BRIEF CITY NEWS

Have Root Print It.

Omaha General Hospital, Doug. 855.

Egyptian Chocolates 30c. Myers-Dillon

Gas, Elec. Fixtures, Burgess-Granden.

Silver Plating, Om. Plating Co. O.2533

Keep Your Money and Valuables in the American Safe Deposit vaults in the Bee building. Boxes rent for $3 per year.

Lewis for Congress—It is rumored that S. Arion Lewis will again make the race for congress from this district on the democratic ticket.

Soldiers for the Philippines—Two carloads of soldiers, en route from St. Louis to the Philippines, are being handled by the Burlington. They sail from Seattle.

More Divorces Wanted—Divorce petitions as follows have been filed in district court: Lucy G. Cummings against William D. Cummings; Terese Moyer against William H. Moyer.

Mrs. Yost Badly Hurt—Mrs. A. N. Yost fell yesterday morning while about her work, injuring her hip very badly. She is now in a serious condition, being under the care of a nurse.

Photos of Houses—F. D. Wead will have photographs taken of all the houses on his rental list, that prospective renters may get some idea of a house in the office before going to look at it.

Trainmen's Dance—Golden Rod lodge No. 147, ladies' auxiliary to the Brotherhood of Railway Trainmen, is making preparations for its annual dancing party Thursday evening in Fraternity hall.

Mosely is Fined—Gus Mosely, a negro, who has been in the habit of stopping women on the street and casting slurring remarks at them has been arested. He was fined $25 and costs in police court.

Children to Entertain Parents—The children of St. Stephen's Sunday school will entertain their parents and friends at a party in Saratoga hall, Twenty-fourth and Amee avenue, on New Year's eve.

Rugs Taken From Porch—Mrs. J. W. Rockwell reported to the police that while she was cleaning her house, eight rugs were stolen from her front porch at 104 South Twenty-fourth street. The rugs are valued at $100.

Furs May Be Remodeled—Old furs may be taken from the storage room and they will be made to look like new in the new fur repair department established by Mrs. Richards on the second floor of the City National Bank building.

Saloonkeeper is Fined—William Miller, arrested Sunday in a raid on his saloon at Thirteenth and Harney streets, was fined $100 and costs by Judge Crawford in police court. Miller was charged with violating the Sunday closing law.

Join Association — The American Smelting and Refining company, the Crown Pipe company, the Omaha Safe and Iron works, C. B. Liver & Co. and the Burkley Envelope company have been admitted to membership in the Omaha Manufacturers' association.

Bowling Party—E. T. Wright entertained with a bowling party Thursday evening at the Francisco alleys in honor of Percy Morris of Harvard, Neb. Those present were: Harold Finch, Andrew Murphy, Anthony Printy, George McShane, Percy Morris ond E. T. Wright.

G. L. Savage has made a contract to take possession of the Lyric theater and proposes to give concerts and local entertainments. He will open with Walter Lindberg, basso of the grand opera company of Boston, Tuesday night, December 19.

Thirty Days for "Stick Up"—Frank Stuck, whom, it is alleged, "stuck up" pedestrains on the street Friday night, got "stuck" for thirty days on the rock pile in police court. Stuck was arrested about 10 o'clock Friday night at Tenth and Dodge streets, where he was supposed to have held up a negro by the name of George Wilson about an hour earlier. Wilson gave the description of the man who had held him up and robbed him of 60 cents, and in court identified Stuck as the man who had held him up.

High School Mid-Term Class Will Give Glee Concert

The mid-term class of the Omaha High school will hold its commencement exercises the final week of January, probably on Friday evening, January 26, at the Brandeis theater. The speaker for the evening has not yet been secured, but Superintendent Graff expects to make the choice within a few days.

Seventeen students are on the graduating list: Lynn Sackett, Ethel Padmore, Grace Huntley, Minnie Malchien, Gladys Ellis, Marion Marowitz, Irene Cotter, Lois Corey, Elma Pearson, Carl Hansen, Victor Galbraith, Arthur Robinson, Morse Olander, Boise Turk, Joseph Roenberg, Arthur Podolak and Louis Kovelewski.

