

white lead and shot are a few of the many products which might be enumerated, ranging in value of annual production from \$25,000 to \$1,000,000 each.

Many products of the Omaha factories are shipped all over the United States and into foreign lands. Large shipments of the "Little Red Wagon" manufactured by Stroud & Company are made into Canada, Mexico and South Africa. Kirkendall & Company ship their shoes into Alaska and the

As for the territory directly tributary to Omaha in a trade way, the Omaha-made products go into every corner of it. On the sheep ranges of Wyoming, in the wheat fields of Dakota, in the mines of Colorado and in the irrigated sections of Colorado, Idaho and Wyoming, one finds the Omaha-made shoes, Omaha-made overalls, crackers, saddles, canned goods, soap, butter, meat, cigars, brooms, beer, flour and a hundred other articles.

The Omaha Commercial club's in-

market. Prior to 1903, Chicago and a few Nebraska line elevators, with headquarters principally in Omaha, had a "cinch" on the grain business of the state. A. B. Stickney saw the possibilities for the development of a grain market and when he built his Great Western railroad into the city, successfully encouraged the organization of the Omaha Grain Exchange and started a rate cutting war which at once insured the future of the market. The first year the receipts of the mar-

## THE PRIMARY LAW



ONE OF OMAHA'S MAMMOTH RETAIL STORES



SECTION OF OMAHA'S RETAIL DISTRICT

Klondike and all up and down the Pacific coast of the United States. Omaha incubators hatch chickens all over this country, Canada and several European countries and Omaha stock food is fed to sheep and horses in Australia and New Zealand. One of the mills has shipped large quantities of flour made from Nebraska wheat to Denmark and England. The Mc-

dustrial committee stands always ready to get in touch with "infant industries" or large ones, seeking their first location or a better location than the one they have, and will do all in its power to assist them in suitably locating in Omaha. The club does not offer bonuses to new concerns; it works on the idea that the concern, if it really means business, will locate

market were comparatively light, but they have grown by leaps and bounds until now the average receipts of all kinds of grain run between 43,000,000 and 44,000,000 bushels a year, and the number of dealers has increased several fold. At present Omaha is the world's second largest corn market and is well up among the other markets in respect to wheat and oats. Two



IN THE PACKING HOUSE DISTRICT



IN THE SHOPPING DISTRICT

Keen Motor Car company, with a capital of \$1,000,000 and employing about 400 men, is sending its railway motor cars for interurban service not only to all parts of the United States, but into Europe, Japan and Australia. Butter made in Omaha is exported almost every day from New York. The name of Omaha is seen on packing house products in all parts of the world—on bacon and hams, salt pork, canned beef, lard, soap and scouring powders. The Baker Ice Machine company ships its refrigerating machinery to South America, Europe, Mexico, South Africa and the Philippines.

in the city when properly informed of its advantages—its low price of power, its favorable railroad rates, both on the raw and manufactured products, and its facilities for distribution through the network of railroads which center in the city. These facts are the arguments which win and when once a manufacturing concern has conferred with the club about locating in the city, it usually ends by selecting a site, unless its prime object is a stock selling scheme and not the manufacture of goods.

Industrial Omaha cannot be passed by without a few words as to its grain

big flour mills have sprung up since the foundation of the market and two big cracker factories have come into being to consume a part of the Nebraska flour.

In closing, it might be mentioned that Omaha's bank clearings have reached the \$840,000,000 a year mark, placing her among the first fifteen cities of the country in this respect; that she did a jobbing business this year of \$140,000,000 to \$150,000,000; that her bank deposits are over \$55,000,000 and that the population to be reached by trolley within six miles of the Omaha postoffice is 186,594 by the 1910 census.



THIS IS THE KIND OF CORN WE RAISE IN NEBRASKA

Disguise it as we may, the primary law as now operative in Nebraska is a delusion and a snare. Neither party has the nerve to demand its repeal, yet every thinking man knows that the law is a breeder of trouble, that it produces perjurers by the score, that it does not give us the best candidates and that it is more easily manipulated by gangsters than even the old-style party convention.

The law is a clumsy attempt to do away with corruption. That it has failed signally of its purpose is evidenced every time a lot of candidates file their sworn statements of expenditures. That it fails in giving us the best candidates has been evidenced within the past sixty days. It is an enormous expense that is not productive of results commensurate with the expenditure. Not having any political axes to grind, and being at perfect liberty to voice its honest sentiments, Will Maupin's Weekly dares to say that seven out of ten Nebraska voters condemn the primary law, and six out of the seven haven't the nerve to say so.

