

This Pair Stands High in Business



Rudolph Beal

The Beal-Vincent Grain company is one of the old firms doing business on the Omaha Grain exchange.

It is composed of Rudolph Beal and Cuthbert Vincent. Both Mr. Beal and Mr. Vincent were charter members of the Omaha Grain exchange and the present firm was organized seven years ago. These two men and the firm which they



Cuthbert Vincent

have formed have given freely of their time and effort to the upbuilding of the farmers' elevator movement in the state. When the firm was organized there were not a dozen farmers' elevators in the state of Nebraska and very few in the neighboring state of Iowa. Now there are 300 such elevators in Nebraska and more than that number in Iowa. The firm occupies elegant quarters in rooms 405 to 407 in the new exchange building, where their friends from all over the surrounding country are always made welcome.

PRAYER ANSWERED
IN WAY OF HOPPER

Minnesota Ridded of the Pest by Miraculous Intervention of Weather Conditions.

STORY FROM THE DAYS OF OLD

There are four main divisions of the wheat family—common wheat, dwarf and hedgehog wheat, English and Egyptian wheat and flint wheat. The latter is the class under which comes durum wheat which is now being grown so successfully in western Nebraska and other localities in this country.

There is much difference in wheat as any member of the Omaha Grain exchange can tell you. They are white, red and amber in color, they have large and small kernels and they vary in weight from fifty-five to sixty-five pounds to a measured bushel.

When ground into flour even greater differences are apparent, some making larger and whiter loaves than others and a variation in color being apparent as well as in taste.

Grasshopper Times in Minnesota.
There are a number of diseases that attack wheat and a number of pests made the growth of man's great staff difficult in the early history of Nebraska and other states. One of the most remarkable of these was a pest of grasshoppers in Minnesota in 1877. It was a remarkable pest and no less remarkable in its apparently heaven-sent deliverance.

The governor of Minnesota in that year appointed April 25 as a special day of fasting and prayer and urged the people "in the shadow of the locust plague whose impending renewal threatens desolation of the land" to "humbly invoke for the efforts we make in our defense the guidance of that Hand which alone is adequate to stay the pestilence that walketh in darkness and the desolation that wasteth an noontide."

Hot Weather and Results.
On the appointed day shops and other places of business were closed, the church bells announced the hour of service and the people of all religious beliefs and of none went devoutly to church and prayed for the averting of a plague that had destroyed the crop the previous year.

The following day the sun shone over the entire state with a most extraordinary brilliance and heat. It penetrated the moist earth and there found the larvae of millions upon millions of grasshoppers. Stimulated and quickened by the heat the infant enemies of the wheat came to the surface of the ground and crawled about the earth in myriads, enough to destroy the wheat of the entire northwest. The visitation of the previous year was nothing compared to the vast army of locusts that now came forth upon the earth.

Frost Ends the Pest.
For a few days the hot weather continued and then suddenly it got cold, cold as winter and one night there was a severe frost. The earth was frozen up and with it the hatched and unhatched grasshoppers. In a few days it thawed again, but the pests had gone and the wheat crop was saved. Since that year there have been no grasshoppers worth mentioning in Minnesota or other western states.

War Cry of the Traders Means
Much When Business is Going On

"Yes, bo."

This is the yell of the Omaha Grain exchange.

It is a good yell. It is brief, expressive.

It is a terse, tense sequence of a guttural and a labial sound.

It typifies the life of the exchange, the men of the exchange.

Here the man who is of the philosophical, dreamy, sluggish, slow-moving type has no place.

To be a success here a man must have decision of character. He must have judgment. He must have courage.

Lacking any one of these he cannot succeed as a grain man.

He may have judgment without the courage to act on it or the energy to turn judgment into action.

Such a man will fail.

Another may have abundance of courage and be a dynamo of action. But without good sound judgment he will put his business craft on the rocks very soon and see it dashed to pieces.

The members of the Omaha Grain exchange have splendid judgment, quick decision and plenty of courage.

This is no mere supposition.

