Prairie Habitant Thrilled by the Giant Trees of Washington.

WHERE OUR LUMBER COMES FROM

Ravages by Fire Rivals the Work of the Aze and the Saw-Solemn Grandenr of Night in Forest Deeps.

SEATTLE, Aug. 15 .- To one accustomed to a clear view of Missouri river cottonwoods, which, sometimes, under very favorable circumstances, attain the respectable height of seventy or eighty feet, a close look at a few of the giant trees of the state of Washington would come as a revelation needing no interpretation. As a man from Washington once put the matter: "Those trees are so high the snow never melts on their summits, and all during the summer the water runs down the trunk." Of course a same person would think that over several times, and if his that fell in the dim past and became the sanity got the better of his innate desire to believe the unbelievable would call that man a name which sounds suspiciously like that of the legal brothren. Be that as it may, the fact remains, and always will re- cay still retains much of its former goodmain, as long as Washington has a huge tree left, that the timber of that most fortunate state gives a man who first sees it an eye-opener into the grandeur of some of nature's studies.

It is a marvelous thing to ride along, high up on a ridge of the Cascades, with a gorge below that goes farther down than one would like to fall, and see a giant tree reaching up toward you perfectly straight and symmetrical, towering from its great base 300 feet and more until it tapers to a needle point fifty feet above your head; and yet such sights as these are common enough along any of the lines leading into

It takes anywhere from three to five looks to see the top when one stands at the base of such a tree; a back somersault might accomplish the result in one, but a person standing upon a jagged ridge with boiling river down below is in no particular mood to indulge in outdoor gymnastics.

Forest Mothuselaha.

How old these monsters of a past age are is difficult to determine; you might camp out for a week by one of the prostrated trunks and spend your hours in counting the concentric rings, but as they mount into the hundreds and grow indistinct and confusing as you approach the center, you rather come to the conclusion the whole thing is a matter of circles, and as circles are wheels, you finally give it up with disgust and decide that you have more in your head than elsewhere. A conservative estimate, though, of the age of some of these silent witnesses of the past might place it at 300 years or more. They probably stood in all their grandeur looking much as they do today, when the early Indlans wandered beneath their branches or hunted with cruder weapons than the Indlans of today, the black bear or the fleetfooted deer. It is not unlikely that when Columbus sailed the Atlantic 400 years ago some of the dead trees which its mouldering along the forest floor were joyfully waving their infant tops under the breezes from the Pacific, little suspecting a rough cable would drag them from their rest and they would pass into an American home through the agency of a Washington saw mill; in fact, it is my honest belief that alow motion toward might and grandeur took her own time in their develpment. The wonder of it all is that they have weathered the storms of centuries and look today as fresh and full of life as of old; of course they are shaggy and rough and covered in many places with a coarse brown moss, that gives them an air of quaintness and age, but despite all this, one cannot imagine, in looking up at them, all the phases of life they have witnessed from the year before the coming of the white man to their downfall under the

sturdy blows of the lumber jack. There are many peculiar features about these trees. One of the most striking is the entire absence of what might be called ample rootage. Considering the enormous height of these trees one would expect the roots to mink deep into the earth in order to secure sufficient anchorage. The very contrary is true The roots spread out like a great hen foot under the trunk, with a radius that sometimes exceeds forty feet, and seldom, if ever, go down into the soll more than three or four. When one undestands this fact it is easy to realize on what a precarious footing these trees have stood for centuries. A mighty wind such as visits the central states now and then would without doubt have laid them all low years past, but by some queer in stinct these trees know no such wind ever blows in Washington, and, in consequence, they have been able to stand, balanced, as it were, on their platform of roots. There are many reasons for this lack of deep The rainfall is so ample there is no necessity for a deep search for water, enough being supplied at all times from the surface; and, again, below the stratum of forest mold there is a layer of hard sand which the roots cannot well penetrate. For these reasons, and others not advertised, we have this queer condition of the trees in Washington.