As a means of raising finances for the purpose of leaving some remembrance behind them at the high school, the class has arranged for a concert to be given by the High School Glee club at the First Christian church on Wednesday evening, December 26. The Glee club is already rehearsing for the concert under the direction of Walter B. Graham, local vocal instructor.

In addition to this concert, given under the auspices of the class, a dancing party will be given at Chambers on Thursday evening, January 4.

Following are the officers of the class of 1911-1912: President, Lynn Sackett; vice president, Ethel Padmore; seretary, Grace Huntley; treasurer, Minnie Malchien; sergeants-at-arms, Gladys Ellis and Carl Hansen.

Church Boys Have Formed New Club

The Nu Sigma Theta club of the First Presbyterian church has organized and elected officers for the coming year. The club is composed of about twenty lads who meet every Friday evening at the church for a fellowship supper. After the supper alternating athletic and debating programs are given.

Following are the officers: President, Dwight Evans; secretary, Finley Jenkins; treasurer, Gilbert Kennedy; sergeant-at-arms, Morton Rhoades.

Boys Making Own Christmas Gifts

The boys in the manual training department at the Omaha High school will be busy this week making various articles of their own for Christmas presents on the lathes and at the benches. Prof. J. E. Wigman, the head manual training instructor, allows each lad to make some small article for himself each December.

The boys are making wooden cups, inlaid card trays, match safes, tie racks, gavels, Indian clubs, footstools and many other small useful articles.

SCHOOL AND COLLEGE WORK

Brief Mention of Happenings in Various Institutions.

DRAMATIC AND LITERARY NOTES

Present Method of Educating Children in Common Schools Sharply Criticised — One Man's Opinions.

The term of Fremont college which began November 14 has been without precedence in the history of the school. It started in with a large registration and there has been a steady stream of students coming in up to the present, seventeen registering last week. There has been a feeling of good will and industry, which has been an inspiration strongly felt by teacher and pupil throughout the term. Preparations are being made for carrying the midwinter term, which has heretofore been regarded the heaviest in the year. The dormitories and dining hall are now running with first-class help. The heating plant is doing good work and everything is being done to make the student's life with us both pleasant and profitable.

The School of Pharmacy has effected a new organization for this term, electing for president, W. H. Henney; vice president, C. F. Whitman; secretary, Mrs. A. L. Fort, and sergeant-at-arms, Cecil Rogers. The Fremont College Pharmaceutical club is doing good work at its bi-monthly meetings. The last paper discussed was prepared by Messrs. Kenney, Anderson and Baily on the subject, "Galenical and Chemical Preparation."

George Marshall has recently presented the college with a large copy of the Declaration of Independence. It is a facsimile of the original, is framed and will hang in the library.

The Star Literary society scored a great hit in its cast of characters for the play, "Tommy's Wife," which was given in the assembly room Wednesday night. They were favored with the largest audience of the year and everyone went away at the close of the play more than pleased.

YANKTON COLLEGE.

Spirited Contest for the Prizes in Declamation.

The annual contest for the prize in declamation, established by the alumni of the college, open to young women of the academy, was held Saturday evening in Fiske assembly hall. The training was under the direction of L. C. Sorrell of the department of public speaking. Miss Alice Dougherty, Mrs. W. H. McMaster and J. W. Shields served as judges. The first prize of $12 was awarded Miss Edna Lee of Yankton, the second of $8 to Miss Zida Frost of Sioux City and the third of $5 to Miss Winifred Brackett of Murdo. The program was interspersed with piano numbers by the Misses Weeks, Camfield and Magera.

