



Interesting History of Omaha Firm's Accomplishments

A vast business that deals with big affairs in a big way is the Payne Investment Company.

It has a history of twenty-five years of achievement, dating from its organization, January 1, 1891, by George H. Payne, who has been its president ever since.

Mr. Payne has today arrived only at his fifty-second year. Born in Galesburg, Illinois, he moved to Fort Dodge, Ia., in his teens and came to Omaha in 1885. He is a self-made man of the best type. His first position here was carrying water for a sewer gang working on West Q street, near the Armour Packing Company plant. Then he took a job as clerk with the O. F. Davis Company at \$35 a month, and slept in the rear office.

The big business of his big company is the sale of lands in big tracts. They take prospective buyers in special trains half across the continent. They have conducted big land sales in all parts of the country, in New York, in California, in Louisiana, and in the intervening states.

The company's first large land colonization project was 118,000 acres for the late Judge Woolworth, near Pine Bluff, Wyoming. It also handled about 500 quarter sections in northwestern Nebraska. This was in the early 90's.



Office of Payne Investment Company, Omaha National Bank Building.

the transfer of a very large number of houses and lots in Omaha from one owner to another, and has lately completed the successful sale of Creighton Park.

The company's rental department is well equipped and efficient.

Its loan department is a big business in itself. One client, who lives in New Hampshire, has purchased more than \$1,000,000 worth of securities and has never lost a cent of interest or principal nor had a foreclosure.

Mr. Payne, aside from his vast business activities, has been especially active in building up the House of Hope. He is on the Public Affairs committee of the Commercial club, and is a charter member of the University club.

One of the secrets of Mr. Payne's success is his skill in surrounding himself with the right kind of men to carry out his plans. They have been picked from various lines of work, in which they had proved their ability to succeed, work fitting each of them to play a particular part in the upbuilding of the company's business.

E. L. Hall was formerly county clerk of Frontier County.

R. A. Walgamot was a prosperous merchant in central Nebraska before he became connected with the firm.

M. T. Martin, a Creighton University man, has been with the company twelve years.

R. F. Payne, who is following in the footsteps of his father, studied at Illinois University.

O. C. Holmes is a man of long experience as a security salesman.

R. Stephenson was formerly cashier of a prominent insurance company.

W. R. Gibson was formerly a Dodge County business man.

F. B. Heintze is a native Omahan.

These men, as well as the eight traveling men the company keeps constantly on the road, have played a big part in helping Mr. Payne materialize his dreams of big business.



Land buyers at the Lake Charles, La., sale.

It then began to campaign the entire Platte Valley from Central City west, opening an office in North Platte and maintaining it for ten years. During that time, it handled land on an extensive scale at Sidney and disposed of practically all of the extensive holdings of the late W. A. Paxton, including his big alfalfa farms at Hershey and his big hay and cattle ranch near Keystone.

Learning of the intended extension of the Union Pacific Railway from Callaway to Gandy, it sold about 20,000 acres on the Garfield table at that time. This land in a very little while doubled and tripled in value.

The company also developed an extensive Swedish colony at Maxwell, Neb., in the Platte Valley. It disposed of the big holdings of Rube Lisco, the big ranches at Lisco, Neb., in the North Platte Valley.

It developed the Scottsbluff country, selling between 40,000 and 50,000 acres of irrigated land, the values of which have increased from \$50 to \$60 an acre to \$150 and \$200 an acre. It was largely instrumental in securing the first beet sugar factory at Scottsbluff. Where formerly there were only five or ten houses in a stretch of fifty miles in that country, there is now a residence practically on every quarter section.

The Payne Investment Company sold approximately a million dollars' worth of irrigation land at Lamar, Colo., in the Arkansas Valley for an eastern insurance company.

It sold the extensive holdings of Sprague and Oxnard, the sugar kings, in Louisiana.

It sold "the finest farm in the world," "Brookmont," at Odebolt, Sac County, Iowa, at from \$125 to \$185 an acre, land which is worth \$200 an acre today.

It sold improved farms in Lyon County, Minnesota, near Marshall.

At Central City, it conducted a sale of 5,000 acres in five days for the late T. B. Hord and his son, Heber Hord. On this deal the contract was good for a year, but the entire tract was cleaned up within two weeks from the date of the contract. Seventy automobiles were in line on the trip through the country.

The company sold thirty improved farms for the King Estate at Campbell, Minn. It handled the 18,000-acre Patterson Colony at Patterson, Cal., selling a little over \$2,500,000 worth of land in eighteen months.

It took up the sale of New York farms and sold fifty improved properties in a year and a half.

Last fall it handled the Hallenback Estate farm of 800 acres at Millard, one section of which was bought by R. E. Robison of Omaha.

At the present time this company is conducting an extensive sale in Louisiana, marketing 40,000 acres near the town of Lake Charles. Last week's excursion resulted in the sale of over 1,200 acres.

Beside this enormous land business, the Payne Investment Company conducts a city real estate department, handling all kinds of city property.

It developed Avondale Park, near Twenty-seventh and Webster streets; Bemis Park; Keystone Park, west of Benson, a tract of 600 acres purchased from the late W. A. Paxton. It has built between 200 and 300 houses in Omaha, and erected the first four-apartment houses here, the Normandie, Albion, Sherman and Winona. It also built the first California type bungalow, in Dundee. It has acted as agent in



Seventy automobiles carried the party to look over the Payne Investment Lands around Central City.



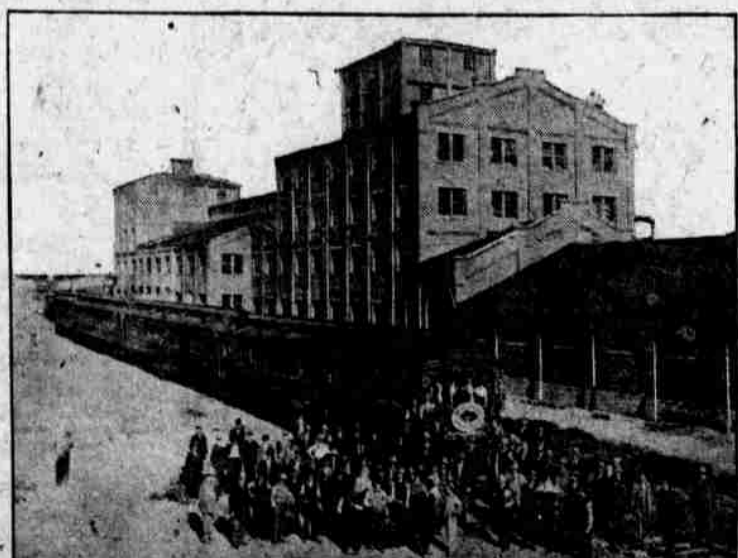
A party of land buyers at Scottsbluff irrigation project.



More than fifty improved farms were sold by this company in New York state.



A carload of prospective purchasers enroute to North Platte valley lands.



Lamar, Colorado—Beet sugar factory; train load of land buyers sent to Lamar by the Payne Investment Company.



Over \$2,000,000.00 worth of California lands sold by the Payne Investment Company.