OMAHA LIVE STOCK MARKET

Moderate Run of Cattle Sells from Twenty to Thirty Lower Than Same Day Last Week.

HOG RUN SELLS AT GOOD PRICE ays this week. ... 28, 63 56, 630 35, 234
days last week 25, 612 68, 664 37, 218
days 2 wks. ago, 25, 430 68, 431 35, 165
days 2 wks. ago, 25, 430 68, 431 35, 165
days 3 wks. ago, 18, 644 67, 2379 38, 698
days last year 35, 246 64, 224 22, 000
following table shows the receipts
title, hogs and sheep at the Ornaha
stock market for the year to date
compared with last year:

1916. 1515. Inc. Dec.
1916. 1515. Inc. Dec.
201, 201 10, 228 92, 923
201, 202, 677, 973 111, 203
following table shows the average

engo GL West ... Total receipts,...177

H. Root & Co....
H. Bulla
F. Huss
osenstock Bros
G. Kellogs
Ferthelmer & Degen
illieum Bros
othechild & Krebs
O & Kan. Calf Co.

STEERS AND HEIFERS
HIGHERS
HIGHERS STOCKERS AND FEEDERS 280 T TE 540 E 50

hand today, receipts being placed ars, or 15,500 head. The four days at 16,500 head. The four days and 2,000 heavier than hat and 2,000 heavier than two weeks it a shortage of hearly 5,000 head apared with the corresponding a year are.

compared with the corresponding of a year ago.

In year ago.

Chara acted heartish on first rounds a loday and shippers were able to prices a little again today, getting a few hogs carly on a steady to see pasts. They bought same at the hear in the yards at \$5.60, and the oot their purchases ranged downward that figure to \$5.55.

Fing with early bids at a loc decline, are buyers gradually raised their as the forences advanced, and they finally made their first purchas it was at prices that were steady say close to it. After the bulk began mye the market become fairly active, fully steady with Wednesday's averaged share of the hogs being sold he added of the forences.

It was an of the sales was made at \$1.67, with, as ushil, quite a sprink-of the underweights downward from battom of the bulk. After the packer e got under way, as high as \$5.5 was for more than one inad of the heavy

ency, but when the lambs finally started selling it was at about steady prices. Or so a start was made, though, the market remained very sticky, and as was the case yesterday noon found seven or eight loads of lambs still unsold. Foreneon sales included more Mexicans at \$11.50, while westerns at \$11.50 were mates of those that brought the price yesterday. Several bunches of a fairly good sort sold around \$10.50. Shearing lambs at \$10.75 were steady.

Aged sheep supplies were the lightest of the week, two loads of Montana ewes comprising the bulk of the offerings. These sold at \$1.80, equalling the price paid for a cut of the same band that was here yesterday. The only load of year-lings on offer was still unsold at midday. Quotations on sheep and lambs, fair to choice, sold to choice, \$10.5091.50; lambs, fair to choice, light, \$5.5091.50; even good to choice, \$10.5091.50; lambs, fair to choice, light, \$5.5091.50; even, good to choice, \$1.5092.50; even, good to choice, \$1.5092.5

CHICAGO LIVE STOCK MARKET Cattle Firm-Hogs Wenk-Sheep Steady.

CHICAGO, March 16.—CATTLE—Reelpts, 5,000 head; market firm; native
seef steers, \$7.6082.96; western steers, \$7.60 18.60; stockers and feeders, \$6.0038.35;
sows and helfers, \$3.8038.75; calves, \$3.25 GOWS and heifers, \$3.8008.75; calves, \$8.25 \$19.75. HOGS-Receipts, \$2,000 head; market weak; at \$67500 decline; bulk of sales, \$9.800.75; light, \$9.3008.75; mixed, \$9.550 \$8.80; heavy, \$9.3008.80; rough, \$9.3008.45; ping, \$7.9008.00; SHIEEP AND LAMBS-Receipts, \$9.3008.30; head; market steady; wethers, \$8.3008.30; ewes, \$5.0008.65; lambs, \$9.50611.50.

fredera, \$1,0003.00; bulls, stags, etc., \$5,00 \$77.10.
HOGS-Receipts, 6,000 head: market higher; heavy, \$0,3669.50; mixed, \$9,2569.55; light, \$5,1069.55; bulk, \$0,1569.45. SHEEP AND LAMBS-Receipts, 1,600 head: market steady; ewes, \$4,5067.50; lambs, \$3,50630.30.

