THE OMAHA DAILY BEE.

FOUNDED BY EDWARD ROSEWATER

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Subscribed in my presence and sworn to before me this 30th day of June, 1919. M. P. WALKER, Notary Public. Subscribers leaving the city temporarily should have The Bee

Dally Average 43,704 GEORGE B. TZSCHUCK,

mailed to them. Addresses will be changed as often as requested.

Mr. Bryan is mad. That's very evident.

You can almost hear that democratic harmony sizzle.

Congressman Hitchcock is mad, too. That's also very evident. President Diaz will be 86 at his fit that crime.

next election. Note it down. Nine democrats in the running for

governor of New York-base ball cam-Mr. Jeffries now thoroughly be-

Yes, those blockaded streets are s fine "ad" for Omaha for the Ad club convention.

ment.

changed somewhere.

Better make it a little safer:

to get elected. That may go with arms believes in emphatic authority. Texas, but not with some other states.

"Colonel Roosevelt receives every-

The mayor of St. Joseph says he wants to see the fight pictures. A Missourian true to his "show-me" na-

If the railroads will only put in excursion rates for the big show at business.

sticking close to shore.

be in superb condition for the ring, ready for complete self-government. but he has age to combat.

If Mr. Loeb should get in the race for governor of New York several of more democratic in his private and these early birds on the democratic official conduct than was his illustriside would promptly fly back to their ous father, King Edward VII, and

Those good folks who think Colonel Roosevelt has been led astray should characterized the rule of the late mon-fully received all over the country. console themselves in the fact that he arch and made him popular at home This park, containing the very biggest got in the African Jungles and found and abroad. his way out.

words when he told the newspaper est distance between two given points, people make the mistake that the big-grapples with Latin knows of his deeds discharge. men that the Taft administration was its own defense and needed no personal champions.

of \$8,000,000 in campaign contribu- an example which might well be emu-In 1904 it cost the Wall street bunch of King Edward was broached the new cient life or the simple life. They Pennsylvania only \$15,000 to get Mr. Bryan out on ruler told his people that in his judg- like the easy life." This is what the the stump to endorse Parker. Talk ment the best and most enduring mon- minister said whom Colonel Roosevelt was born July 12, 1852, at Lansingburg. about the increased cost of living!

or whether the united party is waging on a satisfactory basis, and it appears rest of us—could not tell what the until last year. Herald is not accustomed to be neutral this will be done.

or silent.-World-Herald, paper."

The Unpardonable Sin.

the democratic fold. The first is from hospitals of the empire. Here is a

influence of the liquor association is on Americans too much in late years. enough to account for that. Go into In- We often cheapen our homage for true of the brewers to the national ticket was ting large sums of money into "storsufficient to prevent our carrying the state. In New York they were for Taft and Chanler, and they had their agents might better be invested in something on the street instructing men to vote like that suggested by King George of that way. In Nebraska they would have England. carried the state against me if thousands Communications relating to news and editorial matter should be addressed: Omaha of republicans out of state pride had not Bee, Editorial Department. given me their votes.

The second is from the written statement given out by Governor Shallenberger, in which he declares:

elected than any owner candidate ever re-

Here we have the unpardonable sin delegate from some other county. laid bare, which completely over-braska, as he says, because of repub-27........45,410 Bryan, that must be charged up, not forfeits his position as a law-maker. 28...... 45,000 to democrats voting out of state pride, 29...... but to democrats bought up by liquor dealers' boodle.

label, thus stealing the votes that be- run for United States senator from of \$24,000,000 last year is to laugh. longed to "Tom" Watson, and second, Texas or Oklahoma, where chances of the money and votes poured in for the success might look better. straight democratic ticket by the brewthese two great "moral" forces all the state pride votes he got would not have saved Nebraska to him.

Incidentally we may possibly have here, also, the explanation of Mr Bryan's hostile attitude toward Governor Harmon, whom he has notified to "stand aside." Governor Harmon, running on the same ticket, got more votes in Ohio than did Mr. Bryan, and there is no penalty severe enough to the chief executive of his country.

Taking Roosevelt's Advice.

Great Britain evidently did more than merely wince at Colonel Roosevelt's criticisms of its work in Egypt.

