

### Every Successful Man Is Salesman, Pastor Declares

Tells Audience Route to Success Is Selling Either Things or Ideas.

Columbus, O., April 4.—"Eighty per cent of us are \$1,200-a-year people," declared Gordon J. A. Hargrave, character analyst, addressing a local audience.

"There are fewer \$5,000-a-year people, still fewer \$10,000 people and not very many worth \$25,000 a year.

"The more you use from your neck down, the less you are worth. How much money do you spend from the neck up? What do you read?"

"If you don't work when you are young you will have to work when you are old, and the best way to work is with your head. Not many people even think that they think that they think."

"Education means nothing unless the man is behind it to put into effect. Of the 4,000 leading successes of the country, 3,220 never went to college, and more than half of them never finished in the common schools."

"Small firms are small because they can't get more men worth big salaries. Big firms pay any price for individuals who can use their brains."

"Every big success in the world is a salesman. They may not sell things, but they sell ideas. Ambition and self-confidence are the same thing. If you have ambition you will have self-confidence, and if you have self-confidence you will have ambition."

"Success is attained by the man who is able to give all the necessities and many of the luxuries of life to his dependents, and who will make the world better for having passed through it. Accumulation of wealth means nothing."

"All successful men look alike. They are well rounded both mentally and physically."

### Osborne Asserts Bank Stocks Must Be Taxed

Lincoln, April 4.—(Special)—W. H. Osborne, state tax commissioner, issued the following instructions today to county and precinct assessors as to the proper method of assessing banks, trust and investment companies under the new revenue law:

"Bank, loan and trust company stock is defined as tangible property, and is taxed at the same rate as tangible property."

"In permitting deductions to be made from the assessment of the value of the shares of stock, you should use the value of such property which has been assessed separately, and this amount to be determined by the assessment record. Allow no deductions for such an amount as may be invested in real estate mortgages or for government securities owned by such concern."

"Such taxes shall be in lieu of all other taxes of all other property of such bank, association or company as well as all other taxes on the stock or shares of such bank, association or company in the hands of the individual. County assessors should scrutinize the returns of these concerns and see to it that bank stock is not listed as intangible property."

### Livestock Rate Hearing Ordered Held in Omaha

Washington, April 4.—(Special Telegram)—The Interstate Commerce commission has ordered a hearing held in Omaha May 16 by Examiner Desque in the matter of interstate and intrastate rates for the transportation of livestock.

The complaint of the National Supply company of Lincoln, Neb., against the Chicago, Burlington and Quincy Railroad company, in which rates on coke in carloads from Terre Haute, Ind., to Coburg, Ia., and Adams, Neb., were questioned, was dismissed and the rate declared reasonable.

### Butler County Teachers Hold Annual Convention

David City, Neb., April 4.—(Special)—The 29th annual teachers' convention of Butler county was held in the Community theater. George Martin, president of the State Teachers' college of Kearney gave an address at both morning and afternoon sessions. The David City Juvenile band gave a concert in the morning and the Treble Clef club gave one in the afternoon.

One hundred and twenty-seven teachers were enrolled. The program was arranged by County Superintendent Oma L. Cady.

### Priest Renounces Legacy of \$8,000 to Sister in Lincoln

Lincoln, April 4.—By the act of renunciation of Rev. Father John E. Green, a Catholic priest of St. Louis, Margaret E. Green of Lincoln, a sister, will receive the entire estate of John Green, for 46 years chief engineer of University of Nebraska buildings. By the terms of the will, filed today for probate, Rev. Father Green was left \$8,000, while Margaret Green was left \$1. Rev. Father Green came from St. Louis to officiate at the funeral of his father.

### Women Gather at Tecumseh for Missionary Meeting

Tecumseh, Neb., April 4.—(Special Telegram)—The forty-second annual meeting of the Women's Missionary society of the Nebraska City Presbytery convened in Tecumseh this afternoon. A good-sized delegation of women arrived from over the district, despite the storm. Twenty churches in 10 counties are included in the district. A program is being carried out and the meeting will end Wednesday.

### McPherson County Tax Levy Is Highest in State

Lincoln, April 4.—(Special)—The average county levy on \$1,000 valuation is \$4.42 against \$3.30, the state levy, according to figures compiled today by Phil Bross, secretary of finance.

