#### THE OMAHA DAILY BEE.

FOUNDED BY EDWARD ROSEWATER

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GEORGE B. TZSCHUCK, Subscribed in my presence and sworn to before me this 31st day of May, 1910. M. P. WALKER, Notary Public.

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

-How many flies and rats have you killed?

Miss Glaser is said to have a lulu of an offer for next season.

their pills be sugar-coated.

flection on a man to call him a "high person to sit within a reasonable range flyer."

Texas claims to have made \$2,000,-000 on its onion crop. That is pretty strong talk.

It's great advertising for the fight, gate receipts.

mollycoddles.

not some other country.

Sir William Jennings O'Bryan may put one over on the colonel by visiting the Auld Sod, which T. R. passed up.

Some sinister people are saying that if the aeroplane succeeds the stork will lose his job, which is needless pessimism.

member.

lock-step. Uncle Joe says he cannot see his

The suffragist leader in New York, who is to wed, probably thought that

the surest way of getting the upper hand over man. Perhaps the Wright brothers are entitled to a monopoly on airship patents, but they will scarcely claim one

on the air, we trust. Mr. Bryan recently paid \$600 for a town" in connection with Governor saddle horse. Oh, the cross of gold Gillett's order to prohibit the prize homa, and there probably never will be and crown of thorns are not so bad fight, for the governor's action is "my again.-World-Herald.

after you get used to them. rings were not necessary wearing ap- depot and quite another thing for him dead ringer for Oklahoma. parel will have a difficult time im-

pressing that on the stage. Would it not be awful if, after all, it should transpire that it was simply an honest difference in methods over credit upon San Francisco. this matter of conservation?

What is Edgar Howard going to de about it if Governor Shallenberger persists in remaining deaf to all entreaties to call that extra session?

the ballast to hitch onto the sugar.

American Diplomacy.

Abitral Justice in 1910 has been the howl of the mob. science of the square deal between nations and the gospel of international ning of the end of prize fighting in peace. Whether the issue was di- California. The next legislature will macy has stood for peace as against tremendous example for Nevada, letters. war and for commercial prosperity where sentiment is already undergowithout political intrigue and conniv- ing a change toward such things ing. Secretay Knox was well within People everywhere are beginning to the facts as attested by history when see that a prize fighter as such is a he told the students of the University thoroughly useless member of society, wind. Now they are reaping the whirtwind, of Pennsylvania:

its neighbors and promote the thought that the aggregate of evil. And this prize the capital of the more advanced nations fight is the climax of disgraceful conof the world would be better employed in assisting the peaceful development of those tests. Everything connected with it more backward, than in financing wars, it smacks of the illegitimate and gives jail begin? is such a deviation from traditions as the off the one impression that it is a American people will approve.

It is something every young man and woman, every boy and girl should know that as this government has increased in power and wealth and influence, it has also increased its strength as a factor for world peace battle will be easy. Evil that must and righteousness and, while it stands depend on public sufferance for its extoday as the richest and strongest of nations, it likewise stands as the exemplar of universal good will and square dealing. And this is the position it, as the type of popular government, should occupy. It is its own answer to the question of comparative triumph between this and any other form of national authority and should help men to a decision who are asking if this government, of, for and by the people will prove the ultimate test of endurance.

Our diplomacy was written into the federal constitution and supplemented by the Monroe doctrine, and upon these solid rocks of peerless statecraft we have built and stand today, and the distinction we have achieved and are Daily Average ...... 49,358 yet achieving but represents the logic of our constitutional development. We It is important that the bonds be voted could have come to no other stage in the course of our national life by following the precepts laid down by the fathers and that we have not missed the mark is both tribute enough to their wisdom and our fidelity. No nation has ever had or ever will have cause to fear true American diplomacy, self-aggrandizement, but with larger

A Church Hat.

vision of mutual benefit.

A Brooklyn woman has taken the initiative in attempting to secure a Welcome to the druggists. May reform in hats that will create a spe-Is summer going to pass without a eral Episcopal clergymen of her city. In these days of aviation it is no re- in fact, small enough to allow another taxes on the property of the city. glimpse of the pulpit and pastor.

