FACTORIES FOR NEBRASKA

President Page's Address on a Subject of General Interest.

CANNOT ALWAYS DEPEND ON FARM CROPS

A Detailed Statement of the Results of the Home Patronage Movement Upon the Manufacturing Industries of Nebraska.

Every business man, every property owner, and every laboring man in Nebraska is interested in the development of the manufacturing interests of the state. Hence the home patronage movement has attracted a good deal of interest and the efforts put forth by the manufacturers through their association have been closely watched. At the anhual meeting of the association held during the past week President Page made a report that throws much light on the factory question. A brief summary of this report has been published, but in view of the general interest in the subject it is here given entire,

To the Members of the Board of Directors of the Manufacturers and Consumers Association of Nebraska: With the close of my term of office as president of this assection. ation I desire to call your attention to a few facts connected with the past year's work, and the present condition of our organization. Many of you were present at the first meeting ever held by the manufacturers of Omaha, which took place on September 21, in the New York Lite building. We organ-ized for the single purpose of calling the attention of the people to the importance of encouraging the manufacturing industries of our state and to overcome the seeming popuiar prejudice against goods of home produc-tion. Every step taken by the association has been in the interest of home industries. and with the close of our first year of exist-ence it would seem to be eminently proper that we review our work with the object of ascertaining if any real Active Membership.

At the time of our organization only twenty-seven firms subscribed their names to the constitution and bylaws, and our first efforts were necessarily directed toward the securing of a fair representation in our asso-ciation of the manufacturers of the state. At first we confined our efforts in this direction to Omaka, feeling that we could not hope to induce the manufacturers of the state to co-operate with us until we had demonstrated that we, of Omaha, were united and working in harmony. After the enrollment of the greater number of all the manufacturers of Omaba, we next turned our attention to the other cities of Nebraska. The secretary traveled over the greater part of the state, calling upon the manufacturers, explaining to them the object and aim of our association and enrolling as members as many of them as possible. Our success in securing and reas possible. Our success in securing and re-taining members is shown by the following roll, which represents the present condition of the association as regards membership: Beatrice, 8: Fremont, 6; Hastings, 1; Col-umbus, 5; Lincoln, 8; Nebraska City, 9; Norfolk, 1; Omaha, 136; O'Neill, 1; Seward, 1; Biue Springs, 1; total active membership, 177. Of this number I beg to announce that 103 are paying their dues promptly. There

General Membership.

103 are paying their dues promptly. There are sixty-three who owe three and under six months' dues, and four who owe for six

I next desire to call your attention to what is termed in our organization the gen-eral membership, and which embraces such citizens as shall sign an agreement to give a preference to goods manufactured in the

On rebruary 25, for the benefit of consumers, we issued 25,000 catalogues, giving a list of the goods and commodities manufactured in the state. The association then employed a large number of people to call from house to house, leave a catalogue, and, where possible, induce the residents to sign an agreement to give Nebraska made goods the preference. By this method the most of the catalogues were distributed in the Nebrasks cities, and the remainder were given which were reserved for use, as they migh be required.

The success of our house to house can-vass is evidenced by the following figures which show the number of families in thre Nebraska cities that have signed an agree ment to purchase Neoraska goods, quality and price being equal: Beatrice, 700; Omaha, 9,600; Nebraska City, 664; total general membership reported, 10,664.

Our directors at Fremont, Hastings and some other points have not reported the number of general members. As each signa-ture represents a family and as experience has shown that the average family in the west numbers five members, we are safe in saying that 54,800 Neoraska consumers have practically promised to aid in the develop ment of Nebraska's manufacturing indus-

That very many of these people have lived up faithfully to their promises we have positive proof. They have persistently asked and demanded that their retail dealers supply them with home made goods. They have impressed upon the retail merchants of our state the necessity of carrying in stock everything in their line that is made in the state. They have freely admitted the excel-lence of the products of our factories and have increased the reputation of Nebraska goods both at home and abroad. More than this, they have been the means, by stimulating the manufacturing industries, of fur-nishing employment for several hundred men and women in our factories. Strength of the Organization.