The highest levy is in McPherson county where it is \$9.90. Another high one is in Sherman county where the levy is \$7.44.

### Brief City News

**Boy Convicted**—Bernard Cehler, 14, was found guilty of grand larceny by a jury in district court yesterday.

**Open Auto Camp Bids**—Bids for the construction of an auto camp at Elmwood park were opened by the city council yesterday.

**M. O. Blanks Noted**—Thirty-one blank postal money orders, number 1719-24, were stolen from the windows of the registry section of the postoffice Monday night.

**Aged Man Wants Divorce**—Motel Sokolof, 74, filed suit for divorce against Nellie Sokolof, 52, in the district court yesterday. They have been married 22 years.

**To Visit East**—Harvey H. Jones, Omaha branch manager of the Lee Tire and Rubber company of New York, accompanied by Mrs. Jones, is on a trip to the east.

**Unhappy by Divorce**—Howard Farrell, president of the Farrell Syrup company, showed little concern when served with divorce summons by Deputy Sheriff Quackenbush yesterday.

**Charge Withdrawn**—The charge against Detective Ben Danbaum and Fred Palmieri by Ben Burton, 221 North Thirtieth street, alleging that they shot him without cause, was withdrawn yesterday.

**Mother Punished**—The mother of James Scott, murdered policeman, is to receive \$2,250 in weekly installments of \$15, on an order signed yesterday by Frank Kennedy, state labor commissioner.

**Warren Has Daughter**—A daughter was born Monday to Mr. and Mrs. W. T. Warren at Elizabeth, N. J., according to word reaching Omaha friends. Mrs. Warren formerly was Miss Alta Anson of Omaha.

**PIANOS**

TUNED AND REPAIRED  
All Work Guaranteed  
A. HOSPE CO.  
1513 Douglas. Tel. Doug. 5588.

**Corns?**

—just say  
**Blue-jay**  
to your druggist  
Stops Pain Instantly

The simplest way to end a corn is Blue-jay. A touch stops the pain instantly. Then the corn loosens and comes out. Made in two forms—a colorless, clear liquid (one drop does it) and in extra thin plasters. Use whichever form you prefer, plasters or the liquid—the action is the same. Safe, gentle. Made in a world-famed laboratory. Sold by all druggists.

Free: Write **Blue-jay & Black, Chicago, Dept. 12** for valuable book, "Correct Care of the Feet."

**Say Ben-Gay for Headache**

Say Ben-Gay at any drug store and you will get a tube of the original French Baume Bengue (Analgésique), then use as follows: apply hot wet cloth to forehead and back of neck—after drying, rub in Baume using gentle circular movements. Keep a tube handy for Sore Throat.

THOS. LEEHMAN & CO., NEW YORK

**HAVE DARK HAIR AND LOOK YOUNG**

Nobody Can Tell When You Darken Gray, Faded Hair With Sage Tea.

Grandmother kept her hair beautifully darkened, glossy and attractive with a brew of Sage Tea and Sulphur. Whenever her hair took on that dull, faded or streaked appearance, this simple mixture was applied, with wonderful effect. By asking a any drug store for "Wyeth's Sage and Sulphur Compound," you will get a large bottle of this old-time recipe, improved by the addition of other ingredients, all ready to use, at very little cost. This simple mixture can be depended upon to restore natural color and beauty to the hair.

A well-known downtown druggist says everybody uses Wyeth's Sage and Sulphur Compound now because it darkens so naturally and evenly that nobody can tell it has been applied—it's so easy to use, too. You simply dampen a comb or soft brush and draw it through the hair, taking one strand at a time. By morning the gray hair disappears; after another application or two, it is restored to its natural color, and looks glossy, soft and beautiful.

**ADVERTISING**

**HAVE DARK HAIR AND LOOK YOUNG**

Nobody Can Tell When You Darken Gray, Faded Hair With Sage Tea.

