

REAL ESTATE MEN WANT BETTER ROADS

FINAL SESSION OF ASSOCIATION HELD—LOUISVILLE NEXT YEAR.

Denver, July 20.—Louisville was chosen as the convention city for 1912 and Samuel S. Thorpe of Minneapolis was elected president late today at the closing session of the annual convention of the National Association of Real Estate Exchanges.

Officers. A list of officers elected for the ensuing year follows:

President, Samuel S. Thorpe, Minneapolis; vice presidents, Frank Craven, Philadelphia; Valentine H. Surghner, Chicago; Samuel Collyer, Seattle; Gerald B. O'Reilly, St. Louis; Forest Adair, Atlanta; C. D. Shepard, Winnetka; secretary, R. Bruce Douglas, Milwaukee; treasurer, A. G. Bowes, Denver; executive committee—J. D. O'Donnell, Billings, Mont.; Phil C. Hanson, Butte; John E. Cahan, Chicago; Philip Messenger, Cincinnati; John H. Flecken, Detroit; W. E. Saunders, Fresno, Cal.; C. F. Murphy, Great Falls, Mont.; Frank Armitage, Milwaukee; C. F. Harrison, Omaha; C. S. Cronin, Pontiac, Mich.; E. F. Percival, Port Huron, Mich.; W. R. Gillis, Superior, Wis.; and Frank G. Smith, Minneapolis.

Better Roads.

Before adjourning today the convention adopted a number of resolutions pertaining to subjects of legislative nature. One of these was a proposed measure for immediate and permanent improvement of the main public highways throughout the country. The resolution sets forth that improvement of public highways should be taken up jointly by the federal and state governments co-operating with the counties, and the expense involved should be equitably prorated between the nation, the state and the county.

The work of the National Rivers and Harbors congress and the policy for which the body stands was given a hearty indorsement, as was the plan and purpose of the National Soil Fertility league.

The body pledged itself to use its best efforts to have inquiry made into city planning and housing problem. Investigation by the federal gov-



Many of the things that we think we want we easily can do without, but we cannot begin to do without good foods. EMPSON'S SAUERKRAUT is an excellent food—Science says: "sauerkraut, cooked together with a little pork, is a good way of strengthening a weak stomach"

Empson's Sauerkraut is fermented right, and then canned—all further fermentation stopped—and cooked

ROBBERS HOLD UP NORTH COAST

LIMITED IS STOPPED NEAR FARGO—BANDITS GET FIVE HUNDRED DOLLARS.

Grand Forks, N. D., July 20.—Train No. 2, the eastbound North Coast limited on the Northern Pacific railroad was held up by three masked robbers secured about \$500 in cash by going through the passengers and shot Engineer S. P. Olson of Fargo twice in order to make him stop the train and made a successful escape in an automobile which they had awaiting them nearby.

JAPANESE SPY CAUGHT.

Wurzburg, July 20.—A local paper reports the arrest of a Japanese major who was caught examining the recoil mechanism of the new Bavarian field gun. The Japanese officer had been attached to the Bavarian troops by courtesy and is alleged to have been surprised at night while making observations by the use of a dark lantern at the maneuver field at Hammerburg.

GIRLS ARE CHARGED WITH KILLING HORSES

YOUNG WOMEN WHO RODE ANIMALS TO DEATH IN LONG RACE ARRESTED.

Billings, July 20.—(Special).—As a result of an investigation under the direction of Walter Shobe, deputy of the bureau of child and animal protection, warrants for the arrest of six of the young women who participated in the women's courier race, in which four horses were run to death, two men are alleged to have had something to do with the killing of a steer with arrows by the Crow Indians on July 4, were issued from the justice court.

The young women who were served with the warrants are Eunice Scott, Alice Barn, Doris Danford, Nellie Caswell, Hazel Burton and Myrtle Hogue. They are charged with cruelty to animals.

The complaints against the men make allegations of cruelty in that they permitted the killing of a cow or steer in a cruel manner by the Indians. The defendants are John P. Ramsey and Bud Littlepage, who were judges of some of the contests, and Dr. J. T. Thompson, a veterinarian, who made an examination of the girls' horses before they were permitted to enter the races. Two of the young women, Eunice Scott and Hazel Burton, appeared before Justice Smith this evening and entered pleas of not guilty.

Thirteen young women participated in the courier race and, according to the deputy county attorney, seven of them withdrew their horses when it was seen that they were not in condition to continue, and he says for this reason complaints were not issued against them.

MONOPOLY OF TRUST IN AMERICA CLINCHED

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dent Roosevelt and Commissioner Garfield had been in collusion with steel trust officials. Mr. Stanley replied that he meant to imply "unseemly activity" of the steel trust.

"Were you ever directed by the president of the United States," asked Chairman Stanley asked Commissioner Smith, "to investigate particularly the Tennessee Coal & Iron company at the time the United States Steel corporation sought to get control of the non-Bessemer ores of the south before they did obtain them?"

