REAL ESTATE
FARM AND RANCH LAND FOR SALE.

Nebraska—Continued.

100 CUSTER CO. farms just on market. $15 up; easy terms. Walker Co., 342 Brandeis Theater.

GOOD eastern Neb. farm land, $75 per acre. 894 Brandeis Bldg.

$30 acre buys 160 acres that will rent for $5 acre cash rent. C. D. Hayden, Farnam, Neb.

Iowa.

THE easiest way to find a buyer for your farm is to insert a small want ad in the Des Moines Capital. Largest circulation in the state of Iowa, 45,000 daily. The Capital is read by and believed in by the standpatters of Iowa, who simply refuse to permit any other paper in their homes. Rates 1 cent a word a day; $1.25 per line per month; count six ordinary words to the line. Address Des Moines Capital, Des Moines, Ia.

160 A. UPLAND farm, 4½ miles from county seat town; 135 A. in crops, balance pasture, with running water. House, 6 rooms; barn, 24x36; double corn crib and other buildings; small orchard. Price, $65.00 acre. Easy terms; a snap. Box 231, Logan, Ia.

Oklahoma.

160 ACRES ½-mile north of city of Perry on main road. J. M. Laird, owner, Perry, Okl.

Texas.

SEE the Bender Realty and Development Co., Blessing, Tex., or Merchants hotel, Omaha, for booklet, orange and fig farms.

TEXAS lands. 210 Bee Bldg. D. 3133.

REAL ESTATE LOANS

WANTED—City loans and warrants. W. Farnam Smith & Co., 1320 Farnam St.

GARVIN BROS., 3d floor N. Y. Life. $500 to $100,000 on improved property. No delay.

OMAHA Property and Nebraska Lands. O'KEEFE REAL ESTATE CO., 1616 New Omaha National Bank Building.

LOANS to home owners and home builders, with privilege of making partial payments semi-annually. W. H. THOMAS, 501 First National Bank Bldg.

MONEY TO LOAN—Payne Investment Co.

WANTED—City loans. Peters Trust Co.

CITY and farm. JOHN N. FRENZER.

$100 to $10,000 made promptly. F. D. Wead, Wead Bldg., 18th and Farnam Sts.

LOW RATES. BEMIS-CARLBERG CO., 310-312 Brandeis Theater Bldg.

WANTED—FARM LOANS. Kloke Investment Company, Omaha.

5 & 5½% on city and farm property. W. R. MELKLE, 205 Ramge Bldg.

FIRST TRUST CO. farm and city loans. 305 S. 13.

FOR SALE OR EXCHANGE

LIST your exchanges with Jones, 414 Brandeis Theater.

I HANDLE exchanges everywhere. For results see me. Dean, 617 Bee Bldg. D. 1392.

EQUITY in 4,000 acres Colorado irrigated land for income. J. G. Sutton, Millard hotel, Omaha, Neb.*

FOR SALE—Houses and lots in Iowa City, Ia.; educational center of Iowa; State university; will exchange for Omaha residence, store, vacant or acreage property. F. R. Spevacek, Iowa City, Ia.

TRADES—If you have anything to trade, write me. S. E. Wait, 617 Bee Bldg.

EXCHANGE.
280 acres improved land, $9,800.00, for general merchandise, clear. Address Joseph Siobodny, Greeley, Neb.

DANDY ¼-section So. Dak. land, value $4,000, clear property or touring car. H 979, Bee.

WE exchange properties of merit. C. W. Welsh, 312-13 O. N. B. Bldg. Douglas 7805.

National Investment Co. trades everything.

$16,000 real estate for farm. Owners; reply E 805, Bee.

WANTED—Cash or active general merchandise stock for Texas ranch of 5,120 acres. Priced worth the money. Address owner, G. M. Brown, Artesia, New Mexico.

REMEMBER it takes but a few strokes of the pen to state that you saw the "ad." in The Bee. The advertiser wants to know.