St. Joseph Live Stock Market. ST. JOSEPH. March 16.—CATTLE—Recolpts, 2,200 head; market lower; steers, \$1.6000.50; cows and helters, \$4.500.00; calves, \$6.6000.00.
HOGS—Recolpts, \$5.000 head; market lower; top, \$9.50; bulk of sales, \$9.2549.55, SHEEP AND LAMBS—Recolpts, 2,500 head; market strong; lambs, \$10.756711.30.

17,000 61,500 28,500 Cotton Market.

The cotion market closed steady at a net gain of 5 to 11 points for the day. Cotton futures opened steady; May, 11.30; July, 12.13c; October, 12.33c; December, 12.33c; January, 12.44c.
LIVERPOOL, March 16.—COTTON—Spot, easier: good middling, 5.53d; middling, 7.53d; low middling, 7.53d. Sales, 8.00 hales.

NEW YORK, March 14.—EVAPOR-ATED APPLES whilet; fancy, 74.084; choice, 60.05 c; orime, 44.055c.

DRIED FRUITS — Prince, uncettled; California, 4911(c) Oregon, 14.05c. Apricots, quiet; choice, 94.010c; extra choice, 104.0105c; fancy, 114.012c. Peaches, quiet; choice, 54c; extra choice, 54c; fancy, 64c. Raisins, quiet; loose nuscatela 64.07c; choice to fancy, seeded, 14.07c; seedless, 94.0105c.

Metal Market. Evaporated Apples and Dried Fruits

Metal Market. NEW YORK, March 16.—METALS—The Metal exchange coutes lead at \$1.75 bid. Spetter not quoted, Copper, firm; electrolytic, nearby, \$3.00073.50; June and ater, \$27.00027.50; bron firm and upchanged. Tin quiet: spot offered at \$5.00. At London: Spot copper, £100: futures, £100 fb; electrolytic, £135, Spot tin. £105; futures, £100 Lead, £35, Spetter, £52.

Dry Goods Market. NEW YORK, March is.—DRY GOODS—Cotton goods markets were active today, advances having been made on print cloths; wash fabrics, long cloths and cambrics. Japan grade of raw silks were is cents per pound higher than at the opening of the week.

Cummins Has a Long Lead Over Estabrook

ST. PAUL, Minn., March 16.-Returns at midnight tonight from nearly one-third of the precincts in the state showed Senator Cummins decisively leading Esta-brook for the republican endorsement for president and William Suizer of New York ahead of Eugene W. Foss of Massahusetts for the prohibition nemination. The vote in those precincts was Cummins, 18,241; Estabrook, 2,892; Sulzer, 612; Poss, 430.

COMPLETES HEARING

BRANDEIS NOMINATION WASHINGTON, March 16,-The senate mreme court, completed its public hearings today and adjourned until March 24. when, it is expected, a vote on the

Culls From the Wires

George W. Dalrympt, was arrested in New York at the request of the police of Philadelphia, where, on March 10, an indictment was returned by the federal grand jury charging Dalrymple and others with operating a swindling conspiracy through the mails. The prisoner was arraigned before Commissioner Houghton and consented to return at once to Philadelphia for trial.

As a result of heavy huving chiefly for

Houghton and consented to return at once to Philadelphia for trial.

As a result of heavy buying, chiefly for foreign account, the price of raw sugar at New York was advanced to the highest level of the present upward movement. Cuban centrifugal sold at 5.726 5.77c, at which price about 40,000 barrels were sold to local rethers for April and May abligment. European operators purchased about 5,000 tons in Cuba to be be exchanged for a similar amount of granulated here.

