

CONDITION OF OMAHA'S TRADE

Jobbing Business Settled Down to the Usual January Basis.

COLLECTIONS AS A RULE NOT VERY GOOD

Jobbers Report a Rather Quiet Week in Their Line—Not Much Business Expected This Month—Commission Men Going to New York.

There has not been much doing in a jobbing way during the past week. Traveling men are only just getting out on the road again and business has hardly recovered from the holiday lull. It was not expected, however, that there would be a very active business, and most jobbers have been predicting a light January.

The coming of colder weather has a natural tendency toward stimulating the movement of winter goods. As yet, however, no very great breaks have occurred in country retail stocks and sorting up orders are not coming in as fast as they might.

Bank clearings at this point show a falling off of 14 1/2 per cent during the past week, as compared with the same time a year ago. This is a very low average for the whole country. It is no worse than the showing made by some other cities in this country. Minneapolis shows a decrease of over 15 per cent. St. Joseph 25.9 per cent and Sioux City 22.4 per cent.

According to Bradstreet's figures there has been a heavy number of business failures in this state during the past year. In 1918 there were 571 business failures reported in this state. In 1917 the number has dropped down to 271. This is a decrease of 53 per cent. The total liabilities of the firms failing in Nebraska in 1918 were \$6,711,874, as against \$3,775,755 for 1917.

The shrinkage in the number of business failures has been a very noticeable one. In 1918 there were 571 business failures reported in this state. In 1917 the number has dropped down to 271. This is a decrease of 53 per cent. The total liabilities of the firms failing in Nebraska in 1918 were \$6,711,874, as against \$3,775,755 for 1917.

The falling off in the total assets of those failing this year, \$7,755,000, is even greater. The total assets of those failing in 1918 were \$12,000,000, as against \$7,755,000 for 1917. This is a decrease of 35 per cent.

The fraudulent commission houses, which have been so prominent in the past few years, have been pretty quiet during the past week. A shipper at Red Oak, La., writes:

"To decide a little question in dispute, with a party kindly having been referred to your Blank company's track and measure it carefully and inform us if it will hold twenty-seven cents. The party immediately following the same year 1918, the average annual commercial death rate is 1.2 per cent. It dropped, therefore, from 1.38 in 1917 to 1.2 in 1918, which would seem a long stride in the produce district."

The local branch of the National League of Commission Merchants held their annual meeting yesterday afternoon at the Hotel Hamilton. Officers for the ensuing year: E. B. Branch, president; O. W. Butts, vice president; Ed J. Wolcott, secretary; Bert Whitney and Henry G. Straight.

As Dun sees it. The local manager of R. G. Dun & Co.'s Mercantile Agency, speaking of trade for 1918, says:

"A local manufacturer, in answer to the direct inquiry as to whether for the year in his line, states that the business has increased more than 40 per cent, and preparations are being made to increase the capacity of his plant. He says that the Chicago and recently a few others have been burned out, the great part of the local concerns have done well. The only wonder is that their success has not stimulated investment in this direction. He has in Omaha a large number of citizens, many of whom might very profitably back in investments here. He says that the means of making factories that would add population to the city and rental value to real estate."

The week's work has been of special interest. Many of the houses have just started out their traveling men, and others are holding back. The trade for another month to determine how actively they are going to proceed. They have fully completed their inventories and balanced their profit and loss accounts. The market for the year has been very good. The market for the year has been very good. The market for the year has been very good.

The annual statements of the national and state banks at the end of December 1918 have all been published, and the totals for Omaha and South Omaha are as follows:

best factory and plenty of good old fashioned

SNOW, CHURCH & CO.'S VIEWS.

The local manager of Snow, Church & Co.'s Mercantile Agency writes:

"The past week has been characteristic of the season in business circles. Retailers are experiencing the dullness which invariably follows the holiday season. Jobbers are sending out their salesmen and completing their orders. The business is very good and there are many of them, as usual at the closing of the year. For some time past business men generally have been looking forward to the first month of the year with unusual apprehension. Thus far, however, there has been nothing to justify this unusual feeling. It is, however, too early to make an estimate of what the next few months will bring. It is, however, too early to make an estimate of what the next few months will bring. It is, however, too early to make an estimate of what the next few months will bring."