I believe that I am perfectly safe in saying that no commercial organization was ever rought into existence in the west that nos ers and Consumers Association of Neoraska Let us look at this matter a little more closely. Taking the statistics collected from part of our members a few months ago as a basis for making an estimate, we are safe in saying that our association employs 10,000 people. As our employes are heartly in sympathy with us in this movement, their interests and ours being identical, we can safely count upon their active co-operation in our efforts to encourage home industries. Then there is our general membership, 10, 964 heads of families, who have sigued an agreement to work with us in our efforts to build up the manufacturing interefforts to build up the manufacturing interests of the state. They, as heads of families, represent 54,800 people. In addition,
two-thirds, at least, of our active members
and employes are heads of families, and
thus represent 38,920 additional people.

To recapitulate, we have: Active members, 177; general members, 10,934; employes, 10,000; total members and employes, 21,171; total number consumers represented.

the purpose of making an idle boast, but only to impress more fully upon your minds the enermous forces that we have at hand, and hence the opportunity that we have of conferring upon all these people and the state

As to the finances of the association the president stated that they are now paying out monthly, aside from incidental expenses,

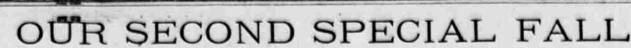
Becretary's salary \$100 00
Bienographer and typewriter 30 33
Office rental 30 00 Total 8160 Es
The secretary is the only officer of the
tssociation drawing a salary. The association has for the year ending September 12
received and disbursed the following as per
the secretary's report:

From hangers, advertising...... ditures per vouchers, receipted Cash on hand......

In addition to the cash on hand there is due the association \$763 in membership dues. The association also has on hand two office desks, chairs, typewriter, etc., \$189.35; labels, cuts, etc., \$19.40; total, \$208.75.

A Public Meeting.

But to return to the actual work of the association. While we were perfecting our organization and preparing our official catalogue each active member constituted himnelf a committee of one to en ... igo home patronage in every way possible, by talking





SUIT SALE

Owing to the immense success attending our last popular suit sale, and the season gradually arriving at a point when fall suits are in demand, we have decided to hold another special sale, wherein a little money talks, and where it buys double found elsewhere; that is the best suit for the least money, in Omaha.

FOR MONDAY.

500 Men's Suits worth \$20, at \$12.50.

These are exceptionally fine suits; something to be proud of.

These are garments made for the short and stout, for the long and slim, for everybody; and in them are extra large sizes, from 44 to 50. They come in fine diagonals, pinheads, corkscrews, English cheviots, and the patterns are in plain solid colors, black, blue, brown, gray, mixtures, plaids, stripes, and an endless variety of shades. trimmed and lined with the finest Italian satin, and in short, cut to fit, sewed to wear, and dyed to hold their colors, so you can rest assured they are first class in every respect. Their actual value is \$15, \$20 and \$25. Look and see if you can match them elsewhere at the price of \$12.50.

Please remember we carry in stock an all wool men's suit as low as \$5, for those desiring something cheaper.

\$12.50 SUIT SALE, TOMORROW.

Look at them in our show windows. In variety, stock and style of garments we are not excelled by any other house in Omaha. We invite your inspection to three floors crowded with brand new clothing.

Columbia Clothing Company,

Corner Farnam and Thirteenth Streets.

Successors to M. Hellman & Co.

It, and, I think I may safely say, by practic-ing it. There was, however, a feeling that by united action we might also accomplish much good and, accordingly, on December 2, a public meeting was held at the Grand opers house in Omaha. The public interest in home patronage was evidenced on that occasion by the crowding of the house to its full capacity of 2,000 and the turning away of several hundred people who could not gain

The Exposition. I now come to the most important event of our whole year's work, namely, the ex-position held in Omaha during last June. As oncerns this I will not enter into details as its unqualified success is too well known to every one. Its results have been farreaching and it has given a stimulus to manu-facturing in Nebraska that has exceeded our fondest hopes. As near as we can estimate from the receipts and the number of passes. ssued, 20,000 people passed through the exposition during the ten days that its doors were open to the public. In addition to this number 14,000 school children were given tickets of admission. These people carried to their homes a better idea of Nebraska made goods than they ever before possessed. More than that they received a more enlarged idea of the size and extent and value to the state of our manufacturing in-dustries. They were convinced that Ne

braska factories were worthy of patronage The Nebraska Label.

