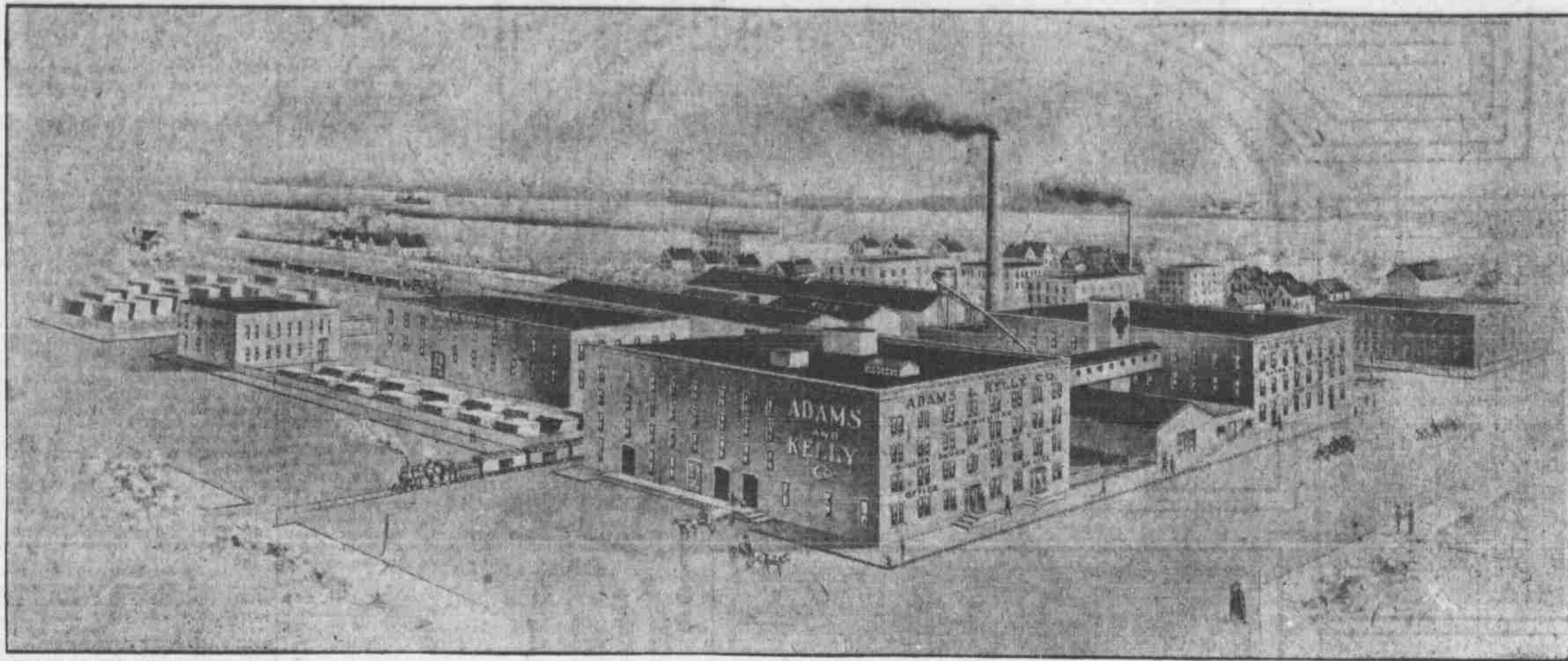


# Adams & Kelly Company

JOHN T. ADAMS, President, Dubuque, Iowa.

J. C. COLLIER, Vice-President, Dubuque, Iowa.

GEORGE H. KELLY, Secretary and Treasurer, Omaha, Neb.



View of Adams & Kelly Co. Plant, 13th and Nicholas Sts.

The largest manufacturing and jobbing firm in the sash and door business in the West is located in Omaha. It is the Adams & Kelly Company.

Less than sixteen years ago this firm began business with a small stock. The first location of the factory was in a small building at 1523 North Sixteenth street, where there were limited trackage facilities. The business done by the firm was not large enough to make trackage facilities of much importance.

George H. Kelly has been manager of the company from its infancy to the present time. It is due to his energy and intimate knowledge of the business that the plant has grown to such immense proportions.

It was August, 1892, when the infant industry was established in the little building on North Sixteenth street.