It seems to have received those criticisms of its work in Egypt.

years? Undoubtedly he has brought sional weather foregonater is skilled in the every effort will be made to maintain this cisms very seriously and indeed one ard of political, industrial and social the back-to-the-farm move- has a perfect right, in the light of current events, to inquire if it has not decided to act upon them.

month. She must be getting short- ern with a firmer hand in this ancient man could be found in the republic his life. if not that Great Britain means to govcountry? Lord Kitchener, if he is his place, counting popular influence Abbott Lawrence Rotch made tests of air that the list of officers on duty away from his place, counting popular influence about Lawrence Rotch made tests of air that the list of officers on duty away from his place, counting popular influence about Lawrence Rotch made tests of air that the list of officers on duty away from his place, counting popular influence are all the commands was kept at its proportions. finally appointed, is to be clothed with French aviators tell us air flights large powers, and he is not the man will soon be as safe as train travel, to rule with a gloved hand. Whether it will be the mailed fist or not remains to be seen, but the man who has Senator Culberson says he spent \$27 brought such distinction to British

. The recent execution of the assassin of the former premier, Butros Pasha, is taken by those critics of the situabody."-News Item. Takes the tion as reflecting Britain's complete starch out of some of those stiff determination to make its power more through the crucible of a revolution. 2,500 meters, 12.5 meters a second; 3,500 meters, 15.5 meters a second; 5,400 meters, 15.5 meters a s membered that for a time it appeared latest victory at the polls and but for meters a second, and 8,500 meters (six provisions of the act of March 3, 1909, upon that the premier's assassin would go his excessive power would have devel- miles), 25.8 meters a second, or 80.8 miles the recommendation of the Brownsville unpunished. It was in fact this possi-bility that provoked some of the strong utterances on the part of minds of anti-Diaz men that the old Colonel Roosevelt.

Thus far has Britain shown itself orous action and it has seemingly Some of Mayor Gaynor's enemies cry that tightening its grip on power governor, but the mayor insists on principle of popular government or

> For a Practical Monument. King George V is said to be even

early in his reign he is dispelling all doubt of his ability and disposition to maintain the liberal policies which

The new sovereign evidently befor he is cutting out all frills and fash-In one of his recent public acts he sets line of Tulare and Fresno counties. ument to be erected would be the heard preach Sunday and the reports New York. He was with the Omaha Carraising of a fun of £5,000,000 to are that the colonel did not seem to pet company for fifteen years and presi-Whether the contest is within the party place the hospitals of Great Britain take it to himself. Probably like the & Beaton Carpet and Furniture company

Five million pounds—approximately All right. Then take down that \$24,000,000—would build a fine If Governor Shallenberger would sixtleth birthday today. He entered the lying label at the top of your editorial statue of marble or granite, or even tell about his own personal experience hardware business in Cincinnati in 1884, a concession to conduct cock fighting and column.—"An independent news- gold, and it would stand for ages as a in getting the stuff to wet his whistle with his present employers twenty-five we doing for civilization what we drove sign for the perpetuation of the mem- after 8 o'clock in various Nebraska years.

possibly throw an illuminating glare sults accomplished by the expenditure ment. on the internecine war now waging in of the same amount of money in the intangible tribute to the dead.

The monument habit has grown from him?

A Perverted Idea.

That is a peculiar notion of representative government cropping out in Mr. Bryan's defiant declaration to I received more votes when I was Lancaster county democrats that if

In Great Britain a man may sit in shadows "the moral question" in- Parliament for a constituency, which berger got more votes than Mr. Bryan representative of a legislative or con-changed his mind for him without did, although the latter carried Ne- gressional district, or of the state, waiting for his aid or consent. must be an elector of the district for own state, but, according to Mr. islature who moves out of his district

most invariably to political organizations, the purpose being to forestall That is all. Mr. Bryan knows as well as he carpet-baggin; and to prevent misrepknows anything that he carried his resentation by outside interlopers. If own state of Nebraska in 1908 by a Mr. Bryan, running for state conven-

> The very suggestion, however, re ment with which Mr. Bryan is impregnated and which every little while ex-

After Diaz, What?