WANTED—TO BUY

BEST price paid for 2d hand furniture, carpets, clothing and shoes. Tel. D. 2971.

WANTED to buy, a phonograph; must be reasonable, but in fine condition. Address F-196, care Bee.

A PHYSICIAN wants to buy a slightly used gasoline runabout auto in good condition. Cheap for cash. Address C 192, Bee.

INVALID wheel chair. Must be cheap. Write description. N 189, Bee.

BE A BOOSTER for the national game of base ball. If N. G. Estes, 2811 Bristol St., will come to The Bee office within three days we will give him a ticket to the base ball game at Rourke park.

WANTED—TO RENT

WANTED—Desk room in modern office with reliable firm, by manufacturer's agent; only small space for samples essential. Address W-155, care Bee.

WANTED—Furnished house or two or three rooms with modern conveniences, furnished or partly furnished and heated suitable for light housekeeping. Must be in easy reach of car line to school for the deaf. Address Mrs. John S. Reed, 1237 C St., Lincoln, Neb.

WANTED—SITUATIONS

FIRST CLASS bookkeeper employed through day, wishes to keep small set of books evenings or spare time for resonable compensation. W. R. Pratt, 346 Bee.

WANTED—Situation of night clerk in hotel or first class rooming house by a middle age, single man. Can make bond. Address, N. 182 Bee.

WOMAN desires a position as housekeeper or day work. Call at or phone Douglas 6340.

COLORED woman wants work; any kind. Webster 2472.

WANTED—Bundle washing and day work. Harney 2639.

WANTED—Situation as housekeeper. Call at 2706 S. 13th St.

WANTED—Student wants place to work for board and room; experienced waiter. B 191, Bee.

YOUNG man wants a chance to learn automobile trade; willing worker; 24 years of age; handy with tools. J-199, care Bee.

POSITION in shop in small town by an all-around harnessmaker; capable of taking charge if desired; can cut or run machine; married; strictly sober; must be permanent. Address Y 155, care Bee.*

WANTED—A position with some good firm or corporation, good education, clean habits, office and business experience, willing to work. Address J 165, Omaha Bee.

O'BRIEN'S chocolates are famous everywhere because they are the best. If Mrs. Depray, 140 No. 40th St., will come to The Bee office within three days we will give her an order for a 60-cent box of O'Brien's candy free.

OMAHA—THE GRAIN MARKET

CAVERS ELEVATOR CO., members Omaha Grain Exchange, wholesale dealers grain, hay, chop feed. 731 Brandeis.

ROBERTS GRAIN CO., grain consignments solicited, grain bought to arrive. 728 Brandeis.

WEEKS GRAIN CO., grain merchants; consignments solicited. 732 Brandeis.

THE Updike Grain Co. Consignments carefully handled. Omaha, Neb.

GEO. A. ROBERTS GRAIN CO., consignments solicited. 617 Brandeis. Both phones.

MERRIAM COMMISSION CO. "Ask the man who has tried us."

TOO LATE TO CLASSIFY

Educational.

OPPORTUNITY WEEK

Your opportunity to talk over a course with the teacher. Don't hesitate. He will make you welcome.

Mr. Keister—Bookkeeping, Penmanship. Friday, 7 to 9.

Mr. Morton—Business English, Correspondence, Spelling. Wednesday, 7 to 9.

Mr. McMillan—Arithmetic, Electricity. Wednesday, 7 to 9.

Mr. Camblin—Architectural and Mechanical Drawing. Thursday, 7 to 9.

Mr. Rothery—Art School. Friday, 7 to 9.

Mr. Linn—Shorthand, Typewriting. Wednesday, 7 to 9.

WATCH FOR OTHER ANNOUNCEMENTS.

NIGHT SCHOOL OPENS SEPT. 11.

Business, Mercantile, Literary and Professional Courses. Booklet Free.

