



Are you at the top? EVERYTHING that is interesting, fascinating, and spectacular in business is bound up in the one word, SALESMANSHIP.

SCIENCE vs. LUCK There may be a few "born" salesmen, in the sense that some men have more natural adaptability than others, but it is the carefully trained man, the deep thinking man...

THE SHELDON METHOD is the only practical, complete and rational system of developing the science of selling and business building.

Form for students to check subjects they are interested in, such as Salesmanship, Business Psychology, etc.

THE SHELDON SCHOOL 1764 The Republic Chicago

WITH THE WEAK AND ERRING

William Jackson, Alleged House Burglar, Waives Preliminary Hearing.

FORGER SUSPECT WANTED IN DENVER Oscar Prints, Who Poses Friend Through Plate Glass Window, Charged with Malicious Destruction of Property.

After waiving preliminary examination in police court Tuesday morning William Jackson...

H. M. Bowby was arrested early Tuesday at his home, 2015 California street, by Detectives Drummy and Maloney...

Sam Marchesi, an Italian laborer who lives at 1402 Leavenworth street, was arrested Tuesday morning by Detectives Mitchell and Sullivan...

Because he held a grievance of long standing against C. Zakem for a real or fancied slight, Ollie Shofe, an Italian, drew his revolver on Zakem Monday night...

Charged with having robbed the store of M. J. Fyfe at Kansas City, Mo., several weeks ago, Helen and Morris Lefkowitz, alias Silverstein, were arrested Tuesday morning by Detectives Mitchell and Sullivan...

A complaint was filed in police court Tuesday morning by Ben Shafiot, 1115 Douglas street, charging Oscar Prints with malicious destruction of property.

Catherine Smith, a colored woman who lives at 1124 Capitol avenue, was acquitted in police court Tuesday morning on the charge of picking the pockets of Antone Buda for \$70 early Monday morning.

GOODRICH PREVENTS DISASTER Policeman Appears at Residence in Time to Save Explosion of Blasting Lamp.

By his quick action in removing the seat of trouble Patrolman Frank Goodrich prevented what might have been a serious fire, involving the occupants of numerous flats, at 4 o'clock Tuesday morning.

Realizing the danger of a fire in the stairway and the prompt action would be necessary, he grabbed the mass of flame and, returning to the sidewalk, threw it into the street.

PORCH CLIMBERS GET MONEY Sneakthieves Steal Twenty Dollars at One Place and Diamond at Other.

Four climbers got in their work Tuesday morning at the home of E. A. Kirby, 1999 South Twenty-eighth street, where they climbed up the back porch at 2:30, entered a window adjoining the porch and stole \$20 in bills. Nothing else was disturbed, as the quest was evidently for money only.

BAR SOUGHT TO TAX SALE Terminal Company Asks County and City Be Enjoined from Selling Property.

The Omaha Bridge and Terminal Railway company filed a petition in the district court Tuesday asking an injunction against the city of Omaha, the City of South Omaha, Robert O. Fink, treasurer, and Douglas county to prevent the sale of property owned by the plaintiff and which has been advertised for sale by Treasurer Fink for delinquent taxes.

Men's Suits and Overcoats AT GREAT REDUCTIONS.

Pick out any Suit or Overcoat you like in this great stock, excepting blues and blacks and purchase same at a great saving in price.

Table with columns for original price, reduced price, and item description (e.g., \$20.00 and \$18.00 Suits Reduced to 14.50).

Farnam and Nebraska Clothing Co. 15th Sts.

TWO MALADIES KNOCKED OUT

Hay Fever and Asthma Get Folor Fixus from Dr. John Howard.

ONE NOSTRUM KILLS OFF BOTH OF THEM

Sapient Healer Appears at City Hall and Explains His Wonderful Panacea to the Officials.

John Howard, colored, a licensed street peddler, started in Tuesday morning to ride the city hall of all asthma and hay fever. Noticing the painters and decorators were presenting the interior of the municipal building with fresh colors and hearing that the administration was trimming down the running expenses of the city, Mr. Howard thought the psychological moment for offering his panacea for asthma and hay fever had arrived.

