

Builders Waiting for Lower Price Are Decreasing

Contractor Says Cost of Material, Freight and Labor Prevent an Early Drop.

Now is the time to build if best prices for material are to be obtained in the opinion of A. C. Busk, contractor.

"Spring building promises to be good," Busk said, "but there are a number of prospective builders who have expressed a determination to postpone building until after a drop in the price of material and labor."

"There is no hope of such a drop soon. Things can't be judged now on their former cost. It was possible to buy lumber at a fairly low figure, but that was before it cost so much for freight, when there was a greater supply of timber and when it cost much less to produce and handle the material."

"Just now it costs more for freight than it did for the lumber in those days. Labor is higher, and should be. All things taken into consideration it is evident that prices are not going to be less soon."

"I have known people to refuse to build until after reduction in the price of material and later wish they had not waited."

Busk declared that builders are rapidly becoming more willing to build, regardless of price, than at any time for several years.

New Real Estate Firm Will Open Offices Monday

Metcalf Company to Make Specialty of Building and Selling Moderate Priced Homes.

Organization of a new Omaha real estate firm, the Metcalf company, open offices on the ground floor of the Kennedy building Monday morning.

The new company will specialize in the construction and sale of moderate priced homes. More than 100 homes are expected to be completed during the coming year.

The new firm will be headed by Richard Lee Metcalf, former governor of the Panama Canal zone. Theodore W. Metcalf becomes secretary and treasurer. All building operations will be under the supervision of Joe Shaver.

The sales department will be headed by LeRoy Gehris and Ted Pitkin. Mr. Gehris also becomes manager of the brokerage department. Mr. Pitkin will be in charge of building department.

"What we want to do," said Theodore Metcalf, "is to make it possible for every family in Omaha to own its own home. This is possible under our system of financing. By purchasing building materials in great quantities we expect to keep down building costs and give the home builder the benefit of the saving."

Janitor Sweeps Up Purse Containing \$85 in Cash

Walter containing \$85 in bills which someone dropped in the corridor of Joslyn hall at the University of Omaha, was swept up and nearly thrown out by the janitor at the building.

He discovered the wallet, however, and turned it over to school authorities. It is being held for a claimant.

THE VALUE OF CHARCOAL

Few People Know How Useful It is in Preserving Health and Beauty. Nearly everybody knows that charcoal is the safest and most efficient disinfectant and purifier in nature, but few realize its value when properly prepared and taken into the human system for the same cleansing purpose.

Charcoal is a remedy that the more you take of it the better; it is not a drug at all, but simply absorbs the gases and impurities always present in the stomach and intestines and carries them out of the system.

Women Make Good Realtors, Say Four Omahans



MABEL G. CLANCY ALICE F. NELSON SARAH G. NORTON LYDIA E. BUCK

Gone are the days of "real estate men." Now it is a "real estate dealer," because women are in the business.

Omaha boasts four of them: Sarah G. Norton, Mabel G. Clancy, Lydia E. Buck and Alice F. Nelson.

All of the women are active, and long ago the men learned to respect their selling ability. Some of the men say it is not "selling ability." But that is as it may, the women sell.

Sarah Norton has centered her activities on farm lands. The first attention she paid to real estate was in 1910, when she homesteaded a place in Colorado. She was teaching school at that time and sold real estate during the vacation period. Later she began to devote all her time to the projects. She now owns, and manages, a big ranch in Holt county and three farms in Iowa.

"It's no different for a woman to succeed in the real estate business than a man," she declares. "There is only one thing to do and that is to work hard."

She believes farm land the best investment available today. Prices, she declared, have reached the bottom and success is within reach of any investor.

Mable Clancy, another of the women dealers, has not entered business for herself, but is a member of the sales staff of the C. D. Armstrong company. She declares that the opportunities of women in the business are unlimited.

"Women should be in the real estate business," she declared. "It is the women who should have the most to say about a home and a woman is bound to know what is necessary in a home that is for sale."

Lydia E. Buck, the third of the women realtors, is the "company" of D. E. Buck & Co. She is the wife of D. E. Buck. Mrs. Buck looks on the real estate business as a liberal education.

Alice F. Nelson left her place in the county clerk's office to enter the real estate firm of Gallagher & Nelson in 1908 and has been selling every kind of real estate since. She has specialized in homes, but often turns to business properties and farm lands.

"People are coming more and more to want to save steps in a home," she said. "No man can ever imagine what those steps are and would never eliminate them. That is where the woman comes in in this business."

