kansas City Night Ex. .a10:30 pm a 6:15 am
St. Louis Flycr, for 2t.

Joseph and St. Louis a 5:10 pm a11:15 am
a Daily.



CHICAGO, BURLINGTON & Quincy Railroad—The Burlington Route"—Ticket Office, 1502 Farnam Street, Telephone 250. Depot, Tenth and Mason Streets, Telephone 128.

Leave. Arrive.

Daylight Chicago Speclal ... a 7:00 am a10:20 pm
clal ... a 7:00 am a10:20 pm
Chicago Local Express a 9:30 am a 4:20 pm
Chicago Limited ... a 7:50 pm a 7:45 am
Chicago Limited ... a 7:50 pm a 2:45 pm Mail



CHICAGO, ROCK ISL-and & Pacific Raliroad — The Great Rock Island Route — City Ticket Office, 123 Far-nam Street. Telephone, 428. Depot, Tenth and Marcy Streets. Tele-phone, 629. Leave. Arrive. EAST.

Chicago Daylight Spe. a 6:00 km a 2:00 km bes Moines and Davenport Loca. a 7:25 km bil:35 km chicago Express. bil:15 km a 8:10 km bes Moines Local. a 4:20 pm a 4:45 pm chicago Fast Express. a 5:00 pm a 1:25 pm bes Moines Rock island and Chicago. a 7:40 pm a 9:35 pm WEST.

Rocky Mountain Lim. a 2:00 km a 6:00 km Lincoln. Colorado Spss.

Texas Flyer...... a 5:20 pm a Daily. b Daily except Sunday



Railroad Railroad Railroad Rec. 1402 Farnam Rec. 1402 Far

St. Louis Cannon Bail Express Kansas City and Quincy Local .a 5:15 pm a 8:20 am



OMAHA & ST. LOUIS RAIL-road-Omaha, Kansas City & Eastern Railroad—The Quincy Route—Ticket Of-fice, 1415 Farram St. Tele-phone, 322 Depot, Tenth and Marcy Sts. Telephone, 629.

V Louis Cannon Ball Leave. Arrive, Express a 5:15 pm a 8:20 am Kansas City and Quincy Local 27:00 am a 9:00 pm



Louis "Cannon Ball" a 5:15 pm a 8:20 am RAILWAY TIME CARDS.

FREMONT, ELKHORN & Missouri Valley Ratifoad - "The Northwestern Line" - General Offices, United States National Bank Building, S. W. Corner Twelfth and Farnam St. Telephone, 561. Depot, 18th and Webster Sta. Telephone, 188. NORTH WESTERN

NORTH WESTERN

CHICAGO & NORTHwestern Railway—The
Northwestern Line—
City Ticket office, 1401
Farnam St. Telephone,
661. Depot, Tenth and
Marcy Streets. Telephone, 659. Leave. Arrive. Daylight Chicago Special — a 7:00 am all:30 pm Chicago Passenger — a 4:15 pm a 8:40 am Eastern Express, Des Moines, Marshalltown, Cedar Rapids and Chicago — a 10:55 am a 4:55 pm

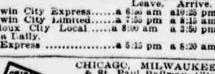
Cedar Rapids and Chicago and Special, Chicago and Sast. A 4:05 pm -Chicago L't'd ... a 7:45 pm a Omaha-Chicago L't'd a Fast Mail. Cedar rapids Passanger. a Daily.

VORTH WESTERN

CHICAGO, ST. PAUL Mineapolis & Omaha
Railway - "The Northwestern Line" - General
Offices, Nebraska Division, 15th and Webster
Sts. City Ticket Office,
Ibih and Webster Sts. Telephone, 1658.
Twin City Passenger ... a 6:00 am a 2:10 pm
Sloux City Passenger ... a 2:45 pm all:10 am
Emerson Local 5 5:30 pm b 8:30 am

SIOUX CITY & PACIFIC Railroad — "The Northwestern Line" — General Offices, United States National Bank Building, S. W. Corner Twelfth and Farnam St. Telephone, 561. Depot, Tenth and Marcy Sts. Telephone, 562. Telephone, 563. Twin City Express. — a 6100 am a 10125 pm Twin City Limited — a 7.55 pm a 8115 am Sloux City Local — a 8100 am a 3.50 pm a Laily.

