### ASSESSORS FIND MORE CASH

Over Million Dollars More on the Tax Rolls Than Last Year.

UNIVERSITY TO BRING SUIT FOR CASH

Auditor Refuses to Issue Warrant for Federal Apportionment Because Legislature Failed to Appropriate It.

(From a Staff Correspondent.) LINCOLN, Aug. 8 - (Special Telegram.)-Nebraska assessors have succeeded this year in uncovering \$1,120,000 more cash than they found in 1906. The footing for 'Money on hand and on deposit" in the cinety counties of the state shows the aggregate assessment under that head to be \$4,486,895 for the current year, as compared with \$2,606,496 last year. This is on a basis of one-fifth the actual value, so that the amount of cash which will be taxed for 1907 is more than \$22,400,000, and the gain over 1905 is \$5,600,000, real worth.

University Sues for Cash

The university officials intend to bring a mandamus suit against Auditor Searle to compel him to issue a warrant for \$9.000 appropriated by the government and held by the state treasurer. Today when the demand was made for the warrant it was refused by the auditor on the grounds that the money had not been appropriated by the legislature. The university officials hold, under an old statute, all money for the use of the experimental station donated by the government need not be specifically appropriated by the legislature. Consequently suit will be brought.

Convention Has Last Word. Chairman Warner of the republican state committee is here tonight and held a conguitation with Secretary Allen regarding committee afairs. Mr. Warner said in discussing the resolutions committee appointed by the executive committee to draft a platform to be presented to the republican state. convention

"I don't see that it makes any difference whether the committee members are delegates to the state convention or not. The convention will have opportunity to pass upon the platform submitted and reject or adopt it. In Massachusetts the chairman and a resolutions committee are always appointed in advance and the committee is selected at large according to the published rules of the committee."

Orntory Expected at Auburn. Members of the Lancaster delegation to the congressional countion of the First district, to be held at Auburn tomorrow. night, will go to Auburn some time tomorrow. While none of the delegates believe there will be any sort of a contest and no effort will be made to get the delegates to violate instructions, some fireworks oratory.

is said to be on the program. Enpital Briefs.

An amendment to the articles of incorporation of the Farmers State Bank of Eustis, increasing the capital stock to \$30,000 has been filed with Secretary of State Galusha.

corded the \$10,000 of bonds recently voted by the city of Fremont for the purpose of rebuilding and enlarging its waterworks system. The bonds will run twenty years and bear 5 per cent.

State Treasurer Mortensen today received Tennessee bonds amounting to \$50,000, the consignment being the balance of the purchase of \$90,000 made more than a month ago. The first 4nstallment of \$40,000 was received yesterday

Is Brown for Prohibition!

John G. Wooley delivered a temperance ecture at the Epworth assembly this morning and by denouncing Edward Rosewater for not being a prohibitionist, gave out the impression that a vote for a legislative candidate who was for Norris Brown would be a vote for state prohibition. He made a plea for the prohibitionists to get in the game whether for republican or democratic candidates.

The following officers were reported by be elected in the morning:

## Viva

Whitens the Skin at Once

a not show. Eruptions, for Spots cured in ten ya does not peel the skin. Dark face, neck or hands DERMA VIVA CO., Chicago, III.

NORRIS NAMED BY ACCLAMATION Resolutions Endorse His Record at

National Administration. HASTINGS, Neb., Aug. &-(Special Telegram. - Not a ripple of opposition appeared in the way of the renomination of Hon. G. W. Norris of McCook for a third term as congressman from the Fifth district. The republicans of the district assembled in convention this afternoon. F. Mervin of Beaver City was elected chairman, C. A. Luce of Republican City.

secretary, and A. R. McCarlow of Mc-

Cook, assistant secretary. On motion of W. F. Button of Hastings. Mr. Nerris was nominated by acclamation. Resolutions were reported by August Buechler, Hall; John B. Peterson Franklin, and George W. James, Adams. They were brief, merely endorsing Mr. Norris and the national administration and calling attention to the former's high standing with the administration, his upright character and his fidelity to the interests of

New Road in Barlan.