All of the women declare they will stay with their work and will "give the men a good race."

Ford Band Will Play at Omaha Automobile Show

John Monnich, Ford dealer of Fremont, Neb., plans to bring his own band to the Omaha automobile show. The band consists of 25 pieces and was recruited from the ranks of his employes.

It is under the direction of Carl Hawkins. The band will furnish music Monday at the special Lincoln, Ford and Fordson exhibit in the building adjoining the Auditorium on Fifteenth street, and will also play on the streets of Omaha.

First Real Estate Board Letterhead Unearthed and Will Be Preserved

A copy of the Omaha Real Estate board's first letterhead, 38 years old, was handed to the board last week by Harry Tukey, who received it from Arthur Hartman of Glendale, Cal., son of the first president of the board.

The letter head, containing names of first officers and committee men, and will be framed as a historical record. At the time this letterhead was printed, 1886, the organization's name was Omaha Real Estate exchange.

The letterhead lists the following as officers of the exchange: C. Hartmann, president; George P. Bemis, vice president; J. B. Evans, secretary; A. P. Tukey, treasurer. Bemis was a former mayor of Omaha, and A. P. Tukey, now retired, is the father of officers.

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State Retailers Meet at Lincoln February 26-28

Divisional Meetings, General Sessions, Banquet and Election of Officers on Program.

Eighteenth annual convention of the Federation of Nebraska Retailers will be held at the Lincoln hotel, Lincoln, from February 26 to 28.

Members of the board of directors will meet at the hotel Tuesday afternoon, February 26, at 1. Tuesday night at 8 the first general session of the convention will be held.

J. Cass Cornell, president of the Lincoln Chamber of Commerce, will deliver the address of welcome, and W. C. Elliott of Mason City will deliver the response. Address of the president, V. G. Lyford of Falls City, also will be made, together with the reports of the secretary and treasurer.

J. F. Daley, merchandising manager of the Burgess-Nash company, Omaha, will deliver an address. Speakers the following day will include T. K. Kelly of Minneapolis, Miss Marie Weesner, advertising manager of Miller and Paine, Lincoln; Fred W. Anderson of Cozad, Neb.; Winfield Hartzell, Denver.

The morning session will be followed by a general discussion. Annual business meeting of the Federated Merchants Mutual Insurance company will be held at 11:30. At noon there will be a grocers' luncheon in the Chamber of Commerce building, with members of the grocers' association, the furniture association, the shoe association, and the dry goods and ready-to-wear association.

The afternoon banquet of the Paper and String club will be held in the evening at 6:30 in the ballroom of the hotel.

Thursday morning speakers will include S. A. Sanderson, Lincoln; Harry L. Keefe, Walthill; A. W. Gordon, Omaha; H. C. Balsiger, Kansas City. The talk again will be followed by general discussion.

In the afternoon talks will be made by C. W. Watson of Lincoln; T. W. Carroll, Lincoln; Sheriffs W. D. Smith, C. P. Hensel and W. C. Condit of Tekamah, Lincoln and Fremont, respectively; F. S. Penney, Fullerton; A. M. Giamiti, Farwell; E. A. Bock, Prague; P. J. Dingworth, Raveline; W. E. McDonald, Craig; J. L. Rice, Blue Springs; and Tony Kriz, Weston.

Annual business meeting of the federation will be held Thursday afternoon at 4:30, at which time directors will be elected and the convention city for 1925 will be selected. Annual banquet and entertainment, given by the Lincoln manufacturers and jobbers will be held at 6:30.

Speakers at sessions of the Furniture Dealers' association will include George Proudfit, Lincoln; W. G. Freeman, Fairbury; and T. K. Kelly, Minneapolis.

Speakers before the Dry Goods and Ready-to-Wear association will include Newton Gaines, University of Nebraska; A. H. Powell, Lincoln; C. J. Guenzel, Lincoln, and J. C. Ridnour, Lincoln.

Speakers at the sessions of the Shoe Dealers' association will be Fred Wells, Lincoln; F. M. Nebe, Atlantic, Ia.; Leo Lowenberg, Abilene.

Reception for Women. Speakers before the Grocers' and Meat Dealers' association of which Ernest Buffett of Omaha is president, will include Winfield Hartzell of Denver and H. C. Balsiger of Kansas City.

Women attending the convention will be tendered a reception at the governor's mansion Wednesday afternoon at 3, and will attend the Paper and String Club banquet Wednesday night.

Thursday afternoon there will be a reception and tea by the school of fine arts of the University of Nebraska, at the university library building, with address by Prof. Paul H. Grummam, director of the school of fine arts.

