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Dally average..... 42,470 OEORGE B. TZSCHUCK. Bubscribed in my presence and sworn to before me this 2d day of May, 1910.

M. P. WALKER, Notary Public.

Subscribers leaving the city temporarily should have The Bee mailed to thom. Addresses will be changed as often as requested.

About time to build that Platte river power canal once more.

All we hope now is that it will not occur to June to try to out-April, May.

Oh, now, Mr. Astronomer, you have had a fair chance. Do not talk comet to us now.

A Chicago paper has raised the question, "What to do with the Chicago river?" Can it be filled up?

the younsters expert lungsters. A Chattanooga paper wants to know how they can harmonize the demo-

cracy of Tennessee. Give it up.

It is to be noted, also, that Mayor good faith with its provisions. "Jim" is not missing any chance to get off his welcome-to-our-city speech

these days.

Of course, if the Commoner were the only newspaper there would be no need of keeping the art of oratory and public speaking alive.

Oklahoma is prompt in announcing the annual advent of the tornado. We will have ours in this end of the tornado belt in about a month.

The news reports say John D. Rockefeller, jr., has assumed the task of purifying New York. If so, he has at least tackled a man's job.

Stenographer Kerby will why he was fired from the last.

consideration.

that town this year.

Congress appropriated \$25,000 for the expenses of the Ballinger-Pinchot to escape, the day of reckoning as the investigation and it cost so far only penalty for refusing to interfere with \$15,000. Who says the economy the big fight they are probably reckonstreak has not struck Washington?

Somehow we cannot help feeling about this question, "Can Jeffries come back," that he has not a great tion that they are powerless to interways to come, though he had gone a fere. So we need not be surprised to long distance in the other direction.

Jacques de Lesseps duplicates the feat of Louis Bleriot in crossing the British channel in an aeroplane, Soon the channel will begin to think it is not such a terrible thing to cross after

the report of Colonel Goethals that op- the housefly. People should regard it these dozen years that Colonel Roosestations on the canal at Panama are as no joke to join in a crusade against velt was wounded in his trigger hand proceeding as well as could be ex- this dangerous little insect. Now that as he charged up San Juan hill and tor from Idaho, was born May 23, 1852, in brought to tangible results. pected in view of the unprecedented they know his propensities for disthat is why he could not shoot any wet weather.

What's this? An injunction against the fly the strikers at Havelock under the shadow of Fairview? Still, what has government by injunction got to do all householders to see that their garwith reference to its sufficiency for Packing company, which he retained for the reflection that another one sailed and county option."

Neutrality on the Canal.

The resolution looking toward neu- at all. trality of the canal introduced in the Flies, of course, should be kept out house by Representative Keifer of of the house, and especially out of a Tawney, a stalwart republican chair- keep flies out of the house is to keep of that. man of the appropriation committee food and milk and everything else that and of the president, so that its suc- may attract them covered. But if the cess should be assured.

of money and denial of our boasted time to cause death, try a 5 to 8 per was. policy for international peace to avoid cent solution of formaldehyde with treaty arrangements with other coun- a little sugar and place it where you tries that would make it necessary for think the fly will be most likely to us to fortify the Panama with forts light. and battleships. We might thus have Communications relating to news and to spend more money to make the literial matter should be addressed: canal safe from attack without the presence of men-of-war.

and Great Britain are obligated to muncipal year with reference to the observe neutrality on the canal, just term of licenses to sell liquor corre- a free country freak contraiety is to be as they are on the Great Lakes, but spond with the municipal year for expected. under the terms of this resolution other fiscal purposes the supreme treaties would be negotiated with the court makes possible the standardizother powers by which they too would ing of certain features of our city govpose is to establish a system of reg- simplify still further our adminis- The day is fast approaching, however, ulation such as governs the Suez canal, trating machinery. While the point toward which all the nations are at issue in this case was whether neutral. Such an arrangement will license holders should pay an extra 20.........42,560 make it incumbent on the United \$1,000 for four months' license be-States to do no more than provide cause of the change in the law making 23....... 43,100 adequate police patrol for the canal our Omaha Police board elective in- Annapolis when a class of young men Church" at Westminster it was afterward overtake him, even though not the slightest each side of the canal will not be scope than that in its ultimate effects. graduation go to sea for two years only 27......42,600 jeopardized, either.