Porfirio Diaz has just entered upon another six years as president of Mexico, and if he should serve out this term he would be 86 years old, with thirty-six years of that time spent as

The first question that naturally his country up to a much higher stand- upper currents? Diaz, Diaz is Mexico.

But, of course, no man is indisminds of anti-Diaz men that the old indeed, as 223 miles an hour.

out too plainly for dispute.

The news that the big trees in General Grant park, California, have been spared from the forest fire will be joyof the big trees, is one of Nature's Collector Loeb said a lot in a few ords when he told the newspaper est distance between two given points. gest trees are those in the Mariposa and writings. ions and going straight to the heart of grove in Yosemite valley. Not so, the John J. Kaspar, structural engineer in every question that comes before him.

biggest are in the Grant park on the the city engineer's office, was born July In one of his recent public acts he sets the sets that and Training and France and France counting.

minister meant.

ory of Britain's king, but it would be towns, including Lincoln and Omaha, Here are two quotations from two folly to try to measure its tangible he might give substantial help to the distinguished democrats which may value or practical utility with the re- authorities charged with law enforce-

Why does Governor Shallenberger Mr. Bryan's speech before the demo- monument which not only exalts the bawl out the Dahlman club for viccratic county convention at Lincoln, in glory of the late monarch and the peo- lating the lid-closing law and say nothwhich, among other things, he said, pie's love for him, but that offers sub- ing about the other clubs? Is it bereferring to the 1908 presidential cam- stantial help for the living as well as cause Mayor "Jim" is trying to take the line at Fort Leavenworth-which class and much sweetness and humor. the governorship nomination away

legislature were elected, and into Ohlo, patriots for setting up statues to men that we begin to pray now that the Harold B. Fiske, Twenty-eighth infantry; where the democratic candidate for gov- patriots for setting up statues to men of streets which our paving contractors Captain Laurence Haistead, Sixth infantry, ernor was elected, where the antagonism mediocre fame, at the same time puttraffic by the time Colonel Roosevelt practics in such cases of honor graduation,

> Postmaster General Hitchcock has effected more than \$10,000,000 rewhich is another awful blow to the political enemy.

elected than any other candidate ever received in Nebraska for any office except they did not send him as one of their tender with some other Omaha people dom of establishing these biennial encamp. Miss Lolabel House, B. A., University of ceived in Nebraska for any office except they did not send him as one of their tender with some other Omaha people ments is shown in the increased activity Nashville; A. M., Chicago university; Ph. President Rosseveit in the campaign of delegates to the Grand Island conven- who have not been able to forget the and greater intelligence on the part of the D., University of Pennsylvania, and feltion he would seek appointment as last bonance that turned out to be a militia officers. The difficulty will be to low of American history, University of

In a Nutshell.

Philadelphia Record. Jeffries and Johnson are not representatives of the white and colored races, but a pair of good-natured bruisers who put The same rule has been applied al- themselves under contract to pound each Tenth infantry, was president and which shepherding and compacting the main herd. other for a large sum of money that they could not have earned in any other way.

Bloux City Tribune scratch because of only two things- tion delegate, were turned down in his escape the law as applied to its upper berth The Pullman company is again trying to first, that bare-faced fraud perpe- home county he would have no more price by the Interstate Commerce commis trated by misbranding his democratic business to foist himself upon some presidential electors with the populist other county than he would have to ment from a company that "cut a melon"

Knocking Foot Ball Bruisers. Baltimore American.

The president of Leland Stanford univer ers and liquor interests. Without flects the perverted ideas of govern- sity denounces foot ball as a combination of pure brutality and pugilism. With prizefighting virtually doomed, and the sentiment of the country aroused against brupose the yellow streak in spite of him. tality in any form, it is not at all unlikely that there will soon be drastic modification or abandonment of a game that annually costs more lives than pugilism.

AIR STILL UNCONQUERED.

Upper Currents Hopelessly Beyond Man's Control. New York Sun.

