

AUTO WIDENS WORK OF REAL ESTATE MEN

Are Able to Cover More Territory and to Handle a Great Many More Customers in a Day.

The automobile has worked great changes in the real estate business, an old time realtor says. The men who have been in the real estate business for a quarter of a century in Omaha compare with interest the old time joggling way of doing business when every real estate man or firm had to keep a good buggy and often a two-seated vehicle with the present method of whirling a customer miles away in an automobile, having him back to the office or to his home inside of an hour.

The automobile widens the circle of real estate dealing by the ease with which the dealer or agent can travel long distances to look at or to show farm lands, or even property in other towns.

Jack Dumont recently made a trip into Wheeler county, traveling altogether some 500 miles, taking three days and beating the railway trains. The result was the listing of a large ranch which probably they would not have thought of putting on their books had it not been for the auto.

J. P. Rapp took his car one morning, slipped down into Missouri to look at a farm and was back by night, having traveled some 250 miles with a successful day's business. Other well known realtors make a custom of getting away at noon on Saturday and returning by Monday morning, and in the meantime familiarizing themselves with lands which otherwise they would not go to see.

Gardening on City Lots Growing More Profitable

Interest in the returns that can be secured from gardening city lots is increasing.

A statement by Byron R. Hastings, in a recent Sunday paper that many of his customers had made good interest on the investment has been carried out in the experience of a number of realtors.

Potatoes this year have been the chief product for commercial purposes, although onions and cabbage and sweet corn come in close. A few have done well with flowers. E. R. Hume, for many years clerk of Dundee and a famous gardener and amateur horticulturist and floriculturist, makes from \$100 to \$150 per lot from peonies, while his cherries bring a profitable return each year. One real estate man reports sales unsolicited of asters from a small bed running from \$15 to \$25 per year, while he gives away as many more.

The secretary of the Real Estate board, George G. Wallace, would like to have any special reports, particularly from the boys and girls as to the returns from city lots during the last season.

Former Omaha Business Man Astonished at Growth of City

S. W. Lindsay, the jeweler, a well known man in business circles of Omaha for many years, is visiting in Omaha for a few days. Like other former business men who have called Omaha their home, Mr. Lindsay is astonished at the wonderful growth

of the city and, as he puts it, "the substantial character of this growth and the fine spirit of optimism." Mr. Lindsay has been in a number of cities from Los Angeles to Chicago, where he and Mrs. Lindsay have been visiting their son, Curtis, and his family, and nowhere does he find the substantial progress and the bright prospects that he is finding in Omaha.

H. H. Christie of the W. Farnam Smith company, who has just returned from his vacation through the Pacific coast cities, bears out this conclusion of Mr. Lindsay's. Both of them say that Omaha is spoken of everywhere in a most enthusiastic way as being the city that is making the greatest and most substantial progress.

Installment Lot Sales Successful in Middle West

A. L. Root, who has charge of the numerous additions over the country for the N. P. Dodge company, which are put on the market on the dollar down and 50 cents a week plan, returned a few weeks ago from two or three successful sales in Illinois. Asked as to the effect of the war on this class of real estate dealing, he stated that they had had a great success in these sales, every lot being sold as the one at Joliet. In the east he says the real estate market is not so good, other investments diverting the interest and conditions being more feverish, but in the west and the middle west they are entirely satisfactory.

Burlington Employees Will Send Xmas Gifts to Soldiers

In the Twelfth and Thirteenth regiment of engineers sent to France to aid in rebuilding the railroads there are more than 100 who went from the Burlington. Now the Burlington employees are creating a fund to buy Christmas cigars, tobacco, pipes, candy and other sweets for the boys beyond the seas.

The plan to create a fund to purchase Christmas remembrances for the boys has the approval of Hale Holden, president of the Burlington, but he says that no employee shall contribute more than 50 cents. Contributions may be made to the passenger traffic manager and the division superintendents.

One of Pershing's Men Dies of Heart Disease

Washington, Oct. 13.—The in France on October 9 of Private John Hendrichs of a division ammunition train of the American forces was reported today by General Pershing. Hendrichs died of chronic heart disease. His home was in Philadelphia.

Germans Deny Famine Conditions in Poland

Copenhagen, Oct. 13.—The German administration of Warsaw has issued a denial of statements that famine conditions prevail in Poland. It asserts there is an abundance of food in the rural districts and that the people in the cities are adequately nourished.

"Somewhere in France"

O God, as we come to Thy footstool to pray,
And kneel in contrition in war's bitter day,
With hearts that are breaking—and eyes that are dim
With tears of repentance, for national sin—
We meekly beseech Thee, in pity, to glance,
On the boys who are serving us—"Somewhere in France."

'Tis our best and our bravest, from home and afar,
Who have gone at their country's call, out to the war;
Who have cheerfully given their lives—even now—
In defense of the weak, in response to their vow:
O God, with Thy tender, omniscient glance,
In mercy watch over them—"Somewhere in France."

No bullet can wound them, no shell can destroy,
Without Thy consent—even one soldier boy.
They are safe in Thy keeping, 'neath banners unfurled
O'er the bitterest war ever waged in the world—
O God, as they struggle, 'gainst gas, or with lance,
Do Thou their Protector be—"Somewhere in France."