**WILKE & MITCHELL,**  
Footlights and Farmam  
**LYNAM & BRENNAN,**  
16th and Dorcas  
**E. KARSCH CO.,**  
Victrol and Hiss bldg.  
**ARMAND PETERSEN**  
2508 Sherman Ave.  
**HANNEGAN & CO.,**  
25th Ave. and Leavenworth

**F. B. BOGATZ,**  
21st and 8 Sts., South Side  
**ERNEST BUFFETT,**  
The Grocer of Dundee  
**FRANK KUSKA,**  
13th and Garfield  
**OSCAR E. NELSON,**  
24th and L. Sta., South Side  
**THORIN & SNYGG,**  
Fortieth and Hamilton

**JEPSEN BROS.,**  
25th and Cumine  
**J. D. CREW & SON,**  
Thirty-third and Arbor  
**GEO. I. ROSS,**  
24th and Ames  
**GILES BROTHERS,**  
Benson.

### Hoover Praises Work of Relief Body in Nebraska

A letter from Herbert Hoover, as head of the American relief committee for Europe, to the Central States Volga Relief society, pays the organization a high compliment for raising \$100,000 throughout Nebraska at an operating expense of less than 1 per cent. The money is to be expended for food for starving Russia.

A campaign to raise \$10,000 in Omaha will open today. John Rohrig of Sherman & McConnell Drug company is in charge. The drive will last one week. The Omaha Ministerial union voted to aid in the work.

### Son Born to Swansons.

A son, Charles Ove, was born yesterday morning to Mr. and Mrs. Harold Swanson of Florence. Mrs. Swanson formerly was Miss Hertha Ove.

### Eastern Woman Wants Western Man for Mate

In a letter to City Clerk Claude Bosse, a Providence (R. I.) woman expresses the wish to marry a western man. She says she does not like the men in her own community, for they are "too funny and lazy." She wants a man, not necessarily with money, but who is willing to work and be loyal to her.

**SPECIAL PRICES on MILLINERY**  
to Suit Every Fancy  
**on WEDNESDAY and THURSDAY**

at 2.95 for Trimmed Hats

Hats that sold as high as \$7.50 are in this group, consisting of black and all colors—trimmed with flowers, feathers, and embroidery. Some very attractive sport hats included.

at 3.95 for Tailored Sailors

Hats that sold as high as \$10.00 in this group. They are mostly double brims and are slightly rolled. Choice of brown, navy, or red, with white facings.

**UNTRIMMED SHAPES . . . . \$1.00**

We advise an early selection, as there are just 100 shapes in this lot at \$1.00. All colors. Extraordinary values.

**ELDRIDGE-REYNOLDS**  
The Store of Specialty Shops.

**WEDNESDAY--a Group of Popular POLO COATS**

Will Be Placed on Sale at--  
**\$15**

No doubt you have been wanting one of these smart coats which are so popular and which should be in every wardrobe, but have been unable to get it at the price you wanted to pay.

Here is your opportunity to get a smart polo coat of splendid quality material in light or dark shades of tan. They are just the right weight for spring and summer wear and as to value—well, the small price speaks for itself.

Coat Shop—Second Floor

**ELDRIDGE-REYNOLDS**  
The Store of Specialty Shops.

**BUY-RITE STORES**

Quality Without Extravagance

Fresh Carload of Fancy Red River Early Ohio Potatoes, bushel \$1.50

**BUY-RITE SPECIALS FOR WEDNESDAY AND THURSDAY**

**A NEW BUY-RITE PILLAR**  
DAIRYMAID Extra Fancy Creamery Butter. Packed expressly for the Buy-Rite Stores. Every pound guaranteed. Per pound .39¢

**SOAPS! CLEANERS! SOAPS!**  
Just arrived, 1 solid carload of Peet Bros. Crystal White Soap. The new large bars, 10 for 52¢; per box of 100 bars, \$4.99  
2 large packages of Defiance Starch, .25¢  
5,000 cans Victoria Cleanser, 6 large cans 25¢

**FLOUR! FLOUR! FLOUR!**  
500 bags Gooch's Best Flour, 24-lb. sack \$1.15  
Per 48-lb. sack \$2.10  
500 bags of Omar Wonder Flour, per 24-lb. sack \$1.15  
Per 48-lb. sack \$2.10  
500 bags of Red Star, Buy-Rite exclusive brand flour, per 24-lb. sack \$1.35  
Per 48-lb. sack \$2.55  
500 bags of White and Yellow Corn Meal, per large sack \$1.35  
1,000 bags of Wheat Graham Flour, per large sack \$2.95

**M. J. B. COFFEE**  
Start the day right with M. J. B. COFFEE. It will please the most discriminating coffee drinkers. The ever fresh vacuum packed coffee.  
Per pound .45¢  
3 pounds for \$1.30

**TEA! TEA! TEA!**  
Just received 2,500 pounds of direct import Lipton's Yellow Label Tea. ¼ lb. 23¢  
½ lb. 45¢; 1 lb. 85¢  
Tea is advancing, lay in a supply now.