"No, we did not investigate that matter at that time."

"Did you ever advise the president about the discovery of the open hearth process and the control of non-Bessemer ores by the Tennessee company?"

"I don't think we ever talked to the president about it."

"Did the president ever ask the department of commerce and labor to advise him as to the nature of the proposed merger between the steel corporation and the Tennessee Coal & Iron company?"

"Not to my knowledge."

"Is it not true in the light of the facts that when the United States Steel corporation absorbed the Tennessee company the latter controlled the only ores that could enter into competition with Bessemer ores?"

"It controlled the most important of the southern ores."

"If the steel corporation had a monopoly it practically clinched it through the absorption of the Tennessee company. Is that not true?"

Commissioner Smith said he did not want to commit himself and that all the facts in the bureau's possession would be submitted in due time.

TREATY OF CLAIMS RATIFIED BY SENATE

Washington, July 20.—The treaty between the United States and Great Britain providing for the arbitration of pecuniary claims between the two countries in accordance with the general treaty, was ratified by the senate yesterday. It provides that within four months either government may submit any claims which it desires passed upon, the only condition being that the claims shall be grouped. All claims not submitted within the time specified are to be barred.

A tribunal of three members, one of whom is to be chosen by the United States, another by Great Britain and the third by the first two, is provided for. It is to sit in Washington.

LOOKS LIKE A SALE.

New York, July 20.—Rumors of the proposed sale of the Boston National baseball club were strengthened tonight by the fact that the owners, William Heppburn Russell, held a long conference here with Ned Hanlon, the former Baltimore, Brooklyn and Cincinnati manager, in which it is understood Hanlon made propositions to purchase the club. No decision was reached.

RUMORS DENIED.

New York, July 20.—Charles M. Schwab, president of the Bethlehem Steel Corporation, gave emphatic denial today to the report that there was an effort made at the Brussels conference to secure an immediate control of steel products. Mr. Schwab returned yesterday from Europe. He said iron and steel conditions in European countries were excellent.

Champion Price Fighters

We retain the belt by continually knocking out competition. Read every ad in this paper, compare their prices with ours, then see the merchandise and you'll place your money on us at all odds. Listed here are a few of the many knockout bargains to be had during this great CLEARANCE SALE.

CLEARANCE SALE Black Voile Skirts \$7.50 VALUES ON SALE, \$4.95 Made in this season's best and most popular styles; handsomely braided in the new designs; best quality fine black voile; special sale price \$4.95 only

CLEARANCE SALE Women's Summer Dresses \$7.50 AND \$8.50 Values, made in wood styles of the best materials, in almost any color you might want; these are really beautiful dresses and cheap at the regular prices; at this sale price, here is the best bargain to come your way this season; \$3.75 now only

CLEARANCE SALE Women's Silk, Voile, Wool, Pongee and Foulard Dresses VALUES UP TO \$22.50 Here is a dress bargain never to be seen again; there is no fake about this, but the cleanest, best and biggest bargain that's ever been seen in Missoula; your choice of any in this assortment at only \$10

CLEARANCE SALE Women's Lingerie Waists \$3.00 AND \$3.50 VALUES A waist opportunity seldom seen; don't be foolish and waste it. In one great group are all our \$3.00 and \$3.50 waists, this season's best seller, and styles, priced at the same one low price; on this bargain we can't be matched; \$1.48 see them, at only

A Clean Knock-Out in Men's Clothing COMPETITION TAKES THE COUNT IN FIRST ROUND.

Clearance of Men's Suits \$18.00 Come to us right now and let fit you out in a suit; you'll get the best that money can buy in smart clothing, at the price of the very cheapest. Men and young men can now dress as well as those of ample means; on sale for 10 days, \$18.00 suits at

Clearance of Men's Suits \$30.00 A sale that needs no introduction to careful men—men have learned that it means bona fide reductions from honest first prices; means the choicest suits, the correct styles and materials; in short, absolutely desirable clothes and real reductions; on sale 10 days, \$30.00 suits at

Schlossberg's \$9.50 to \$15 A SAFE PLACE TO TRADE

After the Day's Work

XXVI.—A CURT NOTE AND AN ANSWER.

A business man writes me a rather curt note, in which he asks, "What, specifically, would you teach salesmen?"

I suspect there is a gentleman with a club waiting for me at the next turn of the road, but that will make the journey interesting, so we'll answer and take the journey.

