

THE SHELDON SCHOOL OF SCIENTIFIC SALESMANSHIP

Teaches the Science of Success in Business

"Salesmanship is a science and the practice of it is a profession."

"The essence of the science of salesmanship is that it is a science of persuasion."

It is all taught by correspondence. You can master the course in leisure hours at home or on the road

Ten thousand students are now taking this course. They include all classes of progressive business men from millionaire proprietors to clerks.

MR. A. F. SHELDON, PRESIDENT AND FOUNDER

of this great school, will be at the Her Grand Hotel in Omaha, January 24, 25, 26 and 27, and will be glad to meet business men of this city who desire to increase the profits in their business and the efficiency of their sales force.

Mr. L. C. Hitchcock, special representative of the school, is in the city for a few days, and local inquiries addressed to the Sheldon School, care Her Grand, will receive the prompt attention of a personal call.

For full information, address Sheldon School, 1157 McClurg Bldg., Chicago, Ill.

BENSON SALOONS MAY RUN

Judge Troup Denies Writ Sought to Close Them During Appeal.

APPLICATION NOT MADE IN GOOD FAITH

Court Hands Down Oral Opinion in Which He Warmly Refers to the Course of the Relators in the Case.

Judge Troup finds that the appeal which Harvey J. Grove and others attempted to take from the action of the village board of Benson in certain saloon cases was not based in good faith, or to serve any good or useful public purpose, and the alternative writ prayed for will not issue. This alternative writ was to compel the village board to have all the testimony in the case written out and to have the records transcribed and transmitted to the district court, as otherwise Grove and his correlators could not perfect their appeal.

The only point gained by the relators was that they can demand of the town board a copy of the testimony taken and the board must furnish this at its own expense, as the statute directs; then the relators can file this with the clerk of the district court at their own expense.

Court Scorches the Relators.

Judge Troup's decision was rendered orally, and while it was couched in courteous terms and delivered with judicial calmness, it was nevertheless something behind the action, and as proving Grove's bad faith in this particular case the court said, in effect:

He has been a close business associate of Peter Gravit, has borrowed money from him, and in many ways the two have been confidential friends. Mr. Grove is a member of the village board, and as such knew that the location where Peter Gravit wanted to open a saloon is within the prescribed 200 feet of a public school. He also knew that Gravit owned the lot and that it had been enjoined by the district court as a location for a saloon. Yet he signed the petition of Chris Lick for a license at that location, and when the village board very properly denied the

application for such forbidden location Grove became the principal opponent of the other applications for licenses in the village. The line of action followed was to say to the village board, practically: "If you do not allow us to have a license for Chris Lick at the Gravit corner, we will deprive you of the revenue necessary to run your school and for other purposes by preventing you from granting license to any one to run a saloon in the village."

Grove a Good Fellow.

Going further, the court said there seemed to be no doubt that Mr. Grove was an enterprising and valuable citizen of Benson, who ordinarily meant well, and probably does desire to have the saloons closed on Sunday. In this case Peter Gravit is the controlling power. The relators originated with him, his bar-tender circulated them, and some of them, if not all, were signed in his saloon. When the brewers interested tried to secure a reconciliation of differences they did not go to see or call in Grove or any of the people whose names appeared on the remonstrance, but they called in Peter Gravit, and as the court remarked, "They seemed to know what they were doing."

For these reasons and others touched upon incidentally, but as having considerable weight with the court, the alternative writ for a mandamus, so far as it sought to have the village board transcribe the record and transmit the same to the district court, would not issue.

Before the rendering of the court's decision of Attorneys Piatti and Regan had asked for and secured permission to amend their petition for the writ, so that it would cover only the writ of habeas corpus and giving to them of the testimony taken before the board on the hearing of the remonstrance. After the court's ruling against their contention of good faith on the part of Grove and his fellow relators, the attorneys asked an exception to the findings of the court and asked for forty days in which to file a bill of exceptions. This was granted and takes the matter of the further prosecution of the appeal over into the February term of court.

TRIAL OF THE POLICE JUDGE

One of the Cases in Which the Law Defends Its Own End in a Measure.

"That is one of the hardest kind of cases a police judge has to contend with," remarked Police Judge Berka after he had sentenced John Kladesens to twenty days. "There is a man charged with being drunk and abusing his family. He has nine children. No doubt the man works hard every day, but he is charged with getting drunk and raising his hand and voice against those whom he should love the most. The wife comes to prosecute and it is incumbent on me to pass sentence on the man according to the offense committed, although in such cases I am reminded that the head of a family is being detained and the family may suffer in consequence."