REASONS FOR ATTENDING:

Men teachers.
Classes for men of all ages.
Boys' classes.
Individual instruction largely.
Take one or more subjects.
Come one or more nights per week.
Choice of many subjects.
Practical, thorough teaching.
Low cost of tuition and supplies.
Conducted to help men help themselves.

Y. M. C. A.
17TH AND HARNEY

BANK STATEMENTS

No. 2665.
Report of Condition of
THE NEBRASKA NATIONAL BANK
at Omaha, in the State of Nebraska, at the close of business September 1, 1911:

RESOURCES.

Loans and discounts		$ 966,882.68
Overdrafts, secured and unsecured		1,541.78
U. S. bonds to secure circulation		200,000.00
U. S. bonds to secure U. S. deposits		150,000.00
Premiums on U. S. bonds		3,670.34
Bonds, securities, etc.		20,351.51
Banking house, furniture, and fixtures		84,000.00
Other real estate owned		8,516.51
Due from national banks (not reserve agents)	$148,002.94	
Due from state and private banks and bankers, trust companies and savings banks	43,396.99	
Due from approved reserve agents	666,296.04	
Checks and other cash items	25,659.57	
Exchanges for clearing house	21,317.54	
Notes of other national banks	5,500.00	
Fractional paper currency, nickels, and cents	537.40	
Lawful money reserve in bank, viz:		
Specie	125,765.00	
Legal-tender notes	40,500.00—	1,076,975.48
Redemption fund with U. S. treasurer (5 per cent of circulation)		10,000.00
Total		$2,521,938.59

LIABILITIES.

Capital stock paid in		$ 200,000.00
Surplus fund		50,000.00
Undivided profits, less expenses and taxes paid		55,845.79
National bank notes outstanding		200,000.00
Due to other national banks	$ 314,764.70	
Due to state and private banks and bankers	82,918.86	
Due to trust companies and savings banks	20,458.92	
Individual deposits subject to check	1,259,560.11	
Demand certificates of deposit	11,736.48	
Time certificates of deposit	164,205.72	
Certified checks	2,968.38	
Cashier's checks outstanding	9,663.85	
United States deposits	89,230.18	
Deposits of U. S. disbursing officers	59,865.37—	2,015,492.57
Reserved for taxes		626.94
Total		$2,521,938.59

State of Nebraska, County of Douglas, ss:
I, W. E. Shepard, cashier of the above named bank, do solemnly swear that the above statement is true to the best of my knowledge and belief.
W. E. SHEPARD, Cashier.
Subscribed and sworn to before me this 5th day of September, 1911.
PERCY E. GWYNNE, Notary Public.
Correct—Attest:
H. W. YATES,
H. Y. LEMON,
H. W. YATES, JR.,
Directors.

