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PART FOUR

How They Started in Business Life

REAL ROMANCES OF THE COMMERCIAL WORLD ARE UNFOLDED IN THE STORIES OF THE SUCCESS OF OMAHA BUSINESS MEN

By R. S. McCULLOUGH. Victims of the supposed-to-be national malady of unrest, who are seeking their ideas of success by shifting from job to job, should have their pet theory jolted completely out of them by the life stories of leading business men of Omaha, who have acquired position, wealth, and, above all, the respect and confidence of their associates, through picking their own line of work and sticking to it until they came out on top.

Examples of this solid success are to be seen on all sides in Omaha, but careers that illustrate as graphically as any the fruits of industry and persistence are those of Charles W. Pickens, president of Paxton & Gallagher; Everett Buckingham, president of Union Stock Yards Co.: Carl R. Gray, president of the Union Pacific railroad; A. C. Scott, president of the Scott-Omaha Tent and Awning Co., and George Brandeis, of the Brandeis stores.

Mr. Picken's business growth has kept pace with the growth of Omaha. he came to the city before railroads did, and has been here ever since. He was born at Detroit in 1859. After the civil war his parents moved west, first to St. Joseph, Mo., and then to Omaha, by steamboat. Mr. Pickens was 7 years old when he first saw the city.

Carries Omaha Daily Bee. His first schooling in Omaha was at a small frame schoolhouse where Jefferson square is now. The next winter he attended classes farther up town, and later went for one year to the Seagrave Military academy, which stood on the site of the Union Pacific building.

His first actual employment began with the establishment of The Omaha Bee. Mr. Pickens was the circulation department at that time, and delivered all the city subscriptions of each issue. He continued to carry papers for five years, delivering his routes, riding his weat his honors, that no one at first

Mr. Pickens made his first "jump" when he gave up the newspaper business and accepted a job at the linseed oil mill of the Harris, Taft and Woodman company. In a few years' time he had worked up from Buckingham began his business caa small position in the mill to super- reer as a messenger in the St. Joe intendent, and on the side had found office of the St. Joseph & Denver

CHAS. H. PICKENS FIRST JOB WAS CARRYING PAPERS NOW PRES OF BIG WHOLESALE GROCERY FIRM

glance would ever visualize him as a one-time messenger boy in a railroad office.

Students of Train Loads. But he was, nevertheless. For Mr. time to study telegraphy and short-hand. His tutor for the later sub-ject was John T. Bell, then the only ary of \$2.50 per week, and the hours

CARL GRAY BEGAN HIS CAREER AS SMALL TOWN HE'S PRES OF

shorthand court reporter in Omaha. were long. But he perserved, and Mr. Pickens' next change in occupation was to be his last.

Chosen General Manager.

In 1879 he became connected with the Paxton & Gallegher wholesale grocery, when that firm was organized The late Ben Gallegher knew of his shorthand study and induced him to enter their office. He started as bill clerk and collector, but during his eaerly years with the com-When the company left its original Farnam . The company was incorporated in 1895, with Mr. Gallegher, president; W. A. Paxton, vice president, and Mr. Pickens, secretary-treasurer and general manager. He served in that capacity until 1907, when he was elected president, following Mr. Paxton's death. He has served in that position ever since.

Mr. Pickens has been a prime mover in semi-public enterprises for more than 30 years. He has been a member of the Chamber of Commerce and the old Commercial club since the latter's organization. For 24 years he has been a member of the executive committee and served as chairman in 1900 and was elected

president in 1901.

Everlastingly at It. For 12 years he was a member of tinue as one of the governors, as he was not able to devote the neces-is with. Housing conditions were sary time to it. In accepting his scmewhat better that year than they are now, for within a week Mr. resignation the remaining governors are now, for within a week Mr. presented him with a valuable watch Buckingham had resigned his rail-

years I kept my motto framed on took that sentiment seriously from the start, and I believe in it as firmly today as when I began.

"Success is bound to come to the man who will do his very best, no matter what his task may be, and practice the rules of honesty, integ-rity, loyalty and punctuality. When I started to work here my hours were from 7 in the morning to 6 in the evening, with a lot of night work thrown in, too. My first va-cation came after I had been with the firm nine years.

Railroad Messenger Boy.

"My advice to anyone starting in would be to pick the line of work he is best suited to and give his job the best he has. It's only through that kind of effort that one can reach the top."