No Banking Monopoly.

ing those banks already chartered a local government. legal monopoly which would be a state is not the only authority with city taxes are payable and delinquent in it. power to charter banks, so that the at one time, our county personal taxes monopoly could not be effective unless at a different time and our county real a limit were also placed on the num- ostate taxes at still another time, pro-

rate, are highly successful in making if this is what it means. Applications financiers. for bank charters in Nebraska are now passed on by the State Banking board, and this board should have, and ing a presumption that the bank would Kick on the weather all you will, be dangerous to the community. But

Nebraska is not ready for a bank monopoly, and the wonder is that the idea should have had to wait to be against all special privilege.

Pugilism in Politics and Religion.

Business, politics and religion are now involved in the Jeffries-Johnson fight to say nothing of sport and are bound to be important elements, no matter which man wins. The pugilistic aspect has long been overshadowed by the commercial and now the other two forces combine to crowd it still further into the background.

To begin with a fortune is put up in the stakes and many fortunes are scarcely offer as one recommendation comprehended in the revenue expected when he seeks another job, the reason from the moving picture show, which is by far the biggest feature in the whole extravaganza. These moving New Jersey papers are advertising pictures are counted on to draw imthe fact that there is health in Jersey's mensely at the box office and institute pine lands. Perhaps, but some people the commercial asset of the fight. will decline to go there even for that Even the religious forces which are attempting to prevent the fight recognize this fact and are centering their op-San Francisco's mayor seems to position on it, more really, than on have advertised his city as lidless not the fact that a prize fight is to be held of his future conduct. Ten national and one inter- in California. And in their disgust national conventions are scheduled for they have struck a responsive chord

among most people. If the governor of California and other law officers think they are going ing without their host. They are "uncontaminated soul," and "peerless threatened with opposition from the church forces when they come up next time for election, for taking the posihave the Jeffries-Johnson prize fightmoving picture show-enterprise figure Edward VII has been taken as cement- 1830, at Granger, N. Y., and is there-

politics state election.

Remember the Fly. At last there is indication that good account for the substantial welspring means business, and after spring fare of his own country. comes summer, but the first approach Nebraska farmers will appreciate of warm weather notes the arrival of tributing disease germs they should better in Africa. What did they exnot hesitate to curb them by killing pect him to do-devastate the jungles?

refuse. This should be a reminder to an investigation of its water supply J., and came to Omaha in 1889 from Halley's comet falls to turn the trick, he is losing ground every day. of and kept as far as possible from the needs outside experts Omaha might busy T.

The Municipal Year.

In its ruling on a license case that there is nothing in the law to prevent At present only the United States the city authorities from making the subscribe to similar pledges. The pur- ernment and suggests other changes to is soon to be thrown open to settlement.

The city and county now have their municipal years corresponding with retired to private life. the calendar year, but the school In an address to a group meeting of board still holds to an obsolete fiscal pankers at Hastings Governor Shallen- year running from June to June. It

Man Necessary Part of Family.

The National Conference of Charidoubtless has, authority to refuse a ties and Corrections has made the charter for any good reason support- significant discovery that "man is a necessary part of the family." It reached this goal through its pursuit you must admit it has been a good there can be, and should be, no arbi- of the problem of the widow's comseason for catching grafters, eh Pitts- trary discrimination or personal pref- fort. So it has intimated that marshould wed.

In his presumption mere man has fostered by a governor elected as a of the household, so that he may not street would meet an injured person every democrat on a platform fulminating go into ecstacies at once over this theory that we come up to our just enough to build the Panama canal. then the ear, then the full grain in the cession should come from those good to their complete happiness.

The advocates of this theory left the intimation that man's necessity in the for their prevention. family rested on a financial basis. Of course this would be the natural inference, since it is declared that mara sense of indispensability and does not stop at comprehending privilege the public mind restrictive in its limitations, conceding no more to man than he may be able to find or develop in the contingency

For which let man be duly thankful and hope, persevering the while.

York assemblage buried under a bower of such fulsome eulogies as philosopher," certainly makes it seem that a "prophet is not without honor save in his own country."