GOVERNMENT NOTICES

GOVERNMENT SALE INDIAN LANDS—Absolute Title Given—The unallotted lands of the Choctaw and Chickasaw Nations of the Five Civilized Tribes in Oklahoma, and not including the coal and timber segregations, will be sold at public auction to the highest bidder at the following terms, times and places at not less than the minimum price stated in the advertisement: Grady county, Chickasha, 588 tracts, 37,500 acres, November 2, 3, 4. Stephens county, Duncan, 730 tracts, 69,300 acres, November 6, 7, 8; Jefferson county, Ryan, 702 tracts, 49,400 acres, November 9, 10, 11; Love county, Marietta, 854 tracts, 75,500 acres, November 13, 14, 15, 16; Carter county, Ardmore, 1,178 tracts, 93,300 acres, November 17, 18, 20, 21, 22, 23; Murray county, Sulphur, 352 tracts, 26,000 acres, November 24, 25; Garvin county, Pauls Valley, 621 tracts, 39,500 acres, November 27, 28, 29; McClain county, Purcell, 285 tracts, 14,600 acres, December 1, 2; Pontotoc county Ada, 599 tracts, 45,300 acres, December 4, 5, 6; Johnson county, Tishomingo, 564 tracts, 39,200 acres, December 7, 8, 9; Marshall county, Madill, 279 tracts, 18,500 acres, December 11; Bryan county, Durant, 508 tracts, 26,100 acres, December 12, 13; Atoka county, Atoka, 1,309 tracts, 124,000 acres, December 14, 15, 16, 18, 19; Coal county, Coalgate, 669 tracts, 54,600 acres, December 20, 21, 22; Hughes county, Calvin, 437 tracts, 50,700 acres, December 26, 27; Pittsburg county, McAlester, 1,630 tracts, 167,100 acres, December 28, 29, 30, 1911, January 1, 2; Haskell county, Stigler, 418 tracts, 30,300 acres, January 3, 4; Latimer county, Wilburton, 191 tracts, 15,000 acres, January 5; Leflore county, Poteau, 275 tracts, 21,800 acres, January 6; Pushmataha county, Antlers, 641 tracts, 62,000 acres, January 8, 9, 10; Choctaw county, Hugo, 561 tracts, 37,500 acres, January 11, 12, 13; McCurtain county, Idabel, 778 tracts, 54,500 acres, January 15, 16, 17, 18, 1912. Not more than 160 acres of agricultural and 640 acres of other lands will be sold to one person in any one nation. Agricultural lands are those having a minimum valuation of $8.00 or more per acre. Terms are 25 per cent at the time of sale, 25 per cent in twelve months and 50 per cent in two years, with 6 per cent interest. Payments must be made in the form of draft or certified check, payable to J. G. Wright, commissioner. Upon full payment being made at any time deed will issue. Immediately after approval of sale certificate of purchase will issue and possession be given, but cutting of timber or drilling or mining for minerals thereon will not be permitted until full payment of purchase price. Right is reserved to reject any or all bids. For information apply to the Commissioner to the Five Civilized Tribes, Muskogee, Oklahoma, or any of the District Agents as to lands within their respective districts. Lists of these lands have been prepared by counties, showing the terms of sale, the description of the various tracts and minimum price. It will be impracticable to furnish each inquirer all of these lists and it is suggested that persons desiring such information specify the locality in which they are interested. Blueprints of the various counties, showing the location of the land to be sold, will be furnished upon application to the undersigned upon the payment of $.50 for each county, in the form of draft or postal money order. J. G. WRIGHT, Commissioner to the Five Civilized Tribes, Muskogee, Oklahoma, August 1, 1911.

GOVERNMENT NOTICES

LEGAL NOTICES

NOTICE TO CONTRACTORS.
Bids will be received until four o'clock on Saturday, September 16, 1911, at the office of the Secretary of the Board of Regents, University of Nebraska, Lincoln, for the construction of a hollow brick dwelling house, to cost approximately $7,000, on the Experiment Station farm near North Platte, according to plans and specifications now on file in the office of the Superintendent of Construction, Room 208, Administration Building, University of Nebraska. Bids must be sealed and marked with the bidder's name, and the words "Bids for dwelling house, Experiment Station, North Platte" written plainly on the outside.
S7-10-14

NOTICE TO CONTRACTORS.
Sealed bids will be received at the office of the secretary of state, at Lincoln, Nebraska, until noon, September 15, 1911, for the construction of two hospital buildings for the insane at Lincoln asylum. Plans and specifications are available at the office of the secretary of state, commissioner of public lands and buildings, Lincoln, and Burd F. Miller, Brandeis theater building, Omaha. ADDISON WART, Secretary of State.
A29-d-11t.

SWAINS OF SUICIDES ELOPE

Arrested on Adultery Charge and Returned to Mitchell, S. D.

FEELING HIGH AGAINST THEM

Luther Plotner's Actions Drive Wife to Self Destruction and He Runs Away with Another Before Wife is Buried.