The Christian churches and people of Yankton and the college are uniting in an eight-day campaign in furtherance of the "men and religion forward movement." The series was opened at the Methodist church Sunday evening, the meeting being in charge of Rev. J. W. Tibbetts, the pastor. L. C. Sorrell of the college, Dean McKenzie of the Episcopal church and Rev. Mr. Stevens of the Congregational church were speakers. Monday evening a banquet for men was given at the Odd Fellows' hall in charge of the Episcopal Brotherhood, largely attended by men of the various churches. A splendid spirit of co-operation and harmony is shown in the work which the churches ought to do in Yankton. In succeeding meetings of the week closing next Sunday night Dean Biller of Sioux Falls, Rev. Pearse Pinch of Huron and Dr. Potter of Sioux Falls will be the principal speakers in afternoon and evening addresses.

TOO MUCH TAUGHT IN SCHOOLS

Mayor Gaynor of New York Talks Out in Meeting.

In a heart-to-heart talk with eleven men and women he appointed to the Board of Education, Mayor Gaynor of New York sharply criticised the present system of educating children. "There are too many subjects taught in the common schools," he said. "We try to teach the children too much and the result is they come out with a superficial knowledge about a lot of things but no accurate knowledge about anything. And another view of it is that this over-educating of them makes them disinclined to work with their hands. That I am absolutely certain of.

"We are now bringing boys and girls out of the common schools who are taught so much and who think they know so much that they won't work any longer with their hands. They say, 'Let other people work with their hands,' and they get a job where they can sit on a high stool at books or at a typewriter. And the girls refuse to do housework. That is all there is to it.

"It is bad for the country. There is a shortage of workers all over the country. Those born here and brought up in the schools won't work with their hands. At all events, they don't want to work.

"I think a system of education that produces that result is a failure. And I think our system in the large cities is very largely producing that result."

WISCONSIN UNIVERSITY.

Seventeen Foreign Countries Represented in Enrollment.

Seventeen foreign countries are represented by eighty men students at the University of Wisconsin this year, according to the new student directory, which came from the press this week. China sends the most representatives, thirty-three students from that country being enrolled. Twenty-five Chinese students were enrolled last year. India holds second place with twelve representatives, and Japan third, with seven students. Last year Japan sent fourteen students, while India sent only four. Mexico sends five students, Canada sends four and South Africa sends three. Five countries have two students each—Hawaii, Sweden, Cuba, Turkey and Porto Rico. Those countries having only a single representative each are: Belgium, the Philippines, France, England, Switzerland and Peru. Five countries which were not represented last year have students enrolled this year.

Prof. Richard T. Ely, head of the department of political economy of the university, has been appointed to represent the United States on the international commission appointed to study government crop reporting in Europe and America, by the International Statistical institute, recently held at The Hague. Statisticians generally have long been dissatisfied with the character of crop reports, and the purpose of the commission is to bring about an accurate and uniform method of crop reporting in all countries.

The second annual country life conference will be held at the University of Wisconsin February 1 and 2. The first conference was held last year at the same time and was attended by 2,000 people from Wisconsin and other states. Addresses and round table conferences on all topics relating to rural development will be planned.

PERU NORMAL NOTES.

Foot Ball Association Closes Season with Balance on Right Side.

The Athletic Association of Peru normal school has settled the foot ball accounts for the season and have a balance of $136 to the good. This is the first time the foot ball games here have not been conducted at a loss. The big Kearney game enabled the athletic board to make a financial touchdown.

Miss Myrtle Ferguson of the domestic science department, gave an illustrated talk in chapel Friday morning on "Paper Bag Cookery." Even the young men of the school were highly interested in this discussion of a domestic science topic, because of the promise held out that dishwashing may soon become unnecessary.

Mrs. Nettleton of the department of expression has been engaged by the senior class of Peru normal to coach the senior play this year. Senior class matters are well under way and a harmonious organization insures a successful year under the direction of Prof. Delzell.

On Thursday morning the student body were entertained with two captivating chorus numbers rendered by the children of the training school under the direction of Miss Carpenter of the department of public school music.

The men of the Peru faculty to the number of twenty met at the home of Prof. Beck Thanksgiving evening for a farewell reception to Prof. Olmstead who left Friday for his new field of labor in the government bureau of standards at Washington, D. C.