Seven Omahas Are in United States

There are seven Omahas in the United States. In addition to Omaha, Neb., there are Omahas in Arkansas, Georgia, Illinois, Kentucky, Texas and Virginia.

This fact was stressed Saturday morning by Charles E. Black, postmaster, in admonishing patrons of the postoffice to be sure that all letters mailed bear proper return addresses. Nineteen million letters without return addresses reached the dead letter office last year, he said.

When in Omaha Stop at Hotel Rome

Business is good. That is the word of R. F. Clary after a week of hustling. In that week he sold four finished houses, a business property, several lots and started erection of three other homes.

"If you don't think business is good just look over that list," Clary said. One home was at 6915 North Twenty-fourth street, the business property was near Thirtieth street and Ames avenue, one lot was on Happy Hollow boulevard, other lots were in the Fontenelle park addition. One of the houses under construction is near the Miller Park school and the other two are on Wirt street.

Milton Peterson to J. J. McMahon, 4111 Davenport street, \$2,500. Field Club. Luella P. Osborne to Bernice Mithorn, 1215 Pacific street, \$4,500. Florence E. Slater to Kathryn M. Vollmar, 1392 South Thirty-fifth street, \$1,500. C. G. Somers to Mahdala Newmann, 1224 Fomatic street, \$5,154. Central. Emma B. Manchester to Margaret A. Miller, 510 South Twenty-seventh street, \$5,000. Nellie Siegert to W. L. Eckhardt, 507 South Twenty-sixth street, \$12,500. Northwest. A. J. Bero to C. J. Hanson, 4141 Lake street, \$4,250. H. H. Hennington to Jane Cobb, 2732 North Forty-seventh avenue, \$5,000. Anna S. Danielson to Eastern M. & L. company, 1914 North Forty-seventh street, \$6,000. H. A. Tukey to Anna Dworak, 4245 Burdette street, \$4,500. West Leavenworth. Brother company to William Faulkner, northeast corner Forty-third and Leavenworth streets, \$4,500. West Park. Mabel M. Benson to M. De Lacy, 2915 Marney street, \$11,000. H. L. Mitchell to Maude C. Sherman, 2224-25-26 Park street, \$12,500. Mine Lusa. C. W. Martin to Jens Jensen, 2447 Vaux street, \$5,100. H. D. Clarke to C. W. Carnaby, 2571 C. W. Martin to J. E. Mallette, 6566 Mine Lusa avenue, \$9,500. Dennis Park. T. D. Metcalfe to A. J. Rottstein, 3556 Hamilton street, \$4,000. Margaret Murphy to Andrew Politz, 5003 South Fortieth street, \$5,500.

Stewart Speedometer Has Added Features

The new model Stewart speedometer is attracting keen interest not only of Ford dealers but Ford owners. Colored dials warn the driver to oil and grease the car. This is an exclusive feature of the Stewart speedometer, distributed by the Stewart Warner products.

Correct lubrication will cut down running expenses and lengthen the life of any car. The colored dial is but one feature of the new model. The speed as well as the trip and season mileage is accurately recorded.

SEE OUR BRUSH SALE AD On Page 6-A It Will Save You Money. SHERMAN-McCONNELL DRUG CO.

Marmon-Hayward Has Hupmobile Agency



R. W. Hayward

The Marmon-Hayward, Inc., of which R. W. Hayward is the head, has secured the Hupmobile agency through the Stewart Motor company, Hupmobile distributor for the Omaha territory.

Hayward, in speaking of the Hupmobile, said, "I have been selling motor cars in Omaha for more than 10 years and have handled many good cars, but have always watched the Hupmobile closely."

"Each year Hupmobile has built a better car, one that gives the owner not only a very economical car to operate, but a car of long life and continued low cost of upkeep."

Richard L. Metcalfe Heads Realty Concern



Richard L. Metcalfe of Omaha is president of the newly organized Metcalf company, real estate firm, which will open offices in the Kennedy building Monday morning.

400 Little Hands Fly Girls Use Patterns Are Guests of Stars at Doll Dressmaking

The hands of 400 little girls were busy yesterday at the Burgess-Nash auditorium making new dresses for their dolls. They were guests of the store to learn the art of dressmaking with a real pattern made by the McCall Pattern company. Miss A. M. Gough, representative of the McCall company, was instructor.

