

TIMELY REAL ESTATE TALK

Union Pacific Deal the Principal Event of Last Week's Business.

NEW HEADQUARTERS SITE PURCHASED

Dimensions of Building Not Yet Given Out, but Another Big Structure Is Sure to Be ERECTED by the Company.

The Union Pacific was the central figure in last week's history of the commercial progress of Omaha. General Manager Mohler formally announced that the main new headquarters building of the company will be erected at the northeast corner of Fifteenth and Dodge streets, and it was officially given out that the McKeen motor truck will be manufactured in Omaha by the Union Pacific.

After several months' work on the part of its real estate agents the company has secured a tract of 142 feet on Fifteenth street and 198 feet on Dodge street, and will erect its new building there, probably next summer. Some criticism is made on the choice of a site, but to this Mr. Mohler replies by pointing to the postoffice, one block away, as the one building in Omaha which will never be moved. How many stories high the building will be has not been determined. Plans had been drawn for a structure 132 feet square, but with the site a different size the plans will have to be worked over entirely.

To make room for the headquarters the Kennard building of three stories, the Brown building of three stories, and the Ish dwelling house of one story must be removed. It will now devolve upon the Labor Temple association to look about for some one to build it a home or for some one who already has a good building to lease. The association has started a building fund, but as yet it is not very large. A lease which the association holds on the building will expire next March, and by that time another must be found.

Years ago some of Omaha's pioneer landmarks stood on the lots recently bought by the Union Pacific. The old government corral occupied a part of the ground. On one of the lots was located the first school in Omaha. It was a private institution, known as the Beals school, and taught by Prof. Beals, who afterwards became principal of the Omaha High school.

W. H. Thomas is one of the men who get hunches and act on them. Mr. Thomas had a hunch that the Union Pacific was negotiating for the northeast corner of Fifteenth and Dodge streets, so he went quietly to Frank Kennard and secured an opinion on his hunching, on the very corner, at a figure of \$40,000. When Mr. Kennard solved the situation he offered Mr. Thomas \$100 to release the option. Mr. Thomas would not release it, for he wanted to see the Union Pacific fulfill its promises by erecting a headquarters building. By refusing the \$100 he got something near \$1,000 from the Union Pacific. Mr. Thomas might have made \$5,000, but he says he is not in the holdup business.

The Real Estate exchange promises to become active in an agitation to compel the street railway company to extend its suburban lines and build cross-town lines. The matter was talked over at the regular meeting last Wednesday and some very caustic things were said about the company. A committee, consisting of C. F. Harrison, Byron R. Hastings, J. H. Dumont, H. F. Wyman and W. H. Thomas, was appointed to investigate and report next Wednesday. The investigation will lead the members of the committee into a study of remedial legislation. They will also consider the practicability of the municipal building of lines from the circumference to the center of the city to bring traffic from the interurban, in case the Omaha Street Railway company refuses to allow the use of its lines under reasonable conditions.

Property south of Leavenworth street and for three or four blocks on either side of Twenty-fourth street is becoming more desirable than it was a few years ago, now that a street car line down Twenty-fourth street is an assured fact. There is a lot of good property in the neighborhood, but it has not been worth as much as it should be, owing to the distance from car line and paved streets. Now Twenty-fourth street is being paved and the laying of track is proceeding at a rate which promises the completion of the line by the time of cold weather.

Talking on the subject of abstracts before the Real Estate exchange last Wednesday, W. H. Thomas, who was recorder six years in an Iowa town, said that in that county the recorder examines the abstracts and certifies them when the plat is made, thereby leaving it unnecessary to take an abstract back of the plat. Mr. Thomas said there is no reason why such a system cannot be used here. N. P. Dodge went Mr. Thomas one better and recommended the Torrens system, used in Illinois, by which the purchaser needs the abstract only in the one transaction in order to insure a clear title to his property.

Among the new buildings which have just been begun is that of Shimer & Chase at the northwest corner of Nineteenth and Harney streets.