ALMA, Neb., Aug. 8.-(Special.)-There is great excitement in Republican City. Alma and Orleans over the outlook for a new railroad in Harlan county. For a number of years the Rock Island has long sought a shorter route from Chicago via Omaha and Lincoln to Denver. It is now making the preliminary survey for this route and the surveyors have already surreyed the coatern portion, from near Lincoin to the Republican. This line will be extended from Republican City, it is reported, to Alma, Orleans and passing up the Beaver west to St. Frances, Kan., thence in a direct line midway between its present route and the Burlington, to Denver, tapping rich agricultural and

stock country. Alma & designated as one of the division points for the road. In the party of surveyors which are now at work west of Republican City are some of the best civil engineers of the Rock Island system, and from maps and plats of the road which they are dally making and forwarding to the home office, it is plain to be seen that this new route in time is to be a double rack road from Omaha to Denver.

AUBURN. Neb., Aug. 8 .- (Special.) - Th

German-American pienic which was held in this city yesterday, was one of the largest attended celebrations that has been held in this city for some time. The weather was perfect up until about 5 o'clock, when a slight main set in and lasted nearly an hour. This made things a evening entertainment in the least. The Huster hand of Omaha furnished the music for the day. This is an excellent band and was pronounced the best which has been here at any previous time. The good music was appreciated by every-

gs.00 Omnha to Chicago and Return. ILLINOIS CENTRAL RAILROAD.

Tickets on sale August 11, 12 and 12. Return limit. August 22. Tickets and information at City Ticket Office, 160 Farnam St., Omaha.

Washington County Tenchers Meet. BLAIR, Neb., Aug. 8 .- (Special.) -- The Washington county teachers' institute onvened at the high schood building on last Monday morning, and will be in sesthe nominating committee and they will sion for one week, under the management Vice President—W. B. Alexander, York,
A. O. Hinson, Chester; H. W. Coke, Adams,
Secretary—A. C. Crosthwalte, Lincoln:
George B. Tobey, Lincoln,
Treasurer—C. E. Sanderson, Lincoln,
Auditor—C. M. Sheperd, Pawnee City,
Junior Superintendent—Mrs. Nellie T.
Magee, Lincoln: Mrs. H. C. Seidel, Ashland; Mrs. Agnes M. Wheeler, Geneva,
Mission Secretary—Rev. C. M. Brooks,
Pairmount; William A. Allbright, Strang,
Christian citizenship—Rev. J. T. Roberts of County Superintendent John A. Rhoades.

### Derma DECARMO IS "MUCH WANTED"

Women and Horses Get Man at Beaver City Into Trouble.

WEDS GIRLS AND STEALS ANIMALS

Nebraska, Illinois, lown and South Dakota Are Anxious to Square Accounts with Prisoner, Who Confesses.

BEAVER CITY, Neb., Aug. 8 .- (Special relegram.)-The special in The Bee August 3, recounting the varied acreer of Walter Degarmo, now in the county sail awaiting trial on the charge of bigamy. brought several telegrams from different parts of the country where Degarmo is wanted.

A message from the state attorney at Carthage, Ill., confirms the confession of Degarmo that his wife, Maude Degarmo, is alive and has not been divorced. The sheriff at Huron, S. D., wires that Degarmo is wanted for horse stealing, and on being confronted with the charge he confessed and stated that the horse, harness and buggy were sold by him in this

n a charge of horse stealing and to this he also acknowledges, giving the name of the town in lows where the stolen animal

From Red Cloud comes another inquiry and it is probable that he will have an-

other charge to face. Miss Lucila Thompson of Wilsonville has been notified of all the facts regarding the secondrel who imposed himself upon her and succeeded in obtaining sums of money. It was her hope that his wife in Illinois had secured a divorce so that the marriage here would have been legal, A strange characteristic of Degarmo is that he freely conferses his sins and has made but little attempt to shield himself.