Monday morning the chapel hour will be given over to debating interests when Miss Keith and Messrs. Anderson and Lively will exhort the students to register for the preliminary debates to come off the last week in January. It is probable that a triangular series of debates will be arranged this year between Kearney, Wayne and Peru.

BELLEVUE COLLEGE NOTES.

Basket Ball and Debating Occupying Attention of the Students.

The interest in basket ball at Bellevue college is just now intense. Not since 1908 has there been so much activity on the hill in that form of athletics. A lot of good material has emerged in the practice of the last week. The Quackenbush brothers were both stars in the Auburn High school, should secure positions, captain of the team. The Webb brothers from Bedford, Ia., are both promising men. Moose, who distinguished himself as quarterback on the foot ball team, and "Slim" Ohaman, from the Omaha High school, showed secure positions. Several good men are hesitating to try out for positions on account of their wish to burn the midnight oil in preparation for the Manderson debate and the triangular debates with Doane and Cotner. However, it is reasonably certain that Coach Primrose will be able to line up a team that will give a good account of itself in the games that are being scheduled.

James Claybaugh of Valley, Neb., who was in college last year, has returned and will continue his work in vocal music under Miss Fawcett.

Rev. William Y. Roberts of Primrose, Neb., visited his son, Harmon, during the week and addressed the students at the convocation on Thursday.

Nebraska Wesleyan University.

A faculty business men's gymnasium class of twenty-five members has recently been organized.

The Glee club of twenty-four members is putting in extra time in practice preparatory to filling a number of engagements during the holiday vacation and the month of January.

The faculty women gave a "children's party" to the young women who did not return to their homes for the Thanksgiving vacation in the C. S. White building on Thursday evening, November 30.

Prof. W. G. Bishop and Chancellor Fulmer have returned from an extensive trip to some of the eastern colleges and universities. Methods of administration and business policies were the subjects of investigation.

Plans are being made for the annual foot ball banquet on Wednesday evening of next week. In view of the fact that the affair is coeducational and that Wesleyan won the state intercollegiate championship during the season just closed, a large attendance is assured.

ATTORNEYS, EXCHANGE PLANNED BY MARROW

An attorneys' exchange similar to the Chicago Attorney' exchange probably will be established in the court house the first of the year by Joe Marrow, bailiff in Judge William A. Redick's court room. Judges of the district court approve the plan and several lawyers have said they believed it would meet a long felt need.

Mr. Marrow has not yet actually determined to establish the exchange and is waiting to learn whether a majority of the attorneys favor one and whether the Omaha Bar association approves.

The business of the exchange is to keep attorneys informed regarding the time for hearing of their cases and to furnish detailed information regarding legal matters about the court house. Attorneys now waste much time going to the court house or telephoning to learn whether or not courts are ready to hear assigned cases. Since it never can be determined in advance just how much time a trial will require, a lawyer whose case is next on the calendar never can know definitely just when the court will be ready for him. It would be the business of the exchange to keep attorneys informed regarding the situation in each court. Much time and energy expended in "running around" would be saved the attorneys by the system.

ELECTRICIAN IS AFTER YOUNG EXPERIMENTERS

City Electrician Michaelsen has declared war on amateur telegraphers who conduct experiments in a careless manner. He calls on parents to see that in their hurry to "get going," the young experimenters do not become a menace to life and property.

"I do not mind at all that boys experiment with wireless telegraphy," he says, "and I hope that one of our Omaha boys may some day turn out to be a Marconi or an Edison 2d. But experimenting by these boys ought to be done in a safe and sane manner, and the parents should look after that end of it.

"Most of the juvenile experimental outfits are connected to the electric light wires and take an amount of current equal to that required by from sixty to 100 ordinary incandescent lamps.

"As a rule the wiring, done by boys, is not installed with any respect for insurance rules, and safety devices, such as fuses, are overlooked in their eagerness to 'get going.'"

HOLDS SILVER ANNIVERSARY

St. Mark's English Lutheran Commemorates Twenty-Fifth Year.

FORMER PASTORS ARE SPEAKERS

Celebration Will Be Continued This Evening and Tuesday Evening—Many Lutheran Ministers in Attendance.