Express — a 5:15 pm a 8:20 am





Direct Route to Ginsgow Exhibition ANCHOR LINE teamships from New York Weekly for

GLASGOW VIA LONDONDERRY. Saloon, \$50 and up. Second Cabin, \$32.50 and up. Third Class, \$26 and upwards. up. Third Class, \$26 and upwards.
For illustrated folder and further informa-tion apply to HENDERSON BROTHERS, Chicago, or J. S. McNALLY, 1323 Farnam St., GEO, E. ABBOTT, 1324 Farnam St., Omaha

CONSUBIALITIES.

Miss Elizabeth Alden Curtis, who was married the other day to Rev. Cranston Brenton of Hartford, Conn., is a niece of Attorney General Griggs and has attracted considerable attention by her literary work, which includes a rendering of the "Rubal-yet" of Omar Khayyam.

Note from the Muscotah (Kan.) Record:
"For the first time we were married on
Wednesday. We have contemplated this
step for a long time, but lack of funds has
always prevented, until we finally decided
to get married and trust to Providence for McCook 1 a 8:40 am a 7:35 pm
Lincoln, Denver, Colorado, Utah, Cahfornia a 4:25 pm a 3:00 pm
Alliance Express 1 a 4:25 pm a 3:00 pm
Lincoln & Black Hills a 5:00 pm a 6:45 am
Lincoln Fast Mail 5:00 pm a 6:45 am
Lincoln Fast Mail 5:00 pm a 5:17 am
Vymore, Beatrice and
Lincoln 6 Black Hills 6 3:00 pm a 5:17 am
Denver, Colorado, Utah
and California 8:40 am
Denver, Colorado, Utah
and California 6:45 am
Denver, Colorado, Utah
and California 6:45 am
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Denver, Colorado, U

nounce the nuptial vows.

Peter West of Des Moines, who is now living with his tenth wife, with eight of those who have gone before still alive, holds the record as a marrying man for lowa and also for Oregon, where he formerly lived and where he has many times mated. West is a lawyer and because of his profession has saved himself much money in divorce court expenses. Nearly all of his matrimonial ventures have been disappointments; nevertheless he has preserved a screne disposition and views the world good naturedly.

Paul Jonathan Brown of Monroe place. nounce the nuptial vows.

served a serene disposition and views the world good naturedly.

Paul Jonathan Brown of Monroe place, Bloomfield, N. J., who is nearly 59 years old, a widower and reputed to be wealthy, is about to marry again and an agreement to that effect was signed by him and his bride-to-be, Margaret Andra, 40 years old, the other evening. There were two witnesses, Lynden Fitch and Arthur Russell. Mr. Brown's wife died about a year ago in Brooklyn. About a month ago he located in Bloomfield and advertised for a housekeeper. Miss Andra was accepted. A few days ago Brown proposed and was accepted. Miss Andra is a Swedish woman and is very attractive. Mr. Brown prepared the marriage agreement himself.

An Enoch Arden case came to light in pared the marriage agreement himself.

An Enoch Arden case came to light in Wilkesbarre, Pa., recently. Thirty-two years ago Charles Ferguson, a small farmer in Wyoming county, left wife and child, saying he was going west to better his condition and as soon as he was settled would send for the two. That was the last seen or heard of the man until July 2, when he appeared at the home of his wife in Wilkesbarre. When he left his home in Pennsylvania he was a young man of 3. Now he carries the weight of 62 years on his shoulders and has the appearance of a Rip Van Winkle, with his long gray locks. His wife at first refused him admission to her home, claiming that he was an impostor, but the stranger soon convinced her her home, claiming that he was an impostor, but the stranger soon convinced her that he was her husband of long ago. Then there was a mutual recognition.

THE REALTY MARKET.