Buct County Populists Meet TEKAMAH, Neb., Aug. 8 - (Special.)-Owing to the races vesterday the Burt county populist convention was very poorly ttended, less than a down being present. No business of any importance was transacted and the naming of candidates was left to the central committee.

News of Nebraska.

BEATRICE-Mrs. Edward Coburn yester BEATRICE—Lang and Price, two mom-ers of the Beatrice base bail team, have sined the Ellis club and will play with it he remainder of the season. HOWELLS-The Nye-Schneider-Fowler HOWELLS-The Nye-Schneider-Fowler company of this place is building a 1.200 bushel addition to its elevator, making it one of the largest on this branch.

BEATRICE-Yesterday in the county court Judge Spafford officiating, occurred the marriage of Mr. Arthur Surratt and Miss Florence Druery, both of Crab Orchard.

in Stacking and threshing is thereby de-ayed and damage to wheat must follow i continuation of this wet weather. a continuation of this wet weather.

GENEVA-A horse and buggy were studen from J. R. McCashiand west of Geneva, Monday night. Steps were taken at once to catch the thief and recover the property, a liberal reward being offered. BEATRICE—The contempt cases against Mr. and Mrs. Seth Terry, their son Menzo. Terry, and R. W. Sabin, their attorney, were called in the district court yesterday

afternoon by Judge Kelligar and continued to next Monday.

STANTON—At the regular meeting of the Modern Brotherhood of America lodge last night, A. A. Kearney and C. Stucker were elected delegates to the district convention of that orday, to be held September 5, 1905, at South Omaha. BEATRICE—Two strangers, giving the names of Fred Macy and Thomas Williams, were lodged in the city jail yesterday morning on the charge of peddling jewelry without a license. They were released last evening upon promise that they would leave the city.

on by Judge Kelligar and continued

on the lith.

BLOOMFIELD—During the heavy thunderstorm yesterday afternoon the residence of Mrs. C. S. Benney, occupied by Joseph Abts, was struck by lightning. The blaze was extinguished by a bucket brigade. The damage done by fire and water will probably amount to about \$50.

BEATRICE—Dr. Woods and Dr. Strough, two residents of Barneston, indulged in a fistic encounter, but were separated before seriously injuring each other. From reports, the two men have not been on speaking terms for some time, and when they met face to face they were not long in

ports the two men investigates and when they ing terms for some time, and when they met face to face they were not long in coming together.

BEATRICE-The case of William A. Wilson, charged with obtaining money under false pretenses, was called yesterday in police court and continued to Thursday morning. Mrs. Wilson arrived in the city

Would Scratch and Tear the Flesh Unless Hands Were Tied-Wasted to a Skeleton-Awful Suffering for Over a Year-Grew Werse Under Doctors-Skin Now Clear.

WOULD HAVE DIED BUT FOR CUTICURA.

"My little son, when about a year and a half old, began to have sores come out on his face. I had a physician treathim



cian. Still he grew worse. At the end of about a year and a half of suffering be grew so bad I had to tie his hands in cloths at night to keep him from scratching the screen and tearing the flesh 'He got to be a mere skeleton, and was hardly able to walk. My Aunt advised me to try Cuticura Scap and Ointment. So great was her faith in It that she gave me a small piece of Soap to try and a little of the Oint-I took it home without any faith, but to please her I tried it, sn# it seemed to dry up the sores a little "I sent to the drug store and got a

cake of the Soap and a box of the Ointment and followed the directions and at the end of about two months the sores were all well. He has never had any sores of any kind since. "He is now strong and healthy, and I can sincerely say that only for your most wonderful remedies my precious child would have died from those terrible sores. I used only one cake of Soap and about three boxes of Ointment. (signed) Mrs. Eg-bert Sheldon, R. F. D., No. 1, Wood-ville, Conn, April 22, 1905."