Monurcha Turned Down.

Now and then as one passes through the timber a tree is met with, less fortunate than its brethren, which lies upwall of some settler's cabin. The tree itself lies in kingly state for hundreds

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SCOUTING IN TALL TIMBER of feet along the forest floor, and even in its death retains the traces of that ellent dignity which marked its rule among its brothers. As though in mockery of its prostrated strength the Bohens form and Experience with Second System Has Only oung firs grow in luxurious abundance upon its trunk. It is a rather common hing to come on such a tree as this and find another giant standing above it, like Boman gladiator, with its roots arching around the fallen trunk. What a vast period of time must have elapsed; what changes must have come since that old primeval tree fell to its doom, and the younger one arose through hidden lapses of time above it. Nothing can impress one atronger with the venerable age of

these woods or fill one with a deeper feeling of respect for the mighty and iresistible power of nature. In stumbling through the dense tropical growth of the deep woods the traveler often comes face to face with what seems at first sight to be a hillock, nine or ten feet in height; he climbs wearily to its top and sees that it stretches away on both sides of him; it is heavily overhe leaves it, without ever dreaming, unless he has learned the secrets of the woods, that he has trodden upon an ancient tree food of mose and brushwood. A few blows of an axe would have laid bare the hard, firm wood of the cedar, which even under all the vicisaltudes of time and deness and strength.

In Forest Deeps,

As one wanders through the woods of Washington, following some old blazed rail which pioneers hewed years ago, the eye often falls upon scenes which can only be rivalled in the tropical regions of the far south. Great ferns pierce the dense moist gloom in tangled thickets, their serrated edges gleaming like silver saws where the stray sunbeam falls upon them; the dark-stemmed malden-hair clings in trembling clusters to the decaying tree bark and the waxen cups of the white lichen flower gitter out against the dark green background. Over head the brown moss hangs in sombre festoons from the dead imbs of the cedar or fir, in places reaching almost to the earth, from heights that are lost in the dense gloom of the wood. Underneath a deep moss of fern-like leaf receives the weight of the foot in so yielding a manner that one instinctively draws back as though from dangerous sands.

To stand and listen in such a place as this; to feel the grand loneliness that comes to one face to face with nature in a sombre mood; to know that there, no touch of human hand has added anything to the designs of the Creator, and that everything stands as it did in the ages past, is to get an impression of delight and half alarm, which can never be otherwise received. So lonely, so silent and dead are these woods, and yet so full of giant life that is impressive by its very muteness that one hears only the rushing of the blood in his own head and feels only the beating of his heart. There is no call of bird or chirp of nsect; no familiar whistle of the squirrel; all is lifeless to the eye and ear, save now and then, when across some gaping gorge a heavy sound swells on the air, the ground shakes with a gentle tremor and one knows another monster has fallen nat-

It is at night when the lonliness of this forest is best feit. At that time, with a cedar bough for a pillow and balsam fir for a bed, to look up at the quiet stars through the gaps in the forest roof is to sink back into years and years ago and forget for awhile the twentieth century and its works. There are many, many places in Washington where the white man some of the trees that stand today in the has never gone and where the sliver sound

Ravaged by Fire.

Before the advent of the white man these forests stood in comparative safety. The Indians as a usual thing hunted along the river ways or fished by the sound. It seldom happened that his fire found its way into the forest above, and when it did it seldom worked great damage, for there were no large clearings, with their heaps of dried branches and dead stumps, to give overwhelming force to the fire. The trees standing in unbroken ranks, with were well able to resist the fire, but when the ax sounded on the hill and clearings began to appear the stray spark from an evening fire found the forest an easy prey. It is a sad sight to see the distant hills lit up with the lurid glow of the timber fires and to know that hour by hour the work of centuries is being undone and the lumber needed for American homes is being the vicinity of these confingrations the sky becomes dark; the air is full of smoke and tops of the Cascades one catches the aroma. of the burning cedar and fir and sees at great distances the calm white smoke ris-

These fires easily pass beyond all human control; the pitch in the trees burns with intense eagerness and drives back all attempts to save the timber. The hardy lumberjack can only fold his blankets and brings its own relief.

ing silently into the sky.