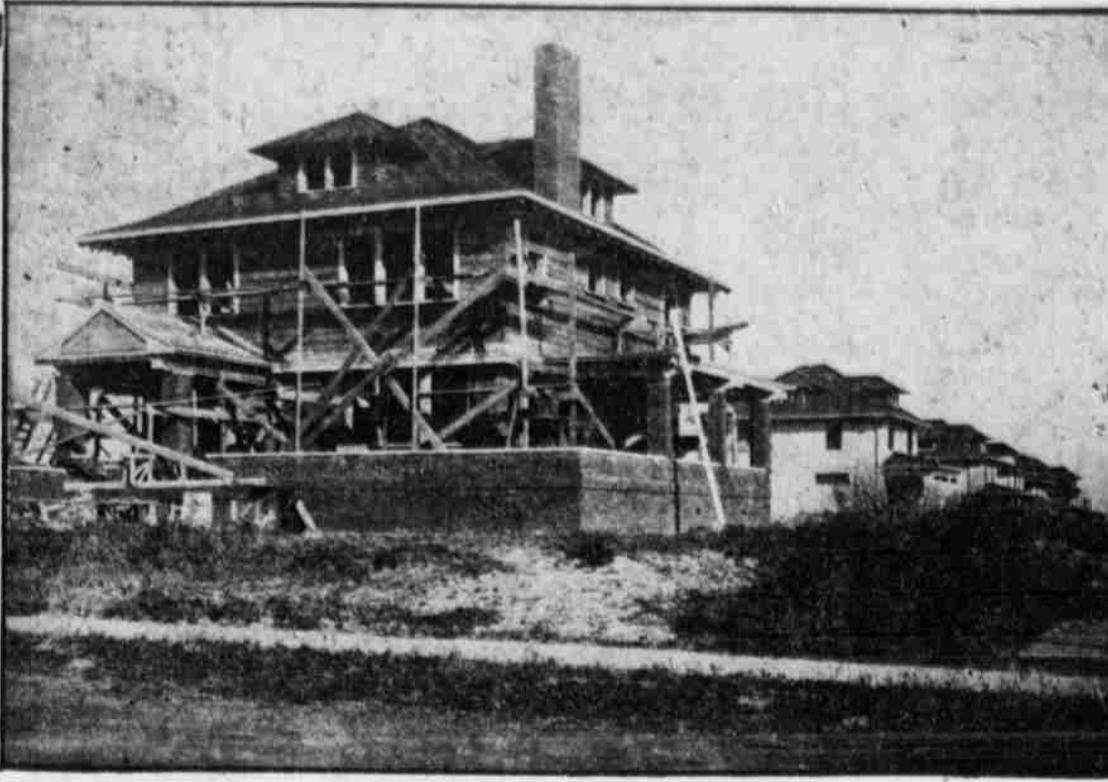
Among the Omaha realty men there are a number who deal in western Nebraska lands, as well as in city houses and lots. Every week they are sending out prospective settlers from Omaha, who have come from Iowa, Illinois and many of them from eastern Nebraska. The railroads have thousands of inquiries from many states from people who want to get farms in this state of plenty. Just as an instance of the westward movement, the Union Pacific last Tuesday took seventy-five people to Sidney, forty to Lodge Pole, thirty-five to Ogallala, twenty-five to Julesburg and a number to other Nebraska towns. The Burlington reports a big movement of settlers to the North Platte valley.

Farnam Smith reports the following recent sales: To Robinson & Wolf, for investment, four cottages at Thirty-first and Seward; to Harry Gors, for investment, lot and store buildings at Twenty-seventh and Q streets, South Omaha; to J. N. Crawford, for a home, lot at Twenty-

Two More Additions to Omaha's Growing List of Handsome Homes



A. W. SCRIBNER'S RESIDENCE, ALMOST COMPLETED.



F. W. JUDSON'S NEW HOME ON SOUTH THIRTY-FIRST STREET.

TRANSMUTED DROSS TO GOLD

Wonders of Chemistry wrought by Sir William Henry Perkin.

AMERICA HONORS COAL TAR WIZARD
How He Utilized Waste from Gas Retorts, Once Thrown Away, to Create Untold Wealth—Numerous Byproducts.