INSTRUMENTS placed on record Saturday, July 20: Warranty Deeds.

homa William Weseman et al to County of William Weseman et al to County of Douglas, 23 feet strip adjoining e line ne 16-15-11 Omaha Realty company to A. K. Johnson, lot 10, block 2, E. V. Smith's add D. R. Turney and wife to John Stout, lot 4c, Luke & T. s add. Erick Nelson and wife to same, lot 41, same same isaac Douglass and wife to E. M. Cowles, lot 8, block F. Prospect 1.512

3,000 Shahan to A. L. Reed, lots 8 E. M. Shahan to A. L. Reed, lots 8 and 9, block 16, Myers, R. & T.'s add Anna Corrigan to Dora Koll, lot 11, block 20, 1st add to Corrigan Place. Joseph Goldsmith and wife to Vaclav and Rosa Tauchen, n 25 feet of s 100 feet lot 3, block 7. Kountze's 3d add. J. W. Cotton to E. R. Pankratz, n 71 2-3 feet lot 6, Isaac's add W. C. Kimbail to M. A. Austin, lots 8 and 9, block 4, Ames Place Omaha Loan and Building association to J. L. Alvison, will lot 8, block 10, Shinn's add 450 1.250 900 600

Quit Claim Deeds. W. F. Sweesy and wife to Mrs. A. E. Sweesy, n. 50 feet lots 29 and 39, block 1. Campbell's add.

M. E. Wilson and husband to W. T. Graham, lot 7 (except s 48 feet of e 40 feet), block 5. E. V. Smith's add. Albert Foil and wife to G. E. Dunschange Place

Maria Breckner to William Breckner, lot 4, block 127, South Omaha.

William Medland and wife to the Omaha Auditorium company, lot 1, block 188, Omaha.

Deeds.

Deeds. F. Tuttle et al. referees, to the Omaha Auditorium company, lot 1, block 168, Omaha 15,000 Total amount of transfers \$31,892 Money-Making Formula Thos. W. Lawson of Boston in Saturday Evening Post

asked for a formula for making money. He said he had a son he wanted to start in the world. He had heard I was making several millions a year in stocks and he

I was amused, but interested, and asked him to present a list of questions on money making. His list was as follows: What is a college education worth to

business man What condition, socially, makes the most substantial foundation for a start in busi-What are the elements of success in

speculation? What general rules of business conduct would you lay down for a young man to fol-I thought on these questions and

answered them substantially as follows: Taking the second question fret, I can say unhesitatingly that the condition promising the largest measure of success to young man making his start in the world is poverty. It is the greatest heritage a man can have. I do not mean ignorant, hopeless poverty that cares for nothing for the future, but self-respecting poverty. Take my own case: I am only doing today what I set out to do years ago; there is pothing new to me about it. The mental picture of success and its fruits I then drew I have slept and lived with and ate and drank with all my life. I happened to be born into the world poor. We all know that fully to enjoy anything, when we get it, we must have lived with it in anticipation long enough to have become familiar with it in the picture. You must be born without the picture, paint it, and live and dream for it, because if you are born with it and have everything you want presented in reality, you can go up and put your stubby child's finger on it and get used to

it: it becomes common. I say a young man's greatest heritage to poverty, because poverty begets ambition and ambition is the thing in this world that spurs a man to do his best. We must first have our picture. To children born to wealth the picture will never have the sacredness it has for the poor boy. man who has his picture before him, but who has never had it in reality, is the man who goes out and mows down the world That is one of the foundations of success. Take the man with a "barrel of money; if he is spending it in the right way, what is he doing? When you ask him, if he is frank, he will answer: "I am filling my picture in."

aying out a stock farm in Massachusetts. I have 260 acres of rocky and unproductive land. Hundreds of men and carts are employed taking out rock to make a place for green grass. I am spending \$100,000 on this part of the work, and for what? Just to fill in my picture, to clean off the stone and give me two hundred-and-odd acres of green lawn, with a white fence around

it. Then I am putting inside that fence about \$500,000 worth of wooden buildngs-a doll farm. The house is 228 feet long, but of only two stories, low studded. with a bit of white muslin at the windows. At that farm will be found 240 horses, eighty brood mares with their babies running around, and my kennels, my hens, my pigeons, my polo field, steeplechase course, and half-mile trotting track. A and while selecting overlooked that which friend, a very rich man, said to me: "How it was possible for them to do successfully. did you find out how to do it? I never saw such a pretty picture." I have had that picture in my mind ever since I was 12

This brings us to the value of a college of truth in it. I can take my little kernel education to a business man, which may of truth and polish it and rub it and lay be answered under this head.

A man who has inherited ability to paint

question about his answer. only as one needs a sunset, a moonrise or a dream. He is in the position of a man who, having eaten heartily of blueberries and milk, strolls into the club and is invited by a friend to sit down to a hot bird and a cold bottle. He knows a hot bird and a cold bottle, but is not hungry for them, nor, if his berries and milk set as berries and milk should, is he envious of his friend.

