## TIMELY REAL ESTATE TALK

Pronounced Drift of Good Homes to the Suburban Hills.

COMBINE HEALTH AND PLEASURE

Movement to Put Real Estate Bus iness on Higher Plane by Agreeing Upon a Code of Ethics-Some Trips Proposed.

When Omaha people first began to look to the hills and bluffs that surround the scoffers said it was only a fad and would

"Just wait," they said to the ploneers in

new tract will be opened just this side of ethics. Happy Hollow club to be sold to people of means who want to go out beyond the con." fines of the aristocratic West Farnam dis- Omana real estate men to Kansas City trict, is one of several evidences that the next month to be the guests of the real not a fad, but a movement that would last. for the purpose of stidying the conditions Real estate men point to several recent in Omaha's big sister city to the south. developments in Omaha as the cause for together. New business men are beginning west. to realize that a mile or two of additional

"and Omaha people have not yet be- this week to prospective builders, gun to realize the possibilities that lie in these hills for homes. Those who have not realize the desirability of having a lit- tion of officers. The nominations were built up their health by simply living out positions.

CHANCE

With Small Capital you can

Establish or Invest in a Sub-

stantial Business, Paying

\$3000 to \$5000 A YEAR

Vacuum Cleaning is established as the cheapest, best and only sanitary cleaning method—and you can sup-ply it to your city with Aero Vacuum Cleaning Power wagon at big profits. No matter what has been your pre-vious business experience or training, you can establish this iprofitable busi-ness and put it on a paying basis from the start.

the start.

Robert Wagner, Fort Scott, Kansas, writes: "Commenced to earn money a few days after wagon arrived; haven't stopped a day since. Average profit is 25.00 a day." He is only one of hundreds of other men successfully operating Asso Power

Business is easy to get. Year around work is assured, cleaning homes, churches, stores, halls, etc.

Running expenses are small about \$5.00 a day profits from \$15.00 to \$30.00 a day. As an opportunity to engage actively in business, or to lavest, leasing to an operator or employing one on salary or percentage basis, this, more than any other staple line, is a splendid exponention.

An opportunity offering \$3000 to \$5000 a year on an investment of from \$975 to \$2500, according to the type of apparatus needed, is worthy of your serious

If you are ready to get in business for yourself, or want to put small capital to work where it will pay good, sale profits, then investigate this proposition at once while good territory is still open.

distance from town means only an addi-

newspaper, both morning and evening.

Plenty of Sightly Places.

in the quiet suburbs. Some day all these

hills will be dotted with homes. One of the important factors in inducing people to move out is the boulevard. These beautiful driveways ramifying out in the sightly parts of the city have served greatly to call people's attention to destrable building sites. As the boulevard system increases in length, realty dealers predict the movement to the auburbs will crease more and more.

The movement to place the real estate usiness on a higher plane than that of mere bargaining between men is being given hearty support by local dealers. This movement has culminated in the national organization, of which the Omaha Real Esrate exchange is a member. This organization, besides being educative, is ethical. city on every side, for their residences. One of its purposes is to secure the establishment or the recognition of a code of ethics which shall govern real estate men in their relations to one another and to their clients. Some real estate men see in the simple life of the suburbs, "you will the success of the national organization an soon find what it means to come two or indication of progress from the sordidness three or five miles to business every morn- of mere trade to the ideals of a semiprofession. They say it means a long step toward the era when the real estate busi-The announcement that next spring a ness will be conducted on a high plane of

Another example of the new feeling in the business is the proposed trip of the movement toward the edge of the city was estate men of that city. The visit is made

"The live real estate man can pick up this outward exodus. Ten or fifteen years ideas wherever he goes," said one dealer, ago when street car service was not as "and he grows by coming in contact with good as it is now it behooved a busy man other men who are selling real estate in to keep his habitation as close to his place other cities. No class of men need to know of business as possible. The conviction grew the conditions under which other cities that the only desirable residence property have developed more than the man who is was that close in and near the best street dealing with the development of his own car lines. This feeling became so strong city every day. Kansas City has many that it took several years to get it out of things of unusual interest to a real estate people's minds even after the street cars man, one of them being its boulevard sysbegan running with regularity and close tem, which surpasses anything else in the

It is hoped to make up a party of twenty or twenty-five.