Then Mrs. Kladesens approached the judge and asked whether her presence was needed any further in the case. Being told she might go, she started slowly out of the court room, hesitated at the exit, stopped and looked toward the door through which an officer had just taken her husband; then she drew the little shawl closer around her shoulders and hastened down the stairs and on home to her nine children and cheerless greisde.

Invest Constant Oil stock, 301 N. Y. Life.

Mortality Statistics.

The following births and deaths have been reported to the Board of Health during the forty-eight hours ending on noon Monday:

Births—Frank Davis, 415 Lafayette avenue, girl; Otto Nixon, 1115 South Twenty-second, girl; Augustus Kadcliffe, 164 South Twenty-fifth, girl; Jens Jensen, Thirtieth and Spaulding, girl; George T. Nicholson, 224 North Nineteenth, girl; Hans P. Andersen, 161 South Fifth, girl; John Timm, 203 Ames avenue, girl.

Deaths—E. J. Thomas, 214 North

Twenty-seventh, 52; Charles G. Sprague, 245 Case, 67; Alfred Burley, 210 Chicago, 28.

SINGER OF THE GOOD OLD KIND

Pat McDonough Establishes Local Long Distance Record for Continuous Vocal Performance.

Pat McDonough of 2915 Paul street holds the local long distance singing record. He won his spurs Saturday, when he held an eight-hour song festival at his home, and then sang "Home is Nothing Like This" while riding in the patrol wagon to the city jail, where he was charged with being drunk and abusing his family. The charge was preferred by his wife, who experienced a change of heart when she appeared in police court. She refused to prosecute her bread winner and liege lord and maestro, so the police magistrate discharged McDonough and let her sing to his home, west and sing no more.

It was charged against McDonough that he sang to the annoyance of his wife, whom he would abuse if she remonstrated. It is also said he attended the Melba concert Friday evening, returned home and sang the rest of the night and part of Saturday, until arrested. The wife said he would fondly himself between tunes with liquid melody and pierce the atmosphere so that she could not sleep.

In defense of his musical orgies McDonough told the court he has been addicted to the habit of singing to amuse himself ever since a boy.

"Judge, I heard Melba Friday night, and as I heard her sing 'Comin' Tho' the Rye' in my boyhood days came back with a bump. My mother sang that song when I was a little towhead bit of a boy, many, many years ago. Last Friday night was the first time I heard that tune sung right since my mother sang it to me, and, judge, it brought back old recollections. First I was sad, judge; then I went home and took a few drinks, took down the old fiddle and—well—my wife says I sang all night. Guess she knows what happened. I believe her. But I only sang to amuse myself."

"Judge, he is a pretty good man, after all," interposed Mrs. McDonough. "He brings home every cent he earns, but he will drink and sing, judge. But I have told him he will have to cut this drink out."

PALMER AS A MODERN PARIS

Postmaster Asked to Decide Which is the Best Among Omaha's Numerous Attorneys.

Postmaster Palmer is up against the matter of determining who is the best lawyer in Omaha. Captain Palmer dislikes to commit himself to any definite opinion, and has consequently decided to leave it to the disciples of Blackstone themselves. The letter reads thus: Dear Sir: I will send you a few lines for a little information. If you are willing to tell me which I think you will be kind enough to do so. Will you please give me the name of the best lawyer in Omaha Nebraska also his full address if you please. I will send a stamp to pay postage one year letter in haste. Well wishing for an Early reply I close so good By yours truly A. Friend.

P. S. Address the letter to Mr. Oliver Atkinson, Harrington, Washington, Lincoln Co. Please in haste good By. A friend in need is a friend indeed.

Annual sale infants' wear now on at Lilliputian Bazaar, 1515 Douglas.

Held on Suspicion.

Fred Christ of the Lyons hotel has been arrested by Detectives Mitchell and Heitfeld and charged at the city jail as being a suspicious character. Christ is being held to explain what he knows of the loss reported to have been taken out of a room at the Lyons hotel and given by Christ to an old soldier.

COAL RATE STILL UNJUST

Omaha at Disadvantage on Fuel Question and Consumers Complain.

BURLINGTON PROMISE DOESN'T SATISFY

Atchison Mine is Not a Solution of the Rate that Now Gives Kansas City a Hold on the Business.

"How is the Atchison coal proposition going to help the matter any?" said a Sixteenth street dealer in discussing the rate proposition. "I see by the interview with a Burlington official published in The Bee that the Atchison mines are going to solve the rate problem for us. That is just the same sort of a song and dance that was held out regarding Iowa coal. We did get a lower rate on this coal, but it does not help out the steam coal proposition from the Cherokee fields. That field furnishes the bulk of the steam coal used here and it will continue to be the coal in spite of the mines at Atchison."