Yesterday was an important epoch in the history of St. Mark's Lutheran church, Twentieth and Burdette streets. It was the date of the silver anniversary and services commemorating the event were held during the morning, in the afternoon and at the regular evening hour. The anniversary services will continue today and tomorrow, services being held each evening.

Typical of the anniversary, yesterday the interior of the church was attractively decorated. On the walls and in the pulpit were wreaths and garlands of silver leaves, while in many places large shields, covered with silver and bearing the words, "Our twenty-fifth anniversary," were placed.

On and about the pulpit there were numerous huge boquets of cut flowers, tokens of remembrance sent by friends of the church.

At the morning services the sermon was by Rev. George H. Schnur, the first and organizing pastor of the church, but now in charge of the largest of the Lutheran churches of St. Paul, Minn. During the course of his sermon the speaker devoted himself to telling of the early days of St. Mark's and the struggles that it underwent, services being held in a little wooden structure, two blocks west of where the present magnificent brick church building is now located.

The afternoon services consisted of a number of five-minute addresses by Lutheran pastors and friends of the church, interspersed with singing. Rev. Leonard Groh presided and first introduced Rev. Mr. Snyder of St. Matthew's Lutheran church, who spoke of Lutheranism in early days in Iowa and Nebraska. Coming to eNbraska, he found few Lutherans here thirty and forty years ago, but was pleased with the progress made by the church.

Explains Luther League.

Rev. Luther M. Kuhns detailed the work of the Luther league, explaining that it is an organization of young people, for young people.

Rev. O. D. Baltzly, pastor of Kountze Memorial church, spoke of Lutheranism as the author of theology and detailed the influence that it has upon the churches of other denominations.

Rev. George H. Schnur, the organizing pastor, detailed the extent to which the church work is being carried on by Lutherans in Minnesota. He estimated the number of Lutherans in St. Paul and Minneapolis at 20,000 and predicted that some day the church will have a greater membership in Minnesota than in Pennsylvania, which now leads all states in the union.

Introducing Dr. Jenkins, president of the University of Omaha, Rev. Mr. Groh referred to him, not as a Lutheran, but a man of God, "who is erecting a synagogue in this city."

Dr. Jenkins spoke of Lutheranism as the great force in modern Christianity and civilization, a force needed in building up American Christianity. He designated it as a type of Christianity that is progressive and aggressive in the best sense, a type that stands for great character making and destiny making results.

In the evening there were the regular church services, the jubilee sermon being preached by Rev. Luther M. Kuhns, general secretary of the Luther league in America.

The anniversary services at St. Mark's are being attended by a large number of the Lutheran pastors, most of those of the city, as well as a number from Nebraska and Iowa being present.

MUST DEVELOP CHARACTERS

Rev. J. M. Kersey Tells of Needs of the Present Day Church.

The time of the founding of the church of Jesus Christ was discussed by the Rev. J. M. Kersey, pastor of the First Christian church, in his Sunday morning sermon. According to the evidence of the scriptures, he said, the church became a reality on the day of Pentecost, in relating history prior to the day of Pentecost, the new testament always refers to the church in the future tense; all references after the day of Pentecost are in the past tense.

"The mere existence of the church, the organization, does not count much, however," said Dr. Kersey, "if the members of the church have not the spirit. Let us walk in the old paths, hew to the line and build up the faith if we expect to do anything for Christ in the church.

"I will tell you what wrecks the lives of more ministers than anything else. It is to see men and women who have spent ten, twenty or fifty years in the church and are no stronger in character than when they came in. This thing has done more harm to the church than all the shafts of infidelity that have been launched against it.

"We must add to our faith the other Christian virtues. We must study to build up our characters and develop the best there is in us. Twenty-five men and twenty-five women in this church, who earnestly sought for one year to develop their characters could do anything they wanted to do for the church."

NORTHWESTERN OFFICIALS ARE VISITING IN OMAHA

H. R. McCullough, vice president, and F. P. Eyman, assistant freight traffic manager, both of the Northwestern, are in the city today on the last leg of a trip of inspection that has covered all of the lines east of the Missouri river. From here the officials return to Chicago over the main line.