tional ten minutes on the car and that this An unusual sale of fots in Creighton's can profitably be consumed in reading the First addition, south and west of Hanscom park, is reported by D. V. Sholes & Co. The addition contains about 240 lots, and "Omaha is surrounded on all sides by of these nearly all are gone, and it is beadmirable building sites that are high, lieved they will all be sold by the end of penlihful and sightly," said a real estate winter. Six of the lots were disposed of

A week from next Wednesday the Real been cooped up in town all their lives do Estate exchange will hold its annual electle garden and be master of a real subur- made last Wednesday. F. D. Wead was ban 'farm.' Dozens of men and women, named for president and most of the other run down by the rush of city life, have officers were renominated for their present

Singularly Without

Elements of Risk

More than any other staple business, vacuum cleaning with the Aero power wagon is without the elements of even ordinary business risks.

wagon is without the elements of even ordinary business risks

Mr. Wagner further writes; "In this business a man doesn't need to sky awake nights worrying about how to get rid of old stock, or about collections and a hundred and one things which trouble a merchant. I have been engaged for thirty years in different kinds of business, and know what I am talking about."

Beyond all doubt, compared to other staple lines, vacuum cleaning with the Aero power wagon offers exceptions, security and asfety. Our power wagons are not to be confused with the low-power portables. We make none except high-power apparatus with which you can give genuine service, and build a permanent business. We grant you exclusive territory- practically freeing you from competitions—your investment is represented by tangible property in the shape of valuable machinery and appliances, and is further protected by the assured staple, non-fluctating, continual demand.

For profit on money lavested—for poel-

For profit on money invested—for poet-tive stability and security—you will look long for an opportunity equal to this. You may never find another business so profit-able and safe which can be established and conducted on such small capital.

Write us today and let us show you posi-tive evidence of the safety, profit and quick success of this business, or come to Milwaukee and make a personal in-vestigation. We will allow all ex-pense money if we establish con-nections.

Leading Manufacturers of Vacuum Cleaning Apparatus

Because of our sole ownership of basic patents, essential to vacuum cleaning apparatus of actual utility, because of our established success and our assured permanency, we occupy a distinctive position in the vacuum cleaning field.

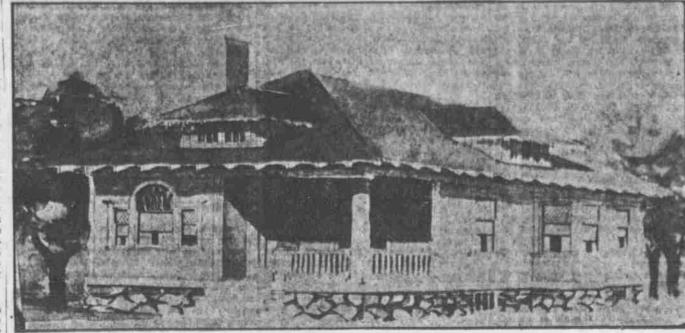
We are pioneers in the mechanical cleaning field and largest builders of powerful vacuum outsits in the world, making six types of vacuum, and two types of compressed atus, all fully protected by patinot build low power, inessective my type.

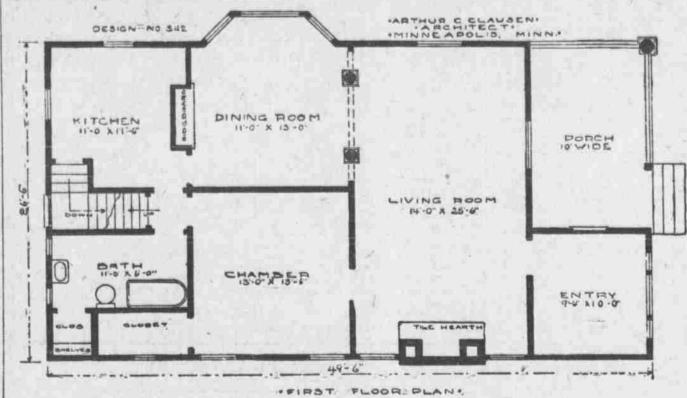
Stationary Systems We lead the world in the installation of sharovernment buildings, hospitals, public buildings, etc., all over the United States. If you are interested in stationary plants, write for Booklet "C" stating character and size of building.

American Air Cleaning Co. Enterprise Bldg. Milwaukee, Wis.

IN EVERY CITY

FROM 5000 UP A





## Selection of Building Materials

Arthur C. Clausen, Architect.