"What we want is a rate on the Cherokee coal that will put us on an equal footing with Kansas City. The consumers here are paying about \$30 a day more for their steam coal than our competitors."

"The rate question has been taken up with the Commercial club and I hope and believe the club will be able to do some good. We certainly do not propose to stay idle and remain at a disadvantage with Kansas City simply because there is a prospect of a cheap coal being brought here from somewhere else. If it turns out to be true that Atchison coal will take the place of the Cherokee fuel, that will be Omaha's good fortune; but we want a rate now. We want to be on an equal footing with Kansas City."

Phenomenal Champagne Record.

The importations in 1904 of G. H. Mumm's Champagne aggregate 121,330 cases, the largest on record. The magnificent quality, purity and natural dryness of G. H. Mumm's Extra Dry is responsible for this showing. Immense reserves of the superb 1888, 1899 and 1900 vintages guarantee maintenance of quality.

Mutual Fire Insurance.

The Transatlantic Mutual Fire Insurance company will hold its annual meeting in this city during the present week. President E. M. Kauffman of Lincoln, Hon. James H. Casselhor of Blue Springs and other members of the auditing

General Staff of Ministers Meet and Listen to Reports from the Various Outposts.

In its headquarters, which was the lecture room of the First Presbyterian church, the general staff of the city evangelistic campaign board reports yesterday from the division commanders which showed the preliminary skirmishes have not been without effect and the opening guns of the great battle brought down reward.

Rev. J. V. Moore, who presided, set an ideal of evangelism by a recital of the great work being done among the miners in Wales.

Dr. Stevenson told of the auspicious opening with a conversion at South Tenth Street Methodist Episcopal church.

Douglas County Medical Society.

The Douglas County Medical society will meet this evening in the Her Grand. The physicians and surgeons who comprise this organization have been in the habit for years of holding their meetings once every two weeks in the Commercial club. Under the recent rule, however, which require societies which use the club

PRISON-MADE BINDER TWINE

Union Labor Opposed to Its Sale, as to All Other Goods Made by Convicts.

A number of representatives of union labor were asked what would be the attitude of labor toward the establishment of a binder twine manufactory at the penitentiary.

A group of a dozen or more men at the penitentiary were unanimous in the opinion that the products of such a factory should be boycotted, as all prison made goods should be. These men, to a large extent members of the building trades, admitted that they knew nothing about the proposed factory at the penitentiary, but in the abstract they would look with absolute disfavor on the matter.

Louis V. Guye, president of the Central Labor union said: "I did not know that such a measure had been contemplated and am therefore not prepared to give an opinion on the matter. I think that the same objection that organized labor has against all prison manufactured goods would apply in this instance. We have always maintained that prison made goods should be stamped as such, as a protection for manufacturers of goods of the regular order, and particularly to protect home manufacturers. By the prison made goods being thus stamped the purchaser can take his choice of home made or prison made goods. Organized labor recognizes the fact that the convicts of a prison must be employed and as a rule we have no objection to prison made goods, providing they are stamped and marked as such. It is probable that this matter will be taken up at the next meeting of the central body."

TALK EVANGELICAL CAMPAIGN

General Staff of Ministers Meet and Listen to Reports from the Various Outposts.

In its headquarters, which was the lecture room of the First Presbyterian church, the general staff of the city evangelistic campaign board reports yesterday from the division commanders which showed the preliminary skirmishes have not been without effect and the opening guns of the great battle brought down reward.

Rev. J. V. Moore, who presided, set an ideal of evangelism by a recital of the great work being done among the miners in Wales.

Dr. Stevenson told of the auspicious opening with a conversion at South Tenth Street Methodist Episcopal church.

Rev. J. V. Conley reported a very good beginning among the young people especially, many of whom asked for prayers.

Rev. B. F. Fellman of Grace Baptist told of the requirements in the meetings there and of their success.

Rev. Newman Hall Burdick of the Second Presbyterian church said over 200 had stood in Calvary Baptist in answer to a question of faith.

Rev. Mr. Priest of Seward Street Methodist Episcopal gave an encouraging report from the South Omaha meeting.

The other districts responded with equal good tidings and the meeting closed with prayers for the work.

Douglas County Medical Society.

The Douglas County Medical society will meet this evening in the Her Grand. The physicians and surgeons who comprise this organization have been in the habit for years of holding their meetings once every two weeks in the Commercial club. Under the recent rule, however, which require societies which use the club

MILLER IN THE COUNTY JAIL

Man Who Tried to Win Stenographer by Abusing His Wife is Locked Up.