The little forethought which Mr. Howard offered in City Clerk Butler's office, while he opened up his line of goods on the counter, was this wise:

"The hay fever and the anti-spasm at the nerves and brain, a tickling at the roof of the mouth, creating in the upper nostrils a tightening across the bridge of the nose and an itching and burning sensation in the eyes. De anti-spasm status with sneezing and a pain through the eyeballs. You got to watch de eyeballs. The mucous membranes lining de eyeballs get wet, de nostrils swell, de tonsils become injured and red, and de throat increases more or less painful, difficult and swollen. There is loss of sleep. You see things what you don't 'member seeing before'."

"The asthma am the anti-spasm on the habit, nerves and lungs, and begins wid a light tickling across the bronchioles in de lungs, causing a wheezing and croupish cough. The spasms wid occur at any time ob de day or night and by standing or lying still. You'll wake up at de night time with a smugging feelin' in the breast; then begin with a terrible struggling for breath, leaning out of the window, gasping for fresh air, wid a pain in the breast and a smugging in the chest. You got to be careful you don't fall out of the window. My medicine cures you when all other medicines fail, because it acts on the lining of de lungs by qualifying the sensation from de air and driving it out de system. There's nothing like driving things out of yo' system. My medicine purifies yo' blood, restores yo' nerves and system, and in from three to six weeks this dreadful disease will pass away and neber return no moah."

City Clerk Butler declared he felt something coming on. Mr. Howard was driving hay fever out of the plumbing inspectors' office when the town whistles blew at 12 o'clock.

RELIEF ASKED FOR CHINESE Red Cross Appeals for Aid for Sufferers from Flood and Famine.

Secretary Charles L. Magee of the American National Red Cross society is sending out a circular in connection with the case of the famine stricken people of China. The famine is due to a flood which has devastated an immense area.

Reports from Shanghai lately received by the Red Cross tell of the terrible devastation along the Grand canal caused by the heavy summer rains. In July much of the country was already under water from knee deep to waist deep, and in some places the people had to wade through water up to their necks.

The home of Mrs. Waita, 113 North Seventeenth street, was entered Monday night by burglars, who raised four windows and ransacked the house. A diamond stockpin, valued at \$10, was stolen.

Terminal Company Asks County and City Be Enjoined from Selling Property.

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Go Somewhere Homeseekers' Excursions. To points in Nebraska, Kansas, eastern Colorado, Wyoming and other destinations in the west and southwest, first and third Tuesdays of each month.

Burlington Route Don't make a mistake at the beginning. If you are interested in securing honest dealings and successful medical treatment.

CONSULT FREE the Reliable Specialists of the STATE MEDICAL INSTITUTE DOCTORS FOR MEN

Winter Visitors Excursions VIA CHICAGO GREAT WESTERN

RELIEF ASKED FOR CHINESE Red Cross Appeals for Aid for Sufferers from Flood and Famine.

MEN The Afflicted will find it to their advantage to consult us before placing their cases elsewhere. Treatment, however, is a personal matter for each man and should be investigated at once.

SOLOMON IS NEW CHAIRMAN

Elected by County Board at Annual Meeting to Succeed Brunning.

LATTER HEAD OF CLAIMS COMMITTEE

Body Just Created by the Commissioners, Also Rule to Place Three Men on Each Committee.

The Board of County Commissioners met Tuesday morning and reorganized for the coming year by electing E. G. Solomon chairman to succeed Fred Brunning. A new committee—that on claims—was created and Commissioner Trainor was chosen as its chairman. In reorganizing the committees the board adopted a new rule. Heretofore each committee has had two members besides its chairman.

In thanking his colleagues for their selection of himself as chairman, Commissioner Solomon referred to the flourishing financial condition of the county. He pointed out that \$1.00 had been turned over by the county judge as excess fees of that office for the year and that \$5.00 had been turned over from the office of the county register of deeds. Other offices, he said, had very encouraging reports to make. He declared that the detention school ought to be provided with a permanent home, and that an addition should be built to the county hospital for the accommodation of juvenile and of insane prisoners. Or, he said, a better plan would be to immediately provide plans for the erection of an entirely new court house and jail. The board, he said, must move with conservatism and keep the tax levy to the lowest possible figure.