Had Sir William Henry Perkin, the principal guest at the Perkin Jubilee of the coal tar industry, lived a few centuries ago he would have been hailed as a charlatan and alchemist. He is the man whose discovery of the color mauve, fifty years while working as an assistant in an English laboratory, revealed the magic which lurked in coal tar. Great Britain and Germany have done him honor this year in recognition of the fiftieth anniversary of his pioneer researches which opened the way for an industrial revolution and gave a new impetus to the development of synthetic chemistry.

Usually there is little in sympathy between captains of industry and men of the Perkin stamp, who devote their lives to pure science, but the leaders of great manufacturing trades throughout the world have joined in the tribute to this venerable savant. Every prominent manufacturer in the United States whose business is in any way connected with chemistry is interested in the testimonial. The banquet held in his honor at Delmonico's was attended both by scientists and by those who direct great commercial enterprises. The worlds of the practical and the theoretical met on common ground in paying tribute to one who has a long record, not only for his experiments in the laboratory, but also as a successful manufacturer.

Before the discovery of Perkin, coal tar, which is the black liquid obtained from the distillation of coal in the manufacture of illuminating gas, was rejected. It was then the problem how to get rid of it. The throwing of it into streams produced trouble everywhere, and there was conflict between the manufacturers and the health authorities. The material was once given away to all who asked for it. It was not until about seventy years ago that some ingenious German ascertained that the thick, sticky liquid could be used in preserving wood. A limited quantity was employed in painting paper laid on the roofs of houses. These uses were limited, however, and millions of barrels of the compound went to waste.

Worth \$60,000,000 a Year.
Some idea of what Sir William Henry Perkin has done for the industry may be gathered from the fact that now 130,000 men are employed throughout the world in manufacturing various products from what was once considered worthless, and that the coal tar products of Germany alone are sold for \$60,000,000 a year. The substances which are produced from what was once considered as the refuse of retorts are numbered by the thousands.

The above is what Rowland Williams told Chief of Police Donahue Saturday morning, thus knocking the pins from under the lead fake in the Pink Eye Friday afternoon.

The Pink Eye blubbed over in a story to the effect that while returning home about 9:30 o'clock in the evening Mr. Williams was set upon by two highwaymen, who demanded his cash and diamonds. The story had it that Williams struck out and fended both men who grabbed him by the forelock and escaped. The only wound received by Williams, the pink dreamer said, was a severe cut in his forehead, which he received by missing his footing and falling at the steps of his home. Mr. Williams has a cut in his forehead which he received by falling on the steps of his home, and this is the foundation of the fake. Chief Donahue reported Mr. Williams informed him there was absolutely no truth in the lead fake to his property.

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RESTING PLACE IS FATAL
Man Sits Down on Tracks and Train Runs Over and Kills Him.

Charles Bukak, a cripple, who resided at the California hotel, Thirteenth street and Capitol avenue, was killed by a switch engine at switch 10, Saturday at 2:30 a.m. Bukak had limped more than his usual allowance and, becoming weary, used the railroad tracks near Twelfth and California streets as a resting place. The switch engine, in charge of Ed Deviney, engineer, and G. H. Furness, fireman, ran into him, breaking his neck. Coroner Bradley has charge of the body.

Penning Case Goes Over.
HELENA, Ark., Oct. 13.—By mutual agreement the defense for the Negro preferred against Thomas H. Musgrove, a dry planter of Barfield, by Marion S. Emmons and Adelheid Pitt, white girls, of St. Louis, has been agreed to. The trial in the federal court here, has been continued until the next term of court and the civil case involving claims of \$30,000 each by the two girls has been substituted for trial.

Patented the Product.

When Dr. Hoffman returned a few weeks later he found that his assistant had laid his plans for manufacturing the new product, which he had patented. Aided by his father and brother young Perkin had

been substituted for trial.

Putting Up Good Front.

There was a young man of Kansas City who had the business intelligence necessary to success, but he had little opportunity to exercise it. He hesitated one evening whether he should take dinner at a cheap restaurant or should eat at one of the cafes patronized by the best people of the city. He chose the latter, and this is what happened:

"Come over to our table," was the invitation that came from a friend, and he accepted.