I will next call attention to the Nebraska label. It was adopted early in the history of our organization on the representation of members that it was impossible for the public to identify many lines of goods and that it was impossible to tell whether or not they were made in Nebraska. The design as you are all aware is a diamond-shaped figure naving in the center a spinning wheel, which is supposed to signify "home made." This label is becoming familiar to the people and is a positive proof that the article bearing it is of Nebraska manufacture. We have printed 60,000 and distributed 53,000 of these labels. Several firms have incorporated the label in their trade mark, being granted that privilege on the payment of a royalty to the

I would like to urge upon all members the more extended use of this label. I am inclined to the opinion that it might be advisable to make the use of this label free to every member of the association, charging them only for the cost of printing.

The Results.

After detailing our strength in members and sympathizers and the condition of our finances, as well as the various enterprises undertaken by the association, the question naturally suggests itself. What have been the results of the efforts put forth by the To go into this matter fully would con-

sume too much time, but we may call attention to a few of the most noticeable results of our efforts.

We have been enabled to largely increase the number of people at work in our factories. Just how many additional people have found work it is impossible to say,

but we know that several hundred have been added to the payrolis of our members. From caretul inquiry among the manufacturers I place the increase in the number of factor; agree is a conservative estimate.

Another result is that firms that were Another result is that herns that were struggling along a year ago, unable to seli their product on account of the popular prejudice against goods of western manufac-ture, and that were talking about going out of business, are now running to their full

capacity and building up industries that will be the pride of the state. Another result is that the report has gone out that Nebruska is a good place for manu-facturers and that will bear fruit sconer or later, as manufacturers are always looking for a good place to locate. It has brought the manufacturers together

and has led them to take an interest in each others' work. In support of this assertion I might mention instances where manufacturmight mention instances where manufactur-ers have taken the time and trouble to in-troduce other manufacturers to the trade and assist them in getting their goods introduced. It has kept many thousands of dollars in the state that would otherwise have been sent to the far east where it would have been on total loss to Nebraska. The people of Omaha formerly bought very largely of goods made in the east when the same kind of goods was being made in their own state. Omaha made in the east when the same kind of goods was being made in their own state. Omaha people are now, in addition to patronizing their local manufacturers, buying freely of the manufacturers located out through the state, especially such lines as starch, cereal goods, perfumes, extracts, canned goods, paying brick, etc.

This association is doing much to stimulate

a friendly feeling among the cities of the state that can only be brought about by the opening up of extensive trade relations. It is doing much to wipe out that unwise rivalry that seem to build up a city by tearing down

Suggestions for the Future.

members is, What shall we do this coming year to promote home patronage and thus still further develop the manufacturing in-terests of the state! During the extremely hot weather of the past summer we have not done much as an association, but the time has now arrived when we must move, and that, too, in an ef-

I hope that every member of this association will give careful and serious thought to the success of whatever plan or plans are the success of whateve adopted by this board. While not attempting to outline a plan of

ompaign for the association, I will take the liberty of calling your attention to a few points that to my mind are of especial im-portance. Owners of factories must take more pains with their employes. Talk with them of the advantages to them personally as well as to the state at large to be derived from the practice of home patronage. Give them all the information you can as to what goods are made in the state, and have it thoroughly understood that you are never too busy to answer questions from your em ployes as to where they may obtain goods of Nebraska manufacture. If you cannot in-form them on any point ask for the informa-tion from the secretary of the association, Your employes are ready and willing to assist you in the home patronage movement, you if they do not it is your own fault. Your time may be taken up with your individual business, but if so remember it is because people are patronizing you. Do not be self-ish tut help other manufacturers to obtain ish but help other manufacturers to obtain patronage by interesting your employes in the subject. I believe this association should o it that its members interest their employes