Kate Quinn's husband committed suicide; so did L. W. Plotner's wife. A bond of sympathy developed between the living swains, and while Plotner's wife was lying cold in death at their home in Mitchell, S. D., he hunted up his affinity and the two hurried to Omaha. They have been arrested for adultery and are being taken back by Sheriff Berry, who came here Wednesday morning for them. A lively reception probably awaits them in Mitchell. In fact Platner would have been handled roughly Saturday if his fellow citizens could have laid hands on him, according to Sheriff Berry.

They were arrested Tuesday evening at Fifteenth and Farnam streets by Detective Fleming, who recognized them on descriptions sent from Mitchell. They were held at the station as suspicious characters, and as soon as the sheriff arrived and identified them a charge of adultery was lodged against the couple.

MITCHELL, S. D., Sept. 5.—(Special Telegram.)—Crazed with fear that her husband had eloped with Mrs. Kate Quinn, Mrs. Luther Plotner committed suicide here Sunday. Her body was not found until today. Plotner and Mrs. Quinn are missing and acquaintances of the two say they believe they have gone to Omaha to be married.

Mrs. Plotner had suspected her husband for several months and intimate friends said fear that he was being led away from her by Mrs. Quinn caused her to worry herself into a condition of irresponsibility.

State Bankers Are Planning Program

Successful Meeting Anticipated, with Several Prominent Speakers—Date is Sept. 18 and 19.

Plans for the annual convention of the Nebraska Bankers' association, which is to be held here on September 18 and 19, are rapidly becoming shaped up. M. P. Barlow, president of the local bankers' organization, held a consultation with Publicity Manager Parrish of the Commercial club and both will use every possible effort to make the convention the most successful of any ever held by the state bankers' association. A number of prominent persons throughout the state have been asked to speak and several of national prominence have already accepted.

Colonel Fred Farnsworth of New York, who is general secretary of the National Association of Bankers, will make an address and Virgil Harris of St. Louis has also signified his intention of coming. One of the features of the convention will be a speech by Attorney E. M. Martin, counsel for the State Bankers' association, who will choose for his subject, "The Banker and the Married Woman." The subject Mr. Harris will take will be "Eschew the Executive."

MEDALS ARRIVE FOR THE OMAHA HIGH SCHOOL LADS

Gold, Silver and Bronze for the Winners in the Interscholastic Meet.

Medals for the Omaha high school boys who took places in the interscholastic meet of last spring, arrived from the designer in the east Wednesday. They are of a simple and exceedingly pretty design and will be priced by the athletes who won them. Robert Wood gets two gold medals for winning first in the 100-yard and 220-yard dashes, and Vergil Rector gets a gold medal for first in the pole vault.

The second class medals of silver go to Dow, shot put; Rowley, 220-yard hurdles; Wood, running broad jump; Rector, high jump, and Millard, 440-yard run. The third class bronze medals are for Colin, 440-yard run; Lavidge, 120-yard hurdles, and Ludwig, half mile run. The meet was held at Lincoln May 19.

REGISTRATION IS MUCH HEAVIER THAN EXPECTED

Although Complete Figures Are Not In, it is Expected Total Will Reach Eight Thousand.

Reaching a figure much higher than was at first expected, the first new registration Tuesday put about 8,000 votes on the list to start with. The books and records are not all in yet, but in some districts the registration was unusually heavy and the average of the precinct records turned in is about 150. In the Fifth ward, which is complete, one district listed 270 men, and the whole ward listed 972.

PIPER WANTED AS A YEGGMAN

Man Shot in Jaw Will Be Cared for in Jail Until Well—Exploits Are Many.

The police informed County Attorney English Wednesday morning that Piper is wanted at Elk Point, S. D., for cracking a Wells-Fargo Express company safe and for other crimes in Fort Dodge and Sioux City. On account of Piper's condition the county attorney said he believed he should be cared for in the county hospital here and kept under guard. If he were in good health Mr. English said he should be sent to Elk Point to face the safe-cracking charge.