Every man should embrace this good The presence of those Abernathy completely under the petticoat domin- money under false pretenses. boys is likely to start more talk about ion to raise a hand in concerted action to reform the apparel, so that whatever progress is to be accomplished After all, the Jews who were barred and whatever relief is to be effected, from Russia ought to rejoice that it is must be brought about through the efforts of the women themselves. Perhaps she is right, at least we have obare still standing, meekly and blandly, for most anything in the shape of a

hat the women choose to wear. While this woman is engaged in a good cause, a righteous cause, we may even venture to suggest, yet though she may succeed in gaining the promise The Doormat club is successor to of co-operation from her friends of the the Inbad club and Congressman Fran- cloth, we have no sort of faith in the cis Burton Harrison is the original success of her scheme. For after all it will not depend on her efforts, nor the efforts of her colleagues in the tells them what is the style. That one still others who also think aloud. word style is the inscrutable law to And he insists that, though he which femininity bows in humble, dois 74, his eyesight is excellent. Um, cile, abject submission—the one man-only snubbed Senator Davis at a recent are an abomination in the sight of Jefferson, but Jeffries Davis. men, if not of the Lord, whether worn in church or elsewhere.

> Gillett Right, McCarthy Wrong. If the traveling mayor of San Franand say nothing more about "my town's" opportunity for redemption.

to intercept the authority of the state government, backed, as it undoubtedly is, by the popular sentiment of the people, so the best he can hope to do is to keep miners busy for 7,000 years

Governor Gillett, manifestly, was influenced by pressure from Washington, clearly indicating that if San Francisco expects aid from congress in securing the Panama-Pacific exposition help but ponder on the thought, sup-Several of those Sugar trust fellows prize fight. That the governor's pose the king had lived. were weighed in the balance and found action will strike a popular chord in wanting because they did not have the state is, of course, a foregone con- hibition will destroy their party. It

The colonel tried to make a mere states, has no place in comparison with one source. photographer of Kermit, but he soon a legitimate institution of the worlddiscovered in the boy a vigorous rival wide importance such as this exposi-

Undoubtedly this marks the begin-He contributes nothing at all to the If this government can help to upbuild sum total of good, but adds much to gigantic money-making scheme and little else. It may not be prevented, but it probably will not come off in California, and that will be all the victory that law and order need care to achieve at this time. The rest of the istence can hope to exist but a little while at best.

Lest We Forget.

While that judgment for \$6,263,-295.49 brought on by the foolhardy mismanagement of the Water board is hanging over Omaha and no one venturing to say what the next step will tinctly what they ought to do, they needn't be, let us recall a few points of recent history.

When the proposition of \$6,500,000 of 4 per cent bonds was put up to us last year the Water board, over the signatures of all its members, issued an appeal to the public explaining why the bonds should carry, in which, among other things, they said:

We cannot and will not use the \$3,006,000 of bonds heretofore voted. now that the Water board may be in position to make immediate compromise of the litigation, if this is possible

If immediate compromise cannot be made it is equally important that the bonds be voted, that the Water board may be in position to pay the amount found due by the United States supreme court. If the bonds are voted, they will not be issued, nor will they bear interest, until for it builds not with an eye single to the water works are acquired by the city. No more of said bonds will in any case

be issued than are actually necessary for

the acquisition of the plant. Should the decision of the supreme court be against the city, a decree will be entered which must be paid. The city cannot avoid the payment of such judgment by refusing to vote bonds. The judgment would be enforced by a levy of taxes on cial design for church wear, and to that the property of the citizens. If the bonds end has enlisted the services of sev- are voted the judgment can be paid by the proceeds of the bonds and the interest single person going to the North Pole? The church hat is to be smaller in will be paid out of the revenues derived ter able to pay an increased rate for travdimensions than the prevailing style, from the sale of water, without additional