Complete External and Internal Treatment for Every Blames, from Piney'es to Strothia, from Intency to Afs, consisting of Curicwis Bones, 25c., Criatness, 30c., Remi-rent, 30c., (in Soran of Chocoliste Geated Pills, 25c., per vial of 80), may be had off all druggless. A single set often curum, poster Drug & Chem. Cury., Solie Trops., Eoston. ggradulated Free, "How to Carb Baby Homosom."

from Auburn with her little baby and re-turned home last evening to try and raise money enough to make good her husband's shortage. If she succeeds the officers ap-pear willing to drop the case. Wilson is pear willing to drop the case. Wilson is the father of five children and the family

the father of five children and the family is in destitute circumstances.

LEIGH—A heavy rain fell here yesterday afternoon, which caused some unensiness among the farmers for fear it would lodge the oats, which are now being harvested, but little damage was done. Outs promise to be a very large crop, while winter wheat is yielding from twenty-four to forty bushels per acre and is of excellent quality.

HOWELLS. HOWELLS—A heavy rain fell here last night which laid many acres of small grain low. The Northwestern's tracks one mile south are under water and in many places out of line. The Maple creek bridge was damaged to such extent that no trains could cross and all traffic was dalayed with extent could cross and all traffic was dalayed with extent cross or was could cross and all traffic was considered. delayed until extra crews could make epairs.
HLAIR-The abundant rainfall in this

county during the last six weeks has pro-duced an immense yield in small fruits and apple crop. McCormick & Koopmian, proprietors of the Mt. Hope fruit farm, who are handling the crops of other small proprietors of the Mt. Hope fruit farm, who are handling the crops of other small raisers as well as their own, have been unable to secure pickers enough to save all of their berries, prices for picking being from Di to 2 cents per quart. The heavy rains have made the harvesting of small grain and cutting hay rather slow work, but the farmers have it well in hand. Corn is looking fine.

the city

BASSETT—The republican county central cemmittee met at Newport today and fixed the date for the county convention. The convention will be held at Newport august 18, and it was recommended that the primaries be held in the several precincts on the lith.

BLOOMFIELD—During the heavy thunderstorm yesterday afternoon the residence of Mrs. C. S. Benney, occupied by Joseph Abts, was struck by lightning. The blaze was extinguished by a bucket brigade. The damage done by fire and water will probably amount to about \$50.

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HOWELLS—Three traveling men of Comming had narrow escapes from drown, with a carriage into Maple creek, which was flooded by the heavy faint in the tries of the bridge and upon attempting to cross the Maple creek, which was flooded by the heavy faint in the bridge was covered they drove off the edge of the bridge.

ALMA—Fine rains have let well in hand. Corn is looking fine.

riage went down stream.

ALMA-Fine rains have been failing in Franklin, Harlan and Furnas counties for the last week and everything indicates now that one of the largest corn crops ever raised in this section will be produced this year. The dry weather during May and June was thought to injure the wheat crop, but the contrary appears from reports coming in all over the country. Wheat is running from eighteen to thirty bushels to the acre and testing as high as eixty-two pounds. This is fully as good, if not better, than the crop last year, which was regarded one of the best wheat crops Harlan county had ever produced.

ALMA-The democrats of this county are Harlan county had ever produced.

ALMA—The democrats of this county are organizing for the fall campaign. It is their intention to nominate P. W. Shea of Orleans for representative and B. M. Simms of Alma for state senator. Mr. Simms is quite a popular druggist at this place and has already served one term as a member in the house. The delegates elected to the state convention by the democrats will be instructed to vote for A. C. Shallenberger for governor. Mr. Shallenberger is not personally making any particular canvass for the nomination for governor, but his many friends are declaring that he is the only available candidate who is strong enough with the people to defeat the republican nominee.