Messrs. McCullough and Eyman came in from Sioux City, having run down there from St. Paul. Both report business fairly good and the road in perfect condition for the winter. So far as the officials know, nothing in the way of extensions or new work is planned for next year.

The Northwestern has just completed a 100-mile cut-off in Wisconsin and traffic over the new line will be inaugurated next Monday. This cut-off is on the Milwaukee-Winona line and is up through the Sparta and Devil's Lake country. Curves have been taken out, immense cuts made and low places filled.

This is the season of the year when mothers feel very much concerned over the frequent colds contracted by their children, and have abundant reason for it, as every cold weakens the lungs, lowers the vitality and paves the way for the more serious diseases that so often follow. Chamberlain's Cough Remedy is famous for its cures, and is pleasant and safe to take. For sale by all druggists.

Key to the Situation—Bee Advertising.

BUCK NEVER KNEW JUST WHAT WAS THE MATTER

Slept Poorly and His Sleep Did Him but Very Little Good.

FEELS LIKE NEW PERSON NOW

There Are Hundreds of People Who Are Suffering with Modern Plague, Nervous Debility, Says the Expert.

Among the hundreds of statements being made in connection with the remarkable new tonic, "Tona Vita," now being introduced in Omaha, none are more interesting than the one given by Mr. H. G. Buck, a well known paper manufacturer, of the Schlitz Hotel, city.

Mr. Buck said: "I never knew just what was the matter with me. I slept poorly and my sleep did me little good. I was dreadfully tired most of the time and never felt well a moment, but was always nervouse and despondent. I seldom had a good appetite, and when I did eat felt bloated from gas. I had tried various remedies without any results.

"I got some 'Tona Vita' some days ago and have taken it regularly since. There is no other medicine that is equal to it. The first dose helped me and every day I have become stronger and better. My appetite is improved. I now enjoy my meals, and sleep good. I no longer have stomach trouble, and get nourishment from my foods. I am like a different person every way, in fact, a well man, and feel that all credit is due to 'Tona Vita.'"

People who are nervous and irritable, have imperfect digestion and stomach disorder, lack energy and ambition; feel melancholy and discouraged, suffer with headaches, backaches, poor memory, unsound sleep, poor circulation, sallow complexion, and who are susceptible to coughs and colds, are unquestionably suffering with that modern plague, nervous debility, say the specialists who are introducing "Tona Vita."

"There are thousands of such half-sick men and women in this country, who really do not know just what is the trouble with them," said one of these specialists.

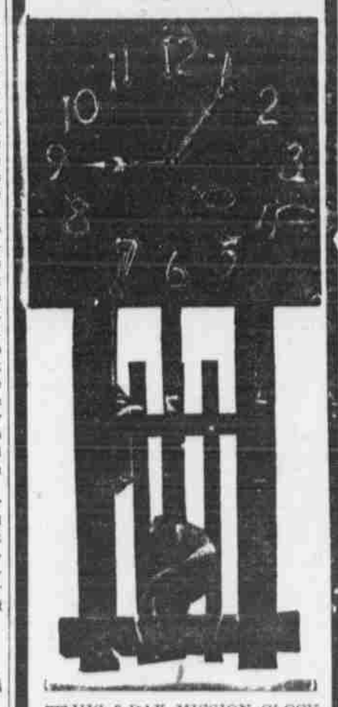
"They struggle aimlessly along until they become totally debilitated, and oftentimes they come to us suffering with this dreadful condition in its most aggravated form.

"We have a preparation that will positively remove this trouble and restore the organs of the body to their healthy, normal condition. This remedy is called 'Tona Vita.'

"The public does not realize the symptoms of this modern malady, and it would be well for as many as can to visit Brandeis Drug Dept., 16th and Douglas Sts., South Side Main Floor, between the hours of 9 a. m., and 6 p. m., this week and have us explain them, as well as the nature of our remedy. I am certain that half of the headaches in Omaha can be attributed solely to nervous debility, and I am equally certain we have found a permanent source of benefit and relief."