# HILE there are a great many FINE BUSINESS

they can all collectively be placed under three heads, good plans, good labor and good materials. It cannot be said that any one of these three is more important than any one of the others, all must properly perform the parts consigned them in the construction of a home and each reflects greatly on the other. If the plan is that of an attractive and convenient home, if the contractor is honest and therefore employs competent labor, and buys good material, both contractor and architect are given more credit by the owner, his family and friends, than if the contractor were to shirk his duties toward the proper cunstruction of the home and not use sufficient care in selecting his employes, even though the materials they use, be good. Or, if the contractor should deliberately "skin the job" or "pick the bones", to speak with familiar trade expressions and purchase inferior maerials, even though he employes competent help. The contractor receives more credit for building an attractive home than he would for building an unattractive one, no matter how competent his help or how good his materials. and in any case the owner profits or loses according to his selection of architect and

things necessary to make a

home complete and satisfactory

Since the materials that go into the construction of a home play a very important part in the final results, their selection should be made with the utmost care. Take the materials in the exterior. For residence work the walls are usually stone, brick, cement, siding or shingles. The tistic effects. If placed in the order of cost the items of siding and shingles should change places.

contractor.

Due allowance should, of course, be made for the artistic effect desired. It might be desirable to use a certain material for enough to engage human attention. Some material and save undue criticism. what is destined to be the cement age.

though we had handled cement long enough though we had manaled dement long enough to know its limitations as well as its advantages, many people are using cement thought of each building season. One of advantages, many people are using cement in the construction of their homes in ways the common objections to a shingled wall which they will live to regret. Cement is the monotonous appearance caused by struck on metal lath has always been more the regular rows of shingles being placed or less of an experiment for no one could four and one-half or five inches to the metal lath was secured to the studing were them in alternate rows of two incohes and from a sanitary point of view. holding the concrete stuck in place, red eight inches. It can be seen that the sum It should be cleaned, lighted, heated and visible evidence of the metal lath.

or hollow concrete blocks. Whatever ma- as placing the shingles in this manner. terials are used for an exterior of a home. Another effect in siding which is very through the house none but the best of their respective kinds popular in the summer homes of the west should be used. There is no economy what- is to use wide boards, rough on the out-

### THE BEE'S PLAN BOOK

Through an arrangement with Arthur C. Clausen, architect, the readers of The Omaha Bee can obtain a copy of his beautiful book.

"THE ART, SCIENCE AND SEN-TIMENT OF HOMEBUILDfor One Dollar.

This book contains forty-six chap-ters and 200 illustrations, printed on heavy enameled paper, with cover stamped in gold. It deals with the practical side of homebuilding, giv-ing complete information on the planning and designing of every kind There is practical than making the home artistic, building it on scientific lines and to insure sanitary conditions and warmth. The author of the book aims to give the intending home-builder advice on subjects such as buying the lot, planning the home, letting the contract, choosing the materials, etc. Problems about front doors, windows, stairways, fire-places, exteriors, interior finish, etc., are taken up in detail and treated with good common sense. Nearly all questions that could be anticipated are answered and the book should prove a great help to those who are about to plan a home. It is pro-fusely illustrated. Send all orders to Arthur C. Clausen, 1136-87-38 Lumber Exchange, Minneapolis.

withstand the varying influences of climatte conditions.

A great many comparisons are being a leaf or a stone. Cut glass coming into general favor. made between the advisability and cost is a high art, but the most adept of coment used in various ways on exter- glass cutter has never been able to perors of homes as compared with other fectly imitate a diamond. Materials materials. Comparatively speaking a should be used where they best apply in cement dash on metal lath, two coat work, a manner that will set off their good costs about the same as brick veneer. A qualities and not expose their shortcomsolid cement wall with a dash on the ings, if satisfactory results are to be obexterior costs less than stone, less than tained. Siding and shingles as building brick and about 10 per cent more than materials are so well known that little frame construction. While it seems as comment is necessary. There are, how-

I is used they should be featured down with screws instead of nails.