Emperor William's good taste and decorum displayed at the funeral of senator from Colorado, was born May 23 as the paramount issue in California ing the bond of friendly relations be- fore 90 years old today. Mr. Teller led tween the British and Germans. In more than one way, the affliction of the king's death has been turned to one candidate.

Now, they have discovered after

house, even while they must be kept furnish a few water-logged statesmen who are practiced at spouting.

The receiver of the Independent Ohlo seems to have every prospect of sick room. They will bring disease Telephone company returns its franadoption as it should have. It seems into the house on their feet and also chise in Omaha for taxation valued at to meet the favor of the minority carry it out if they get into a room \$20,000. Judging from circumstanleader, Champ Clark and that of Mr. where a person lies ill. One way to tial evidence it cost the promoters all

The Toledo Blade takes a whack at fly gets in the house he may be suc- one of its esteemed compositors by re- interred at Windsor, including the late Such a resolution is essentially a cessfully combatted in his course of marking that a typographical error in Kirg Edward and Queen Victoria at Frogmeasure in the interest of peace and mischief. If you cannot hit him with the poet laureate's recent ode to King commerce. It would be a sheer waste sufficient force and accuracy every Edward made it worse than it really present and future burial place of Eng-

Modern Phenomena,

Washington Star. One of the remarkable things revealed enthusiasm that can exist when there is no base ball game.

An untgrowth of Freedom,

Brooklyn Eagle. Representative Walter L Smith of Iowa wants to prohibit any printing by newspapers of stories about prize fights. In

Closing Out Sales.

St. Louis Globe-Democrat. Another large tract of government land when Uncle Sam will be obliged to retire from the real estate business.

Needs Looking Into. New York Sun.

must be something radically wrong with the examination system at to find on their return that practically half of them are rejected and presumably

Public Criticism.

Baltimore American. The governor of New Jersey says he work not done according to their wishes, III, was interred in Westminster. This brings up another annoying Their employes may, like others, compractical monopoly if the state were discrepancy which should be remedied, plain of it, but they cannot avoid it; in-

The Public Should Be Shown Philadelphia Ledger. he service performed or its cost to the were carefully interred in carriers. In all fairness the public is order of King Charles II. entitled to a reciprocal consideration.

PREVENTABLE LOSS.

An Industrial Problem of Nation-Wide Importance. Boston Herald.

Haf a million persons in the United erence, but rather absolute equality riage is the remedy for dependent The estimated economic loss by reason of before the law for all who comply in women and that therefore widows these accidents is a quarter of a billion. The buildings consumed by fire in the United States each year if placed on lots of sixty-five feet frontage would line a flattered himself that he was not street reaching from New York to Chionly a necessary part, but the head cago. A person journeying along that 1,000 feet, and at every three-quarters of a mile he would see the charred remains of magnanimous concession, though he a human being. We are paying a tax should accept it on the scriptural for the preventable loss of \$356,000,000, or

reward by degrees, "First the blade, Mr. Ferd C. Schwedtman, chairman of the committee on industrial insurance of the ear." Certainly it is most appropriate National Manufacturers' association. They and must be conclusive that this con- are backed by official figures from United States statistical authorities. They are the summons which calls the American public women who have never yet had the to prompt consideration of the problem of advantages of a husband, and must conserving resources of the nation. Next admit the lack of at least one essential week when the National Manufacturers' association meets in New York, it will devote almost its entire session to the discussion of industrial accidents, and means

This is an industrial problem of no mean dustry must bear the burden of this needless waste. Employers' liability laws, comriage is the remedy for the dependent pensation acts and statutory regulation of woman. Necessity, of course, implies factory appliances and laws compelling with so-called "labor" or even option, so that the fiat is quite legislation, suggested and promoted by labor organizations and forced an unwilling employers. It is significant that the National Association of Manufacturers, a body of employers, has undertaken an exof preventing accidents, to offer its aid sor. in every way toward advanced legislation insuring to the workingman more immemeeting and in that magnificent New injury, enforcing on the employer a larger degree of responsibility than is defined under existing liability laws.