It is impossible to travel far through this The rates of the old and new companies state without coming across evidences of aret these fires. Here and there entire bills have been laid bare; the half-burned trees rising in ghastly piles far and near, while the soil bakes hard and dry under the warm sun. The loss of Washington timber The roots form a perfect flat wall before | vast quantity of the lumber so burned can are of such clean texture the inner wood in it when thus standing used as the back is often serviceable after the outer has been charred or rotted away; as a usual thing. though, a land that has been under fire is eless and abandoned.

Nature is in many ways an admirable

erson to make the best of misfortune, for after the fire has swept the timber, leaving the black trunks as charred monuments of its away, she rears over the remains another source of profit and pleasure for man in the blackberry and raspberry bushes which spring up on every hand. Thousands of bushels of these fruits ripen each summer along the cleared hills, and the industrious farmer taking his one from this has set himself through many districts to berry culture, with the most marvelous success. The time is not far distant when Washington, especially in the vicinity of Sedro-Woolley, will be one of the greatest producers of berries in the world. The soil is admirably suited for their culture; they grow wild to an unusual size wherever there is the slightest opening, and on warm, moist days the air is full of their odors. Under the culturing hand of man the berries of that region become marvels

of beauty and sweetness, J. BURKE EGAN.

To Minnesota and North Dakota. Every day during August the Chicago Great Western railway will sell tickets to points in Minnesota and North Dahota at service of the old company. The low rate consider the added returns worth the added the low rate of \$12 each from Omaha to of \$36, compared with the rate of \$50 for- expense, we would much prefer to do all parties of five or more traveling on one merly charged by the Missouri and Kansas our telephone business through one exticket. Special low rates for the return company, was the means of placing a large change." D. Parkhurst, general agent, 1612 Farmam residences. Most of the new residences store): "We keep a record of our teletrip. For further information apply to E. number of the new company's 'phones in Jones Dry Goods company (department

Just Been Begun,

GOOD THING FOR PROMOTERS AT ANY RATE

It is a Good Thing for

Them as Telephone Users.

KANSAS CITY, Mo., July 30 .- (Special Correspondence of The Bee.)-The double telephone system in Kansas City, with only four months of experience, has not had time to give the people a realization of its import; nor has it been in existence long enough to enable the investigator to make a reliable forecast of its future. It serves one significant purpose, however, and that grown with timber of respectable size, and is to demonstrate that, even with a superior service, the second telephone company is anything but welcome to the business interests of the city. Kansas City business and professional men, as a rule, assert that the advent of the second company has resulted in a vast improvement of the service, but they declare, in the same breath, that the added expense and annoyance of the double system more than disounts the better service and leaves no net

At Kansas City the new exchange is equipped to give almost perfect local service-something not attained by the "independents" elsewhere. However, the Kansas City Home Telephone company has a long road to travel yet before it can deliver to the people all that it promised-better service at less expense. The telephone service at Kansas City will not be better until practically all the local 'phones and toll line connections can be reached through one exchange, thus doing away with the annoyance and confusion of the double system. To accomplish this result the Home company will have to run the old Missouri & Kansas company out of the field-a task that seems almost impossible, since the old company has double the number of local subscribers, and many times more toll connections than the new concern has.

The other promise, less expense to tele phone users, cannot be realized as far as the business men are concerned so long as the necessity for connection with two exchanges exists. To give complete and satinfactory telephone service at less expense than was incurred before its advent the Home company obviously must absorb the husiness of its competitor, and the vital question is, Can the Home company derive sufficient income from its Iowa fates to continue its up-to-date local service, extend its toll line connection and pay the interest on its bonded debt, and at the same time absorb the business of its competitor?