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The failure statistics in Nebraska for the three years last past are as follows:

1917: 571 failures, \$6,711,874 liabilities, \$12,000,000 assets. 1918: 271 failures, \$3,775,755 liabilities, \$7,755,000 assets.

Looking immediately ahead, I see nothing particularly discouraging beyond the effects of the crop failure. It is probable that these have already been discounted. If we can have a market house, a union depot, the canal, the water tower, the sewer, the new large wholesale houses.

COMMERCIAL AND FINANCIAL

Wheat Showed More Bullish Vim Yesterday than for Months.

CORN OPENED WEAK BUT CLOSED STRONG

Oats Were Active Throughout the Session and Quite a Heavy Business Was Transacted—Provisions Firm, Steady and in the End Firm.

CHICAGO, Jan. 5.—The wheat market showed more bullish vim during today's short session than it has for a month back, and at the close had gained a clear 1/2 cent over yesterday's close. Wheat set the lead for the other markets, with the result that corn, which had been 1/2 cent lower, was 1/4 cent higher, and the speculative articles in hog products also up a trifle. New York's buying of wheat through numerous commission houses, and a heavy volume of purchases gave the market a firm upward start. The wheat market perceptibly needed something to keep it up at the opening today. The scalpers seemingly had the entire crop for sale from 25 to 30 cents during the first three minutes of the session. The market received, at a critical moment, all the support it required, and the scalpers were largely successful in trying to buy as they had previously been in a state of selling. Receipts were lighter than ever and foreign stocks small and their market steady. Chicago received 41 cars, and Minneapolis reported receipts of 122 cars, and Duluth 62 cars, or 184 together, compared with 222 cars on the corresponding day a year ago. The United Kingdom's crop of wheat and barley is estimated at 10,000,000 bushels, as compared with 20,000,000 bushels of the year before. One item of the crop is estimated to be 10,000,000 bushels, as compared with 20,000,000 bushels of the year before. One item of the crop is estimated to be 10,000,000 bushels, as compared with 20,000,000 bushels of the year before.

Very Little Business Was Done in Securities Outside of Sugar.

NEW YORK, Jan. 5.—Very little business was done on the stock exchange today, and outside of Sugar, Distilling, Chicago Gas and Missouri Pacific, the trading was lifeless. A firm tone marked the opening dealings, and, except for a decline of 1 per cent in Louisville & New Albany preferred and 1/2 per cent in Missouri Pacific, the market was generally fractionally up until after 11 o'clock, when the temper of speculation changed and a reaction set in. Baltimore & Ohio lost 1/2 per cent, and the market was generally down until 1 o'clock, when it recovered 1/4 per cent, closing 1/2 per cent above the lowest. Chicago Gas receded 1/2 per cent, and Missouri Pacific 1/4 per cent. The market was generally down until 1 o'clock, when it recovered 1/4 per cent, closing 1/2 per cent above the lowest. Chicago Gas receded 1/2 per cent, and Missouri Pacific 1/4 per cent.

Corn opened very weak, but screwed up during the first few minutes of the session. The market was generally down until 1 o'clock, when it recovered 1/4 per cent, closing 1/2 per cent above the lowest. Chicago Gas receded 1/2 per cent, and Missouri Pacific 1/4 per cent.

Oats were active throughout the session and quite a heavy business was transacted. The market was generally down until 1 o'clock, when it recovered 1/4 per cent, closing 1/2 per cent above the lowest. Chicago Gas receded 1/2 per cent, and Missouri Pacific 1/4 per cent.

Provisions were very steady, and in the end rather firm. The strength of wheat helped to sustain the hog market at a slight advance which marked the opening. The market was generally down until 1 o'clock, when it recovered 1/4 per cent, closing 1/2 per cent above the lowest. Chicago Gas receded 1/2 per cent, and Missouri Pacific 1/4 per cent.

The leading futures ranged as follows:

Table with columns: Articles, Open, High, Low, Close. Includes Wheat, Corn, Oats, Sugar, etc.