Today the Adams & Kelly Company is the largest manufacturing and jobbing firm in the sash and door line in the entire west.

Today the establishment occupies one of the finest positions in the Omaha jobbing and manufacturing district. This is be-

tween Twelfth and Thirteenth street and running from Nicholas street north.

It owns and occupies a ground space measuring 304 feet frontage on Nicholas street and extending 375 feet north. In other words this space is nearly a block and a half in size—114,000 square feet.

The brick factory building, three stories high and 66 by 157 feet in size, is equipped with all the latest improved woodworking machinery and all the latest patented devices for the conversion of the various woods into things of beauty and usefulness used in the building and equipping of homes and offices.

The latest improved steam drying kiln for the thorough and most scientific treatment of lumber which is the raw material of the manufactory, is also a feature of the equipment.

There are three lumber sheds, 60 by 150 feet in size. A magnificent, new, three-story brick warehouse building, 132 by 157 feet, faces on Nicholas street.

There is also a frame warehouse, two stories high and

measuring 70 by 90 feet. These are both filled with stock sizes of sash, doors, mouldings and all the many other things in which the Adams & Kelly Company deals, for the wholesale and jobbing trade.

All these buildings are heated by steam from the steam plant owned by the Company and all are lighted by electricity from the Company's own electric light plant.

An immense and varied stock of soft and hardwood lumber is carried on hand all the time, stored and cared for by lumber experts until such time as it is needed. The carrying of this stock makes it possible for orders to be turned out almost at a moment's notice in almost any kind of wood.

One hundred and fifty men are now employed in the factory, warehouse and office of the company.

The Union Pacific and Illinois Central tracks run into the yards of the Company's establishment.

Cars of lumber are shifted direct to the sides of the lumber

sheds and carload shipments of all kinds are loaded in cars direct from the warehouse.

The Company's territory, in which a large and ever increasing business is done, includes Nebraska, Iowa, Kansas, South Dakota, Colorado, Wyoming, Utah and Idaho.

The Company manufactures in its establishment almost all kinds of interior finish—sash and doors of all kinds, hardwood and parquetry flooring, mantels, mouldings, shelving, windows, transoms, stairwork, office fittings, desks, church fittings, porch work and many other things of this class.

All the interior doors and hardwood finish in the new Omaha Young Men's Christian Association building and in the elegant Brandeis building were furnished by the Adams & Kelly Company and MANUFACTURED AT THE COMPANY'S FACTORY IN OMAHA.

These two jobs are only samples of the marvelously rapid growth and of the work done by this big and successful firm.

## Grain Market Growth Reflects General Expansion of Omaha's Trade

Value of grain produced during 1907 in the section which forwards shipments to Omaha's primary market.	Value.	Bushels.
All of Nebraska.....	\$72,534,000	179,328,000
Corn.....	3,918,000	5,947,000
Winter wheat.....	30,217,000	42,047,000
Spring wheat.....	19,081,000	51,490,000
Oats.....	1,295,000	2,413,000
Rye.....	386,000	1,502,000
Thirty-two per cent of Iowa grain:		
Corn.....	27,181,800	94,470,500
Spring wheat.....	1,892,800	2,064,200
Winter wheat.....	315,500	394,800
Oats.....	10,287,200	23,948,000
Barley.....	2,722,200	4,548,900
Rye.....	116,500	202,600
Sixty per cent of South Dakota grain:		
Corn.....	13,050,000	28,306,000
Spring wheat.....	17,244,200	19,488,000
Winter wheat.....	7,058,400	12,626,800
Oats.....	7,966,600	12,075,000
Barley.....	219,000	354,000
One per cent of Kansas grain:		
Corn.....	6,835,000	15,514,000
Spring wheat.....	149,200	182,100
Winter wheat.....	5,230,600	6,378,500
Oats.....	186,000	317,000
Sixty per cent of Colorado grain:		
Corn.....	1,017,000	1,664,000
Spring wheat.....	3,170,000	5,098,500
Winter wheat.....	1,787,000	3,524,000
Oats.....	300,000	600,000
One per cent of Minnesota grain:		
Corn.....	201,000	486,000
Spring wheat.....	621,520	676,000
Winter wheat.....	25,140	619,500
Oats.....	178,640	296,520
Rye.....	10,750	16,250
Seventy-five per cent of Wyoming grain:		
Corn.....	35,000	56,250
Spring wheat.....	483,000	641,250
Winter wheat.....	382,750	1,068,000
Oats.....	35,000	56,250
Total value of grain in territory which looks to Omaha as a primary market, \$254,484,000.		