## Our Birthday Book

Henry M. Teller, formerly United States the free silver bolt of the St. Louis convention, and was even mentioned in connection with the presidency as a sixteen to

W. T. Thompson, attorney general of No braska, is 49 today. He was born at Fennimore, Wis., and practiced law at Central City until he became deputy in elected two terms as attorney general. Delaware county, Pennsylvania. He is a lawyer by profession, and has been in

the senate since 1903. William H. Clark, secretary and treas urer of the Nonpareil Laundry company. Where Kings Rest

Westminster Abbey First of England's Royal Tombs, with Windsor the Second in Number.

Of the thirty-six reigning kings and queens of England since the Norman conmest only fifteen have been buried in Westminister abbey, while ten have been more. The two later burials clearly indicate that royalty regards Windsor as the land's kings and queens. Other royal graves are widely scattered. A writer in the New York Sun, in calling the roll of former monarchs, points out their resting places and some of their characteristics as by Mr. Roosevelt's tour is the amount of noted in history. William the Conqueror was buried at Caen, France, thus showing that in those days England was but s colony of France. His son, King William Rufus, was buried at Winchester, the shrine of the great Saxon King Alfred tho Great, a fitting sepulchre for kings. Henry the youngest son of the Conqueror, died in France, but his remains were taken to England and placed in the magnificent abbey which he had built at Reading, now in ruins.

Stephen, after a turbulent reign, found a resting place in what was then known as 'the king's little town of Fervesham." Henry Plantagenet, who died at Chinon, found a grave among the plous monks at Fontevraud, and so did the lion-hearted Worcester cathedral.

ward the Confessor was placed in his "New wish that some dramatic punishment could mained until the reign of King Henry III, eighteen years the Menominee Indians who removed the Confessor's coffin to its worked hard at lumbering on their reserpresent place in the abbey. Henry III was vation, making a profit of \$3,500,000, which, the first of the Norman kings to be buried with other revenue, gave them a tribal there, although his heart was sent to the fund of \$3,000,000. Then came a decision to abbey at Fontevraud. His son, Edward I, place these lumber-making Indians under erected the tomb over his father's remains, the control of the bureau of forestry. Edwhich is still one of the sights of the ward A. Braniff, a recent graduate of the berger is reported to have advocated is this overlapping of the school would not seek an elective office again abbey. Edward I, "Longshanks," was Yale forestry school, soon made the money limiting the number of banks that board's year with the calendar year on account of the severity and annoyance buried at Westminster, and as late as 1774 fly. An injurious act passed by congress may be chartered to do business in Ne- and fiscal year of the city and county of public criticism. This criticism may his tomb was opened. He was dressed in cost the Indians about \$700,000 of their be sever and sometimes unjust, but it his royal robes, with a sceptre in his right profits and then Mr. Braniff helped on the braska, his professed purpose being to that has made our school board is necessary, as the check of all others hand. The body measured 6 feet 2 inches. good work. For unnecessary roads \$40,000 prevent mushroom growth. An abso- finances inexplicable. It would be in this country, on official conduct. The The tomb was fastened securely in the was expended; for improving a stream lute limit on the number of banks to highly advantageous to have the fiscal people are the rulers and they have the presence of the Dean and Chapter. His \$50,000. The stream was to have floated be chartered would, of course, be giv- year the same for all our agencies of same right as have other employers to unfortunate son, Edward II, was buried at logs down to the saw mill erected by Mr. express dissatisfaction with the public Gloucester but his grandson, King Edward Braniff, but after the \$50,000 was expended

Richard II and his "Good Queen Anne" the only authority that could issue namely, the diversity of the tax years bank charters. It happens that the which we must now submit to Course to pursue is to de- but his successor, Henry IV, expressed a Braniff's lumber mill cost \$254,700, with a bank charters. It happens that the which we must now submit to. Our serve as little as possible of severity wish to be buried in Canterbury cathedral near the grave of his distinguished uncle, Edward the Black Prince.