William Lorimer, deposed United States senator, listened unmoved while W. H. Holly, assistant state attorney, ended his opening address to the jury at Chicago, trying him on charges connected with the collapse of his bank. The proscutor, toward the end of his statement plunged into Mr. Lorimer's crivate affairs and their connection with the La Salle street Trust and Savings back and his various other interests.

Drices.

Clearances were: Wheat and flour.
equal to 1,875,000 bu.; corn. 8,000 bu.; oats.
7,000 bu.
Liverpool close: Wheat, unchanged to
2d lower: corn. 14@id lower.

Primary wheat receipts were 1,00,00 bu.
and shipments \$23,000 bu., against receipts
of \$55,000 bu. and shipments of \$58,000 bu.
last year.

last year.

Primary corn receipts were 654,000 bu.
and shipments 509,000 bu., against receipts
of 422,000 bu. and shipments of 478,000 bu. of 422,000 bu. and shipments of last year.

Primary onts receipts were 475,006 bu. and shipments 1,125,000 bu., against receipts of 615,000 bu. and shipments of 922,000 bu. last year.

CARLOT RECEIPTS.

Wheat Corn. Oats.

Chicago 185 121 97

Minneapolis 368

Stillep AND LAMBS—Receipts 10.000
head; market steady; wethers, \$2.0005.20;
ewes, \$2.0000.62; lambo, \$3.2001.50;
St. Louis 64 1.5

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July 12 27% 12 37% 12 15 12 20 12 30

CHICAGO GRAIN AND PROVISIONS

CHICAGO, March 16.—Heasian fly damage to crops in northern Kansas tended today to lift the price of wheat, and so too did many crop damage complaints from Nebrasia and other winter wheat states. As a result, the market closed standy at the to little net advance, with May fills, and July, \$1.0% at 20%. Corn finished 45% off to antique up, oats at a shade decline to 160% c advance, and provisions varying from 12% down to a rise of lige.

shade decline to 15% advance, and provisions varying from 15% down to a rise of 7%.

Although wheat prices at first underwent a setback in sympathy with lower quotations from Liverpool, the market here railied sharply when disquieting new circumstances affecting the domestic crop outlook began to stiract attention. The downturn at Liverpool appeared to result from rather vague bearies advices regarding the outlook for increased shipments from Argenting, Abstral a and India. Definite word of the first unfavorable nature from Kunsas seemed, however, of far greater immediate importance and quickly led to a decided upward awing in the market. Some districts in northern Kansas, especially around Osborne, were said to be injured 30 per cent, by the revages of Hessian fly.

Nebraska, which like Kansas, was generally supposed to have escaped serious crop damage came into notice today through assertions that in some of the best producing sections the winter killing amounted to 35 per cent. Missouri, Illinois, Indiana and Ohio advices continued to report losses that according to one comprehensive aummary averaged 21 per cent or worse.

Profit taking by longs wiped out most

on the siteance and caused something of a reaction Chicago Cash Prices—Wheat: No. 2 red. 11.184; No. 3 red. nominal: No. 2 hard, nominal: No. 3 hard. 11.074.11.09, Corn. No. 2, yellow. 76; No. 4 yellow. 76; No. 4 yellow. 76; No. 5 yellow. 76; No. 4 white. 704.07114c. Oats: No. 3 white. 81:564c; standard, nominal. Rye: No. 2 the Harley: 63:71c. Seed: Timothy, \$4.007.7.00; clover, \$10.00215.50. Provisions: Pork. \$11.75622.50%; iard, \$10.50; ribs. \$11.500. 1.576.

BYTTER-tilgher; creamery, 30g-35%c. EGGS-Lower; receipts. 14,238 cases; firsts, 18%c, ordinary firsts, 18%c; at mark cases included, 18g16%c.

POTATOES-Higher; receipts, 56 cars; Wisconsin, Michigan, Minnisota and Dakota whites, 88668c; Minnisota and Dabota Ohios, 8866c.

POULTRY-Alive, higher; fowls, 17%c; springs, 18c.