Automobile Rental Co. Office Niles & Moser, Sixteenth and Farnam. Tel. Doug-

DIAMONDS Frenzet, 12th and Dodge. FORECAST OF THE WEATHER

Fair Today and Tomorrow in Nebraska, Iowa, South Dakota and Kansas.

WASHINGTON, Aug. 8.-Forecast of the weather for Thursday and Friday: For Nebraska, South Dakota and Kansas-Fair Thursday and Friday; warmer

For Iowa and Missouri-Fair Thursday and Friday; warmer Friday. For Colorado, Wyoming and Montana-Fair Thursday and Friday. Local Record.

OFFICE OF THE WEATHER BURZAU,
OMAHA, Aug s.—Official record of temperature and precipitation compared with
the corresponding day of the last three
years.
Maximum temperature. 82 91 76 86
Minimum temperature. 82 95 56 62
Mean temperature. 75 80 86 71 Temperature and precipitation departures from the normal at Omaha since March L and comparison with the last two years:

Normal temperature
Deficiency for the design of t

Reports from Stations at 7 P. M. Station and State of Weather. Temp. Max. Rain 7 p. m. Temp. fall Bamarck, clear heyenne, clear hicago, cloudy, Davenport, pt. cloudy. Havre clear. Havre clear
Helena clear
Huron cloudy
Kansas Chy, clear
North Platte, pt. cloudy
Omaha, clear
Rapid City, pt. cloudy
St. Louis pt. cloudy
St. Paul cloudy
St. Paul cloudy

JAPANESE POACHERS KILLED

American Guards on Alaskan Island Shoot Men Who Kill Seals.

GOVERNMENT MAKES REPORT TO TOKIO

Aside from Giving Facts as Learned from Treasury Official No. Action Will Be Taken In Matter.

WASHINGTON, Aug. 8.—Acting Secretary

of State Bacon has sent to Ambassador Wright at Tokio the substance of the dispatch received by the Department of Commerce and Labor from Solicitor Sims at Sitka, Alaska, regarding the killing of Japanese fishermen on St. Paul island. In sending the dispatch the acting secretary states that it is forwarded for the purpose of giving information such as this government has of a regrettable incident, news of which may reach Japan in discorted form. There is no intention of offering an apology or any further regret than is contained in this disputch, as the State department regards the Japanese fishermen as ponchers if they were within the threemile limit, and the dispatch from Mr. Sims emphasizes this fact. It is stated that American fishermen in Newfoundland waters. If within the three-mile limit, would be subject to arrest by British authorities and would have no redress, as they would be ponchers the same as the Japanese who were killed on St. Paul Island.

Report from the Solicitor. The following contains the main features of the dispatch of Solicitor Sims sent to the Department of Commerce and

Labor and which was cabled by Acting Secretary Bacon to Ambassador Wright at Tokios

secretary Bacon to Ambassador Wright at Tokio.

Fur seal rookeries at St. Paul Island were raided by crews of Japanere schoosers July 16 and 17. About 10s seals were killed, but the raiders were eventually repulsed as a result of courageous action by Chief Agent Lembker and Assistant Agent Judge, at head of native guard. Five raiders were killed and twelve captured, two of the latter being badly wounded. Three bonts and some small arms were also captured. The force protecting the rookeries suffered no casualties. The schooners were first observed on July 16 and were close to shore easily within the three-mile limit. On this day a boat's crew of six men, which had landed at the northeast point, were surprised and captured by Agent Lembkev and native guard without casualty on either side. On the morning of July II two native watchmen shot and killed two and wounded one of an armed landing party. Crews of a schooner, under protection of a dense fog, shot seals in water close to shore most of the day. During this time shotgun firing, which could be easily heard from shore, was frequent. Unknown how many seals were killed in this manner, but number must have been considerable.