of the wearer and permit worshipers members have made a whole lot of the subject. This proposal will be heard in the rear to catch an occasional statements during the seven years of rates are not raised than it will be if they the proceedings for "immediate" pur- are to be raised also. If meantime Pullchase of the water works that they woman's reform with the deepest cor- have had to gig back on. To go back diality, though she spurns the assist- on these representations on which the of that service, parlor and sleeping car just the same. Keep your eye on the ance of men, saying that while men people were induced to vote the \$6,- travel would remain probably no more ex-"will bluster and denounce the wo- 500,000 bonds would put them very pensive than before. But the Pullman commen's hats as an outrage," they are too much in the attitude of obtaining

cratic nomination for United States tent. senator suggests in self-consolation that if Mr. Bryan were back of those petitions asking himself to get into Outburst of Enthusiasm for the Latthe running he would enclose return served that the men have stood and postage. We are not so sure about

> salary of the superintendent of Ar. ilton, is worthy to be rated as an epochlington cemetery people hereabouts would never have known that our old brother in a comfortable government

Charley Wooster thinks he is the The Connecticut man who stole pulpit, but on the wish and will of all publicly said a word against the Ore-\$1,500 worth of watches should have the women who expect to wear the gon plan law, although everyone he

> The democrats of Arkansas not date she will not violate, and this state convention, but have further dis-Brooklyn woman reformer knows that played their contempt for him by pubas well as she knows that these hats lishing the fact that his name is not

Congressman Hitchcock's newspaper concedes that the railroad bill is at least a step forward, but the chances are that again, as with the cisco is a wise man he will cool down tariff bill, when the roll is called he will be necessarily absent.

> There has never been a state like Okla-We hope so, in spite of the fact

It is one thing for Mayor McCarthy to that Mr. Bryan and his fellow demo-The Chicago judge who decided that make loud declarations in a Chicago crats are trying to make Nebraska a

A scientist figures out that the

world has enough coal in its mines to

younger men, at least, in learning the business. As we read those reports of the colonel in London during the period of national mourning we could not

Some democrats complain that proclusion. An exhibition of brute force, is endangered, then, from both wind already under the ban of law in most and water and both emanating from

If the namesake of Howell Water

tive to have chosen a prize fight in making that \$6,263,295.49 sale, he American diplomacy from John preference to this exposition. What ought to put in his claim at once, and Jay's treaty with Great Britain in 1794 criticism now comes of the governor's they ought to be glad to pay well for down to Philander C. Knox's Court of action can only be regarded as the the valuable services this expert bunco steerer has performed for them.

Another democratic love feast is scheduled to be pulled off at Columrectly between the United States and be almost obliged to enact a law bus. Will someone please have a another nation or not, American diplo- against it, and that will constitute a waste basket handy to receive unread

> Reaping the Whirlwind. Wall Street Journal. The officials of the sugar trust had

long, busy and profitable time sowing the Anti-Fat Treatment. New York World.

months in a federal jail took twenty-six pounds of surplus fat off a sugar trust culprit and improved his health.

> Unfeeling Comparison. Springfield Republican.

When Bryan came home in 1906 the 'home folks" seem to come from all over the United States.

Rudderless Ships of State. Minneapolis Journal,

Colonel Bryan says that when in foreign countries he never instructs people as to what they should do. No wonder aimlessly on the great ocean of events, Responsibility Ends. Indianapolis News. Well, if the English will persist in going

them out of trouble later on. Cruelties of Greed.

olonel has told them definitely and dis-

New York Tribune. It will indeed be a grave reproach to America if the hideous evil of phosphorus necrosis is longer tolerated in match fac tories just for the sake of saving 5 per cent on the cost of one of the cheapest of all articles of merchandise.

Well Worth Looking Into.

Baltimore American. If the strictures on the medical schools of the country in the reports to the Carnegie foundation are justified by facts, the states should be looking into the matter. This is a matter of life and death to the public at large and if health and life are to be placed at the mercy of incompe tent and half-instructed doctors, it is time for the law to be taking a hand in defense

ANOTHER PINCH IN PROSPECT.

Something Coming to Joy Riders or Swell Railroad Cars. Springfield Republican.