I should give every salesman a chance to learn these things:

- 1. He should understand the policies that govern the relations of the house to its customers, its employees and to the business world in general.
2. He should personally know the men who are managing the business, and he should be given an opportunity to understand them.
3. He should know the goods the house is selling—from the standpoint of the house, that is to say, what it wants to push and why it wants to do so.
4. He should understand the value of the goods from the standpoint of the customer.
5. He should always know the true merits of the goods in comparison with competitors' goods.
6. He should understand what quality claims are made for the goods he is to sell.
7. He should know the selling experience of the house in the territory which he is about to enter.
8. He should be put in harmony with the selling methods of the house, and know the real measure of success or failure the house has had in marketing its product in the territory he is to enter.
9. He should understand all about terms, and he should be told the truth about them, i. e., whether the terms are rigid or not.
10. He should have an opportunity to get in touch with the other employees, and to get in sympathy with the spirit of the house.
11. He should be given ample time to absorb these facts, figures and policies into his system and salesmanship before being started.
12. He should be put through a course of training that will bring out the degree of his knowledge of these policies, ideals, realizations, restrictions, etc., so that when he goes into his territory or behind his counter, no customer can ask him a question about these things that he can't answer, and finally—if I couldn't sell him on every part of that program, I'd keep him in until I did, or I'd let someone else use him.

Is there one thing in that he shouldn't know—one thing he may not be taught? If so, I haven't found a business man who could demonstrate it.

You see, my friend, the art of selling, to paraphrase Josh Billings, is not in holding a good hand, but in playing a poor hand well. You've got to know a lot about the game.

E. ST. ELMO LEWIS, Adv. Mgr. Burroughs-Adding Machine Co.

BOY DROWNED IN HAMILTON MILL-POND

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present who knew a thing about where the boy went down. A woman was soon located on the west bank above the outlet of Canyon creek and as soon as boats could be secured all crossed the pond to the point where the brothers and father were waiting for assistance. The family is well-known here in Hamilton and many words of sympathy for the bereaved ones are heard this evening.

DUDLEY OUT OF DANGER.

Washington, July 20.—American Ambassador Dudley at Rio Janeiro, who has been seriously ill of heart trouble for several weeks, is now out of danger, according to advices to the state department.

ISIS

The Coolest Place in Town An All-Feature Program

Baseball Tonight. First Game Called 7:15 P. M. Grandstand Seats, 10¢

THE BASEBALL STAR FROM BINGVILLE.

Here's where all you fans can get onto the fine points of the game. It's full of comedy from the start, and a good deal of real information is found all through the picture play. It's better than the real thing.

The Sheriff's Brother A western picture of a distinct type. A photoplay for western people.

The Little Rebel Here is a war story with a novel plot. The picture is lively throughout, the heart story is interesting and there are war scenes which add to its attractiveness.

LeVasseur and Hoefer Singing songs that are always new and catchy.

The Hanon-Medcalf Trio Accompanying all pictures with the best of modern classics and popular music.

ALCOHOL IN SOLID CUBES. Will wonders never cease. One washes one's hands with liquid soap, powders one's nose with a bit of waxed paper and heats the lamp for one's curling tongs with a solid lump of alcohol. No bother with a bottle of alcohol in one's traveling bag, or the alternative worry of alcohol spilling in one's trunk and ruining pretty frocks. A cube or two of the last trick of inventive science—solidified, denatured alcohol is slipped into the handbag and when heat is required the little cube has only to be placed in a specially shaped alcohol stove. The alcohol tubes are said to be absolutely non-explosive, and three dozen may be had for a few cents.

FOUR WOMEN ARE KILLED. Troy, N. Y., July 20.—Four women were killed and a chauffeur seriously injured in an automobile accident at Ryeville, seven miles north of Granville, yesterday.

ALWAYS COOL GRAND ALWAYS GOOD

The Coronation of King George Needless to say, the most magnificent spectacle of the century. Thousands of people paid fabulous prices to witness this, the most gorgeous event of the century.

Tested by the Flag Everyone loves a true soldier; so will you love this picture. Are you following up the

Trial of the McNamars? We will show some views of the most important evidence. Also some views of the

Martin Creek Wreck In which twenty-six school teachers lost their lives.

The Cat Came Back Well, yes; comedy—and then some.

"She Got the Money" Some comedy.

MATINEE EVERY DAY. PRIZE MATINEE FRIDAY

Riverside Park

TONIGHT

Social Dance Good Music Moving Pictures Refreshments

At Missoula's Pretty Playgrounds

grade crossing by a train. In trying to cross ahead of the train the chauffeur in shifting to a higher gear, lost the spark and the machine stopped in the middle of the track.

BIJOU

This Program for Tonight Only

A Child of the Rancho See the cowboy snatch the child from a runaway horse at full speed. Thrilling; immensely exciting.

Oklahoma A western photoplay of exceptional merit and power; full of snap and ginger.

A Matrimonial Surprise Laugh and grow fat. Just the kind of comedy for the warm weather.

Love Is Best A powerful theatrical drama of undying love and devotion. Don't miss this.

Hear O. L. JEANCON, Montana's Premier Baritone, in 2 Song Hits, Hear the Bijou Orchestra in Popular Selections.

ALL NEW SATURDAY

MISSOULIAN WANT ADS BRING QUICK RESULTS.