Minneapolis Grain Market. MINNEAPOLIS, ilm., March 16.— WHEAT-May, 21.12%; July, 31.12%; cash, No. 1 hard, 31.17%; No. 1 northern, 31.12%; gl.15%; No. 2 horthern, 31.05%; No. 2 RYE-887 1190c. BRAN-418.09018.30. CORN-No. 2 yellow, 72878c. O'TB-No. 2 white, 425-0428.c. FLAKSEED-42.2902.32.

Ennant City Grain and Provisions. KANSAS CITY, Mo. March 16.—
WHEAT-No. I hard \$1.0461.12 No. I
red \$1.001.11 May, \$1.000. July, \$1.000.
CORN-No. I mixed \$91.0001. No. I
white, 706705c; No. I yellow, Phys. May,
The: July, 171c.
OATS-No. I white, 4450455c; No. I
mixed, 49843c.

ST. LOUIS. March 16.—WHEAT—No. 2 red. B.14%62.17; No. 2 hard, nominal; May B.661; July, B.061; ODBN—No. 2, 160; No. 2 white, 748744c; May 7616c; July 78168784c; No. 2 white, nominal.

Liverpool Grain Market.

The Strange Mary Page

By Frederick Lewis, Author of :: "What Happened to Mary"

Essanay

Mary Page, actress, is accused of the murder of bavid Pollock and is defended by her loyer. Philip Langdon. Pollock was intoxicated. At Mary's trial she admits she had the revolver. Her maid teatifies that Mary threatened Pollock with it previously, and Mary's leading man implicates Langdon. How Mary disappeared from the scene of the crime is a mystery. Brandon tells of a strange hand print he saw on Mary's shoulder. Further evidence shows that horror of drink produces temporary insanity in Mary. The defense is "repressed psychosis." Witnesses described Mary's flight from her intoxicated father and her father's suicide. Nurse Walton describes the kidnaping of Mary by Pollock, and Amy is arton tells of Mary's struggles to become an actress, of Pollock's pursuit of her and of another occasion when the smell of liquor drove Mary insane. SYNOPSIS. Startled by her outburst and her pallor,

CHAPTER IX. A New Clue. (Continued from Yesterday.)

What was it?" "Her father's brutality on the night she fled from the house in wild terror. Miss Page had suffered from her horror of alcohol from a baby. As I have told the court before, pre-natal influence made her especially sensitive and with her increasing years and understanding enlarge the incipient horror till it beame represed psychosis."

Then it was her father's treatment, rather than his intoxicated condition, that drove her insano?" persisted the prosecutor; but Dr. Foster saw the drift of the question and shook his head emphatically.

intoxication, and the rock of the whisky on his breath. The pain of his brutal grip on her shoulder, and the sight of his Ill-treatment of her mother naturally had their effect-but they were not the main causes of her delirium."

"How do you know that Mr. Page gripped her shoulder brutally? Isn't that merely hearsay evidence?" The marks of the hand were plainly visible on the shoulder of Miss

Page when she was brought to me. These neavy braises overlay a curious birthmark that came and went, and the nails of Mr. Page's hand had dug such furrows into the flesh that the scars still Abruptly abandoning this line of ques-

tioning the prosecutor now caught up a tolded newspaper that lay on his desk, and, thrusting it toward the witness, said "I have here a copy of this morning's

News which has an article in it entitled. What Is Repressed Psychosis?" by Dr. Foster. Is that your brochure?"

"In it you say, "The cruel grip of Mary Pase's drunken father left its mark indelibly upon her shoulder, for under the 1 07% stress of intense excitement that mark 7766 seen it "I have

"I have seen it." With a sneer that brought a hot flush of anger surging into the doctor's face, the prosecutor turned and handed the paper that he held to the foreman of the jury saying slurringly: "Gentlemen of the jury, in this news

July. 11 20 11 32½ 11 30 11 30 11 20 paper which I offer as an exhibit for the state, you will find a long article May. 12 10 12 1507 11 92½ 11 9735 12 10 by the learned witness, which is paipably an effort to rouse cheap sympathy for the prisoner. In it he says substantially what he has said in court, the matter," cried the prosecutor. "You but in both instances, gentlemen, has failed to prove the truth of what he He offers his unsupported word, and throughout this brochure which be has written, he bertays an undue amount of interest and sympathy for the woman -Mary Page. I leave you to draw your

own conclusions." My unsupported has been taken in the court room without question before the future. The haby of today reflects this," thundered Dr. Foster. "What I have written and said would be accepted

comprehensive summary averaged 22 per cent or worse.