Railroads east and west are considering the matter of imposing an extra mileage charge on passengers taking sleeping or parlor car accommodations. Their position is that they must have more revenue, and that increased charges should be placed where they are most easily borne. The passenger who can afford to buy sleeping and parlor car passage is presumably beteling than one who puts up with a day coach. A committee representing several Of course, the Water board and its of the principal trunk lines is at work on with more favor if ordinary passenger man rates should be reduced along the him of the nomination the democrats, anx- interested in a cool summer kitchen? sion's order in relation to certain sections pany is fighting the commission's order and may succeed, even though it is perfectly evident from the company's large dividends, stock and regular, that it can One of the candidates for the demo- well afford to lower its rates to some ex-

CHAMPION FOR A DAY.

est Manbird.

Baltimore American Without doubt the latest champion in the aerial world, the man who has made aviation as easy and graceful as the flight Were it not for the bill raising the of birds, the incomparable Charles K. Ham-His flight from New York to maker. Philadelphia, the time from the metropolis to the Quaker City being one hour and friend, Governor Magoon, while in the forty-seven minutes for the eighty-six mile War department managed to plant a flight, almost challenges belief. Incredulity as to the victories to be gained by the air flyers has the footing taken from under it when this man, a phenomenal goer, makes a marvelously sustained long-distance flight, performing all the evolutions only man in Nebraska who has ever of a bird, in scarcely more space than is required for the feathered flyers. Hamilton has made the feats of other flyers commonplace. The fallure of a motor while it no difficulty sceping time with the headgear, and they are not going to has talked with on the subject thinks delayed his return trip did not prevent yield an inch so long as Dame Fashion as he does about it. No, there are him from winning the prize of \$10,000 offered by the New York Times. He is worthy of the name of Manbird, as he has practically paralleled the achievements of the birds of the air, even when a strong wind was blowing. What now remains? Switness and duration have been made good. Air progressives or insurgents for this pur travel is assured. But to what extent the new mode of flight will enter into transpor- the bill. tation remains to be seen. As far as its sport and recreative features are concerned biling. As to its military uses, as to the developments. The advent of Hamilton has removed the objections raised as to the lack of mobility, reliability and flexibility, as well as power of sustained flights that have been brought against aeroplanes.

#### Our Birthday Book

June 17, 1910 Charles Frohman, the theatrical manager,

was born June 17, 1860, at Handusky, O. He started out in business in 1877, and is one of the big guns in the dramatic field. Robert J. Collier, proprietor of Collier's Weekly, is 34. He was born in New York make a show of himself and reflect no more, which ought to justify the City, and was associated with his father in the publishing business, taking it over William W. Stetson, state superintendent

of public instruction of Minnesota, was born June 17, 1849. He has been a high officer of the National Educational association and has lectured to teachers more than once here in Omaha. Fred P. Hamilton, cashler of the Mer

chants National bank, is just 32 today. He

Franklin Shotwell of Shotwell & Shotwell, attorneys at law, in the New York most fatal error for the chief execu- the owners of the water company for county attorney under Judge Slabaugh.

Washington Life

Some Interesting Phases Conditions Observed at the Hation's Capitol.

A few days ago a citizen of Texas inclosed a #1 bill to the Postoffice depart- places. ment. No explanations accompanied the By the consolidation of the Continental remittance. About a month before that a and Commercial National banks Chicago \$1 bill was received by the department, will have the second largest institution of apparently from the same man. As in the this kind in the country. Only the Nalatter instance no explanation was forth- tional City Bank of New York has a larger

The two \$1 bills were laid aside to await developments. Later on a letter came is said to have made the largest flag that from a man in San Antonio which cleared up the mystery-to some extent.

The letter read: "By sending you this money I want to introduce myself to the of her 80 years, took part in all the propostmaster general and his secretary. I ceedings. President Tart is reported to expect to do the same thing in every de-When does the rush of health seekers to partment of the United States government at the capital. I hope this will be satisfactory.

That was all there was to it.