He was introduced to a widow who owned

established a factory at Greenford Green, near Harrow, in 1857, and by the end of the year was selling the dye in large quantities. He worked out the way of obtaining the raw material and of applying the dye, and before he was 20 was spoken of as a successful man. All that has been done since rests upon his work. He made another notable advance in 1858, when he made it possible to produce the valuable dye alizarin, or artificial madder red, on a large scale, although before it had been made only as a curiosity of the laboratory and at a practically prohibitive cost. He made a fortune out of it, and it was not until 1873 that Germany became a dangerous competitor in the making of coal tar products.

He also laid the foundations of the artificial perfume industry by the discovery of a method for preparing coumarin, the odoriferous principle of the tonka bean, which forms an important ingredient in many scents. Coumarin was the first so-called "natural perfume ever produced in a laboratory." In the course of the investigations he made in ascertaining the sources of perfume he discovered processes which were of great value in the manufacture of artificial indigo.

Prof. Perkin retired from business in the early '70s and devoted himself entirely to scientific research, as he had gained a substantial competence.

Germany, after the conclusion of the Franco-Prussian war, sought a means of destroying its foes in the arts of peace, and found a large field in the manufacture of coal tar products. Chemists, following the path blazed by Perkin, widened it and made it a highway to wealth. A group of five of the great coal tar product houses of the Fatherland is valued at \$25,000,000 and they send their products to all parts of the world. One of them alone employs 4,500 men, of whom 1,200 are skilled artisans, 145 graduated chemists, 175 engineers and 500 clerks. The others are unskilled laborers whose services are utilized in carrying about the products and in assisting at various stages of the complicated operations. This company protects its wares with 1,200 German patents and 1,400 in Europe and the United States.

Probably but business is another thing. For instance, when I bought an automobile my friends said I was indulging in wild extravagance. They foresaw that I would land in the poorhouse and pitied my family. My family did not worry about it greatly, for the swift ride in the park did every member good, and I did not say much about the cost of the machine.

One day there came to town the representative of the biggest contracting firm in the east, desirous of looking over the city with a view of placing investments. A dozen of us met him at the cafe and talked through a six-course dinner. Then piano was discussed for the guest's entertainment the following day.

"Harris has an auto," some one said, and of course it was arranged that I should take the visitor for a ride.

"I did so, spent the most of the day with him; we became well acquainted; he seemed to like me, and before he started he offered me the western management of his company's financial affairs. I had no better chance than the others—save for the automobile. That brought the opportunity.

"I am \$300,000 ahead already through the connection, with more to come. I could have got along probably without a machine, but it was an investment that paid the largest return of any I ever made."

A Good Investment.

One rainy evening a newspaper man walked along the line of railway coaches in a noisy union station. His ride home would take half the night. He debated with himself whether or not he should take a Pullman.

The fare in the Pullman was 75 cents. He could save that amount by riding in the ordinary car, but the ordinary car was crowded and he dreaded the crowd and the weary companions with whom he would associate in the coach. Still, 75 cents was not to be despised, and he pendered the problem for several minutes. At last the attractions of the Pullman in rest and preparation for the following day won; he gave his grip to the porter, and sat back in the section assigned him, in solid satisfaction.

After dinner in the dining car he went to the smoking room and found there the only other man on the sleeper, the agent for a manufacturing firm of the busy north.

"Have a light?" was the opening of their acquaintance.

Then came the inevitable western salutation, when the emblem of the coat label is observed. "Where do you belong?" Both were members of the same lodge.

Following that came a friendly talk, and the manufacturer told the newspaper man interesting experiences, not noticing that the latter kept a very eager questioning in operation. The conductor of the train stopped to take part in the conversation, and finally the superintendent of the division, who was aboard, dropped in and the pecuniary of modern machinery making methods was thoroughly gone over.

"It was nearly midnight when the newspaper man reached home, but he sat down to his typewriter and rattled the keys for an hour before turning himself in. He simply put into readable form some of the things that had been told him that evening, and a check for \$75 was the payment of his story brought him.

He always rides in the Pullman car now when he travels and says that he shall continue to do so until the \$75 gives out. He has never made so good a speculation as on the occasion mentioned, but he has mingled with people who have helped him in many ways and will continue to help him for many years to come.