Facts About the Home Company. The Home Telephone company of Kansas City has an authorised capital stock of \$2,000,000, of which \$1,700,000 has been issued, the remainder being held in the treasury ostensibly for future "extensions and improvements." The company has bonds outstanding to the amount of \$1,700,000, and at 6 per cent this indebtedness places an interest charge of \$102,000 a year on the company. As near as can be learned the company has in service at Kansas City about 3,500 business 'phones at \$54 each per year, and about 1,500 residence 'phones at \$36 per year each. This would produce a revenue from the local exchange of about about \$245,000. Allow \$57,000 to cover the full tide of vigorous growth might have looked a welcome out at Columbus if he had only chanced to make his first trip to Washington. Certain it is that nature in might and revenue from toll lines and any underper cent of the revenue from exchange and toll lines to pay the expense of operating and maintenance. To be liberal, estimate the operating and maintenance expense of the Home company at 70 per cent of its revenue from exchange and toll lines, and the charge will amount to \$210,-000. The franchise of the new company requires it to pay the city 2 per cent of its gross receipts, and this makes another charge of \$6,000 a year on a business of \$300,000. Roughly estimating, therefore, we the dark moss clinging to their trunks, find the following expenses to be paid from an income of \$800,000 a year:

Total The bonds of the Home company were underwritten at 90 cents, according to the statement of an official of the company, but a Kansas City capitalist says that 80 lost forever. On nearer approach the heart cents is nearer the correct figure. Even is awed at the sight of great tongues of at 50 cents the issue of \$1,700,000 would fire, leaping hundreds of feet into the air bring \$1,360,000. The evidence brought out of glowing in dense columns of smoke. In in the mandamus suit in the Missouri supreme court to enforce a maximum rate ordinance against the Missouri & Kansas ash, while for miles around the white soot Telephone company indicated that the enquietly flakes down day and night until tire plant of the Home company cost in everything is covered with it. From the the neighborhood of \$1,000,000. If this is a true estimate of the value of the physical plant, the bonds must have been floated on the value of the franchise in addition A profit of \$360,000 for the promoters of the new telephone company is obvious.

Division of the Patronage. The new company, which began opera tions in January last, has about 5,000 submove beyond the zone of fire and walt until scribers in the city, while the old-company some welcome rain or change of wind has over 10,000 subscribers, having lost about 900 on account of the competition.

UNLIMITED SERVICE Old New. 7 198 454 rooted where it fell years and years ago. due to this cause is incalculable, though a 2, 3 and 4-party line services at \$72, \$60 and Home 'phones in their offices and resithe eye and extend twenty or thirty feet be used if well located. The cedar and fir 2 and s-party line services at \$30 and \$24 \$50 respectively for business houses, and dences. The agreement has not been genrespectively for residences. It also has

> running as low as \$15 a year. Competition has not brought any reduction in the old company's rates for business 'phones, but it has impelled the old company to lower its unlimited residence rate from \$50 to \$42, and to make corresponding reductions in the other residence

Officers of the Missouri & Kansas declare they will not reduce the business rates for the reason that their service is worth much more than that of the Home company, Because it reaches more than twice as many Ransan City people and counsets with the only adequate toll line system in the territory. Furthermore, the officers declare the cost of the service warrants even an in-

crease in rates. The Home company has toll line connec tions with less than 200 towns, while the Missouri & Kansas reaches nearly 1,100 towns and cities. It is this immense discrepancy in outside connections that puts the new company at a disadvantage and the new one entered the field, and in that makes the service of the old company in- respect we have gained. The new service

Besults So For as Seen.

Of the 5,000 or more subscribers of the Home Telephone company fully one-half of them, mostly business and professional men, find it necessary also to have the expense on our business, and while we

Orchard Wilhelm Carpet Co.

Lace Curtains

An unusual large purchase of Real Arabian Lace Curtains place us in a position to offer extraordinary values in the most stylish curtains of today. We also have some extra values in Brussels and Irish Point that will be worth your time to look over.