A new and important principle has just homefolks" who greeted him in New York been laid down by the court of claims. It came from Nebraska. Roosevelt's is in effect that a federal employe dis- They intend to make their home in one missed without justification may not sue of the apartments erected by Mr. Bartthe government for damages. The case lett. came up in the claim of W. A. Miller, who The Wright brothers will become honachieved some fame during the Roosevelt administration by being dismissed from his D., and Orville Wright, LL. D., at the position as foreman of bindery in the government printing office. Miller had been expelled from the book binders' union so many foreign countries are drifting and because of this was dropped from the jer-than-air flying machine, and the adprinting office by Public Printer Palmer. vancement given to the art of aviation by When Roosevelt heard of it he erdered the their expeditions and discoveries in the reinstatement of Miller and established the field of aero-dynamics," principle of the "open shop" in the government. ahead with their Egyptian policy after the

Miller brought suit to recover the salary during the period that he was out. The Revolution in Telegraphy on the court of claims has just rejected his apexpect him to hurry over there and get plication, taking the position that he ob tained his redress in the reinstatement. A dismissed and later obtained reflistatement.

> Ever since his arrival in Washington, Representatives Eugene N. Foss of Massafor so many years he jumped over into by the aerial transmitter are not affected the democratic party and carried the by the most tempestuous gust; hall and strongest republican congressional district

in Massachusetts. As a matter of fact, observes the Washthe house who has a record which cannot be equaled by Mr. Foss or any other member of congress. That member is Charles Henry Morgan of the Fifteenth Missouri vest pocket. Just at present he is a republican, but there is no telling when he will be nominated and elected as a democrat.

the house. gan he was not much concerned. The republicans knew that Morgan and not the leaders controlled the district and so they minated and elected him, Having learned the error of their ways, the democrats took Morgan back into the fold and sent him to congress as their representatives. Again factional strife broke out and Morgan was displaced by the democratic leaders. The epublicans, ever on the alert for a mato carry the district, gave Morgan their nomination, and now he is their representative in the house. Mr. Morgan expects to come back to the house as a republican.

ambitious member of that party deprives

lous to sweep the entire state of Missour will ask Morgan to get bask into the fold The demand for Senator Bourne's speech on popular government still continues, and with greater force. The edition has now reached 500,000, and a corps of clerks is working daily filling the orders. The re quests came from senators and members of the house for copies by hundreds and thousands. The fact that the people as individuals are taking an interest in the speech is pleasing to Senator Bourne, and the many requests for one and two copies by citizens from every section are attended to with as much care as those for a larger number. Not only have the politicians and individuals asked for copies, but heads of

large corporations are sending requests for the address. STRINGS ON PARTY FEALTY.

How the Interest Sidetracked "Stock

Issue" Regulation. Pittsburg Despatch. The excuse that is presented by the leaders of the senate for refusing to leave in the railroad bill the provision with regard to the regulation of stock and bond issues raises a unique question in political ethics. As given to the public this excuse is that the democratic senators will not vote for the bill with such a section in it. as they believe it to be an invasion of the domain of state legislation.

But almost everyone who considers the question must have seen that the democratic senators are not in a majority, and day. o exclude a provision on account of the convictions of the opposition is a novel phase of legislation by parties. If the organization senators will vote with the pose there will be no difficulty in passing

The fact is stated by the New York Tribune that there is a bargain between it is almost as well established as automo- the Aldrich wing and certain so-called democrats to defeat what are termed results to be wrought out in traffic, these radical enactments in the bill. The excuse matters remain to be disclosed by further then takes the phase that on account of s bargain with the minority the professed party leaders intend to defeat a provision called for by the republican platform in order to gain votes to defeat certain other provisions not excluded by the republicar platform.

There rarely is a more salient example of the fact that party authority and party lines are binding on the men who make most of the professional party loyalty. only so long as it suits their personal in terests and prejudices. As a matter of facthe senators making this excuse are as much opposed to the provision against stock watering as the democrats on who they put the responsibility. They are op posed to it because the great interest of emitting fiat stocks is the power that maintains them.

> "Give While You Live." Chicago Record-Herald.