Cash quotations were as follows: FLOUR—Winter patents, \$5.62 1/2; winter, \$5.62 1/2; spring, \$5.62 1/2. WHEAT—No. 2, \$1.10; No. 3, \$1.08; No. 4, \$1.06. CORN—No. 2, 54 1/2; No. 3, 54; No. 4, 53 1/2. OATS—No. 2, 47 1/2; No. 3, 47; No. 4, 46 1/2.

NEW YORK GENERAL MARKET. Closing Quotations on the Principal Commodities. NEW YORK, Jan. 5.—FLOUR—Receipts, 10,000 bbls.; exports, 8,700 bbls.; sales, 5,000 bbls.; market generally steady, except for spring patents, which were about 1/2 cent higher. WHEAT—No. 2, 112 1/2; No. 3, 112; No. 4, 111 1/2. CORN—No. 2, 54 1/2; No. 3, 54; No. 4, 53 1/2. OATS—No. 2, 47 1/2; No. 3, 47; No. 4, 46 1/2.

NEW YORK MONEY MARKET. NEW YORK, Jan. 5.—MONEY ON CALL—Easy at 10 1/2; last loan, 1 1/2 per cent. PRIME MERCANTILE PAPER—24 1/2 per cent. SUGAR—No. 1, 11 1/2; No. 2, 11; No. 3, 10 1/2. COFFEE—No. 1, 15 1/2; No. 2, 15; No. 3, 14 1/2. TEA—No. 1, 10; No. 2, 9 1/2; No. 3, 9.

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OMAHA LIVE STOCK MARKETS

Week Closes with a Fairly Liberal Run of Cattle and Hogs.

FED STEERS STILL VERY SCARCE

Dealers Compete Bristly for the Scant Supply, Paying Slightly Better Prices—Hogs Offered Higher but Lost the Advance, Closing Weak.

RECEIPTS TODAY were 1,588 cattle, 5,673 hogs, 123 sheep, 123 calves, 1,432 calves, 2,011 hogs and 288 sheep yesterday, and 1,256 cattle and 3,522 hogs on Saturday of last week. The total receipts of the week past were 9,200 head of cattle, 30,000 hogs and 1,200 sheep, as against 10,518 cattle, 25,000 hogs and 2,000 sheep for the previous week.

CATTLE—With less than sixty fresh cars of cattle in the yards and a large proportion of those offered, the market was generally hardy enough in the way of beef cattle to go around. As a result of the light receipts the market was a little stronger on desirable medium weight steers. Heavy cattle are not in as good demand as the handy little cattle and are neglected to a considerable extent by buyers.

There were quite a number of loads of stockers and feeders in the yards today, but the market was generally steady. The market was generally steady. The market was generally steady. The market was generally steady.

DEERS—The market was generally steady. The market was generally steady. The market was generally steady. The market was generally steady.

WOLVES—The market was generally steady. The market was generally steady. The market was generally steady. The market was generally steady.

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TRAVELING MEN TO COUNSEL TOGETHER

State Salesmen Will Hold a Convention in Omaha in February and a Banquet Will Be Given Them—Among the Factors.

The directors of the Manufacturers and Consumers association met yesterday afternoon with representatives of the traveling men to arrange for the proposed banquet and convention of traveling men and jobbers. In addition to the Omaha directors Mr. J. Waugh of Lincoln, T. Hummel of Fremont and W. H. H. of Omaha were present. At the meeting the manufacturers propose to give a banquet to the traveling men representing Nebraska houses and to the jobbers of Nebraska. It is proposed by the traveling men to call a convention of the traveling men of the state for the purpose of discussing matters of interest and especially such as have a bearing upon the matters advanced by the manufacturers. The convention will be held in Omaha in February and a banquet will be given them. Among the factors.

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In order to work up interest in the convention it was proposed to appoint a traveling man and a manufacturer in each of the counties of the state. The committee was successful in its mission and the convention will be held in Omaha in February and a banquet will be given them. Among the factors.

Mr. Meyer stated that Mr. Krug had donated the use of the hall at 1416 and 1418 North 24th street for the traveling men's convention. The convention will be held in Omaha in February and a banquet will be given them. Among the factors.

Considerable time was taken up by the discussion of details for the banquet, and the arrangements for the banquet and convention were left in the hands of the traveling men's committee. O. C. Holmes, M. W. Ryserson, W. W. Rayley, M. Meyer and William E. Hulse were present.

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