Another subject which I believe should receive your careful consideration is a state exposition. When we met in this room last spring to consider the holding of an exposition some one suggested that by hard work we might make as great a feature of the Newscas Manufacture. braska Manufacturers exposition as Sloux City had made of her corn palace. The very suggestion of such a thing at that time was sufficient to provoke a smile. We had our exposition and we not only surprised and pleased the public but we were even surprised ourselves at the results obtained. prised curselves at the results obtained. As manufacturers we have all realized benefits from the exposition. It gave us a standing and a reputation with the public that we never had before and we cannot afford to let the public forget the obtain. and a reputation with the public that we never had before and we cannot afford to let the public forset the object lesson that we taught them. I have not brought up this subject to urge upon you the holding of another exposition as it is a foregone conclusion that as long as the association continues to exist an annual exposition will be held. I wish, however, to call your attention to some of the details. At the last exposition people were surprised at the extent of our manufacturing industries and were especially interested in those exhibits in which the actual work of manufacture was carried on. At the next exposition they will expect to see still more, and unless we make a great effort to show them much more than we did last time they will be disappointed, and will not pronounce itsuch an unqualified success

as they did iast spring. I mean to convey the idea that at our next exposition we must put forth still greater efforts to exceed in variety and interest that of last June in order to meet public expecta-Favors a Springtime Exposition.

Last spring we thought that the fall would be the best time for holding an exposition, but I am inclined to believe that for various reasons we had better prepare for an exposi-tion next spring. I would advise a little earlier date than last year, say commencing the 1st of June, and running two weeks, thus avoiding the hot weather which usually com-mences about the middle of the month. My reason for favoring the spring rather than the fall is that next year every one who can afford it will visit the World's fair during the summer, and by the time fail arrives they will have seen all the exhibits that they they will have seen all the exhibits that they will care to. Again, by holding our exhibit in the fall we will be running in opposition to the state and county fairs. If we change the date to the fall it will be a year before we can give another exhibit, and we cannot afford to wait so long a time. If held next spring it will be of great benefit to the manufacturers in their next summer's trade. This qualiton should be settled at an early date. question should be settled at an early date.

Another point that should receive our

careful attention is that of quality. Every manufacturer smould take great pains with his product, bring it up to the standard of eastern goods and let nothing go out of the factory that is not first class of its kind. Remember that in asking people to change from eastern goods to those of home production their attention is naturally called to any difference in quality that may exist. A difference in quality that may exist. A manufacturer who puts out goods below standard not only hurts himself, but the standing of every other manufacturer is

I would like to see members take advantage of every opportunity to speak a good word for the goods of other manufacturers. If you have a friend or customer among the retail trade and notice that he does not handle the goods produced by some other manufacturer call his attention to the mat ter and speak a good word for the goods in question. Such broadminded and unselfish ction costs you nothing and promotes the object of the association.

Patronage of the Home Press Profitable I would also urge upon every member the importance of being present at all association meetings. Nothing will kill an associa tion so quickly as nonattendance at the regular meetings. Again when we are ex-horting the public to patronize home industries, it does not speak very well for our sincerity if we do not take interest enough in the subject to attend the meetings of the home patrousge association. of the home patronage association. The only members that I have heard make any complaint about a lack of benefit derived from this association have been members who stay away from meetings and neglect to do their part in the home patron-

I would also call your attention to the importance of encouraging the press of the state in its efforts to educate the people of the state in home patronage. The newspaper is the great educator of the people, and without the co-operation of the press we cannot hope to bring the people over entirely to our way of thinking. In urging the newspaper publishers of your city to fight your battles remember that they are manufacturers them selves, and that they cannot afford to give away all their goods (advertising space) any more than you can afford to give away you goods. If a publisher is public-spirited enough to give up space for the benefit of Nebraska manufacturers we should as individuals and him in getting something more Substantial than thanks in return.

We have reason to congratulate ourselve

OVERALLS.

KATZ-NEVINS CO.

202-4 Douglas Street

facturing.

on the assistance that we have received from the wide-awake citizens of Nebraska, who have taken no little pains to aid us in our work of increasing the manufacturing in-

The rapid growth of the cities of Nebraska has carried many of them beyond that point where they can gain their support entirely where they can gain their support entirely from the countrys trade. People who have not realized this fact sometimes express surprise that the large farm crops do not produce a boom in the business of the largest cities of the state.