All sizes of girls with all kinds and sizes of dolls came to the auditorium. A few boys accompanied their sisters but didn't touch a needle. Talking dolls, walking dolls and dolls that could go to sleep, had new dresses of gingham, voile and other materials sent to the store by M. E. Smith company. All sewing materials were furnished by the store.

The best made dress will be placed on exhibition and the girl who made it will be given another dress already made by the McCall Pattern company.

Another sewing class for girls up to 12 will be held next Saturday morning at the Burgess-Nash auditorium.

Coal Dealers Say Strike in April Doubtful

Operators Are Not Expecting Trouble in Signing New Contract—Industry Would Suffer Most.

Omaha coal dealers are not suffering qualms just over the possibilities of a strike on April 1, when the contracts between mine owners and workers will expire. The general opinion seems to be that there will be no strike. In any event, the dealers are not borrowing trouble.

The mine owners recently held a conference in Florida and considered the probability of the men demanding a five-year contract on the present scale. The owners will propose a renewal of the contract for another year and feel confident the men will accept.

No Strike Expected. Randall K. Brown of the Coal Hill Coal company, who has watched the situation closely, offered this statement yesterday:

"The general opinion of the operators is that there will be no strike. The price of coal at the union mines is too high because their operation is based on a week's wage for about half a week's work. The nonunion mines in Kentucky, West Virginia and other states are operating on full time and are able to undersell the union mines. The result is that the nonunion mines are getting a steadily increasing percentage of the business. It is my belief that the union miners realize they are being paid the highest possible scale."

Brown added that Omaha dealers are not loading themselves with unusual quantities of coal, because they do not believe they will have to face a strike situation.

"No One Knows." Ray Goddard of the Goddard Fuel company is of the opinion that no one knows just what may occur in the coal situation on April 1.

"There are as many opinions about the coal situation as there are about 'Teapot Dome,'" Goddard said. "It is impossible to tell in February what may happen in April. A strike in April would have little effect on the domestic supply of coal, but would affect the industrial supply."

Goddard indicated that coal men are not manifesting any anxiety over the coal situation that may develop on April 1.

Storming Method Renews Cylinders

The cylinders may truthfully be said to be the most important part of a motor car, for in them is produced the driving force that propels the car.

No matter how carefully other service work is done, if the cylinders remain in their worn or scored condition or if they are improperly repaired, oil will leak by and the compression will escape leaving the motor weak, wasteful and unsatisfactory.

The Storming method introduced by the Storm Manufacturing company of Minneapolis is the latest development in this field and marks an epoch in the manufacture of cylinder renewing equipment.

It brings to the service shop latest approved factory methods and precision. It gives the shop a precise method of greatest possible efficiency for handling any and all classes of cylinder renewing with minimum labor cost.

Balloon Tires Do Not Cause "Shimmying"

Due to Vibrating Action of Front Wheels at Various Speeds—Easily Remedied.

In spite of the fact that balloon tires accentuate "shimmying" of front wheels, these tires do not cause the shimmy, according to J. E. Hale, engineer of the Firestone Tire and Rubber company.

"It is merely a vibrating action which takes place in the front wheels at various speeds, and is due either to loose joints or worn bushings in the steering linkage or an unbalanced condition of the wheels."

"The former takes place at any speed 10 miles an hour and can be removed by overhauling and adjusting the steering linkage. Shimmying above 50 miles an hour may be remedied by putting the wheels in proper balance and alignment."

How to Have Soft, Fluffy Hair

The soft, fluffy hair we all admire is nine times out of ten the result of a woman's learning the right way to shampoo it. If properly done, the shampoo can be less frequent, yet the soft natural glow always remains. We find you can bring out the beauty of your hair to the very best advantage by washing it with canthrox. It makes a very simple, inexpensive shampoo, which cleanses the hair and scalp thoroughly of all dandruff, dirt and excess of oil, leaving a wonderfully clean, wholesome feeling. After its use, you will find that the hair dries quickly and evenly, is never streaked in appearance and is always brightly soft and fluffy; so fluffy, in fact, that it looks more abundant than it is, and so soft that arranging it becomes a pleasure. Just use a teaspoonful of canthrox, which you can get from any good druggist, dissolve it in a cup of shampoo liquid, enough so it is easy to apply it to all the hair instead of just the top of the head.

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CARBON COAL \$9.00 Per Ton. The Most Heat for the Least Money. Urdike Lumber & Coal Co. 4 Yards to Serve You.

Omaha's Leading Cash Markets. 2408 Cuming St. 212 N. 16th St. Quality Meats at 634 W. Broadway. Lowest Prices. Council Bluffs.

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