Kept true to their God, and their country—let all
That is highest within them, respond to the call.
Kept true to their manhood—before them the goal
Of the triumph of right o'er the Kaiser's rule.
O God, in Thy mercy, before them advance,
And give them the victory—"Somewhere in France."

O cause them to be conquered, or wounded, to be,
Just and compassionate—like unto Thee—
To ever remember, their Saviour has died
For the boys who are falling on Germany's side.
O God, 'tis with shame, that we ask Thee to glance,
On modern warfaring—"Somewhere in France."

We leave in Thy keeping (naught more can we do)
The boys whom we love; and we pray Thee, anew,
In Thine all-seeing wisdom this conflict to end,
And the blessing of peace on our stricken world send.
O God, and with peace may we meet the loved glance
Of the boys who are serving us—"Somewhere in France."

Chatham, Ontario, Canada. LUCY SANDYS.

Omaha May Become Great Land Market

The recent successful and phenomenal sale by George H. Payne and his company of the J. J. Hill lands in Minnesota is again arousing interest in Omaha as a land market.

Omaha has never been recognized as such a market. Des Moines and other smaller cities have surpassed Omaha in past years. In this respect from time to time the agitation of

farm land listings, and organizing companies to handle lands on a large scale has brought about some temporary spurts, but nothing lasting.

Mr. Payne has made a mark for the city, as well as for himself, in his achievements, in this direction. Those who are studying the land market say that there is now a great opportunity for the organizing of large concerns to buy and sell land. There is also a sentiment abroad that Omaha ought to be a colonizing center, prepared when the war closes

to place upon great stretches of land either between Omaha and the Rocky mountains, or southwest in New Mexico, Oklahoma and Texas, or northwest in the western part of the

Dakotas, or in Montana and Wyoming, the immigrants which are sure to come in tens of thousands from the battle-wrecked countries of Europe.

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Point for point, dollar for dollar, this splendid silent worm drive 1-ton Indiana Truck gives you more quality, more simplicity and flexibility of operation and more reliability at \$1,550 than any other commercial car built to sell at a similar figure. Our business always prospers as a result of analytical comparisons. All Indians lead at their prices—in mechanical excellence, in liberality and strength of construction, in smoothness, in economy. The experience of America's foremost users of trucks attests this fact. "Indiana users are Indiana boosters!"

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After the 1-ton comes the 2-ton, \$2,250; 3½-ton, \$3,000; 5-ton, \$4,000. See—test the capacity in which you are interested. Known Indiana features: powerful motor, special steel frame, Lavine steering gear, multiple disc smooth starting clutch, Bosch ignition system, Sheldon springs, Hyatt quiet bearings, Covert transmission, Stromberg carburetor, Sheldon worm drive axles. All contribute to the outstanding value of each magnificent model. Telephone us today for a trial run over your delivery route. Ask for book of complete descriptions and specifications. Act before 1917 output is sold.

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We're Figuring a Long Way Ahead

GOOD business men today believe that permanent success depends on giving the public the best possible value. This is the policy The Goodyear Tire & Rubber Company is trying to pursue.

Goodyear is not looking for mere temporary sales.

If they were they might offer us dealers an extra discount as an inducement to push Goodyear Tires.

But the public would pay the penalty in higher prices or inferior tires.

Instead Goodyear turns that extra profit back into the tires—into more fabric and more rubber to make better tires.

Thus more consumers and more car manufacturers are using Goodyear Tires, and we dealers sell them because they get more customers for us.

We Goodyear Service Station Dealers are satisfied with smaller profit per tire because we sell tires to more customers.

Think, then, the vast amount of savings that we Goodyear Dealers all over the country help put back into additional material, to make better tires for you.

An extra "inside profit" to the dealer, of 10 per cent on a \$25.00 tire, would be approximately \$2.00.

But we Goodyear Service Station Dealers forego this inside profit for the sake of handling tires on an enduring, value-for-value basis. We get our profit on the volume of business which Goodyear quality brings to us.

We sell the product best for the consumer because we believe it to be good business. We are figuring a long way ahead.

This sign identifies the Goodyear Service Station Dealer.

Goodyear Tires, Tubes and Accessories are always kept in stock.

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1917 Farnam St.—Phone Douglas 7995.
THE NOVELTY REPAIR CO.,
4809 South 24th St.—Phone South 1404.
HOLMES-ADKINS CO.,
4931-15 South 24th St.—Phone South 420.
NATIONAL AUTO SCHOOL
2514 North 20th St.—Phone Webster 5943.

THE TIRE SHOP
2518 Farnam St.—Phone Douglas 4878.
ORR MOTOR SALES CO.,
Packard Show Room.
NEBRASKA SERVICE GARAGE
218-20 South 19th St.—Phone Douglas 7390.
CHAS. W. WALKER GARAGE CO.,
Fontenelle Garage—Auditorium Garage,
and C. W. Walker Garage, 36th and Farnam Sts.

GOOD YEAR

AKRON