The fact is that agveral of our large cities are too large to depend upon the farmers entirely and they must have manufacturing industries to support their surplus population.

dustries to support their surplus population.

This idea has been gaining ground rapidly of late and I hear men of all classes saying,

"We must have more factories." The question is now to obtain these factories.

The members of this association who are nanufacturers as dribus able to take a prac-

tical view of the factory question affirm that the best way to build up manufacturing inthe best way to build up manufacturing industries is to creaters market for the product.

If the people of the state will furnish the
market the question of increasing
the manufacturing industries will solve
itself. If the citizens of the state will call for
and insist upon being supplied with Nebraska
made goods the factories to make these goods
will double their capacity and the number of
their amployee every six months, if necestheir employes every six months, if neces-sary, to keep up with the demand.

That our plan is practical, I claim, has been amply proven by the experience of the past few months, during which time the people who followed our advice have increased the demand for home made goods to BURLINGTON, 1a. April, 4, 1831.

Dr. J. B. Moore—Dear Sir: Have been troubled with catarrn in my hoad and face for three years—at times was unable to hear had a constant ringing in my ears and for two years was almost deaf. Have tried several so-called remedies and been treated by regular physicians and noted specialists, but failed to get any relief. I tried one bottle of Moore's Tree of Life Catarrh Cure. It gave immediate relief and effected a permanent cure. I heartily recommend it to all sufferers of this disease and will cheerfully give any further information on being addressed at my home, No. 223 Sweeney ave., Burlingon, Ia. For sale by all druggists.

Respectfully,
R. L. Reid. an extent that has already led to a large gain in the number of factory employes. I would ask every citizen who wishes to see work for ask every citizen who wishes to see work for the laboring man plenty, more money in general circulation, the retail trade active, houses in demand, build-ing operations active and values on real estate firm, to unite with us in our efforts to bring about what is so much de-sired by all, namely, the development of Ne-breakels manufacturing resources.

I wish to extend the thanks of this association to those retail merchants who have rendered us such valuable assigned by bringing Nebraska made pushing their



WHITE LEAD.

LEAD CO

CARTER WHITE

By Purchasing Goods Made at the Following Nebraska Factories. cannot find what you want, communicate with the mannfacturers as to what dealers handle their goods.

AWNINGS. OMAHA TENT AND SMOKE BLUE SEAL AWNING CO. CIGAR. lags, hammocks, olland Omaha Manufacture Jacob Jaskalek. Catalogue. 1113 Farnam DYE WORKS FURNITU KE. BREWERS. OMAHA STEAM CHAS. SHIVERICK & Co., FREDKRUG BREW- OMAHA BREWING Furniture, Carpets Draperies, 1208 Farnam. every description. 1521 Howard Street. ING CO. ASSOCIATION. Our bottled cabinet beer delivered to any part Juaranteed to equal out-FLOUR. S. F. GILMAN. OMAHAMILLINGCO Office and mill. BOXES 1313 North 16th Streat C. E. Black, Manager OMAHA BOX FAC TORY.

PRINTERS.

ING CO.,

interest of every retailer in the state to not

only place Nebraska made goods on his shelves but to push their sale. Even the

manufacturers themselves cannot be more interested in the increase of the manufacturing industries than the retail merchants.

The factory employe is one of the best cus tomers that a retailer can have, he is paid

tomers that a retailer can have, he is paid regularly and knowing that he will have steady work, he is a liberal buyer.

I would also call the attention of the jobpers of the state to the home patronage movement. While this movement was undertaken especially in the interest of the manufacturing industries the merchants of Nebraska have interpreted it broadly, and have talked openly, that Nebraska jobbers ought to be given the preference. I believe that every jobber in the state has been benefited by this movement and I further believe

fited by this movement and I further believe that it is to their interest to encourage the manufacturers in every way possible. Hand-

ling the quantity of goods that they do, the

obbers could give a great impetus to manu-

facturing.

In concluding my office I wish to thank every member as well as the board of directors for their cordial support and assistance. To the executive committee I feel under special obligations and I am free to say that they are deserving of thatks from every member of the association for their untiring efforts to promote the interests of Nebraska manufacturers. Our efforts during the past year have been crowned with success and we hope as much for the year to come.