There is no one in Omaha with wider acquaintances or who has more warm personal friends than Charles H. Pickens,

So well does Everett Bunckingham, vice president and general manager of the Union Stock Yards tation. In a short time he was made Co., governor of Ak-Sar-Ben, and

after 13 years with the same road had advanced to chief clerkship. In 1880 the railroad became a Union Pacific property and Mr. Buckingham came to Omaha as chief clerk to the car accountant of the U. P. Shortly after his arrival he was advanced to the position of car accountant.

A few years in that capacity, and he became car service agent for the pany did a little bit of everything Union Pacific, then superintendent around the warehouse and office. of car service, and finally superintendent of transportation. In 1904 two-story building at Fifteenth and Mr. Buckingham was selected to go streets and moved to its to Ogden, Utah, to keep things movpresent location Mr. Pickens was ing at that point of the Union Pafiguring profits, and later became a cific concentration. His technical buyer and had charge of house sales. position was general superintendent of the Oregon Short Line, but his duties were to keep things moving and on time on that road, the South-

ern Pacific and Union Pacific on the Ogden division. During his railroad career Mr.

loads, and for continual study for the Columbia river. means of increasing the sizes of freight trains. He was one of the earliest advocates of capacity weights behind locomotives, and means of increasing the sizes of freight trains. He was one of the earliest advocates of capacity weights behind locomotives, and freight trains and the late Mr. Hill had a faculty for getting what he went after. So Mr. Gray went to the Pacific north-Becomes Firm Manager.

extraordinarily long 'freight trains became known on the system as "Buckingham specials." . used to head the Hill subsidiary lines, which included the Oregon Electric railways. Station Agent's Helper. In Less Than Forty Years.

In 1907 Mr. Buckingham termi-nated his railroad connections when Hill, Louis W. Hill, a son, became apparently he was within, a step of the head of the Great Northern rail-For 12 years he was a member of the board of governors of Ak-Sar-Ben, and served five years as presi-dent. In 1913 he declined to con-tinue as one of the governors, as he was not able to devote the neces-he was not able to devote the necesthe top, to return to Omaha as gen- road, the great Hill line, and so head He served with that road until a short time before the war, when he

and chain. Mr. Pickens belongs to the Omaha. University, Athletic, Country and Happy Hollow clubs. "My secret of success?" Mr. Pick-ens said when asked. "For 20 He has been identified with pro-the has been identified with pro-of the selected for an entry was one of the selected for an entry was one

gressive activities in the stock busimy desk. It was: 'Keeping ever-lastingly at it brings success.'-I ever since. Like Mr. Buckingham, Carl Gray now head of one of the largest and soundest railroad systems in the

country, began in a railroad office. The difference is, he stuck to the business. Mr. Gray was born at Princeton, Ark., in 1867. When he was 16 years old he began his railroad career, helping the station agent of the St. Louis & San Francisco railroad in a little Kansas town. Later he became teleg apher and agent himself, and served in that capacity until 1886.

World's Crookedest Railroad.

In that year he was transferred to the Wichita office of the road, and saw his last of station work. His first position there was clerk for the general western agent of the road. After a few years of training he became general agent himself. He then successively filled the of-

fices of district freight agent, divi-sion freight agent, and division su-perintendent. In 1900 he went to the St. Louis headquarters of the road as superintendent of transpor-

general manager of the road, then



and general manager of the road secured a job in the Boston store with which he had started in that city. His wages when he in that city. His wages when he began were the munificent sum of In that year James J. Hill, railroad genius of the northwest, needed \$2 per week. But he started work-

a man to build and have charge of ing as soon as he got the job. Two the crookedest railroad in the world, years later he was promoted to the Buckingham was noted among his the Spokane, Portland & Seattle silk department, and after five years associates as a student of train- railroad, which follows the banks of was made silk buyer for the store. The annual sales of that department

Becomes Firm Manager.

On the death of Charles Netcher, proprietor of the store, Mrs. Netcher selected Mr. Brandeis out of 4,400 other employes to become manager. He continued in that capacity until 1913, when he came to Omaha, fol-lowing the deaths of his cousins, Emil and Hugo Brandeis.

Mr. Brandeis has only one recipe for success, and that is ambition and determination to forge ahead "You can't keep a good man down," he declared. "Anyone who is determined to succeed is bound to rise, maybe not in one year, and maybe not for 10 years, but if he has the spirit to climb, nothing can keep him down.'

Increase in Tents.

of the selected for an executive post Al C. Scott, president of the Stottin Washington. When the return of the roads to Omaha Tent and Awning Co., and a similar establishment at Seattle, private ownership was announced and railroad reorganization all over and connected with other firms manufacturing canvas goods, and also president of the Omaha Mnufacthe country began, the Union Pacific, conceded to be on as fine a footing as any railroad in the country, been a commanding figure in an reached out for Mr. Gray. In less than 40 years he has climbed from industry.