of England, for "England ne'er lost a king erected alongside of a marsh, \$56,000 was If the increase of railroad passenger of so much worth," rests in Westminster ber of national banks to be chartered ducing utmost confusion to the taxpay- and freight rates has really been made abbey, and his tomb is an object of interin each state by consent of the comp- ers and entailing unnecessary expense necessary by the increased cost of rail- est. The first king buried in the Chapel troller of the currency. But if the on city and county and also on the inpolicy of monopoly were the right one dividual taxpayer. There is no good paid—the changes will doubtless be made, had been born in the castle, and it is refor each state it would be equally de- reason why our various tax levies But the public may reasonably ask that markable that his rival and successor. King sirable for the national banks, and should not be consolidated so that one the necessity shall be demonstrated to Edward IV, was buried in the same chapel, would lead eventually to a complete tax bill may be rendered for the whole terested experts, if any such can be caster rested together in the same temple, amount due each year, even though found. It was upon the same principle and it is here that after the lapse of more It is hardly necessary to intimate they may be payable in semi-annual that sane-minded people objected to the than five centuries "Edward the Peacethat the people will not take kindly to installments. Here is an opportunity indiscriminate attempt not many months maker" will be buried, whose ancestry can Those public school contests, at any Governor Shallenberger's new scheme for some constructive work by our way passenger fares, especially in view kings who found a sepulchre at Windsor.

of the fact that no steps were taken to The remains of the young King Edward ascertain the actual conditions governing V when they were found in the Tower

The body of Richard, who had "made poor England weep in streams of blood." was flung into a grave at Leicester. The erection of the chapel at Westminster by Henry VII and his burial there are matters of history, but it is a curious circumstance that his son, Henry VIII, was interred at Windsor, while his three children, Edward, Mary and Elizabeth, were buried in Westminster, the remains of the two sisters

being placed in the same tomb. Jame I was buried in Westminster, but his grave had been entirely lost sight of her application a few days ago. Mrs. until at last Dean Stanley brought to light the huge coffin which had been placed in vault of Henry VII. The Dean inthe vited Dr. Tait, the archbishop of Canterbury, to be present at the opening of the coffin. As the lid was raised the dean said: "Let us stand aside so that the first of the president of the United States. It Scotch archbishop may be the first to look is scarcely necessary to add that he was on the remains of the first Scotch king of accepted as a juror. England." King Charles I, after his exccution at Whitehall, was buried in St. from New York for her cross-country au-George's, Windsor, and as there was no tomobile tour to San Francisco, running name on the coffin it was opened in the her own machine without a chauffeur. Miss presence of the prince regent (George IV) and then carefully sealed.

James II was buried at St. Germain, France, where he died expressing a wish that eventually his body may be taken to Westminster. William III and Queen Mary II were entombed in Westminster, and also Queen Anne and her nineteen children, not Racine, Francis E. McGovern, a leading importance, for directly or indirectly in- far from the grave of Charles II and sev- lawyer of Milwaukee; Senator H. W. eral of his illegitimate children.

Oliver Cromwell, although he had sent the body of "Charles Stewart" to Windsor, left careful instructions that he should the proper protection of the life and health have a royal grave for himself in the abof workers, are generally associated in bey. Visitors to the abbey are still shown "Oliver's vault." but the body was, at the restoration of Charles, taken from the vault and treated, as Dean Stanley said, "with every dishonor which a poor revenge could suggest."

Of the four Georges, George I was buried tensive campaign to educate employers to at Hanover, George II, in Westminster, the importance of equipping their plants George III and George IV at Windsor, and with labor-saying devices, to devise means Queen Victoria at Frogmore, near Wind-

There have been no kings interred in St. Paul's cathedral, and only one royal prince, measiy little old Washington hall diate and just compensation for accidental John of Gaunt, the "time honored Lancaster" of Shakespeare, whose descendants occupy nearly all the thrones of Europe except that of Turkey.

Kensall Green has one royal tomb. It is that of George, duke of Cambridge, the uncle of Queen Mary III, who requested that he should be placed beside the body of his morganatic wife, Miss Fairbanks. The late king attended the funeral.

> A Constructive Party. Cleveland Leader.

If this administration program-or this part of the work the president has hoped that congress would finish during the pres- he has been content to "do very well." shelves. ent session-can be gotten out of the way before final adjournment, the republican party will be able to go before the country in national affairs. It can again ask the men who are never content, men who responsible for him to the same extent support of the people of the United States make the success of today the stepping that you are held responsible for the with a strong appeal to the practical comthe attorney general's office, and later was mon sense of the masses who realize in the final test, that nothing is of much Weldon S. Heyburn, United States sena- value in public business which cannot be bilities of advertising their store, their tisement, and good treatment will go

> There Are Others to Come. Washington Herald.