One of these 10,000 MISSION CLOCKS

is yours if you will secure two subscriptions to a weekly magazine.



THIS 8-DAY MISSION CLOCK of black Flemished kiln-dried oak with raised metal numerals, large brass pendulum disk, and ornamental side weights, cup bell strikes the half hour and cathedral gong on the hour. SIZE 28½ x12, is yours at no cash cost to you.

A Superb Xmas Gift—A Perfect Timekeeper

A handsome object of American art, suitable for the finest home. Send us your name and address and we will tell you what to do to get it. It is worth the asking for.

WRITE TONIGHT TO
MISSION CLOCK DEPT.
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REST AND HEALTH TO MOTHER AND CHILD.

MRS. WINSLOW'S SOOTHING SYRUP has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN WHILE TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. It is absolutely harmless. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cents a bottle.

You reach people who buy when you advertise in The Bee

IT WOULD COST MOTHER

Less Than Three Cents an Hour

For electricity to operate a THOR ELECTRIC HOME LAUNDRY MACHINE, and be free from the most laborious work connected with the household. The Thor is the World's greatest labor-saving device, and no home is complete without it.

MAKE YOUR CHRISTMAS GIFT A PRACTICAL ONE THIS YEAR

Buy her a THOR Electric. A guaranteed machine that will wash and wring all kinds of clothes spotlessly clean without injury—absolutely without any hand rubbing. Operates from any electric lamp fixture. Phone or write for Free Booklet. If your home isn't wired for electricity ask us for an estimate of the cost.

Jos. R. Lehmer
1208-10-12 Harney St.

Your Salesman in Every Home

Mr. Merchant:

For less than $1.00 an inch you can send your salesman-on-paper into thousands of homes in Omaha.

When you send him into these thousands of homes you must see that he goes properly clothed, tells his story in such a convincing manner that when your prospect completes reading the story your sale is more than half made.

Your salesman-on-paper is your advertisement, and in the preparation of this advertisement you should take the same care and thought as you take in the hiring of a new salesman. If a salesman cannot do anything but quote prices you don't want him. If an ad only quotes prices you do not want it. It must tell your story—your sales story—convincingly.

Mr. Merchant, we have a force of men trained—as the salesman behind your counter should be trained—to tell your sales story convincingly.

Men trained to make your advertising, small or large, stand out strong—men trained to make your advertising an investment, not an expense.

Mr. Merchant, we would appreciate a call from you.

Darlow Advertising Company
528-540 City National Bank Building
Telephones: Douglas 716; Ind. A-1576

The Best Known Office Building in Omaha.

There is great advantage in being in a building which people can find easily. No building in Omaha, or as a matter of fact, in the entire west, is as well known as

The Bee Building

Every man, woman and child in Omaha knows where it is and everyone who has ever been here knows how to find it. This is only one of the many advantages in having an office in

THE BEE BUILDING

Room 320—Is a choice corner office having a north and west exposure, making this space attractive at any season of the year, on account of good light and ventilation. We will arrange this space, 19x29, suitable for tenant, and there being a vault in the room, it affords extra protection for valuables. Rent, per month $40.00

Room 416—Has a south and west exposure which makes a well lighted office, 13½x20½ feet in size. We are only asking 78c a square foot for this space which is very cheap rent, considering location and all conveniences furnished by The Bee Building. Price, per month, $18.00

Room 519—Don't pay for desk room space when you can rent a private office for the same amount. This room is 8x14, has a large window on the court, affording plenty of light and ventilation. Price per month $10.00

Room 640—Size 9x19-6, having a frame and glass partition across center of room making two good sized offices with every convenience, and the rental price only, per month $16.00

Room 401—This room is located near the elevator and has a total of 193 square feet of floor space. This is a very desirable small office and location is convenient. Rental, per month $17.50

Room 407—Is 11x19½ feet and has two large windows on the court. Rental price, per month $17.50

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Best Sport News in The Bee