To go back to cement walls. There are several ways in which the finish coat can be applied. One is what is called a carpet float or almost smooth finish. Another is a pebble dash made by throwing small pebbles and gravel onto the fresh cement wall where it adheres. The common way of treating a cement wall is what is known as a dash or overcast, made by mixing cement and sand or cement and finely crushed rock and dashing it on the wall. Some masons make this mixture in a pail with pienty of water and use a bunch of switches with which to spatter it. More using a small trewel with a little less water in the mixture and throwing it with a swinging movement against the wall. It takes a man who uses his head as well as his hands to do this class of work in the best manner. If the dash is not evenly distributed, leaving great mounds of cement in one place and a bare wall in another, the effect is very poor. When properly applied, especially when some coloring pigmant is placed in the mortar, the effect is very pleasing and will, no doubt, be permanently popular.

Just a word in conclusion about roofs. Roofs are of tile, slate, shingles or composition roofing. The list is made according to both durability and price. For a fine home a tile roof is without a doubt the most appropriate, provided that the exterior walls of the home are of masonry. To place a tile roof on a frame house never looks well. A slate roof makes a very matic conditions.

The possibility of concrete blocks is not the right kind and thickness is obtained, twentieth century than to permit vege- Each was fair, each was sweet, each was satisfactory roofing material provided that brick, cement, siding or shingles. The The possibility of concrete blocks is not the right and milk to be piled charming—so much of a triplicate similiables, choose, fruits and milk to be piled charming—so much of a triplicate similiables, choose, fruits and milk to be piled charming—so much of a triplicate similiables, choose, fruits and milk to be piled charming—so much of a triplicate similiables, choose, fruits and milk to be piled charming—so much of a triplicate similiables, choose, fruits and milk to be piled charming—so much of a triplicate similiables, choose, fruits and milk to be piled charming—so much of a triplicate similiables, choose, fruits and milk to be piled charming—so much of a triplicate similiables, choose, fruits and milk to be piled charming—so much of a triplicate similiables, choose, fruits and milk to be piled charming—so much of a triplicate similiables, choose, fruits and milk to be piled charming—so much of a triplicate similiables, choose, fruits and milk to be piled charming—so much of a triplicate similiable similiabl erence as to warmth and durability and ar- but what it is a very desirable building crackes easily under the influences of frost together in dark bins and adjoining commaterial, if properly made and used, but and slides off. The use of shingles as a partments, nibbled at and raced over by this point is clear, a so-called rock face roofing material is too well known to reblock is too suggestive of imitation to be quire a description further than to say odors of decay from cabbages and rotting considered at all for an artistic home. A that it is extensively used and for a mod-apples to milk, cream and cheese and sendperfectly plain block or a block with light erate sized home, the most practical roof- ing their combined aroma streaming congrooves in it in imitation of tooth chisel ing material. It is best to dip the shingles stone work looks very well in some places, instead of brushing them. If shingles are natural automatic ventilation current of one design that should not be used for but the rock face block or panelled block dipped there full length in coal tar oil, which we have spoken.-Dr. Woods Hutchanother, regardless of their comparative should not be used where the best appear- a very penetrating oil, used to a large ison in Outing. prominence or cost. For example, it would ance is at all considered. This is no renot look well to make a three story house flection upon the concrete block industry, into the ground, they become an almost with a shingled exterior, although this but simply a warning that there is a limit permanent roofing material, the oil giving material would be very appropriate for a to the use of concrete blocks, and it will the shingles a pleasing dark-brown color. bungalow. Building materials come and be best to keep their use within their There are a great many kinds of roofing go by fads and fancies the same as every- limitations in order to keep them on the composition made of a mixture of tar and thing else in this world that is important market as a permanently used building felt, asbestos and tar, buriap and tar and fine sand, etc. They are easily applied and twenty years ago, all first class houses There is nothing that will imitate cor- each will last many years. When it comes were made of stone, then brick exteriors rectly native stone work. Try as hard as to looks they are not to be considered for came into favor and now we are living in | we please, we cannot make a perfect imi- an artistic home with the possible exceptation of anything in nature, whether it be tion of an asbestos slate that is generally

With Dampness Banished it is the Foundation of a Happy Home.