Do it in your own lifetime. Such is the maxim followed by the St. Louis philan thropist who has just given his entire fortune of \$3,000,000-except for a small annuity of \$3,000-for the furtherance of good works. This action is, of course, a pointed lesson to such wealthy willmakers as cling is Omaha born, of a pioneer family, and to the old familiar fashion of making their was educated at Creighton university. He benefactions posthumous, with all the has been in the bank in various capacities chances of family opposition and of faulty

David J. Rankin wisely chooses to see his money doing good in his own lifetime Life building, was born June 17, 1881, in under the direction of trustees of his own Marengo, O. He graduated from the law choosing. Detaching himself from his fordepartment of the Ohio State university tune, he modestly stands to one side and at killing bull elephants and boss tion will be. It would have been a Bill No. 1 has not yet collected from in Omaha in 1962. He served as deputy poor" in one sense, yet rich, as may be hoped, in satisfaction and content,

PERSONAL NOTES.

A rock tunnel 700 feet under New York. built at a cost of \$25,000,000, beats any thing ever attempted by Captain Kidd at

burying treasure. Mrs. Alice Wells of Brooklyn will be come the first woman "patrolman" of Los Angeles. Her job will be to look after the morals of the young who appear in public

surplus and deposits.

Mrs. Catherine Van Voorhis of Rochester ever floated over the capitol at Washington. She attended the suffrage convention recently held in Washington, and in spite have received her with especial distinction, John Hill Bartlett of Brockton, Mass.,

who, several months ago, built a number of apartment houses which he advertised to let only to people with big families, is going to try married life himself. young woman of his choice is Florence M. Solmer, who comes from Nova Scotia.

orary doctors of law-Wilbur Wright, LL. coming commencement of Oberlin college. This academic honor is due to the invention by the brothers "of a practical heav-

TRAIN CONTROL BY WIRELESS.

Union Pacific. Philadelphia Record.

Wireless telegraphy will soon be employed contrary decision would have paved the by the Union Pacific railway for train way for wholesale suits to recover on the signaling and other official business. The part of numberless employes who were advantages thereof in a country of magnificent distances frequently visited by storms are obvious enough. It makes for greater safety in the terrific winds that blow on the plains. When wires go down chusetts, is being pointed out as a political before a gale it is risky business to keep wonder because having been a republican trains moving. The electric wave generated snow signify nothing for them. It will be possible at all times and under all weather conditions to transmit messages. It is ington Times, there is another member of claimed that the new system will effect a considerable saving; and one can well believe that when the cost of wire and the wages of corps of linemen, all of which will be eliminated, are taken into account, district. Mr. Morgan, it may safely be said, where there are many wireless stations and carries the Fifteenth district around in his there is a possibility of much interference, wireless telegraphy might not be as useful in railroad work as out on the windswept and sparsely populated plains. On the He has been a member of both parties in Union Pacific system, however, all transmission difficulties are said to have been When the democratic leaders decided to solved, so that even the objections alluded end a man to the house to displace Mor- to would no longer stand in the way of employing this method in congested regions.

LINES TO A LAUGH.

"George, George, wake up! Don't you rotice that the floor is quivering? Some body is walking in the library!"
"Good heavens! Do you take me for a seismograph!"—Cleveland Plain Dealer.

Mrs. Dorkins (calling from top of stain way)—John, have you locked all the rubber shoes in the safe?

Mr. Dorkins—Yes.

Mrs. Dorkins—Well, tie the dog near tha rubber plant and turn out the lights.—Chicago Tribune.

Brown-What have you got against that man Smith? He has done some very good things.

Jones-Yes, but I happened to be one A northerner sitting on the veranda of a southern hotel was enraptured by the beauty of the night.

"How wonderfully beautiful is the moon-

flow wonderrans beautiful is the moon-light falling on the waten," he exclaimed.
"It is, indeed," replied his dignified but unreconstructed southern hostess; "but you should have seen it before the war."—Ev-erybody's Magazine.

"I wonder," ejaculated the provoked husband, vaiting for his wife to put the last dab with the puff on her hose, "if the world will ever sea faceless powder?" "Or," put in his spouse, "smokleless husbands."—Baltimore American. "Samatha, I can't see to shave by this

"Horace, your face is plain enough to be seen anywhere."—Chicago Journal.

"I tell you, my dear boy, I stand on my rights. I believe at man should be the master in his own house,

"Of course; that's all right. But what I want to know is if you are allowed to smoke in the parlor. —Baltimore American.