Profit taking by longs wiped out most of the advance in corn. The temperary upturn was based largely on improved shipping demand and on the strength of wheat. Oats paralleled the action of corn. The northwest reported liberal sales to the seaboard and so also did central Plinois.

Active demand for greases put strength into the provision market, especially lard Holders of park and ribs, though, unloaded on the savance and caused something of a reaction. be stricken out, but he was nevertheless racking his brains for some method of proving the recurrence of that strange bruise upon Mary's shoulder when, with the abruptness that characterized him, the district attorney dismissed the wit-

And now it was Mary whose name was called by the balliff, and the little quickening stir of interest and sympathy that never failed to great her swept through the room and seemed to give her a mo mentary strengh. But her face was so white and her hands so unsteady that the bailiff, without waiting for another order from Langdon, hurried after the smelling saits, his exit through the door into the prison letting in an incongruous burst of hilarity that brought an angry froms to the judge's face.

He was, however, the only one who noticed it, for the attention of everyone else was fixed upon Mary, who stood swaying in the witness box, her eyes turned appealingly toward Langdon, But though he read their mute prayer cor-rectly he dared not hesitate, and the very first question was the one she had been dreading.

"Miss Page, will you try to tell the court as fully as possible exactly what occurred on the night when you left the banquet and joined David Polleck

It swept away all her new found hope and plunged her dissily down into despair. To her it seemed to prove that even Langdon placed little or no credence upon the words of Dr. Foster, and she had a feeling of being suddenly is:lated-alone-in a world of hostile faces. A sob caught in her throat and the room grew black before her, and when she spoke her words came slowly-one at a LIVERPOOL. March 16.—WHEAT—
Shot. No. 2 hard winter, gulf, 12s hidd:
No. 2 red western winter, The Ed. No. 1
durum, Ils 86.
COMN-Spot American mixed, new, Pictures by

(Copyright, 1915, by McClure Publications) | went-into-that-other-room. Mr. Pollock-was-there. He wouldn't-let-me leave. He-he-tried-to-kies-me. The be threatened me. He-had-a giasa of whisky. I-saw him-coming towards me -and-that's all-I can remember! Her voice ross shrilly on the last words, and she repeated them, the tears running down her cheeks. 'That all-ph, you know that is all-that I-remember!

> Langdon went quickly to her side and her laid his hand on hers. "Of course, I know," he said reassuringly. "I just wanted you to repeat it to the court. That was all-and-I won't

ask any more questions now.' "But I have one or two to sak." in the prosecutor, exultant over the opportunity to cross-examine Mary now that her composure had given way. And, ment for prompt execution. in spite of the whispers of "Shame! He's no right to torture her now," that drifted from the spectators and brought a warning rap from the judge's gavel,

'Miss Page, Dr. Foster has told a remarkable story of your strange susceptibility to the smell of alcohol. Can you vourself tell of any definite occasion other than the two that have been men tioned-when you were overcome in this -well, very peculiar manner?"

The biting sarcasm of his rasping voice acted upon Mary like a dash of ice water. She straightened up haughtily and her voice was so cool and quiet that he bailiff, who was handing Langdon the smelling salts, made a comic face as if mocking their precaution. "I have been overcome in that 'pect

Will you name one?" "Yes. If you will look through the files of the Rochester papers of two summers ago, you will find that I had -an attack while playing in stock in that city."

lar manner on several occasions.