Deputy United States Marshal Henry Hoaman has returned from the southern part of the state, bringing with him H. Leon Miller, recently of Oak, Neb., and lodging him in the Douglas county jail to await the action of the federal grand jury on the charge of using the United States mails for fraudulent and obscene purposes.

Miller has posed at Oak, Nebraska county, for several months as a railroad promoter interested in the Yankton & Southwestern railroad, which, in its broader sense, was known as the Manitoba & Gulf line. The specific charge upon which Miller was arrested was in addressing an indecent letter to a young woman who had been formerly employed by him as a stenographer in his promotion enterprises. The letter, it is alleged, purported to be the copy of a letter written to Miller from some point in Iowa, in which the integrity and chastity of his own wife was impugned, and he sent the copy to his former stenographer in order to justify him in his attentions toward her, by showing the perfidy of his own wife, in order that he might secure a separation from her and thus pay his undivided attentions to the stenographer.

Boy Hurt While Coasting

Brewery Wagon Driver Refuses to Stop and Painful Collision is the Result.

Henry, Boeson, 11 years of age, living at 1917 South Eighteenth street, has been seriously injured while coasting at Twentieth and Center streets. Several of the boy's ribs were broken and internal injuries sustained by being run over by a Stors Brewing company's wagon. The report of the accident on file with the police department states that the driver of the wagon was flagged by one of Boeson's companions at the crossing, but would not heed the signal to stop, with the result the boy was run over before the driver could stop his wagon when he finally realized an accident was imminent.

GAS COMPANY HAS ELECTION

Directors Finally Choose Officers as Indicated by Announcement Made Last Week.

The Omaha Gas company held its formal meeting and elected its officers. The election here is largely a matter of form, as the stockholders in the east have already made the selection of officials. This is now done in Omaha. As already announced, Frank Hamilton is the new president and George W. Clabaugh vice president. Isaac Batten is the treasurer; Lewis Little, assistant treasurer; James Ball, assistant secretary, and George H. Waring, superintendent of works. The directors are: F. P. Hamilton, George E. Barker, George B.

PERSONAL PARAGRAPHS.

City Prosecutor Tom Lee has gone to Hot Springs, Ark., for three weeks. Attorney A. G. Billik is acting in Mr. Lee's place at police court.

C. L. Hopper, local manager of the Williams & Hoag Company, with Mrs. Hopper, has returned from the east, where he went to attend the annual convention of American Municipalities, which he is now connected. Mrs. Hopper visited New York, Philadelphia and other cities and had a very enjoyable time. He says the company has a fine line of 1903 novelties to offer.

H. J. Gorden, formerly city editor of The Bee and later manager of the Krug theater, is in Omaha for a week or so on business connected with the Bulletin of the League of American Municipalities, with which he is now connected. Mrs. Gorden accompanied him. They have been traveling through the east and middle west for the last several months.

Where for the Winter?

The Hot Springs of Arkansas offer most in the way of health, pleasure and climate for all classes. Owned by the United States government. Write Bureau of Information, Hot Springs, Ark., for illustrated book of information.

Benefit of the Evening

Tickets for the two remaining Shakespearean lecture recitals for the benefit of the Creche may be had at Mandelberg's.

Cian Gordon annual Burns' festival, Germania hall, January 25. Tickets, 50c each.

Annual sale infants' wear now on. Lilliputian Bazaar, 1515 Douglas.

Bee Want Ads Produce Results.

The following marriage licenses were issued up to noon January 21:

George E. Kopp, Omaha, 19
Lizzie Petrovski, Omaha, 17
Lawrence A. Douglas, Omaha, 24
May Bryant, Omaha, 24

Edholm, Jeweler, 18th and Harney.

Building Permits.

Permits have been issued by the city for the construction of four \$1,000 frame dwellings by Shimer & Chase on Twenty-sixth street between Maple and Binney, and for a \$1,500 frame dwelling at Twenty-ninth and Dorcas streets.

There's nothing more appetizing nor comforting than a cup of Ghirardelli's Ground Chocolate. It's the most warming drink under the sun and delicious beyond description.

Finer for cakes and pastry.

FLESH BUILDER

The liver of the cod fish produces oil that is a wonderful flesh builder. No fat or oil can compare with it in that respect. To get the best out of it, it must be emulsified and made like cream. In Scott's Emulsion it is prepared in the best possible form to produce the best possible results. Thirty years have proven this.

Scott & Bowne, 109 Paul Street, New York.

LIEBIG Company's Extract of Beef

For health's sake insist on having the real LIEBIG Company's Extract of Beef

The oldest, the most concentrated, the reliable, the most profitable, the best for medicinal purposes.

The line signature on the label shows the genuine.

For Forty Years the First COMPANY'S