MOVE FOR THE COHN BLOCK

Wrecking of Buildings Now on Site Will Begin First of Next Month. Wreckers will begin to tear down the buildings on the site of the proposed Cohn block February 1. All leases have expired or will expire before that date, and specifications for the removal of all buildings along Sixteenth street between Capitol avenue and Davenport street have been issued to contractors. They provide that

PAINLESS DENTISTRY

Tooth Talk No. 103 The usual run of "Painless Dentistry" advertisements savour so strongly of cheapness and quackery that a well balanced person gives them little or no thought other than to wish there really was such a thing as painless dentistry in dentistry. I tell you there is such a thing. I do not wish to be classed with the so-called "painless dentists," but I do give you my word that, by the use of proper remedies, cure and skill, I have practically eliminated pain from my operations. I can prove it. DR. FICKES, Dentist Phone Doug. 537, 225 Bee Bldg.

FIGHT ON CREAMERY TRUST

Farmers Co-operative Company Organized to Combat With the Combine.

HARDING PLANT GOES IN THE DEAL

Concerns Propose to Unite Five Thousand Cream Producers in Manufacture and Sale of Butter.

The Farmers' Co-operative Creamery and Supply company, with the avowed purpose of fighting the Creamery "trust" by taking into membership all the farmers in this part of the country, has been organized at Omaha. It has secured control of the plant and business of the Harding Cream company at 328 Harney street and will make this its office and central depot.

This plant includes a creamery, fully equipped, with a capacity of 60,000 pounds of butter daily; a big ice cream business with a daily capacity of 5,000 gallons, with an established wholesale business throughout the state, and a refrigerating plant with a daily output of twenty-five tons of ice. The concern proposes to unite 5,000 cream producers in the manufacture and sale of butter and the purchase of all farm supplies. The Harding Cream company already has 2,000 patrons. The members of the association will share in the profits of the entire business and will have their butter fat produced at actual cost. Members will be furnished separators and like goods at factory cost. Nonmembers will be charged a trifle more than members. Farmers will be encouraged to ship their milk direct to Omaha instead of selling it at the country stations of the other creameries.

Charles Harding, formerly president of the Harding Cream company, is president and general manager of the new organization.

LIFE OF MARTIN LUTHER

Spectacular Show Will Be Given by Kountze Memorial Church at the Auditorium.

Arrangements are being completed by the Kountze Memorial church for a big spectacular show at the Auditorium called "The Reformation, or the Life of Martin Luther." Some of the most prominent men of the city will take the leading parts and the show will be put on on a magnificent scale. A large chorus of singers is now being drilled to take part in the exhibition. The dates are February 25 and 26 in the evening, with a matinee on February 27.

In Line with the Pure Food Law. The National Food and Drug act which takes effect January 1, 1907, does not affect Chamberlain's Cough Remedy in any manner. No special labels are required on this remedy under that act, as it is free from opiates and narcotics of every character, making it a safe remedy for mothers to use with their children. This remedy has been in use for so many years and its good qualities are so well known, that no one need hesitate to use it when troubled with a cough or cold.

LINDERMAN & HERZOG DISSOLVE.

Mr. Linderman Disposes of His Interests and the Firm Will Be Known as the Herzog Tailoring Co. Mr. Linderman, who has been a member of the firm of Linderman & Herzog Tailoring company, at 1415 Douglas street, and the local manager, has sold out his interests and will retire from the management. The firm in the future will be known as the Herzog Tailoring company and will be under the management of E. H. Beck, formerly with Charles E. Moloney. Mr. Beck states that in the future, as in the past, all garments will be made in Omaha by Omaha workmen.

MAST PLANT NOW IN OMAHA

Ohio Implement Firm Establishes Its Western Headquarters in This City. One more addition in the implement business has been secured to help Omaha toward the 200,000 mark. P. P. Mast & Co. of Springfield, O., have established in Omaha their headquarters for this territory and have secured warehouse room with the Omaha Implement and Transfer company, which will do their transfer work. The headquarters were formerly at Council Bluffs, but the entire stock was burned recently in the fire which destroyed the building of the Union Transfer company. P. P. Mast & Co. manufacture plows, cultivators, drills, windmills, lawnmowers and other farm machines and implements. Charles Bamford is the local agent.