SCHOOL ATTENDANCE GROWS

Five Hundred More Enroll Than on First Day Last Year.

NORTH SIDE IS MORE CROWDED

Congestion May Soon Be Relieved by the Opening of Some Additions Which Are Now Being Constructed.

Five hundred more school children attended classes in Omaha yesterday than were counted present on the first school day of 1910. In all the schools counting the high school there were 16,388. The figures for 1910 were 15,833. At the high school 1,418 of the more than 2,000 students were present.

Only in the north part of the city are the schools congested and in those districts new additions are being built. Lothrop and Saratoga are the two worst crowded schools and there seems to be no chance of relief unless some pupils are transferred. In Monmouth park district the pressure will soon be relieved by the opening of a new addition of eight rooms. The only school in the south part of the city which is badly crowded is Windsor and that will also have a new addition within a few months.

Many Would Change Schools.

The office of the superintendent of instruction has been besieged for several days by anxious parents and big brothers and sisters who want their little ones changed from one district to another. Many a fond mother asserts with some asperity that her 4-year-old is as smart as any 5-year-old and the idea that she should not be sent to schoool (out of the way) is preposterous. The limit of 5 years holds, however, and children of 4 years are not admitted to the kindergartens.

Real Estate Deal Checked by Court

Joseph W. Plouzek Brings Action Against Stephen A. Wait, Securing an Injunction.

Fearing he was about to lose $1,500 invested in Texas real estate and profits of $5,000 for the sale of the land, Joseph W. Plouzek started suit against Stephen E. Wait, a real estate dealer, in district court Wednesday. Judge George A. Day issued a temporary writ restraining Wait from disposing of any property involved in the deal or from filling out and disposing of any blank deeds which he is said to have induced Plouzek to sign.

According to Plouzek's petition, Wait sold him a one-third interest in 2,000 acres of Texas land for $1,500 and then induced him to let him be agent and sell the property at a profit. Plouzek said he signed a lot of blank deeds and turned them over to Wait, who, he believes, is selling the property. Wait refuses to pay him his share of the proceeds, he charges. He asks an accounting.

The case will come up for hearing Monday.

M'CUNE BACK FROM ALASKA

Railroad Man Home After the Completion of His Task in the North.

Will McCune, son of J. W. McCune, 1018 Binney street, has returned to Omaha after a stay of almost four years in Alaska, where he has been employed as assistant auditor in the construction of the Copper River & Northwestern railroad, running from Cordova to the Bonanza copper mine.

The road has been completed and opened for traffic and the larger number of those who were employed in its construction have returned to the states. Mr. McCune previous to taking the Alaska position was in the auditing department of the Union Pacific headquarters here and for a year and a half previous to going north was engaged in the operation of a shingle mill in Washington. He expects to relocate in Omaha after a rest of a month or two.

OMAHA HAVING MANY MAYORS

Three in Less Than a Week and Two Days with None is the Record.

The dynasty of mayors of Omaha is in a very chaotic state. Saturday it was James C. Dahlman who sat in the chair; Sunday and Monday there was no mayor; Tuesday W. S. Sheldon occupied the seat of honor; Wednesday Judge Louis Berka sat and smiled. Judge Berka, as president of the city council, will probably hold the job until Mayor Jim gets back from Pocatello.

DRIVER HURLED INTO THE AIR

Cigar Merchant Meets with Accident on Leavenworth Street.

S. Cohen, a cigar merchant living at 1208 North Twenty-fourth street, was hurled into the air for a distance of twenty feet at 9 o'clock this morning when a westbound Leavenworth car crashed into his wagon at the intersection of Twenty-second street. His left arm was dislocated and he received injuries about the head which might prove serious. He was taken in charge by Dr. F. J. Schlerer. The delivery wagon in which he was riding was demolished.