On the evening of the same day crews of at least three schooners made concerted raids on widely separated rookeries. The raid of northeast point was partially suc-

northeast point was partially Kill Two Hundred Scals

Owing to dense fog raiders there was not discovered until nearly 200 seals ha been killed. This raid, which was appear ently participated in by an entire snips crew of five boats, was repaised by Agent Lembkey, Judge and native force only, and three of raiders were killed and five captured. Most of seals killed on shore by raiders were pregnant females with nursing young, few days old, which died of starvation. Large portion of those killed in water also females in search of food for young. Some of the raiders taken state they are from schooner Toyal Maru No. 2, and one of the captured boats bore than number. Other prisoner states he is from schooner Mel Maru. During the time I was on the island schooners were frequently sighted less than three miles from shore. It is evident that at least eight or ten schooners, helieved to be Japanese, are salling in close proximinity to islands. The twelve prisoners were taken on cutter McCulloch to Kodyak and after hearing before commander were held for Jury and taken in charge by marshal.

Status of Ponchers.

Status of Ponchers.

The Japanese charge, Mr. Niyaoka, cailed the State department for inforreceived no dispatch from his government concerning the affair, and Acting Secretary Bacon gave him the same information which was sent to Ambassador Wright. Seals are recognized as property by in ternational law and the Japanese killed on

FREE FREE **MUSIC LESSONS** 

TO EVERY purchaser of a piano during our great clearing sale. Call or write at once for full particulars. Astonishing bargains this week in slightly used upright pianos. Don't put it off. Come at once to the old reliable

### SCHMOLLER & MUELLER PIANO CO.

Established 1859. Fives stores and a factory.

1311-13 Farnam St.

Omaha, Nebraska

the St. Paul island are in the same pos tion as burglars shot in the act of stealing, according to prominent authorities on international law No unusual incident can arise from the

shooting of the Japanese, it is asserted at the Navy department. The United States has no amends to make to Japan other than what courtesy can prompt and an expression of regret that such an incident should take place is

ill that is looked for. Japan has no trenty obligations which any way require it to protect seals in the Bering sea.

After discussing the matter with Mr. Bacon, Mr. Mynoka agreed that it was not a case to cause an international incident, out that it was similar to other clashes that have occurred between citizens of one mintry on the soil of another.

The Japanese raiders were repulsed by the agents of the lessees of the islands and not by United States authorities. Special Agent Lembkey, referred to in Socitor Sims' dispatch, is not connected with he government but is an agent of the empany which has leased the islands.

88.00 TO CHICAGO AND RETURN

Via Chicago Gren: Western Railway. Tickets on sale August 21, 12 and 13. Return limit August 22. For further inermation apply to H. H. Churchill, genral agent, 1512 Farnam street Omaha,

sted airs, and on Friday night the Venean carsival will be repeated with a beautiful display of Pain's fireworks.

Repairing Washouts.

OKLAHOMA CITY, Oki, Aug. 8.—Large forces of men are at work in Indian Territory and Oklahoma repairing the heavy washouts on the Rock Island, Santa 20 and Missouri, Kansas & Texas railroads. It is helieved that traffic will be resumed generally by tomorrow. All trains entering this city are delayed.

REAL ESTATE TRANSPERS.

Edward Jones and wife to Gerald M. Drew, lots 2, 3, 4 and 5, block 1, Haleyon Heights corgiana C. Kilgore to Oscar O. Over Georgiana C. Kligore to Oscar O. Over 1017. Moore s subdiv.

Frank M. King to Margaret R. King, 1013, block 3, Florence
P. E. Her to Omasia Paint, Pottery, Brick and Tile company, beginning at the west line Omaha & Southwestern Kallway company's right-of-way at block 45, Grand View, west to east line of 20 St. north along east line 2d St. to intersection of west right-of-way line, thence southeast along said like to beginning.

Richard H. Robertson to Clyde E. Boord, lots 1, 2, 3, 4, 9, 19, 11 and 12, block 12, lots 12 and 14, block 17, lots 1, 2, 3, 4, 9, 10, 11 and 12, central Park.