Call for a pint of Cook's Extra Dry Im

perial Champagne if you want a delicious cocktail made. It's both meat and drink.

For sale by all druggists.

PAXTON & VIER-Nailed and dovetalled boxes. Capacity 5,000 day. East Omaha Tel 413. P. O box 853. INDUSTRIAL IRON LING IRON WORKS. WORKS. OMAHA SAFE AND IRON WORKS. REED JOB PRINT nfes, vaults, jail work fron shutters and firs escapes. G. An dress lith and Jackson

cailed "Among the Anthropophagi" and has for its heroes the explorers, Stanley and De Brazza. The action begins with the de-

parture of the explorers for the Congo river

FROM

inttresses, feather pi Totrade only. 1302-4-6 Nicholas St. RUBBER GOODS. SADDLERY. OMAHA RUBBERCO MARKS BROS' SADDLERY CO. Stock saddles and light harness a specialty, 1407 Harney street. SYRUP. SOAP. PAGE SOAP CO., FARRELL & Co. Meat and Apple Butter, Syrups, Molases, 217 South Seventh St. Manufacturers of Union 115 Hickory street TRUNKS. STOVE REPAIRS.

MATTRESSES.

THE OMAHA MAT-

All kinds of stove repairs on hand, Gasoline stoves repaired and stoves stored. James H ughes 607 S. 13th St.

H. H. MARHOFF. M'f's trunks, traveling bags and sample cases libit boughts St. A play about to be produced in Vienna is

and the play contains several scenes laid in the heart of Africa. ARE YOUSUFFERING? Female We kness, Catarrh or Rheumatssm, Chronic, Nervous or Private

Diseases. Dr. Searles & Searles

Consultation Free. Acknowledged to be the most successful specialist in all Phivate, BLOOD, Neavous, Skin and Unix-any Diseases.

Genorrheas in from 3 to 6 days. Syphilis cured without Mercury. All stages for life.

STRICTURE permanently cured, removal complete without catting, caustic or dilatation. Cure affected at home by patient without a moment's pain or annoyance.

PILES, FISTULA AND RECTAL ULCEUS cured without pain or detention from business. without pain or defention from business.

HYDROCELE AND VARICOCELE permanently and successfully cured. Method new and unfailing.

WEAK MEN

(VITALITY WEAK), Made so by too closs appli-gation to business or affudy; severe mental strain or grief: SEXUAL EXCESSES is middle life, or from the effects of youthful follies. from the effects of youthful follies

WEAR MEN ARE VICTIMS TO NERVOUS DE.
BILLITY OF EXIALUSTION, WASTING WEAKNESS
INVOLUNTARY LOSSES with EARLY DECAY in
YOUNG and MIDDLE AGED; lack of vine, vigor,
and strength, with sexual organs impaired and
weakenesd prematurely in approaching old age.
All yield readily to our now treatment for loss of
vital power. Call on or address with stamp for
circulars, free book and receipts.

Dr. Searles & Searles, OMAHA, NES.

Next to Post Office.

QUAIL BRAND HEALTH FOODS

Parched Rolled Oats, Unequalled in Flavor. Corn Gritz, Sold only in 21 pound packages

Velvet Meal, For muffins and gema.

THE BEST IS CHEAPEST Sold by all First-Class Grocers.





DREC WES'S NERVE AND BRAINTREAP MENT, aspecific for Hystoria Blatinas, Fits, Natraigla, Headache, Nervous Prostration caused by alcoholor tobacco. Wakefulcess, Mental Deporession, Softness of the Brain, causing in analy, unisery decay, death, Premature Old Age, Barraness, Loss of Power in either sax, impotency, Lencorrines and all Female Weakness is, involuntary Losses, Spermatorrhea caused by over-exertion of the brain feel abuse over-indulgence. A month's treatment \$H, 6 for \$h\$ by mail. We guarantees its backs to carry Each orde for a boxes, with \$B\$ will said written guaranteeto refundif not cured. Guarantee issued only by Theodore. F. Lawis druggist, sole agont southeast corner lethand Farnam sts. Omaha