**MAIL ORDERS FILLED PROMPTLY AT ANY BUY-RITE STORES.**

**BUY-RITE EXTRA SPECIALS**  
Van Camp's Baked Beans, small cans, 10¢  
medium sized cans, 15¢; large cans, 25¢  
1,000 10-lb. bags of Pure Table Salt, bag, 22¢  
JELLO, all flavors, 3 packages, .33¢  
3,000 lbs. of large fresh Black Walnuts, 5 lbs. for .33¢  
Howard's Salad Dressing, medium sized bottle, for 39¢; large size bottle .73¢  
Ideal Malt and Hops, per set .65¢  
Per case of 12 sets .75.50  
Borden's Milk Almond and Chocolate Bars, 6 5c bars for .19¢  
Large jars Buy-Rite Brand Peanut Butter, the ONLY Peanut Butter, per jar .23¢  
50 foot sash cord Clothes Line, 65c values, special .43¢  
Clothes Pins, large 15c packages, 3 for .25¢  
1,000 Buy-Rite Brooms, \$1 values, each .88¢  
500 75c value good Brooms, each .53¢  
Large quart jars of Yellowstone Dill Pickles, per jar .25¢  
Large quart jars of Yellowstone Split Sweet Pickles, per jar .39¢

**LENTEN SPECIALS**  
Highest grade Cod Fish, 1 lb. .33¢  
Strictly fresh Country Eggs, per dozen .27¢  
3,000 lbs. of Full Cream Brick Cheese, lb. 25¢  
3,000 lbs. of Full Cream Cheese, per lb. .27¢  
25c cans of King Oscar Sardines in pure olive oil, 3 cans for .95¢  
Alaska Deep Red Salmon, 3 tall cans for .95¢  
Cut the cost of living, buy TROCO, the highest grade nut butterine, per pound .24¢

**CANNED FRUITS AND BERRIES**  
No. 2 cans of extra fancy Strawberries, Red Raspberries, Loganberries, Blackberries and Black Raspberries, in heavy syrup, very special, 3 cans for \$1.05  
No. 1 cans of Kamo Bartlett Pears, Royal Anne Cherries, Apricots, Yellow Free Peaches in halves, Lemon Cling Peaches sliced, 3 cans for 72¢; 12 cans for \$2.59

This important sale will be held Wednesday in our Dress Shop—second floor.

Another Remarkable Episode  
**Betty Wales Dresses**  
at 35.00

A still more elaborate collection of Betty Wales Dresses is offered in this event.

With her usual ability to create fully varied and charming styles, Betty Wales has designed dresses here illustrated for which you might well expect to pay a much greater price.

Colors, rich, varied and exquisite. Spring-time and youth in every line.

Sizes for Girls and Women.  
The Betty Wales Label in every one—and each is unconditionally guaranteed.

**ELDRIDGE-REYNOLDS**  
The Store of Specialty Shops.



★ **111** one-eleven cigarettes

Three Friendly Gentlemen

In a new package that fits the pocket—  
At a price that fits the pocket-book—  
The same unmatched blend of  
**TURKISH, VIRGINIA and BURLEY** Tobaccos

**10¢** for **FIFTEEN**

**FRIENDS**  
The American Tobacco Company has grown through the friends it has made. "111" cigarettes in eighteen months have come to be one of the four largest national selling brands—increasing greatly the number of our friends and making possible a new and lower price on "111" cigarettes. Try a package today.

Guaranteed by **The American Tobacco Co.**  
—which means that if you don't like "111" Cigarettes, you can get your money back from the dealer.

★ **111 FIFTH AVE**  
NEW YORK CITY