It is said that the prospects of an early resumption of the airship Deutschland's arises at this time is, What has Diaz doubt if any person except the indomitable to show for his remarkably long Zeppelin himself and his hardy mechanics take him around the world. The return of tenure of office, which has amounted will venture to make another "three-hour" to almost a one-man power for thirty excursion in it unless guaranteed against

life than it occupied when he seized the has invented and operates machines that pectation that this will be impossible and the rains of government and it may the reins of government and, it may so eager to experiment with his dirigible least, if not most, of the officers who are be admitted, than it would have occu- and aeroplane, fitted with gasolene motors now relieved from detached duty, or others effects increases in proportion to the of Sir Eldon Gorst by Lord Kitchener pied had another than him ruled. But which had revolutionized aeronautics, that in their place, will be found again in the frequency of its appearances. of Sir Eldon Gorst by Lord Kitchener withal this progress if Diaz were to as the British agent in Egypt indicate, if not that Great Britain means to govier to the die tomorrow it is doubtful if another have to pay the penalty of ignorance with have been kept on detached duty and some to pay the penalty of ignorance with have been kept on detached duty and some to pay the penalty of ignorance with have been kept on detached duty and some to pay the penalty of ignorance with have been kept on detached duty and some to pay the penalty of ignorance with have been kept on detached duty and some to pay the penalty of ignorance with have been kept on detached duty and some to pay the penalty of ignorance with have been kept on detached duty and some to pay the penalty of ignorance with have been kept on detached duty and some to pay the penalty of ignorance with have been kept on detached duty and some to pay the penalty of ignorance with have been kept on detached duty and some to pay the penalty of ignorance with have been kept on detached duty and some to pay the penalty of ignorance with have been kept on detached duty and some to pay the penalty of ignorance with have been kept on detached duty and some to pay the penalty of ignorance with have been kept on detached duty and some to pay the penalty of ignorance with have been kept on detached duty and some to pay the penalty of ignorance with have been kept on detached duty and some to pay the penalty of ignorance with have been kept on detached duty and some to pay the penalty of ignorance with have been kept on detached duty and some to pay the penalty of ignorance with have been kept on detached duty and some to pay the penalty of ignorance with have been kept on detached duty and some to pay the penalty of ignorance with have been kept on detached duty and some to pay the penalty of ignorance with have been kept on detached duty and some to pay the penalty of ignorance with have been kept on detached duty and some to pay the penalty of ignorance with have bee

with all the requisite resources to take . With kites carrying anemometers Prof. and senate have gone so far as to intimate anything of the sort. as one of these essentials. The weakservatory at Blue Hill, near Boston, several for purposes of demonstration with the ness of the Diaz reign has been its ap- years ago. By measuring sailing clouds idea that it would influence congress in parent strength; Mexico was lost in triganometrically from a base line he ascer- enacting the 600-officer bill. The return of ble, constantly and consistentlytained their velocity at heights of more than six miles. Pilot balloons were sent up; siderable expense upon the time of other one was observed at an elevation of more pensable and the southern republic than eleven miles. The air on Blue Hill would not be long in finding a new has a mean velocity for the year of 15.8 leader were it to lose its present one, miles an hour and Prof. Rotch calculated the averages at various heights as follows: as in the nature of things it must be- At 500 meters, or one-third of a mile above fore many years, but before it found sea level, 9.8 meters a second, or 21.8 miles that new leader it might have to pass an hour; 1,000 meters, 10.7 meters a second; An incipient revolt presaged Diaz' 24.9 meters a second; 6,400 meters, 27.1 is now eligible to re-enlistment under the

warrior whose battles began against Prof. Rotch concludes, therefore, that Santa Ana is gradually losing his "the currents in the various levels of the cepted from the permanently disabiling re-Grand Island they can do a prize fight acutely sensible to the need for vigthem to tighten theirs, so that when rents or surface winds to the sallor." At turned a deaf ear to the deprecating the crisis comes they will be ready to high levels it is evident that no airship are trying to force him in the race for in Egypt would be stultification of the tage of every inch of ground possible. than the sea, the navigator, unless the signs are plain and to be read in the movejump into the breach and take advan- could live, and as the air is more unstable The Latin race has not been quick ment and gathering of clouds, can never autonomy. So far as that is concerned, no matter what Americans racy and it will not do for anyone to to him. There are days when they are laid, The next big fight will be at Grand may think on the subject, Britain has indulge the fantastic theory that be-Island June 26. Mr. Bryan is said to never yet admitted that Egypt was cause Mexico goes by the name of a and sail to his heart's content, although republic that a large proportion of its even then he must have a care not to rise people are not still ready to try issues too far into the unknown. At other times, with this modern form of government. be gauged by so few visible signs, how is The scramble for Diaz's shoes when it he to know what fate to expect with no comes is quite likely to bring all this saving medium like the substantial sea beneath his keel? To speak of man as conquering the air is therefore mere poetry.