at \$254,484,000, were grown in the territory which looks to Omaha as a market and which comprehends the richest and fairest part of the Missouri river valley, farmers and the thousands who deal with them in one way or another not only went through the panic without knowing there was a money stringency, but stood back of the west with their wealth and averted loss and suffering.

And when it was all over and the period of recovery was announced, the farmers had one-third of their crop still in the bins of the granaries. When prices of stocks went down in November and December, the farmers fed \$4.50 hogs corn which was worth 33 cents per bushel; when the elevators closed because the grain dealers could not secure cash to buy, the farmers wrote their checks for merchandise, new carriages and automobiles and make the holiday trade, without having to dispose of a single bushel of grain.

Estimates vary as to just what percentage of the wealth of the fields in western states is back of Omaha, but grain dealers estimate that of the grain which is shipped to primary markets, practically all from Nebraska fields comes to Omaha; 32 per cent of the immense crop of Iowa is within 100 to 150 miles of Omaha, nearer than to any other market; the northern twelve counties of Kansas depend on Omaha for a market, and probably 10 per cent of the grain which is sold is sent to Omaha. South Dakota grain naturally comes to Omaha. Probably 60 per cent of the amount sold is

shipped to the Omaha market. Along the lines of the Great Northern, Northwestern, Omaha road and the Milwaukee & St. Paul road, in Minnesota, hundreds of cars of grain are shipped to Omaha, until at least 1 per cent of the great crop of Minnesota comes to Omaha on its initial movement from the fields to the consumer. Colorado ships 60 per cent and Wyoming 75 per cent of the grain the states have to sell to Omaha.

But, back of the fact that much of the grain comes to Omaha as a market, is the fact that the immense amount of grain, 500,000,000 bushels, valued at \$250,000,000, represents the buying power of the farmers in the territory which buys and sells everything to Omaha, except farms, and hundreds have come to Omaha for farms since January 1, 1908.

The \$250,000,000 worth of grain enabled the farmers of the west to meet the panic and it was theirs from the first.

The farmers were conservative and their first move was to help the country banks. When the banks in the cities were issuing cashiers' checks and restricting the

payment of currency, scores of banks at the small towns in the western states paid money over the counters every day during November and December, because the farmers did not need the money and did not demand it.

M. O. Ayers, president of the bank at Dakota City, said thirty days after the panic started:

"When we resolved to pay cash and nothing but cash over our counter, the farmers took the money they had at home out of their treasuries and deposited it in the bank. We were offered money every day during November and the deposits increased. The farmers who came into the bank said they were not in the least anxious about the situation. They have a large amount of their grain on hand and regard it just as good or better than money in the bank. If the west is saved from the hard blows of a money stringency it will be because of the loyalty of the farmers and their great optimism."

Soon after the first of the year, and even during December, the sale of farm lands began, Douglas, Washington and Sarpy

county farms sold for from \$30 to \$115 per acre and some weeks more than a score would change hands. In many instances spot cash was paid by the farmers buying land.

Reports of the agencies in Omaha and out over the state during the first three months of the year have told of the thousands of farmers who are settling in western Nebraska, South Dakota, Wyoming and Colorado.

Young farmers from states much older than Nebraska are moving here, while many in the eastern part of the state are pushing west. They want elbow room. The farms worth \$100 per acre are too small and too cramped. The farmers are no longer afraid to attempt the cultivation of crops by irrigation and actual changes of the climatic conditions in South Dakota, owing to the vegetation and scores of lakes and hundreds of artesian wells, have become known far and wide.

Inquiry at the land department of the railroad companies of Nebraska reveals the fact that on an average of twenty-two families have been settled in each

county of western Nebraska by each railroad company since the first of the year. The influx of settlers into Colorado, along the lines which carry Omaha goods into the country, is even heavier than into western Nebraska. It is estimated by the railroads that every day 150 people go to Colorado to make homes and most of them locate in the territory tributary to Omaha and on the trunk lines of railroad.