WE purchased an extra large lot of about 150 pairs of very heavy Net Arabian Curtains, both with inser-

net, on sale at, per yard.

5.00 Cluny effect in linen lace edge French net conter, full 3 yards iong, 50 inches wide, 3.75 on sale at, per yard.

6.50 Cluny lace, both white and Arabian colored goods that you have never been shown before at 1.50 on the sale is than \$1.50 apecial during this sale, at, per yard.

60.00 Saxony Brussels Cui 17.50 apecial, per yard.

80.00 Revery fine quality, 17.50 apecial, per yard. Curtain Swiss and Sash Nets 86-Inch Curtain Swiss, stripes, 121c dots and figures, special, ger yard

6-inch Curtain Swiss Scotch
goods, 18 styles—special,
per yard

Bobbinets—Forty-five inches
wide—white or ecru—spectal, per yard

Other widths priced in proportion.

tion and edge, also edge only, they are mounted on the very best net and worth up to \$15 and \$17.50 per pair, all in this sale at We show in this lot about 25 styles of curtains fully worth \$20.00, all real Arabians special per pair

Brussels and Irish Point \$5.00 Brussels and Irish Point, all full size, three and a half yards 3.95 long, 50 inches wide, at, per pair

\$10.00 Brussels and Irish Point new fall patterns, goods usually sold for \$10-special during this sale, per yard 6.75

tains, the best Brussels Cur 22.50 made, special, per yard. \$75.00 Saxony Brussels Curtains, all

Saxony Brussels Curtains

Window Shades

All good ones axe feet, com- 25c

Closing Out of Carpet Remnants

This will be a week of unparalleled offering in Carpet Remnants. Enough of patterns for rooms, and many pieces half rolls or more. All go at irresistible prices. A chance that will impress a multitude. The saving is about one-half. Note well the following:

Brussels Rugs-45-9x12, Smith Brussels Rugs, these are all one patters and we bought the lot because they were cheap, Ingrain Carpets-75c all wool ingrain carpets-short pieces 49c enough for a room, special, yard \$1.00 ingrain three-ply, best made, enough of a pattern for a room, per yard..... Misfit Carpets-We include in this sale a number of misfit carpets, Matting-25c and 35c matting, short lengths, enough for a

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	Limoteusm \$1.60 Inlaid Lineleum, odd pieces, enough for large room, all patterns, special	1.00
	65c Linoleum, enough for a room; special, per yard39 Small Linoleum Remnants, per yard15	G
	Carpet Samples—In this sale we include all of our traveling samples. These come in one-half yard lengths, in Axminster and velvet borders; special, each	75c
	One-half yard each Axminster and Velvet carpet sampless each	1.00
	Ingrain samples, one yard square,	10c
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Furniture

harvest of bargains now placed before you. The last shipment of sample rockers are here. The B. L. Marble Chair Co's, entire sample line added to the remainder of the Wilkinson & Eastwood line. These samples were bought at a liberal discount and all the sample rockers, chairs, settees go on sale Monday at a saving of one-third from regular prices. Range of from \$3.00 and all in between prices up to \$26.00. Remember you save a full third if you buy during this sale.

VERNIS MARTIN

A manufacturer's entire sample line of rockers, arm chairs, reception and desk chairs in this very popular finish, hand decorated, handsomely finished. A superb showing of this attractive furniture. You should avail yourself of this opportunity to secure one or more of these pretty pieces at a bona fide saving of 1-3 to \(\frac{1}{2}\). \(\frac{1}{2}\). \(\frac{1}{2}\). \(\frac{1}{2}\). ROOKWOOD

Rockers and chairs in the Rookwood, must be seen to be appreciated. This lot is part of the Wilkinson & Eastwood, Grand Rapids sample line. They are all here now for Monday's selling. Handsome pieces from