Woman's Happiness

The highest point of woman's happiness is reached only through motherhood, in the clasping of her child within her arms. Yet the mother-to-be is often fearful of nature's ordeal and shrinks from the suffering incident to its consummation. But for nature's ills and discomforts nature provides remedies, and in Mother's Friend is to be found a medicine of great value to every expectant mother. It is an oily emulsion for external application, composed of ingredients which act with beneficial and soothing effect on those portions of the system involved. It is intended to prepare the system for the crisis, and thus relieve, in great part, the suffering through which the mother usually passes. The regular use of Mother's Friend will repay any mother in the comfort it affords before, and the helpful restoration to health and strength it brings about after baby comes. Mother's Friend is for sale at drug stores. Write for our free book for expectant mothers which contains much valuable information, and many suggestions of a helpful nature.

Mother's Friend

BRADFIELD REGULATOR CO., Atlanta, Ga.

Bishop Tihen is to Speak in Omaha at Prison Conference

Right Rev. J. Henry Tihen, bishop of Lincoln, will address the mass meeting of the annual convention of the American Prison association in Omaha the afternoon of October 15. The bishop's acceptance of the invitation was received Wednesday by Judge Lee S. Estelle, chairman of the committee of 100 to make preliminary arrangements for the prison convention, which opens October 14. Bishop Tihen thanks the committee for the honor of the invitation and says he accepts it gladly.

You can enter the Booklovers' Contest any time before its close.

Stop Diarrhoea

Wakefield's Blackberry Balsam

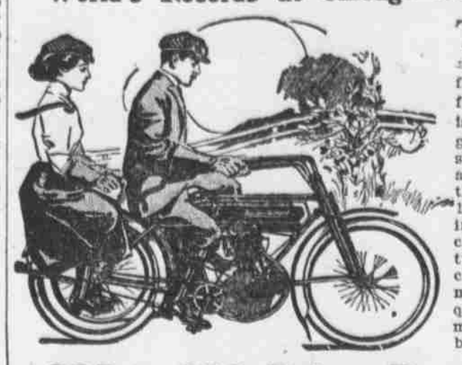
Quickly stops Diarrhoea, Dysentery, Cholera Infantum and all bowel troubles without constipation. No opium nor other habit forming drugs. Accept only Wakefield's. It cures after other remedies fail. 35c or 2 bottles for $1.00. Everywhere.

Dr. Lyon's PERFECT Tooth Powder

cleanses, preserves and beautifies the teeth and imparts purity and fragrance to the breath. Mothers should teach the little ones its daily use.

Motorcycle Prices Smashed!

The Excelsior Broke Both 3 and 5 Mile World's Records at Chicago on August 19th



THE Excelsior Auto Cycle now leaves all other motorcycles far behind. Always foremost in quality, it is now the first high-grade machine to be sold at these remarkably low prices. Just think of it—a new 1912 model with all improvements and exclusive Auto-Cycle features for less than you could buy a 1911 model. And Excelsior quality remains undiminished—supreme as before.

$25 to $60 Below Former Prices

Full value at its former prices, the Excelsior is now the sensation of the motorcycling world. Speedy and strong, it will stand all sorts of wear and tear. It is ever ready to go, in any weather, over any sort of roads. And think of these reductions:

Excelsior Twin Cylinder, Magneto Model, formerly $310, now $250.
Excelsior Single Cylinder, Magneto Model, formerly $250, now $225.
Excelsior Single Cylinder, Battery Model, formerly $225, now $200.

Exclusive 1912 Features

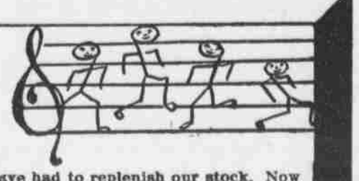
Low, comfortable saddle position. Low engine position, giving low center of gravity. Perfect carburation. Automatic oiling system. Shock absorbing spring fork. Vibrationless, silent motor. Long wheel base. Perfect belt transmission. Complete grip control. Large gasoline and oil capacity in copper tanks. Perfect balance. Any make of tires you want. These are only a few exclusive Excelsior features. Send today for full particulars.