It is a fact, backed up, proved and attested by the undatable results that have been carved in history by the amaz-

Grain Dealers
National Mutual
Insurance Company

The Grain Dealers National Mutual Fire Insurance company of Indianapolis was organized in 1900, in response to a general demand of the grain trade for an elevator mutual. Prior to that time elevator insurance was pretty much a hit and miss proposition, the class was a hazardous one and losses heavy; but instead of an analysis of fire causes, increased rates were resorted to, running as high as 5 and 6 per cent in some cases. Mr. C. A. McCotter, an experienced underwriter, was chosen to head the new organization, and under the motto "Better Construction, More Care, Fewer Fires," the "Grain Dealers" started out to demonstrate that an elevator mutual could be run successfully. During the last two years, Mr. V. E. Butler, a man experienced in handling grain both at terminal and country points, has traveled among policy holders advising with them on their problems. As a successful man in the best type of policy holder, this work has benefited all concerned.

The company through its little publication "Our Paper," and other sources, has tried to educate its members away from the old idea that there is something mysterious about fire insurance business and to instill into every man that he is part and parcel of the organization, and that the fire loss, and the insurance cost, depend upon his effort. The company has never had to take one of its contracts into court to have it interpreted and it seldom loses a policy holder. Its board of directors is composed of some of the leading men in the grain business in the United States, and the exacting Kansas department paid them the compliment that they were "unusually faithful in the performance of their duties." Their salary is \$150 a year.

CIGAR STAND ONE OF THE
BUILDING'S REAL FEATURES

The cigar store in the new Exchange building is one of the very handsomest imaginable. Facing Harney street and with entrances both from the street and the lobby of the building it presents a most attractive appearance with its white walls and fine mahogany furniture. A large line of cigars, tobacco, candies and periodicals is kept. The equipment is of the finest and latest with humidors of large capacity and artistic appearance. It is owned and operated by Barkalow Brothers, a firm which has other fine stores including the place recently opened at the corner of Sixteenth and Farnam streets in the new Rose building and the Fontenelle hotel cigar stand.

WEEKES GRAIN COMPANY
ONE OF PIONEER FIRMS

The Weekes Grain company consists of W. B. Weekes and his son, Chester L. Weekes.

W. B. Weekes is one of the pioneer grain men of Nebraska. Thirty years ago he went into the business at Scotia, when the Union Pacific railroad was first built into that town.

When he left there ten years ago he was operating five elevators.

The firm has two departments, W. B. Weekes manages the feeder and mill order department and Chester L. Weekes the consignment department.

ing success and growth of the exchange in little more than a decade of time and its unexcelled standing as a grain market among all the grain markets of this country and the world.

"Yes, bo."

It is a shout that goes up when the prices go up or down. It may express joy or the opposite. But in any event it expresses alertness, a decision on something to do and half-trigger action in doing it to readjust to new conditions.

It may express elation or disappointment, but always it expresses the joy of battle. It is like Hughie Jennings' "Ee-yah" with the plucking of a blade of grass. It is the "Gott mit uns" of the Germans and the "for king and country" of England. Men have always yelled when in the midst of excitement, whether they were savage hordes engaged in slaughter of their foes in prehistoric ages or modern civilized men engaged in the battle of commerce or the battle of sport.

It is as spontaneous as the baying of hounds on the scent of the fox.

It signifies hope of victory and belief in success.

It signifies honest, open battle. Frowning animals and thieves don't make any noise as they hunt.

"Yes, bo" is a good sign, a good cry of a good bunch of commercial warriors.

Beal-Vincent Service

IS THE

Standard of Excellence

You May Have It By Consigning
or Selling to

BEAL-VINCENT GRAIN CO.

OMAHA

The
**Omaha National
Bank**

Seventeenth and Farnam Streets

Capital, One Million Dollars
Surplus and Profits, One Million Dollars

Special Facilities for Handling Grain Accounts

J. H. MILLARD, President

W. H. BUCHOLZ, Vice President

WM. BURGESS, Vice President

J. De. F. RICHARDS, Cashier

Assistant Cashiers: Frank Boyd, B. A. Wilcox, E. Millard, Otis T. Alvison.