Now, what rules guide a man to success in business I will take up general principles

Be thorough in your work, whatever it may be. Believe there is nothing too small to do well. Life is only a matter of picking up bricks on one side of the street and carrying them to the other side. We are all carrying bricks. Try to make your work the best job of carrying bricks ever done, so that people will say: "Why, he carries those bricks as if he enjoyed it!"

That is the secret of success when we get down to the bottom principle. Make the work you are doing the greatest thing in the world while you are doing it. Give it your whole thought and your whole strength. Leave it only when you feel that nobody could improve on it. These may be old maxims dressed over, but they are as true today as they ever were and no one who departs from them can make a com-plete success of anything. If a young man makes a success of small things he will of great things when they come his way and they'll come his way, for great things are only combinations of little things well done. If he does not make a success of small things the great things never will come his way.

odds were against them from the start and they did not know it. They selected work which it was impossible for them to do Another rule that applies is this: Be

Here it may be well to say that in busi-

ness success lies as often in knowing what

not to undertake as in what to go into.

The greatest care should be taken in select-

ing our work when we get to the point

where we can select it. Many men have

been defeated in their life work because

it out on my palm, and with it I can convince any man alive that I am right. Without it I cannot. The test of a man wanted to know, he declared rather naively. his picture and has compelled the world in business is whether he is honest or to allow him to fill it in, must feel many not-conscientiously, broadly bonest, not and many a day sorry he did not have alone legally honest. No fakir can pass a college education. What is a college through the world undetected while there education? It is that which can be ac- are so many students of human nature in quired only by those weeks and months and it, nor can the honest man long be misyears a man spends to satisfy a taste, a taken for a fakir. A fakir can do anydesire, an ambition for something he didn't thing an honest man does until you test have; so there is no use in saying a man him. I apply the test in all my business who has ability to paint his picture in and it is one of my secrets of success. his mind and later to paint it in reality. It is this: Look your man straight in the is not sorry, for the minute, perhaps, that eye. To handle a man I must see his eye. he has missed that world that is covered Look straight at him when you make your by a college education. When you ask proposition, and be sure you have your such a man: "Would you give up the kernel of truth. The rest is easy—you picture you have spent your life with for have simply to use ordinary intelligence the college boy's picture?"-for you can in showing it to him; then you are on your necessarily have only one-there is no own ground, you are at your best, and he -well, he buys your goods and at your own The college boy's picture must be an price. Again, when a man comes to you aesthetic affair of a world he doesn't know with a proposition-comes to sell you his and rarely in after years brings into actual goods-look away from him; let him talk existence. The poor boy knows the world at your shoulder, or the side of your head. of men, and when he has once plunged into If he is honest he will make headway, if business and has filled in his picture, he he isn't he will not. If a man comes to really doesn't need a college education sell me a ratiroad, or a mine, or an invention for shearing sheep, I say to myself: "Get your armor on; he will try to sell you something he is dissatisfied with." and I look out of the window while he talks. If he makes an impression on me I know he has something worth listening to. From this I lay down a general rule; When you have goods to sell, sell them by

> Who is the best stock operator? The man who has a definite object to attain, who has been painting pictures to be filled in later, who has studied the future and that which makes the future—the human animal -because the market is always in the future. The man who looks ahead and is ambitious-that is the man who makes the success, the one who, having his picture, says, "I will realize it," and who has kept himself in such physical and mental condition that if anyone should shout "Fire!" when he is at the theater and everybody is panie-stricken and rushing for the windows or the doors, he is the chap you would see lighting a cigar on the empty-the safeside of the house when all the rest are trampling over each other trying to get out on the other side.

> your own standard; when you are buying,

buy on your own standard, too.

In stock operations, as in general business, one great secret of success is to keep yourself always ready instantly to do everything well-not to rehearse beforehand what you are to do. To act on the spur of the moment a man must be mentally and physically quick and able to stand any test, not a special test, such as men train themselves to, but any test. Run a revolver under a cowboy's nose and he doesn't dodge, for he is used to it, but put him in front of the tape, if he has a large family depending on him, and drop the price of the stock he holds which represents his alldrop it with a bang and see whether he sweats or not, and whether he gets white. On the other hand, let a cowboy try to stampede Jim Keene by sticking a gun under his nose, and although Keene is not in training for cow-punching, he will bite the gun in two and never turn a hair.