Our Birthday Book

Julius Caesar, the noblest Roman of

served in the First Nebraska. He studied at the University of Nebraska and did tions to put an endorsement of one lated in the United States. When the "People of America don't like the his first work as structural engineer for

> David D. Miller, vice president of the Home Furniture company of South Omana,

L. A. Ellis, with the Lee-Glass-Andree- Boosting Civilization Among Cubana sen Hardware company, is celebrating nis

Army Gossip

Matters of Interest On and Back of the Firing Line Gleaned from the Army and Navy Bogister.

of this year's class of the army school of was composed of thirty-six student officers -has been announced. The five honor graduates of the year are Captain James W. McAndrew, Third infantry; Captain The suggestion is not out of order Edgar T. Collins, Sixth Infantry; Captain and Captain Palmer E. Pierce, Thirteenth will attend the staff college at Fort Leavenworth.

Very gratifying reports are reaching the War department from the army officers duction in the postal deficit in the who have gone to the camps in various first nine months of the present year, parts of the country in anticipation of the summer's work with the regular infantry force and the organized militia. The militia commands which are on the ground have ology with much success. manifested a keen interest in the work and Another Omaha man has made a there is a better spirit than has been in- would never, never marry, and her oftenrich gold find. But the subject is still dicated hitherto in the program. The wis- expressed contempt for the sterner, sex, got enough work in the allotted period to Pennsylvania, also strong advocate be of lasting benefit to the militia per- woman's rights, was married to Dr. Robert Associate Editor Metcalfe says he sonnel, but it is agreeable to note that Anderson Hall in the Parkside Presby-

> The comments of all the bureau chiefs on the new infantry equipment have been Trend of Activities at Beverly and submitted to the chief of staff of the army and referred to the special board which will take up the reports in connection with a final recommendation as to the adoption of the various articles proposed by the board of which Colonel Henry A. Green, was in sessin for a year or more at Rock Island in a very successful effort to re- align the errant or the prodicals, while duce the burden of the foot soldier. The the president is holding the tractable and most extensive comment made on the equipment is that of the quartermaster appointed goal. general. The equipment, as a whole, meets with approval. In some instances, it is a matter of deferred adoption of certain articles to replace material which is now in stock and which, it is maintained, should be exhausted before new supplies are purchased. This economical phase of the chased. This economical phase of the chased above in the infentive equipment of the company and general. The equipment, as a whole, meets proposed changes in the infantry equipment check their alacrity for language, until was fully anticipated by the board which events confirm their views. Long before considered this question and it has never that, these scenters or prophets of divibeen suggested that material on hand in any large quantity should be abandoned themselves and to act accordingly," as S. for the new and improved articles, but ul- 8. Cox once witheringly said to a man timately it is believed that practically all whom he incontinently squelched. of the details of the infantry equipment will be permanently installed. Of course, that is a matter which will be finally determined by the results of the practical test of the equipment in the field by he infanry at the various summer maneuver camps this year.

The orders issued from the War department show that a large number of officers will be erected to their respective regiments from detached duty. This is in the of war made known before he left Washington on his trip of inspection which will these officers to their commands may seri- but not "merely." ously interfere with the discharge of their commands was kept at its proportions these officers to their regiments is at conofficers and it will be necessary to have a general shifting about of the duties of the officers who remain in order to have the work performed.