Here was a case where the expenditure of a few cents brought a rich return. It might not always prove possible and the lesson might fail to come true in many instances. But the fact remains that the man who is trying to get on in the world must meet the people who do things if he expects to accomplish his ends. It is good policy, as well as good comfort, to rub against the leaders in business affairs.

Prof. Perkin is still in the active practice of his profession and is engaged even now upon further researches along the lines which he had in his early reputation.

He was entertained by chemists and manufacturers from all parts of the country. At the banquet held at Delmonico's there was presented to him a medal and also a silver service. The committee which had charge of the Perkin Jubilee of the coal tar industry in America will also take steps to found a library as a memorial to the work of the distinguished scientist whom they honor this month. Similar recognition has been accorded to the discoverer in London, where there was a public meeting in his honor at the Mansion house, over which the lord mayor presided. He was knighted by the king. The Germans and also committees formed in France and Switzerland joined in the movement.—New York Herald.

Putting Up Good Front.

There was a young man of Kansas City who had the business intelligence necessary to success, but he had little opportunity to exercise it. He hesitated one evening whether he should take dinner at a cheap restaurant or should eat at one of the cafes patronized by the best people of the city. He chose the latter, and this is what happened:

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AS TO SAVING THE PENNIES

An Old Saw Held Up in the Light of Modern Instances.

SEEMING EXTRAVAGANCE SOMETIMES PAYS

Large Returns from an Auto, a Pullman Car Seat and a Good Dinner—One Must Be Able to See Things.

a piece of ground lying close to the business part of the city, but which had never been utilized for building purposes. He found in his conversation with her that she needed a steady income and finally told her he would take a lease on the ground for ninety-nine years at \$125 a month, and she made the bargain.

On this lease he borrowed \$35,000 and built an office building that rents for enough to pay the interest and give him a profit of \$750 a month. He has nothing to do but collect his money, and the rental value of his property increased daily, as the city is growing in that section.

The dinner in the first-class cafe was the start; but, of course, it took business acumen and ability to carry on the enterprise after he had it started. The man of apprehension might eat in the cafe for months and make no headway financially.

The young man who seeks to get ahead must have something more than opportunity. He ought to seek the best way to do things as well.

THROWING ON HIS OWN Resources.

Sometimes the chance of the young man depends quite as much on others as on himself, and he has reason to thank the fates which throw him on his own resources. He finds that he must meet the conditions and does so, testing the fiber of his nature and proving the stuff of which he is made.

He was born in Edmund, La. O. Schuchardt Saturday over a year and a half ago against Charles P. Deutman, a relative of his, for \$10,500 damages for the alienation of his wife's affections, has been dismissed. The case followed a sensational divorce episode. Mrs. Schuchardt secured a divorce from her husband and within three days went to Council Bluffs and married Deutman. Mr. Schuchardt, who did not know about the divorce until after it was granted, had the decree set aside and secured a new trial. This left Mrs. Schuchardt with two husbands on her hands.

At the second trial she was denied the divorce, but her husband was given one. Their daughter was placed, by the order of the court, in a Catholic institution, with orders that she stay there until further direction of the court. A few days after this Mrs. Schuchardt, notwithstanding the order of the court, took the girl with her to Iowa, where she rejoined Mr. Deutman.

Steps may yet be taken to have Mrs. Schuchardt returned to Omaha to answer a charge of contempt of court for removing the child from the jurisdiction of the court contrary to the court's orders.

MAJOR SIGNS 'PHONE BILL

Dahlman Disapproves Dual System, but Affixes Name to New Ordinance.

PREFERS TO LET PEOPLE DECIDE CASE

Von Hoffman of Gate City Company Retracts His Intention to Restrict Proclamation by Chief Executive.

Mayor Dahlman Saturday morning affixed his signature to the Helm-Follock-Parmale telephone franchise ordinance passed by the city council last Tuesday evening and handed to the mayor by the city clerk Thursday morning. Notwithstanding many letters received by the mayor from parties urging against the signing of the ordinance by the mayor, that official thought it prudent upon himself at least to afford the citizens an opportunity to express themselves on election day as to whether they wanted to give