The number of land owners in Nebraska, Wyoming, South Dakota, Kansas and Colorado has increased remarkably since the invasion of the farmers began and the winter and spring of 1908 has been no exception to the time when farmers are buying their homes.

At the freight houses of Omaha and in the break-up yards it is learned that several carloads of immigrant household goods cross the line into Nebraska daily. There are many families, especially those coming

a long distance, that bring no household goods. They dispose of their personal property in the east and when they come to Nebraska they buy new goods, new implements and new stock. This has greatly increased the demand for everything which pertains to farming and which fills the needs of householders.

The area of arable lands in western Nebraska and Wyoming is being constantly extended by the construction of new storage reservoirs and irrigation canals, which increase and more widely distribute the water supply.

Under the great irrigation ditches thousands of farmers are settling, while a new town is born every week in Wyoming or South Dakota, and though regiment after regiment of farmers are marching into the lands west of the Missouri, there is still room for hundreds of thousands more.

### Married Women

Every woman covets a shapely, pretty figure, and many of them deplore the loss of their girlish forms after marriage. The bearing of children is often destructive to the mother's shapeliness. All of this can be avoided, however, by the use of **Mother's Friend** before baby comes, as this great liniment always prepares the body for the strain upon it, and preserves the symmetry of her form. **Mother's Friend** overcomes all the danger of child-birth, and carries the expectant mother safely through this critical period without pain. It is woman's greatest blessing. Thousands gratefully tell of the benefit and relief derived from the use of this wonderful remedy. Sold by all druggists at \$1.00 per bottle. Our little book, telling all about this liniment, will be sent free.

## Mother's Friend

The Bradford Regulator Co., Atlanta, Ga.

### Omaha Factories

(Continued from Page One.)

of M. E. Smith & Co., large manufacturers of shirts, overalls and other ready made clothing said: "Our shirt and light goods garment factory is running full force. The overall factory is not, but indications are that it will be running with full force within a few weeks."

Shoe and boot factories report about the same number of workmen as last year; while one or two planing mills closed temporarily, with the hope of opening later with a full force. Furniture factories have been kept busy all winter.

Distillers are not working as many hands nor making as much liquor as they made during the same three months last year, while bottlers have cut down forces 25 per cent.

Almost all the manufacturing jewelers have additional workmen. The largest jewelry manufacturer in Omaha has increased his force 100 per cent.

The National Biscuit company has closed its factory and maintains a sales agency in Omaha. The force has been cut down from 150 people to something like five to ten people. The shutdown had nothing to do with "tight money," but was brought about by the application of the Nebraska pure food law, the company declining to label its goods as directed.

Two industries which have added workmen are the manufacturers of whips and the makers of a humane horse collar which have almost doubled their forces since last year.

Cigar manufacturers have cut down their forces from 15 to 25 per cent, but the smaller novelty factories are running with a full force.

One of the large forces of workmen employed in Omaha is at the works of the American Smelting and Refining company, which refined \$4,000,000 of metals last year. Manager Page said April 1: "Our force has not been cut down to exceed 2 or 3 per cent. Our output has been about the same as last year for the same time. The year will finish well."

More flour and feed has been manufactured in Omaha during the first three months of 1908 than during six months of

1907 and more men have been employed. The Updike mill has been running day and night with a 1,000-barrel capacity and has announced that the capacity will be doubled.

Manufacturers of confectionery have kept their usual winter forces, which are always somewhat smaller than during the last months of the year.

Managers of the local packing houses say the financial situation so far as the meat-producing industry is concerned shows a promising outlook. All effects of the close year are at its vanishing point. The market is improving. This is especially noticeable in the prices paid for hogs. During the week closing the month of March the offerings reached practically \$5 for the best grades. The supply has been liberal, but the receipts are not so inclined to be unduly large as they were during the months of January and February.