There is one thing to be said to men who look to the stock market to make money: There is no money to be made from followsincere, don't try to fool the world, for it ing the tape. To make money in the maror 13 years old, but I didn't tell him so, will not be fooled. It can tell the differ- ket a man must be, or know what is, be-It is the picture painted in poverty. With- ence every time between an honest man hind the tape. Until he finds himself there out it I could not have done the work and a fakir. No proposition will stand he will do better to keep on carrying examination that does not have a kernel bricks.

| The Rainbow City at

necessary to get it. An Enchanting Spectacle

draws the following graphic sketch of the Ivory and green and gold melting into Afar in the night the watcher by Niagara genius of Omaha, Henry Rustin, in design-

markable display: the visitor; its loveliness at night can scarcely be forgotten. Very fitly, the illumodern triumphs and of the special achievement of harnessing Niagara. Niagara itself supplies the power. One does not fascinating, and the thought lends a re-

enforcement of mystery and romance. Even if one knew how it was done the mystery would be no less. The electrical engineer, whose mind is of the caliber that achieves such a result as this, admits that the mystery is all around him still. He knows what he himself and others have done, but beyond it is the unplumbed force that makes his work possible. And romance-surely, it is more than a vision of brilliant light that fills our mind, the imagination embracing also that other scene of natural grandeur, traveling to and fro from the tremendous majesty of the one to the exquisite magic of the other; that, so overwhelmingly vaster than man, this, a contrivance of man so perfectly controlled, and both related as cause and effect, a cable linking the ageless wonder of the savage man with the wonder of our own age. A romance, indeed! unless we are merely overgrown children spoiled by the favors of civilization and accepting everything, as a matter of course, as we

took our daily meals in childhood. But the scene itself-we take our stand

have? Bright Boy-Chol'rer morbus! "You see, it was this way," said the boy. Pop was warm, and I thought if dropped a chunk of ice down his back it would cool him off." "And did it?"

Little 5-year-old Margie was out walking with her mother recently and finding it difficult to keep up she said: "Mamma, are you a stepmother?"

anyway? was had enough when we boys had to wear ing three days and nights under high

steps," replied Margie.

young son the story of a little fellow Three-quarters of an hour later from the cents."

ing to the larger influences around it; its alive with luminousness. races, showing as black patches in the weird flamboyancy. light.

we are aware of a bunch of dull rose glow; another and another, on and on in open ranks, as the eye travels around the black stant ago opaque and dull, quivers with a is complete, illuminated buildings and sky faint flush as of returning animation, and uniting in one superb presentment. all around the court the attendant buildings respond to the impulse. A mere blush the direction of Henry Rustin, chief of upon the slope of the Triumphal bridge a light, its crown begins to shine with pale scheme, the result is said to be due to two little before 8:30, a vantage point of sight clusters of gems; gems and patterns things. The unit of light has been reduced that the visitor should not miss. The sun quicken into vibration and a moment later to eight candle power, a method which has set on the left, leaving only a rosy the slim structure emerges into shape, gives an almost perfect diffusion of light, glow, fast fading out; the sky has grown to shakes itself free in a new lease of ani- and the entire quantity of current used is that amplitude of height and breadth very mation and soars into the sky with a burst passed through a rheostat, which can be noticeable at twilight and its gathering of light that is echoed on turret dome and manipulated to produce the slow rise of gray is absorbing the sharp outlines of cupola and along the lines of roofs and light from zero up to full candle power.

The art critic of the New York Sun, who the electric tower. The latter also is yield- loggias, while the whole court has becom