One of the colored men who was a former member of Company D, Twentyfifth infantry, and who was discharged without honor on November 26, 1906, with other enlisted men of the company and who eating questions which manifest a thrifty eastern city and has been informed that he may re-enlist, being one, of those exsults of the Brownsville affray. He forssees that he may obtain back pay and allowances upon re-enlistment and he contemplates this to the end that he may at once purchase his discharge, which would undoubtedly be a profitable transaction. Under a decision of the department, the soldier would not receive pay for the unexpired portion of the enlistment which was interrupted by his discharge without honor. He will become entitled to receive pay for the period beginning November 26 1906, and ending with the date of his reenlistment. The act of March 3, 1909, does not operate to affect the character of the discharge certificate, nor does it confer authority upon the War department amend its records so as to "show that the soldier received an honorable discharge." As to the purchase or discharge after renlistment, it is held it is not necessary that a soldier who has become eligible to re-enlistment through the finding of a court of inquiry should continue to serve in the army indefinitely, but it is held that there should be a substantial period of active service before application for discharge by purchase are entertained. tary of war has decided that one year after grandest beauty spots, and its destruc- them all, was born July 12, in the year re-enlistment, under the provisions of the

Astronomical Progress.

Schiaparelli, whose death occurred this week, was the first astronomer to observe the delicate markings on Mars which have been called canals. Of late the chief differences of opinion concerning them proposition in the Denver platform, matter of a monument to the memory strenuous life, they don't like the effitime their reality was in question. Practically no doubt is now entertained regarding the existence of these lines. How remarkable a feat was their discovery. however will be better appreciated when it is remembered that it was effected with comparatively small telescope, one having an aperture of only eight inches.

> Cleveland Plain Dealer. An American company has been granted coming to Omaha in 1870, and has been gambling in the Cuban capital. Thus are the Spanlards out for not doing.

PERSONAL NOTES.

J. Eads Shaw, the millionaire tramp of St. Louis, was arrested and locked up by the Philadelphia police because he attempted to make a speech without a per-

William Couper, the sculptor, who has just completed a model for a bust of John D. Rockefeller, says he discovered in the oil magnate a courtesy that wins friends The value of the estate in New York,

gate's office, was \$87,001.67. From this there is deducted \$19,676.87 for debts and other deductions for funeral expenses, expenses of administration, etc., leaving a net total estate of \$14,196.95, all personal property. An unique distinction has been conferred

left by Richard Watson Gilder, the post,

according to appraisal filed in the surro-

upon Miss Margaret Mary Basden, a student of the London School of Medicine for Women and of the Royal Free hospital, inasmuch as she is the first woman to receive the diploma of fellow of the Royal College of Surgeons. Miss Barden, who lives at Hampstead, passed her professional examination in anatomy and physi-Despite her continued avowals that she

Oyster Bay.

Brooklyn Eagle. Ex-President Roosevelt is apparently en-Ex-President Roosevelt is apparently en-gaged in the useful work of capturing the "stragglers in" or the "breakaways" from has been no one to hear. Republicanism, while President Taft is The ex-President would reclaim and again align the errant or the prodicals, while the president is holding the tractable and willing to duty and bringing them to the appointed goal.

Between the two leaders the understand-

sion may have "thoroughly to reverse

RIB TICKLERS.

"Sure! I lost a fortune on the fight." "Aw, g'wan!" I was all ready to put on the market The Nerve Tonic that Brought Jim Jeffries Back, and I'd have made a million out of it!"—Chicago Tribune.

"Who would expect to see harstacks here?" exclaimed the near-sighted boarder, "Them ain't haystacks," replied Farmer Corntossel. "This is our bathin beach, an'them is rats, coronet braids an' such."—

A young woman had fallen upon the loc-covered pavement and a man stepped for-ward to offer his services. "Allow me_," he began, but his feet "Allow me-," he began, but his feet slipped and he fell flat upon his back. "Certainly," responded the young woman gravely.—Lippincott's Magazine.

"As a rule," said the fair boarder, who was also a suffragette, "women have pacific dispositions and look over a lot of "Yes," sneered the crusty dry goods clerk;
"Yook over a lot of things and never buy
anything."—Chicago News.

Nan (at lake resort)—Yes, Jack has been teaching me how to swim. It's great fun. Fan—The rascal! He's been pretending to me that he can't swim a stroke, and I put in nearly all of yesterday afternoon teaching him.—Chicago Tribune.