In November, when the close times began, all live stock receipts became declined. Cattle lost in the last two months of 1907 all the large gain of the previous months. Up to November every indication pointed toward a record year for cattle. The receipts for sheep and hogs, however, had shown a small decrease. With closer times the receipts dropped because of a determination of the farmers to hold out against the pressure of financial disturbance when prices of hogs dropped from the best ever paid to 3 1/2 cents. For four months the average was nearer the \$4 mark than to \$4.50. After holding their hogs nearly two months the farmers got 6 1/2 of their surplus and the receipts since the opening of the year show an increase over previous years of nearly 20,000. This condition is not local, but all the markets have had the same experience. The result is that packers have in their cellars an enormous quantity of stored pork product. In the circuit of the great markets there is more pork stored than ever before.

Since the first of the year the receipts of cattle have declined 25,000 to 40,000 head in the local market. This also indicates a general condition. The prices offered for cattle have been uniformly steady, and compared with hog prices, have been high. Poor grades of stock were difficult of sale during this period and commanded much lower prices. It was on these poorer grades

that the effect of the financial trouble fell most heavily.

The decline in the receipts of sheep has been even more marked than in cattle, reaching more than 100,000. Prices for two months were demoralized after the November stringency, but with the opening of the year better prices have prevailed. During the last week the top prices reached nearly \$8. This is practically as good as offered during the best season of 1907. The short supply of cattle and sheep has brought about the striking difference between them and hogs.

The fact that prices of hogs have again rallied is looked upon by the packers as a good index to the finances of the country.

According to the same authority, the daily receipts of the local market is the best index to the volume of business done by the packers during the year. The packers have each come into the market for the proportionate numbers for killing as in previous years. The amount of work done has, therefore, been dependent entirely on the receipts. The excess in hogs has balanced the decrease, which makes the average kill this year equal to any previous year. There has been simply a change in the adjustments. The receipts of cattle during the year have been to date 200,000, a decrease of 20,000. The receipts of hogs, 785,000, a decrease of 100,000. The receipts of sheep, 350,000, decrease of 100,000.

Improvements in the packing district have been at a standstill this year. A few of the packers have finished or are finishing the improvements in progress last year. Armour & Co. are planning considerable improvement by way of removing several old buildings and replacing them with modern ones. None of these, however, will be of great magnitude. The Omaha company is removing three buildings of the old plant, but offers no promise of what shall occupy the site. Swift & Co. will complete the beef house as far as convenient. The Union Stock yards, according to Everett Buckingham, will make a few expenditures this year as possible. This course was determined in caution because of the slight financial unrest in the east, and from the fact that the presidential year is approaching, and this is likely to demand more or less conservatism until the results are determined.

## The Pass of Thermopylae

By HERBERT KAUFMAN.

Xerxes once led a million soldiers out of Persia in an effort to capture Greece, but his invasion failed utterly because a Spartan general had entrenched a hundred men in a narrow mountain pass which controlled the road into Lacedaemon. The man who was first on the ground had the advantage.

Advertising is full of opportunities for men who are first on the ground.

There are hundreds of advertising passes waiting for some one to occupy them. The first man who realizes that his line will be helped by publicity has a tremendous opportunity. He can gain an advantage over his competitors that they can never possess. Those who follow him must spend more money to equal his returns. They must not only invest as much to get as much but they must also spend an extra sum to counteract the influence that he has already established in the community.

Whatever men sell, whether it is actual merchandise or brain vibrations, can be more easily sold with the aid of advertising. Not one half of the businesses which should be exploited are appearing in the newspapers. Trade grows as reputation grows and advertising spreads reputation.

If you are engaged in a line which is waiting for a newspaper pioneer, realize what a wonderful chance you have of being the first of your kind to appeal directly to the public. You stand a better chance of leadership than those who have handicapped their strength by permitting you to get on the ground before they could outstrip you. You gain a prestige that those who follow you must spend more money to counteract.

If your particular business is similar to some other trade or business which has already been introduced to the reading public, it's up to you to start in right now and join your competitors in contesting for the attention of the community. The longer you delay the more you decrease your chances of surviving. Every man who outstrips you is another opponent who must be met and grappled with for the right of way.

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### Spring Announcement 1908

We are now displaying a most complete line of foreign and domestic suits for spring and summer wear.

Your early inspection is invited, as it will afford an opportunity of choosing from a large number of exclusive styles.

We import in single suit lengths and a suit cannot be duplicated.

An order placed now may be delivered at your convenience.

## Guckert & McDonald

TAILORS

317 South 15th St.

ESTABLISHED 1887.