As a matter of fact, only 15 years ago Mr. Scott still had his future before him. At that time he was helper at a country station to head of one of the greatest transportation

No more convincing example of company, with \$50 a month his rethe fruits of application along one ward. He switched, however, to his line of endeavor can be found in Omaha than in the life of George present line, and began his rapid

rise toward the top. It wasn't so many years ago that the old Omaha Brandeis, head of the Brandeis interests, who has climbed from the Tent and Awning Co. had the "Scott" prefixed to its title, signivery bottom to a position of national importance in the department store fying that Mr. Scott had begun to Mr. Brandeis came to America 30

That Was a Starter.

years ago from his home in Europe, with his uncle, the late J. L. Bran-That was only a starter, howeverceis, founder of the Omaha stores. and the connections that make his He went to work in the old Branname known all over the country-in deis store on Thirteenth street and viti: canvas goods, came later. Next spent his spare time and eveningsa acquired the Seattle factory, the studying. It was his duty in those argest in the west, which gave him days to open the store in the mornontrol of one of the largest comings, build fires and sweep out the

Worked for \$2 a Week.

systems on the globe.

world.

Pa Rourke Oldest Owner Of Ball Club in America

Completes 21 Years' Continuous Ownership of **Omaha Base Ball** Franchise.

With the completion of his 21st ear as an owner of a professional base ball club in one city, W. A. (Pa) Rourke of the Omaha club of the Western league, today enjoys the unique distinction of being the oldest owner in point of years' service in the United States. And though the popular local sporting magnate has had to carry

his club through some varying vicissitudes, he has triumphed in a business way and made this point on the western circuit one of the most popular base ball towns in the "Pa" Rourke, as he is affectionately known to fans everywhere, is crowded close, however, in record

of ownership by another equally famous base ball man, President Charles Comiskey of the Chicago White Sox. The latter has had 20 years' service as the owner of the well known "windy city" machine; and, strangely enough, the careers of the two great sportsmen have paralleled closely in the way of base ball success.

Began 'As Infielder.

Rourke started in professional base ball 38 years ago as a third baseman with the Muskegon, Mich., team of the old Northwestern found their way into the "big show" just the same as Rourke did before league. Since that time he had played ball on two Omaha teams, once in 1887 and again in 1894, beturers' association, hasn't always fore finally coming here permanently to acquire the ownership of Omaha's entry in the Western

league Starting professionally with the

handling shipments for an express Stott factories were able on a mo ment's notice to switch production from awnings and commercial canvas goods to military orders.

Well Known in Army. If you were in the army, you may have slept under a Scott pyramidal tent; likely you carried one of their shelter halves, and it's a cinch that

if you were at Fort Omaha you helped pitch one of their balloon hangars, juggled Scott sandbars and maybe packed Scott parachutes. Taking advantage of opportunities and application to the job in hand is Mr. Scott's prescription for get-ting ahead. He believes that his

own success is the result of practicbinations in that industry. When this country entered the war there was ing those rules. Making the most country entered the war there was of your job fits you for a better an immediate demands for tents, one, he holds, for the minute a man

prime mover in nearly everything elected a vice president, and in 1911 After a year in his uncle's store tarpaulins, bags, and dozens of gets too big for one place there's that is going on to boost Omaha, was serving as senior vice president. Mr. Brandeis went to Chicago and other, items of equipment, The a bigger one awaiting

A.C.SCOT T USED TO HUSTLE FREIGHT NOW HE'S THE BIGGEST TENT AND AWNING MAN IN THE COUNTRY

spun for the edification of the fans far and wide, he went to the Atlanta, Ga., club of the Southern league. In bunting by a good margin. The next year he was with Duluth of the The

Northwestern league and played his part in another pennant gain. Joins Omaha Club.

With the beginning of the season of 1887 "Pa" Rourke played his first professional base ball in Omaha, the city which was eventually to be his home town, and in which he was to achieve such pronounced success.

Omaha, which was then, as now, a part of the Western league. The next year he went to Lima, O., in the Tri-State league, and again there Nebraska Oil Booms he helped to make a pennant win-

ner. The spring of 1889 found Rourke lined up with the Fort Worth team of the Texas league, but in 1890 he again switched north and joined the

it. Paul team of the Western league. The next year found him in Cedar Rapids, Ia., of the Three-I league. It was in the latter place that Rourke had his first experience as a manager as well as player. However, even this berth failed to hold the wandering player, and the

next year, 1892, found him in the Nebraska State league, an independent organization. He remained with this league through 1893.