I refuse to pay it. The Taxicabby—If you don't pay it I'll take you to the police station.

The Passenger—That suits me; I'm the police court prosecutor.—Cleveland Plain Dealer.

Mrs. Hashleigh-Yes, we've been having considerable trouble with our milk lately. Do you take your coffee with or without? New Boarder. I take it within.—Boston Transcript.

DIDN'T GET THE CHANCE.

S. E. Kiser in the Record-Hereld The world is full of heroes whom the people never name,
Because the chances needed for their
valor never came;
The woods are full or songsters that have

Would Bonaparte or Caesar ever have achieved renown
If each had been a shoe clerk in some

let us not be jesting at the man who grubs unknown;
He might have been a Bismarck had he loitered round a throne;
Your barber hight have dazzled as an emperor of France
Or become another Cromwell if he'd only had a chance,

Talks for people who sell things

keep his advertising before the people for a year for \$611.52, or about the all of the time, are you not talking price of one good clerk. ments from detached duty. This is in the line of the policy adopted by the secretary merely to sell more space?" ask some place your arrangements before 43,-

We are talking to sell more space, 'Phone for an appointment and let

cessful advertising-it has been help, with suggestions and special reduced number of officers on detached proven time and time again that the service of copy and illustrations, to tuty. There is a very well defined ex- "death rate" in advertising is highest make your business more successful among those who advertise spasmodically. It is a fact that advertising

critics of army administration in the house tained-in fact, we advise against

We do advocate everlasting reltera- bled his salary for him." tions of facts-telling your store news "How?" asked the other with a tinge of every day to as many people as possi- scepticism.

cessful advertising.

"When you say, 'A merchant should for \$3.92 a day, three times a week

Is that a very big price to pay to 000 subscribers every day in the year?

us talk it over-your point of view Repetition is the foundation of suc- will help us and we believe we can

Making the Job Grow. Two advertising agency men were taking a stroll after dining together. They passed We do not advocate "splurges" -- a gentleman who nodded at one of the

> "That," said the agency man saluted, "is Dash, advertising manager of the Blankette Manufacturing company. We dou-

"By making his job more valuable. We playing up quality and price and back- a force advertising could be when propbrought the men higher up to see what ing your statements with the goods only handled. They were destrous of doing because that is the keystone of suc- more. This meant more work for the advertising man. Instead of a \$3,000 appro-You can run an effective display ad- priation he now has \$50,000. His job grow vertisement in a four-inch space in panded proportionately. Nothing unusual. with his appropriation, and his salary exthe advertising columns of The Bee It's happening every day."-Printers' Ink.

WUNDERFUL CURE OF SORE HANDS

Skin Peeled and Flesh Got Hard and Broke-Blood Flowed in Fifty Places - "Single Box of Cuticura Ended Suffering."

About eleven years ago I was troubled with sore hands, so sore that when I would put them in water the pain would very nearly set me crazy, the skin would peel off and the flesh would get hard and break. There would be blood flowing from at least fifty places on each hand. Words could never tell the suffering I endured for three years. I tried everything that I was told to use for fully three years, but could get no relief. I tried at least eight different doctors, but none of them seemed to do me any good, as my hands were as bad when I got through doctoring as when I first began. I also tried many remedies, but none of them ever did me one cent's worth of good. I was discouraged and heartsore. I would feel so bad mornings when I got up, to think I had to go to work and stand the pain for ten hours, and I often felt like

giving up my position. Before I started to work mornings I would have to wrap every finger up separately, so as to try and keep them soft and then wear gloves over the rags to keep the grease from getting on my work. At night I would have to wear gloves in bed. In fact, I had to wear gloves all the time. After doctoring for three years and spending much money, a single box of Cuticura Cintment ended all my sufferings. It's been eight years since I used any and I don't know what sore hands are now, and never lost a day's work while using Cuticura Oint-(Signed) THOMAS A CLANCY,

310 N. Montgomery St., Trenton, N. J. Nov. 11, 1909. Send to Potter Drug & Chem. Corporation, 131 Columbus Ave., Boston, for latest 32-page Cuticura Book on care and treatment or skin and hair.