night illumination, and gives proper credit dove-like tints; definition lost in an effect is conscious only of the force of sound as to the skill and taste of the electrical of tone; its soaring character checked to a the mighty waters fling themselves sheer looming mass, the upper parts of which into the darkness. Somewhere a morsel of ing and successfully constructing the re- are already shrouded in the upper dark- the waste of energy is being caught and ness; the Statue of Light extinguished, tamed and conducted to the making of this The daylight beauty of the Pan-Ameri- Meanwhile the arches, turrets and cupolas marvelous sight of beauty. And here can exposition will long be remembered by of the plaza beyond are receding from the nature freely lends herself, canopying the view; the spray of the fountains, shredded City of Light with the sublimity of the by the evening breeze, presents a further sky. It has sloughed off its gray and deminations are the crowning glory of the illusion of atmosphere; the scene, framed scends and mounts up in a fathomless pencelebration, meet reminder of electricity's in by the dark masses of the nearer build- etrability of blue, greening upon the horiings, takes on a suggestion of infinity, zon and deepening into varied tones of viomerging back and back into the vault of let toward the zenith, while back of us is sky. The suspense of the waiting thou- a mass of purple, dark and awesome by forget it in the presence of the scenes sands is becoming tense. They spread comparison, against which the horses and over the esplanade, cluster around the riders upon the pinnacles of the Triumphal bandstand, line the balustrades and ter- Bridge fling their white shapes with a

> Wonderful this union of terse brilliance with the colorful immensity of the sky. Suddenly these expire. We peer into a Whether it be that the yellow of the light concave of gray gloom in which all forms neutralized the red which caused the grayare blurred. Only for a moment. The ness in the sky or that the definition of darkness is scarcely comprehended before light around us has enforced the impression of depth and distance above, certain it is that the blue is revealed, a blue so lucent and mysteriously deep and fathombasin of the court, and knows them for less that the magic of man's contriving is bunches of light on the tops of the bronzed wrapt around with a suggestion of the instandards. Yet they are so faint at first finite. It may be that the Greeks, so alive that they scarcely count for light, rather to every revelation of beauty, planned the as patches of rosy rust that slowly grow to form and color of the Parthenon that it luminosity. And even then a larger won- might form one composition with the sky. der grows. The shaft of the tower, an in- Here, at any rate, the unity of the picture

> This wonderful effect was produced under at first, the faint suffusion gathers volume, the Mechanical and Electrical bureau. passing from rose to primrose. The shaft Apart from the exquisite taste involved, of the tower blossoms into patterns of and the elaborate completeness of the

PRATTLE OF THE YOUNGSTERS.

Teacher-If four boys have twenty peaches and thirty apples what will each wouldn't you work to keep mamma?"

"Gee; no! It made him hotter!"

"No, dear," was the reply. "But what made you think I was?" "Because you take such awful long

Small Girl-What do you think about men and boys wearing girls' shirtwaists, shirtwaist, savagely)-I don't like it! It came home the other afternoon after work-

A mother was recently reading to her not have aroused him.

whose father was taken ill and died, after depths of his dreams he heard a clear, which he set himself diligently to work to small voice: "Father-father-father-assist in supporting himself and his father!" The sleeper stirred and sank mother. When she had finished the story deeper. "Father-father!" He stirred she said:

"Now, Tommy, if pa were to die,

"Why, no," said the little chap, not raised his eyelids like a man lifting giant relishing the idea of work. "What for? weights. When sight came to him he saw Ain't we got a good house to live in?" "Oh, yes, my dear," said the mother, 'but we can't eat the house, you know." "Well, ain't we got plenty of things in the pantry?" continued the young hopeful "Certainly, dear," replied the mother,

"but they would not last long, and what "Well, me." said the young incorrigible after thinking a moment, "ain't there enough to last till you get another hus-

Caller-Now, my little man, what is your parents' genealogical chart for? Bright Boy-To hide a tear in the parlor paper, sir.

band?

Katherine is 21/2 years old. Her father our big brothers' old clothes, but I kick pressure with no sleep to speak of and at having to wear out my sister's old lay down with the feeling that he night not wake up for a week. Within five minutes the battle of Manila bay would

again and mouned.

Katherine, smiling divinely behind his couch. "Father-father!" "Wha-at is it, daughter?"

"Father-father-father!" He struggled

and resisted and floundered, and finally

"Father, are you having a nice nap?" "Just think, my boy, that we are sending thousands of American shingles to the

Filipinos!" said the proud American par-"Hully gee, pop!" said the young one; "do the Filipinums have to be licked some

"'Mamma," said 5-year-old Freddie

looking up from his story book, "what does this story mean about a great grand mother? Ain't all grandmothers great?

"Where did you get your pretty r. Edna?" asked a visitor of a bright 4-ye old miss.

"Brother Will gave it to me," answered.

"Is it a diamond?" queried the visitor. "Well, I should think it ought to be," was the indignant retort. "It cost 29

more?"