A democratic optimist has discovered that the coming of a comet may forereturn in 800 years,

When the Recipe Calls for Spice-

Then be careful. Make sure of your spices. Don't take chances with spices that have lost their freshness and strength or your cooking will be fat-tasting and insipid. When spices are called for, it's always best to use

-famous for years for freshness, for strength, for

carefully in milling. Then, as soon as ground, they are sealed in air-light boxes—no chance for air or moisture to weaken or cause deterioration. Spices are dependable-always uniform-always the best.

If not at your grocer's, send us his name and 10e. We will send reg-ular retail package and our cook book, Tone's Spicy Talks." There are two kinds of spices-TONE BROS. and "others." TONE BROS., Des Moines, lows. Blenders of the celebrated OLD GOLDEN COFFEE.

IAMAICA ETC., ETC.

SPENDING POOR LO'S MONEY. How Pinchot's Bureau Dug Into a

Tribal Fund. New York Evening Post.

King Richard. The hand of King John, charge made against one of Gifford Pin- candescent electric lamp; in 1884 a kicking who signed the Great Charter, rests in chot's subordinates in the bureau of for- gun gave him the idea which ultimately estry by the Indian commissioner, and if Although the hallowed dust of King Ed- the facts are as stated most people will 65 per cent of the logs carelessly declined to float or lost a large part of their value While in the water-such are the advanthe law permitted the cutting of only 20,000,000 feet; unnecessary expense here, Henry V, probably the most popular king \$129,000. The saw mill being carefully spent in piling to make it a good lumber!

piling will soon have to be replaced. Altogether a wise congress and the forestry bureau seem to have done away with at least \$1,000,000 of the Indians' gavings and the forestry bureau incidentally has to buy smiles at drug stores."-Binghamshown itself totally unfit, in the Indian commissioner's opinion, to conduct a simple lumbering enterprise upon a business basis.

Now it would be unfair to the forestry bureau to condemn it generally for one such ghastly mistake-particularly scandalous because the government abused a sacred trust when it forced such a loss upon its own wards-but it is just this sort of blundering that is, we believe, responsible for much of the feeling in the west against the forestry bureau. With all due regard for Mr. Pinchot's eminent service, which we have always fully appreciated, we believe that abler executives can be found

for his office. PERSONAL NOTES.

Chicago people are taking the pledge not to kiss anybody, and, if the other person sees them first, will have no difficulty in keeping it.

Mrs. Taft has become a member of the Washington Humane society. She sent in Taft has always taken a great interest in the work done by the humane society in Cincinnati.

A farmer in North Dakota, who has resided in that state seven years, admitted under oath that he did not know the name

Miss Blanche Stuart Scott has started Stewart lives in Rochester, N. Y., and says that the distinguishing feature of her tour will be that it will be an entirely "manless"

Strange, Captain William M. Lewis of Barker of Sparta and Senator E. T. Fair child of Milwaukee.

One can hardly imagine Sir Hiram Maxim, who celebrated his seventieth birthday recently, in the prize ring, and yet he

confessed that in his young days he though of adopting a pugilistic career. But when he was 14 years old his inventive faculty made itself magifest. As a lad of 14 he invented a wheel hub and a clockwork "Grossly unbusinesslike conduct" is the mousetrap; then he evolved the first inresulted in the deadly Maxim.

PASSING PLEASANTRIES,

"I'll tell the public that everybody ought to see this play," said the press agent.
"Don't do that," replied the manager.
"The plays people flock to see are those
they oughtn't to."—Washington Star.

Pessimist-You can't always go on that. Optimist-What makes you apply that atom in this case?

"What relation," added the instructor, 'did Plato sustain to Secrates?"
'Secrates," answered the young man with the bad eye, "was the end man. He got off the gags. Plato was the interlocutor."

Chicago Tribune.

"Did you see that vaudeville performer who puts on a suit of clothes while encased in a tight-fitting metal cylinder?" "Where'd he learn it, in a sleeper?"—Houston Post.