Go for a Real Joy Ride

Go for a whizzing spin out into the fresh green country that will make every bit of you tingle with vim, zest and joy. Take your vacation every day and hit home feathers at night. Take your wife, too, or Her. As cheap to run as a bicycle—as easy to operate as your fork and knife. Taboo the street car with its sweltering mob—get to work in a jiffy. Evenings and Sundays become one glad lark. Be among the first to ride a 1912 model—own a machine that will make you the envy of everyone. Write today for Excelsior literature.

702 W. 22d St. EXCELSIOR SUPPLY CO. Chicago, Illinois.
Reliable Agents Wanted in All Open Territory.

A Piano for Everybody



Plain talk, plain terms and plain contracts—that's what you get when you come to the Hospe store. For many days we have been telling you about these used pianos, which to all intents and purposes are practically as good as new. Our truthful talks have been selling these pianos, and we have had to replenish our stock. Now we offer some slightly-used instruments that are in every sense the best piano bargains in the city. We want you to come see these pianos and to learn how low we are pricing them. We know that you will agree with us that there are no such bargains anywhere in this state. You have youngsters who need a musical training. Get one of these pianos for them and let them thump it until they have mastered the primary details. Return the piano then and we will give you full credit on a new piano for all your payments. Nothing that you buy here becomes a burden; every pocketbook—no matter how small—can afford Hospe pianos. There are pianos here, too, for rent, with scarf and stool, for $3.00 per month.

PAY WHILE YOU PLAY.

A. HOSPE COMPANY

1513-1515 Douglas Street, Omaha. Branch Store—407 Broadway, Council Bluffs, Ia.
Western Representatives "Wondertone" Mason & Hamlin Pianos.

Million-Dollar Suggestions

Distilled From Advertising Experience

To our every client our business advice is the most valuable service we render.

Many can point to some single idea which has proved itself worth more than all our commissions.

And a single suggestion, quite a number of times, has netted some client over one million dollars.

This business of ours, while called merely advertising, really involves the whole science of making money.

Our ability to warn, to suggest and accomplish, results from a rare experience.

For a good many years we have been selling advisers to leaders in a thousand lines.

With them we have met the countless problems of selling. We have seen them solved, both rightly and wrongly, in a good many different ways.

We have watched the outcome of every solution. Every mistake and success has been analyzed.

Where most men learn from one business experience we have learned from a thousand. And the lessons are all recorded.

For about every selling question that ever comes up, the very best answer men ever obtained is found in our Books of Experience.

There lies the value—the utter need—of efficient help in selling.

Mere advertising—mere force of attack—rarely wins out under modern conditions. It can never win out against Strategy.

Advertising must be aided by many clever maneuvers. It must be backed by right methods and policies.

And our lives are too short to learn all this without gleaning from others' experience.

From our wealth of experience we've evolved a new science, called Strategy in Advertising. It consists of countless ideas which men have found profitable, distilled into accurate rules.

It solves the best way to get wide distribution, to avoid substitution, to meet hard competition.

It shows how to do quickly what once took years—how to do cheaply what once was expensive—how to do safely what once involved risk.

It has made an exact science of advertising, as nearly as seems to be possible. It has formed the foundation of all our recent successes.

We have now, for the first time, put these ideas into print. And the book that results is our greatest contribution to advertising.

No bright man can read it without adding to his powers.

Any man with a selling problem is welcome to this book. And every such man should have it. Our benefit will lie in the higher conception it conveys of this Agency's efficiency.

Cut out this reminder; put it in your pocket. Then, when convenient, write us for the book.

A Reminder

to write Lord & Thomas, Trade Building, Chicago, for their latest book, "Real Salesmanship-in-Print."

LORD & THOMAS
Advertising

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