DROP PATTERN FURNITURE SALE

100 Librar	rice. ry Table, solid	Sale Price.
30 Solid h	fahoguny Libi	s40
45 Mahog	any Table, C	olon- \$25
65 Mahor	any Desk Tal	olon- \$25 oleu, \$35
70 Mahog	any Library	Table \$40
Colonial	design top,	Table—pedestal
28 Mahog	any Library T	able, \$23
27 Mahog	any Library T	able. \$17
ble, a dr	Oak Librar	Table, \$23 Table, \$17 F Ta- \$24 Library Table
with tw	hered Oak	Library Table
Tacks	ered Oak Lib	\$20 top. 13.50
ess cloide	Pr. () (A7) Pr.	on round ton
rending	r feet	nch 13.50

st be closed out this we	eek. No
	Bale Price.
\$25 Weathered Oak Magazine Table, 20-in. square top	\$13
Table, 21 in. top	7.50
Rack with cabinet	\$8
\$38 Hall Settee, Flemish	\$25
\$32 Folding Drop Head Bed Sofa, for	
\$32.50 Folding Drop Head Be	19.50
\$12.50 Couch, tufted top,	8.50
817 Gold Parlor Chair,	9.50
\$28.75 Gold Parlor Chair, up holstered in tapeatry	14.50
\$40 Gold Divan, uphoistered in tapestry	\$19
\$26 Gold Divan, upholstered i	n 13.50
sia-90 Mahogany Parlor Chair, for	\$11
\$15 Mahogany Parlor Chair, for	\$11
\$70 Mahogany Parlor Buite,	\$45
\$200.00 S5 Parlor Sult, ha Louis the 15th design, for	nd carved

1	Regular Price. Sale Price. Sale Price. Mahogany Parior Chair.	Regular Price. Sale Price.
	\$19 Mahogany Arm Chair, \$11	oak, leather seat, the lot for Two Golden Oak II Leather
	\$50 Flemish Onk Hall Tree \$35	\$4.75 Cane Seat, Golden Cak 2 40
	\$175 Belid Mahogany Chiffon- \$125	\$2.50 Porch Chair, rattan seat.
	Mahogany Book Case, \$35	\$19.50 Flemish Oak Rattan Set- O BO
	\$130 Fraternity Cooler, com- plete with silverware \$75	\$22.50 Go-Cart, will go 13 50
	285 Colonial Mahognay \$45	\$16.00 Go-Carts, will go R 25
	Antique Dressing Table \$19	\$18.00 Baby Carriage, @12
	\$37 Mahogany Cheval \$30	\$19.50 Mantle Folding Bed, 11.50
	\$22 Bird's-Eye Writing Desk, \$11	\$7.50 Mahogany Finished 2 50
	\$24 Bird's-Eye Writing Desk, 13.50	\$7.00 Solid Oak Bed, 3 SO
	517.50 Bird's-Eye Writing 10.25	510.00 Solid Oak Bed, 4-50
	558 Weathered Oak Hall Clock, Seth Thomas movement,	\$26 Flemish Oak Hall Glass, 17 50
5	for sea Weathered Oak Hall Clock. \$40	\$20 Weathered Oak Serving
1	Seth Thomas movements	Table, for \$32 Weathered Oak, leather \$19 seat & back Morris chair\$19