Husband—Say, Lottle, what have you been copying Blankem's catalogue for? Wife—I haven't been copying Blankem's catalogue at all—that's just my shopping list—Harper's Bazar. "Do you believe in fate?" he asked, as

snuggled closer.
"Well," answered the girl, "I believe that spent in piling to make it a good lumber what's going to happen will happen."
yard and \$32,000 worth of lumber used in Cornell Widow. "Why, even her smile is artificial."
"Good heavens! Do you suppose she ought that at a drug store, too?"
"Maybe she did, Men have been known

> ton Age-Herald. Church-I feel some concern about my Gotham—You mean the one in college? Church—Yes; you see they are talking of abolishing foot ball. Gotham—Oh, is he a foot ball player? Church—No, but he's studying to burgeon!—Yonkers Statesman.

"I see where Jorkins was so badly in-jured in the street that he had to be taken to a hospital. Do you know what was the

"Yes; knockout drops."
"Knockout drops on the public street!
Impossible!"
"Not at all. Two bricks dropped on his new building he from the new building-Yonkers Statesman.

THE FOLLOW-UP-EE.

Douglas Malloch in Puck. I am the Follow-up-ee-Oh, I am the Follow-up-ee-The fellow who gets ev'ry letter From folks who have something that's better
They're anxious to sell unto me.

Twere useless to fly or to flee— I know that the letters would find me; Wherever I journey I see Processions of letters behind me. (I'm sure there is some one who tattles)— While the van was unloading my chatters The carrier stood on the stair

Piled high with my regular share Of purple and blue imitations Describing some wonderful ware, With suitable recommendations. John Jones, who has autos to sell,
A letter a week would allot me.
He wrote me, and wrote me—and got me.
He writes so exceedingly well He got me at last 'neath the spell.
I struggled at a struggled—and fell;
I read what he said—and I bought it.

affair.

The list of aspirants for the republican nomination for governor of Wisconsin now includes: Lieutenant Governor John Lieutenant Governor John Revision William Willia

Be boosted so millions will buy it Let me say, as a Follow-up-ee, The tip that I really am needing Is not any scheme of succeeding With form letters 1, 2 and 2, The thing that's attractive to me
Is not any 'follow-up' system;
The plan that I'm seeking, you see,
Is some kind of way to resist 'em!

## Talks for people who sell things

Not so very far from The Bee office growing. Let's get together and grow is a merchant who has been in busi- with it. ness for twenty-five or thirty years, and he has never advertised. He will tell you so himself; in fact, he is proud

thirty years without advertising. swer is: "I am doing very well with- end. out it." And so he is, doing very

well-nothing more.

charges fair prices, knows merchan- most important. dizing, but he has never told the peo-

If all men were content with "very well" this might answer, but they are your personal representative, your cusparty will be able to go before the country not; abler men have entered the field, tomers judge you by him, you are held stone to a bigger success for tomor- goods you offer for sale. row. Men who have seen the possigoods, their prices, their knowledge to far toward pleasing your customers.

the people.

Flies breed best about garbage and And now Des Moines is undergoing is just 40 He was born in Vineland, N shadow possible democratic victory. If crowding him; he is not doing so well; up to you to hold them.

Advertise in The Bee and tell 150,-000 people about your store every day.

Team work is a big factor in the of it, and when you come to think of success of any retail business-proit it is quite a feat to stay in business prietor, manager, heads of department and salespeople, especially sales To all questions as to why, his an- people, all working toward a common

We lay stress on "Salespeople," because to our way of thinking a trained He has a fine store, excellent goods, and efficient corps of salespeople is

You may have the best goods manuple, never taken the general public factured, but without a trained salesinto his confidence. Year after year force your goods will remain on your

The man behind your counter is

A pleased customer is a good adver-

Gentlemen, the right sort of goods Stores have grown up all around advertised with the right sort of copy this contented man, big stores with to 150,000 people every day will get big men at the head of them; they are the customers into your store, but it is

The Bee will furnish the advert. 3. The surface of advertising possibili- matter and the readers, but you must with the initiative and reservedum bage and refuse are properly disposed fire-fighting purposes. If Des Moines fifteen years until going into his present away into space in the early 50's that will This is a big community, and it is salegos

SAIGON CINNAMON uniformity of flavor and best cooking results. Every particle of their fine seasoning properties is guarded MUSTARD SHOT PEPPER ALLSPICE PENANC CLOVES RUTMEG GINGER