The people may be determined to nominate good men for office, but unfortunately it is not given to the whole people to know every man who may be seeking office. A couple of good men may file for an important state office, and not being acceptable to those having selfish interests to serve the aforesaid selfish interests proceed to file a dozen or more men for the same office. Between the big fight among so many candidates the selfish interests—always solid—slip in their candidate. At the state primary next year the voters will be asked to make choice for about twenty important offices from among perhaps 200 candidates. The result is going to be not only the nomination of many unfit men, but in every instance it will be a plurality nomination. There are just two ways of curing the evils of the primary system—either abolish it or resort to the double primary and thus double the already

enormous expense. From among the primary candidates select the two high men in each party for each office, hold a second primary and give the nomination to the high man. This would give the people an opportunity to choose carefully—but it would double the expense, already too great.

The primary is all right in theory—it is working badly in practice. It works well in some states in the south where the nomination is equivalent to election because there is but one party. Even there a resort is had to the second primary in the event that no candidate receives a majority at the first primary.

Senator Stephenson frankly admits that his election cost him \$100,000. The admission did not invalidate his election, but such an admission would invalidate an election in Nebraska. Governor Dineen of Illinois admits that he spent \$35,000 to secure a renomination, but claims that it cost Richard Yates \$80,000. Yet we are asked to believe that it costs less than \$800 to get a senatorial nomination in Nebraska and less than \$700 to get a gubernatorial nomination. It is to laugh.

There is another indictment against the primary. It alienates friends. Again, it disrupts party organization. Again, it has failed utterly in carrying out the promises of its advocates. As between the old convention system and the present primary, Will Maupin's Weekly prefers the convention system, bad as it was. At least the convention system gave us a far better opportunity to choose between candidates for the reason that after the convention there were not so many candidates to consider. The charge that the conventions were run by a few men was true, but that was the fault of the people, not the fault of the convention system.

Either let us make up our minds to double the expense and have the double primary, or let us admit that the system is a farce and abolish it without any more hypocritical pretense.

### AN IMMENSE FACTOR.

There is not a Lincoln owned institution that plays so prominent a part in the industrial life of Lincoln as the Lincoln Traction Co. Few people who have not given the matter consideration have any adequate idea of how immense this part is. It is the largest employer of labor in the city—no other institution being in its class. During the year ending December 1, 1911, the Lincoln Traction Co. paid in wages to its employees, exclusive of office salaries, the immense sum of \$300,000. Of this amount \$125,000 was paid to motormen and conductors. A large number of men are required in the track service, another large body of men is required in the shops and engine rooms, and still another army of men in the electric service. What this immense wage roll means to Lincoln would be better realized, perhaps, if it were suddenly to cease for a time. But \$25,000 a month spent with the merchants of Lincoln, in the building of new homes—that is a vital factor in the city's growth and prosperity.

A little study of statistics will show that the wages paid by the Lincoln Traction Co. average higher than the average wage of the industry in the United States. The wage scale of the men in the car service varies with the length of employment, the scale starting at 21 cents an hour and increasing until a maximum of 27 cents an hour is reached. The employees are encouraged to join a voluntary relief association with is in large part maintained by the company itself. The management now has under consideration the establishment of a pension system that will insure the competent and faithful employee a competence in old age.

This pension matter is now being investigated with a view to securing the best data, and when the investigation is completed the best from the experience of others will be taken and put into practice.

### H. O. BARBER & SON.

Elsewhere in this issue the milling industry of Nebraska is mentioned in detail. One of the milling firms contributing to the immense total flour output of the state is that of H. O. Barber & Sons, whose "Liberty" flour has made a reputation that is vastly more than state wide. This firm has been engaged in the milling industry in Lincoln for a number of years. Prior to the Barbers engaging in the manufacture of flour a number of attempts along that line in Lincoln had been failures. But the Barbers, father and sons, felt sure that a mill that would turn out a high grade of flour, and would see to it that it was properly introduced to the people, would succeed. Their first move was to overcome the handicap former failures had put upon them—by making a flour that would stand the test. Soon it became known around that the new milling company was putting out a superior product. This fact once established success was assured, and the fame of "Liberty Flour" began growing. Today the mills are among the largest in the state.

Barber & Sons own and operate their own elevators in the best wheat sections of Nebraska, and this enables them to select the best milling wheat grown. Cleaned and purified in their own elevators, then shipped direct to the mills in Lincoln, this wheat is ground into flour by the most improved methods operated by expert millers. From time to time the mills have been enlarged to meet the growing demand.

This institution is one of the largest industrial establishments in Lincoln. It plays a prominent part in making up the immense total of Lincoln's manufacturing output. Its flour is equal to the best made anywhere, and as it is a Nebraska institution, owned and operated by Nebraska men, it is entitled to the support of Nebrascans.