"There was a big supper scene in the play which dealt with city life. company were supposed to be drunken revelers, and I was to join them and drink, too. As usual, I had expected to find cold ted in my glass-ort for a joke -real champagne had been substituted. remember only a sickening rush of horror as of some awful impending disaster. I know I screamed-but the next thing I remember was being home in bed. They told me I had rushed from the stage like a mad woman. That of course can be verified by the papers or by any

member of that company." The prosecutor laughed insultingly. 'And you," he taunted, "you who get mad at the smell of alcohol are yet sufficiently familiar with it, to recognize champagne-the moment you lift

your glass' "I didn't know it was champagne," she reappears. Is that hearsny-or have you protested. "I merely knew it was wine of some kind. It's-it's the smell"-"The bouquet is the term more frently used," badgered the prosecutor

'And can you tell us some other occasions, when you drank in that perfume and-were overcome?" The speer in his voice was becoming torture to Mary. She felt like one beating herself against a stone wall. She was bruised and weary, and her agony found vent in a sudden pathetic little cry:

"What is the use of my telling you? You won't believe me! "What I believe has nothing to do with



what greatures may be acquired when he may be acquired when he grows up. And any influence that brings relief to the expectant mother is the first and greatest of obligations. There is a spleadid remedy known as "Mother's Friend" that has been a safeguard, a helpful dally influence, to a host of women. Applied externally to the muscle: they become plant, there is an absence of distress, the nerven are soothed by taking away the burden of leaving all to just natural conditions.

There is in "Mother's Friend" the direct and immediate help that all expectant mothers require. Used by their own hand, guided

forming a mute appeal against the drastic threat. Those who were watching her saw in the movement no more than a hysterical impulse born of the legal wrangle, but it was as something ar deoper and greater. For to Mary, Dr. Foster stood as the keystone of her proof of innocence. He believer her—and to strike out his evidence meant that there was no one—no one left who—understood.

while you are on the stan-"I tell you"-began Mary. Then, with little choked exclamation she caught at the rall with groping hands. "Philip! she called, "Philip!" And as he sprans to her side, she collapsed half fainting into his arms, shuddering and sobbins such obvious hysteria that it did not not need Langdon's plea for a short recess to make the judge ear briefly:

Court will adjourn for fifteen minutes or until such time as Miss Page is in a condition to be brought back to the

(To He Continued Tomorrow.

American Army Will Present Villa, When Caught, to Carranza

WASHINGTON, March 16.-While apparently there has been no formal discussion of what shall be done with Villa if he is captured, it is regarded as probable that if taken alive the bandit leader will be turned over to the de facte govern-

That would avoid embarrassing ques-States undertook to arrange for his extradition to Texas for trial on the charge he stopped briskly forward and asked: of murder. Army officers think, however, it is altogether unlikely that Villa will permit himself to be made prisoner Knowing the certain fate awaiting him he is expected to fight as long as there is breath in his body.

Commons in Uproar When Asquith Flayed

LONDON, March 18.-Considerable resentment was aroused in the House of mons today by a bitter attack on Premier Asquith by Sir Arthur Basil Markham, liberal member from Nottinghamshire, who asserted that Mr. Asquith was a professional politician. He quoted Mr. Asquith's remarks that the premier would stick at nothing to end the war. and added, "the only thing he will stick to is his salary."

This brought loud cries of disapproval from every quarter of the house and also demands for the withdrawal of the accusation. The speaker calmed the tumult and brought the incident to an end with the remark, "The member's remark is not disorderly, but the members will form their own judgment of its value."

GARRISON WILL PRACTICE LAW IN NEW YORK CITY

NEW YORK, March 16.-Lindley M. Sarrison, former secretary of war, has ecome a resident of New York City, and as soon as admitted to the New York bar, will practice law here as a mem ber of the firm of Hornblower, Miller, Potter & Earle, it was announced by that

just answer the questions put to you firm today. Mr. Garrison was formerly a vice chancelior of the state of New

Red Ink Extra Tells Felons Osborne Free

OSSINING, N. Y., March 16.-The news that the indictment against former Warden Thomas Mott Osborne had been dismissed was greeted at Sing Bing by one of the notalet demonstrations in the history of the prison.