"Chicken croquettes," says a customer.
"Fowl ball!" shouts the waiter.
"Hash," says a customer. "Gentleman "Hash," says a customer, "Gentleman wants to take a chance!" shouts the walter. "I'll have hash, too," says the next cus-tomer, "Another sport!" shouts the walter, —New York Sun.

A ROSE.

Alison Winslow in Book News. on bended stalk of dainty green.
bud that sunset glows might meet
And find its match in sweetest color

'tis in its youth, and now It sents the air, so sweet—though faint. And its pure heart and fineness would Its presence next the cheek of purest

A full-blown blossem—'tis a rose— In its great splendor rocks and sways On graceful stalk in graceful pose, And thus it lives through summer days, A rose, in summer-time of life— A rose, in summer-time of life— A flower that knows no care or pain, Knows nothing of our mortal strife But knows the sun and cooling rain.

A rose-its heart has had a tiny blight, The world is not so sweet as days of yors.
It seems as if it's nearly always night.
It longs to bloom on the edestial shore.
A rose—it weeps; its petals fall;
It wants to die and bloom in heavenly

It's glad, at last to hear the call, earth, once rich, seems now like wasting sands. A rose? Ah, no; 'tis but a rod,

And yet it is not wholly gone;
"Tis but a proof of the great love of God,
Its duty in the world is not yet done.
A rose? Ah, no; "tis but a heart.
The wind will blow it onward o'er the of all this life one rose is but a part, Yet who but God can estimate its worth

### Talks for people who sell things

vertisements, especially women, and next Monday." Or they do the buying," said a hardware Tom or Dick more than you do me and I merchant to one of our representa- work just as hard as they do." but it is regarded as certain that if any

> not? Do you know of a woman who doesn't want a stove with a good oven?

You do sell stoves with good ovens, ply what is needed. do you not? Do you know of a woman who doesn't want good steel cutlery?

The cutlery you carry is good, isn't Doesn't every family in Omaha need screens, hatchets, hammers, nails, It not,-get in quick. tacks, screw drivers, can openers, pans,

pots, kettles, irons, hinges, locks, bath room supplies? Aren't there a great many men and boys who fish, hunt and carry pocket Charlie!

knives? Isn't it reasonable to suppose that if you interest the 42,000 families who he asks for builders' hardware. read The Bee in your hardware that

they will buy yours? The Salesman Who Wants More

Salary Benham, advertising manager of E. C. Atkins' Saws, Indianapolis, finds it very profitable to send out short talks to clerks. Here's a sample:

Nine out of every ten who read this expect to receive an advance in wages some Of the nine-perhaps five-are just wait-

ing until they may be able to say-"I think I ought to have more wages that are advertised.

"People will not read hardware ad- because I have been with you two years "I want more wages because you pay

Two of the nine are making an honest Do you know of a woman who isn't effort to advance. They are on hand early in the morning and work diligently all day -plodders-putting their time consc You sell gas and oil stoves, do you tiously, but with no fixed motive nor plan

to work upon. The other two of the nine are differentthey have made a study of their employer. They give thought to conditions and sup

They place themselves in their employers' shoes and do the things which common sense teaches them that they would do, were positions reversed. These are the ones who advance quickly

Size yourself up-you belong to one of these classes-which one? If in the latter-here's congratulations And you can get in quicker by making

a study of the goods you have to sell. Why is it-that Bill can sell more stoves or Tom heads the list on paint, or-that you don't sell as many tools or saws as You are perfectly at home, perhaps, when

your customer asks for a refrigerator, but you wish another salesman had him when Your boss is in businness to sell, and the more he sells the better he likes it; the more sales you make, the more he likes you.

And you can not make the most sales unless you know your merchandise. It is always safe to sell merchandise that is advertised and this class is the easlest to learn about.

Show your customer your advertised

goods. Hold him as long as you can without annoying him-but show him-or tell him about your advertised goods. Nine chances out of ten he is ready to buy, but has not acknowledged the fact to himself. Take advantage of what is being done to aid you and show him your lines

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