Scout for the Cubs.

In the spring of 1894 Rourke came back to Omaha as manager was the teammate of such great players of the period as John Clark-son, Dave Fouts, Bobby Carruthers, David and the such as t and part owner of the local club. However, he was not yet ready to Porter, "Lady" Baldwin and others. All of these old-timers were great settle down, and the succeeding year found him playing with Bloomington, Ill., as manager and sole pitchers, and at one time or another owner

This venture was not a financial success, and in 1896 he went to Birmingham, Ala., to manage that

Displays Fighting Spirit.

his playing days were finally over. When "Pa" referred to his service city's entry in the Southern league. with Muskegon a smile spread over This was his last year as an active his features. "I recall now," he said, ball player. For the next three years "that the old Muskegon club still he was a scout for the Chicago owes me money, which of course I

DOURKE

never expect to get."

old Muskegon team in 1383, Rourk

With Columbus Team. The next year, in 1884, found Rourke with the Columbus team of the American association when it finished second, next to the New York Giants.

"And that, by the way, was the year when the old New York major league club acquired the title of Giants," said Rourke.

"I remember the personnel of the old club well-and say, they were whales of fellows, every one of them. There was not a man of the Giants nant. under six feet, and the most of them were above that in stature. And my how they could pound the old horsehide. They were fast fellows, too Yes, the original Giants were well named and the title has stuck to the

Young McGill confessed, police ay, and escorted the officers about town, pointing out the places he ad

GEORGE BRANDEIS

WAS ONLY AN UNDER

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ISING CAREER

YOUTHFUL THIEF

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FOR LIFE OF EASE

16-Year-Old Boy Confesses to

Robbery of 25 Estab-

lishments.

By International News Service.

well-groomed, manicured and bear-

ing the mien of a "man about town," 16-year-old Alton McGill was ar-

rested charged with the robbery of more than 25 business places.

Detroit, Mich., July 31 .- Suave,

mitted having pilfered. The youthful "Raffles" boasted of his prowess since his release from a boys' industrial home. He told the officers that he had planned a wild life for himself and frowned on the conventional method of ob-

taining money by labor. When arrested he had rooms in two hatels, both of which were hiding places for a miscellaneous collection that year he was with his first pen-nant winner, Atlanta capturing the hach't yet bothered to realize any money.

His clothing was of the best and, he told the police, he was about to make the final payment on an auto-mobile. In a tailor shop, which he is charged with robbing, he told the

and pressed. The police turned McGill over to the juvenile authorities, who imme-He played through that season with diately charged him with violating his parole. He has 10 brothers and sisters.

> Are Due to Rainfall, Says Uni Professor

Heavy rainfall in Nebraska's sand nills is the principal cause of the oil boom in this state during the last ew months, according to Dr. George Condra of the University of Nebraska department of conserva-tion and soil survey, who has dis-covered the iron "pyrites" or "fools' gold" of the oil miners.

The water table in Nebraska has isen during the heavy rains, Dr. Condra states, forming an iron compound which, seeping out on sandy areas, somewhat resembles oil. This compound has been the cause of much excitement in various quarters, Dr. Condra finds. The department of conservation and soil survey has been flooded during the past few weeks with requests for information on oil and gas formations.

quit the diamond for business or he professions.

"It is fine and exciting to fight tor a pennant," he said, "but that is only a secondary matter, after all, in playing the game of base ball. Good, clean diamond sport at all

In the fall of 1899 "Pa" Rourke times is what the public wants; it is came back to Omaha and purchased the franchise of the local club, and what the people pay for, and they he has continued as owner up to whre entitled to it. Every team and the present time. In the interven-player in each respective league ing period he has had sometimes a should feel that they are in the game to do their best and play it good playing combination, somefor the winning of every contest. times a bad; but he has ever dis-played such a spirit of clean sports-In my playing days we did not have anything like the remuneramanship and such a fine zest for tion to incite us to a high standard of talent as the players have now, but we played the game for all we he game that he has had the fans with him at all times, in the successive years of fighting for a penwere worth and enjoyed it."

When he started out, like all young players, his ambition was to

During the years that Rourke has climb into the majors, and "Pa" seen the owner of the Omaha club achieved that point of fame long he has trained and brought out scores of young players who have made good here and been a credit in one of the best cities in the named and the title has stuck to the New York team ever since." In the fall of 1885, according to the reminiscent narrative which "Pa" there as managers or owners, or hands.