"The Bulletin, a weekly paper edited by convicts, got out an "extra" edition in red ink and 1,600 of the prison immates who assembled in the meas hall loudly applauded the speeches by Warden Kirchwey and Governor Spry of Utah.

Recipe to Clear a Pimply Skin

Pimples are Impurities Seeking an Outlet Through Skin Pores.

Pimples, sores and bolls usually result from loxins, poisons and impurities which are generated in the bowels and then absorbed into the blood through the very ducts which should absorb only nourishment to sustain the body.

It is the function of the kidneys to filter impurities from the blood and cast them out in the form of urine, but in many instances the bowels create mora toxins and impurities than the kidneys can eliminate, then the blood uses the skin pores as the next best means of getting rid of these impurities, which often break out all over the skin in the

form of pimples. The surest way to clear the skin of these eruptions, says a noted authority, is to get from any pharmacy about four ounces of Jad Salts and take a tablespoonful in a glass of hot water each morning before breakfast for one week This will prevent the formation of toxina in the bowels. It also stimulates the kidneys to normal activity, thus coaxing them to filter the blood of impurities and clearing the skin of pimples.

Jad Salts is inexpensive, harmless and is made from the acid of grapes and lemon juice, combined with lithis. Here you have a pleasant, effervescent drink which usually makes pimples disappear; cleases the blood and is excellent for the kidneys as well.-Advertisement.

"Care of Baby Chicks" A new book by Geo. H. Lee, just out. The best ever published. Condensed experience of 25 years, in handy, residable, remembership form. Gives every detail from egg to laying maturity at four and one-half months. Valuable for spring and summer reference. Sent free for stamp.

HAYDENS 16 IN DODGE AND DOUGLAS STREETS To Reduce the COST OF LIVING Buy for Cash and Do Your Trading at Hay-

den's for Groceries where you can save from 25% to 50% on the high cost of living.

Not the trusts or combinations. Sugar for \$1.00

48-lb, sacks Best High Grade Diamond H Flour, bothing finer for brend, pies or cases, sack. \$1.25

10 bars Laundry Queen White Laundry Soap, Beat 'Em All or Diamond C, for \$50

10 bars Fearl White Laundry Soap, for \$50 A CARLOAD OF EXTRA FAMOU RIGHLAND NAVEL ORNGES FOR SATURDAY— CRANGE DAY. 126 size, that retail at 40c dozen,

Anything you want in fresh vege-tables or Fruits, we have it at a saving of 50 to 100 per cent.

It Pays Try HAYDEN'S First It Pays

ERSIFLAGE and Flapdoodle Will Not Sell Your Goods---

Many failures in merchandising can be traced to the lack of efficiency in advertising. Even using the newspapers persistently and continuously will not build up a store unless there is char-acter and integrity in every word of the copy printed in the advertisements of the estab-

Having once decided that the newspaper is the logical and most profitable medium for advertising messages to the public, the question naturally arises: "How shall the merchant make effective and profitable use of the newspaper?" The first thing to be done is to fix an amount to be expended, which should be a percentage of the gross income, and then plan a definite, truthful, persistent and continuous campaign.

SPASMODICAL OR PERIODICAL ADVER-TISING DOES NOT PAY. It is a waste of

time and money. The merchant who advertises by spurts, who takes a "flyer" in certain dull seasons of the year will never get satisfactory results from advertising. Just as he gets the load near the top of the hill he lets go and loses all the momentum he may have created.

Persiflage and flapdoodle in copy will not do-it will not sell goods. Advertising capy must have in it above all things else "sales-manship." Verbal pyrotechnics will not do, but a sane, conservative, steady, persistent run of copy in the daily papers will build up a good-will asset that cannot be destroyed.

In Omaha the merchants who are succeeding, who are winning trade and success are those who make their advertising reflect the character of their store day after day, week after week. You will find them persistently using the columns of

THE OMAHA BEE

"Where Continuous Advertising Will Pay"