Benson Land company to W. S. Donenson Land company to W. S. Don aldson, loss 21 and 22, block 12, Ben haries A. Baldwin and wife to Wil-liam J. McEston, lot 2, block "F," Saunders & Himebaugh's add. John L. Harris and wife to Frank Koutsky, lot 4 of subdiv of lots 7

John L. Harris and wife to Frank Koutsky, let 4 of subdiv of lots 7 and 8 block 36 South Omaha. Ris D. Killy and husband to Robert J. Dinning, 855 feet sublet J of lot 8, Johnson's add. The city of Omaha to Bishop Clarkson Memorial hospital, n35 feet list Ave., Preston & Williams add. George P. Griffith et al. to Burber As-phalt Paving company, lot 7, block George P. Griffith et al. to Barber As-phalt Paving company, lot 7, block 7, Hanscom Place Mary B. Sheiby to Elmer E. Bryson, lot 3, block B. South Omaha. Elizabeth A. Colfax to Frank Hib-beler, lot 12, block 8, McCormick's 2d add.

Neb.

Ragtime Tonight at Menawa
Lovers of ragtime music are promised a treat at Lake Manawa tonight, when Nordin's band will render a program of the latest and most popular of the syncousted airs, and on Friday night the Veneral American Science (C. Reagan, lot 5, block 1, A. S. Patrick's add. rick's add Magnus Erickson to Charles O. Erick-son, lots 2 and 4, block 11, Rose Hill add C. J. Walker to Fred Van Horn, let 9, block 2, Patterson's subdiv William C. Norris to Harry C. Rhyn, lot 29, Bluff View add. W. S. Donaldson and wife to Laura Donaldson, lets 21, E. 22 and 24, block 12, Benson Walker to Fred Van Horn, lot

The Spirit of The West in Advertising

The West is the center of American commercial aggressiveness - the center of advertising activity. And the advertising center of the West is the Lord & Thomas Advertising Agency—the largest Advertising Agency in America.

THE same spirit of western -the Only Tangible Basis upon which aggressiveness backed by facts -the Initiative - the Push -- the Progress that has made Chicago, in sixty years, a city of two million people, that has made St. Louis one of the main centers of American commerce, that has made scores of other cities in the central West rank high among the world's manufacturing communities-This aggressiveness—the Western Spirit-has built up in Chicago the

Lord & Thomas. We want to tell you about the aggressiveness of the West in Advertising in Commercialism.

We want to tell you how we can infuse some of the Western Aggressiveness into your business.

We want to tell you how this spirit has brought to Lord & Thomas the aggressive advertising men of America -until, today, more \$5,000, \$10,000 and \$20,000-a-year brains are enrolled on our staff to prepare advertising campaigns than in any other three advertising organizations in the world combined.

We want to tell you about another result of the Western Idea-The Lord & Thomas Record of Results

CHICAGO

to build an Advertising Campaign with the most reasonable assurance of success.

This agency alone has perpetuated their years of advertising experience by compiling and maintaining the Lord & Thomas Record of Results at a cost of over \$100,000.00.

The Lord & Thomas Record of Results is a tabulation of actual results-inquiries and sales known positively to world's greatest advertising agencyhave been produced by scores of classifications of selling plans and copy, advertising hundreds of different commodities in all good newspapers and other good media.

We are ready to focus the Spirit of The West-the Brains-the Record of Results and the Organization at our

command upon Your Business. One of our representatives is in your city looking after the interests of some of our present clients every few days. That is why we are advertising in this newspaper-to you-NOW.

A letter, signifying that you will grant us an interview in your office, will not obligate you in any way.

We are issuing a series of small books (cloth/ bound) covering advertising in all its phases, which we send free to interested advertisers.

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ADVERTISING

LARGEST ADVERTISING AGENCY IN AMERICA ANNUAL VOLUMB PLACED FOR CLIENTS, \$4,000,000.00