9	Regular Price. Sale Price.	
7000	ing Chairs, in weathered oak, leather seat, the lot for \$11	ř
1	Two Golden Oak 37 Leather seat Dining Chairs, 2 for	ü
5	seat Dining Chairs, 2 for 12 13	
5	M.75 Cane Seat, Golden Cak 2.40	
=	\$2.50 Porch Chair, rattan seat. 1.65	
5	\$19.50 Flemish Oak Rattan Set-9.50	Ü
5	\$22.50 Go-Cart, will go .13.50	i
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5	for Solid Oak Bed, 4.50	ř
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8		
0	\$20 Weathered Oak Serving \$10	Vi.
115	seat & back Morris chair\$19	E)
110		
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racts, so that they are not likely to be the ratio of 16 to 16 in favor of the Mis displaced generally by the old company's sourl & Kansas lines. Before the new phones, despite the fact that the old com- company came in our expense for telepany has cut its rates to \$42, \$30 and \$24 phones was about \$1,500 a year, and now for residence 'phones. With something it is \$2,500, because we are required to have over 1,000 residences having the new a large number of both the old and the phones exclusively, business men felt com- new 'phones. The merging of the two pelled to become connected with the new exchange. Consequently a place of business heretofore using one 'phone at \$96 a year must now support another at an additional expense of \$54 a year. The physicians of Kansas City are endeavoring The new company has no party line or to avoid this additional burden of expense imited service, while the old concern gives by making an agreement to have only the erally kept, although a good many of the doctors have had the old 'phones taken nickel-in-the-slot and measured services, out. Some of them say they cannot spare the old 'phones on account of the extensive toll line service and the fact that many of their patrons in the city are on the old lines.

From having two telephone companies in the field Kansas City has gained: 1. More prompt and efficient service; 2. Lower rates for residence 'phones. For these gains the compensation has

1. Annoyance and confusion by reason of two exchanges, with partial duplication of 2. Additional expense for telephone serv-

ion forced upon about 2,500 users. The business men of the city are generally opposed to the dual system and long for the time when the companies will consolidate. Here are some expressions: Business Men Tnik.

Emery-Bird-Thayer Dry Gooda company (department store): "We notice an im proved service from the old company since dispensable to a great many business is very good, in that it is prompt and the asion is clear and distinct. The old service is superior in that it connects with more local people and a great many more out-of-town customers. Of course, the advent of the new company puts an additional

rates, would be ideal." Guernsey & Murray (retail grocers): "We have six old and two new 'phones. If it were not for the necessity of having connection with customers having only the Home 'phones we could get along very well with our aix Missouri & Kansas in struments. The second system has put an extra expense on our business, and we d not notice that it gives us any more trade We expect to see the two companies con-

systems, with good service and reasonable

H. J. Brunner (retail hardware): "With only one of the old 'phones our service was crowded. The new 'phone simply relieved the pressure on the old one, and in that way it has proved a good thing for

T. E. O'Reilly (manager Owl drug store):

"The demand in our place for telephone is from patrons who want to call out, and as some want to reach Home subscriber and others Missouri & Kansas subscribers, we find it necessary to pay for both." Henry Koehler (cashier Western Exhange bank); "We have only the Missouri & Kansas 'phone at present, but will be forced to put the other one in goon. One telephone system is a great conver lence and less expense than two.

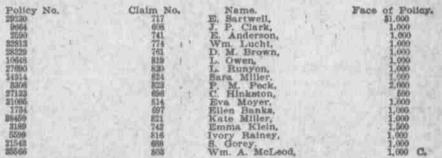
Expense Always Greater. Dr. Beliows (physician): "The dual system is a nuisance. I have had the old phone taken out of my office, but still have ooth in my residence. If a Missouri & Kansas subscriber wants to call me he must get the residence over that 'phone, and then wait for the residence to get the office over the other 'phone, or he must call someone who has a Missouri & Kansas 'phone in the office building and make a messenger of that someone. Can't you see what a nulsance it is?"

Simpson, Groves & Co. treal estate and insurance): "We have a Missouri & Kansas switchboard with six 'phones, and this phones were placed on three-year con- phone orders, and last month they were in phone, and every time it rings someone very with one com- Bee want ad page.

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Bee Want Ads Produce Results

has to jump up and answer. It is an an- pany and we do not get siong so well with noyance and expense that brings no return. | two." We have it simply because a very small E. D. Bigelow (Secretary Board of portion of our customers have not had the Trade): "The only advantage of competiephone exchange."

C. D. Parker (President Commercial Club): "The telephone business is a the extra expense." equipment, with a boy to attend to it, we natural monepoly and competition in that

good judgment to get into the principal tel- tion is improved service. Two systems add to the expense of business and the improved service cannot be said to be worth