A warm, dry cellar is literally and actually the foundation of a warm, dry, well ventilated house. The evolution of the cellar is an interesting study in the slow development of human intelligence. It was devised originally simply as a subterranean frost-proof pit or cave, under the house in which could be stored first wines, and later apples, potatoes, cabbage and other perishable fruits, together with milk, butstate definitely just how long the metal weather. A pleasing variation to this is to ter and cheese. Next it was utilized, when lath would withstand corrosion. Every pre- double the shingles on the walls on every the absurd insufficiency of stoves and firecaution has been taken to galvanize it or second or third row. It relieves the mon-places for heating purposes was recognized, coat it in other ways in order to make otony and gives a pleasing appearance that as a convenient place to put the furnace. it frost proof, but in many instances where has to be seen to be appreciated. The only Then it was raised above ground to make concrete has been removed from the wall, possible objection to it is that it requires the furnace draw better, and lighted and from eight to ten years later, it has been more shingles. Another pleasinfg variation, ventilated, until now it has become one of found that only the nails with which the not requiring more shingles, it to place the most important sections of the house

streaks through the cement being the only of two rows being ten inches, the same ventilated, winter and summer, as carefully as if they were placed five inchs, no extra and scrupulously as any other part of the woven wood lath, following out the idea of cris-cross lath that has been used for so many years in England; and while this weather is more commonly used now-a- known rheumatic, tuberculous and other does not at first sight appear to be very substantial form of construction, it is really the most practical of the methods known, except to apply a coment dash known, except to apply a cement dash of use alternate rows of harrow and wide sight instead of buried in the earth, of cold directly onto a masonry wall of brick tile siding obtaining somewhat the same effect floors and all the injurious efects which come from dampness and moist decay all

The complaint that heating the cellar has spotted its use for storage purposes to ever in materials of a cheap grads, when side and stained. These boards are usually simply a proof of its advantages. Nothing they are placed where they will have to from eight to ten inches wide. If the latter could be more utterly unsanitary in this



Melted to Make "GARLANDS"

"The World's Best." For 37 years the most extensively sold.

May as well have the "GARLAND."

You pay just as much for inferior makes.

All Ranges are supplied with "GARLAND" Oven Heat Indicator.

Sold by the Best Dealers Everywhere.

The Michigan Stove Company Largest Makers of Stores and Ranges in the W Detroit, Mich. Chicago, Ill.

and comfort by installing a

### **HOWARD THERMOSTAT**—With Clock Attachment

Easily applied to all heating plants. Automatically keeps your home at an even, healthful temperature all winter long. If you prefer to have your house cooler at night than during the day, the Clock Attachment saves you the trouble of "getting up early to turn on the drafts." Upon retiring, wind the clock and alarm springs, set the alarm hand about one hour in advance of rising time, and turn the pointer to the temperature desired for the night. At the hour set, the pointer silently moves up to the temperature desired for the day. The motor then makes the correct adjustment of draft and check, and when you arise the house will be at the desired temperature.

Guaranteed for 10 Years. Thousands in Use More Than 25 Years Coal saved pays for it; therefore it costs you nothing. The most reliable and most perfect heat-controlling device ever placed on the

### Omaha Stove Repair Works

Both 'Phones - 1206-8 Douglas St. Robert Uhlig, Pres. Geo. A. Wilcox, Treas, C. M. Eaton, Secy. Hugo Schmidt, V. P. Exclusive agent for Howard Thermostat and Kees' fuel saver

# Carey Flexible Cement Roofing

FOR TWENTY-FIVE YEARS the STANDARD ROOFING

Will Positively Resist the Elements On Flat or Steep Roofs WE ARE REMOVING ROOFS and APPLYING CAREY'S

## WHY?

ALLOW US TO ANSWER

Sunderland Roofing and Supply Co.

We Make Them in Omaha

and can duplicate any

# Press Brick

manufactured in the world-also

Save You Money Hydraulic-Press Brick Co.

330 Bee Building.

Let us show you samples.

mice, rats and cockroaches, imparting the before him stantly upward through the house on the

Analysis. There was once a young man who was how to choose between them. So he went to a wise old man and laid his troubles

"Is there a clock at each house?" asked the wise old man. "There is." "And what does Esmeralda say when the

"And what does Esmeralda say when the clock strikes 117"
"She says the clock is slow."
"What does Eulaie say?"
"She says the clock is just right."
"And what does Evangeline say?"
"She always says the clock is fast."
"My son, there is no need for further evidence. Evangeline is the one that really loves you."—Judge.

# EXPANDED META STEEL PLASTERING LATH

is the fire-proof substitute for the inflammable wood lath.

It Prevents Cracking and Falling of Plaster on Walls and Ceiling.

Adopted by the U.S. Government and used everywhere in all good buildings.

Write for circular.

NORTHWESTERN EXPANDED METAL CO. 84 Van Buren Street, CHICAGO



That ever came to this city.

2008 Farnam

YELL-0