

Omaha's Great Manufacturers, Wholesalers and Jobbers

MANY BUILD NEW ADDITIONS

Jobbers and Manufacturers Spending Half Million for More Room.

GROWING IN LEAPS AND BOUNDS

Volume of Their Trade is Steadily Increasing, Necessitating that They Secure Additional Floor Space.

A half million is being spent in building new wholesale houses and manufacturing plants in Omaha at the present time. This is looked upon as one of the best indications of the prosperity of the jobbers and manufacturers in Omaha. The manufacturers of building material have been busy enlarging their plants, especially the brick manufacturers. F. P. Gould & Sons have been working on a \$200,000 addition to their brick kilns on Frederick street. Likewise the Smith Brick company has been working on a \$100,000 addition to their brick kilns at Thirty-first and Lake streets.

Next come the manufacturers of food products, who have been doing a rushing business this year. The Ilen Biscuit company is building a \$75,000 concrete addition to the factory. This practically doubles the size and capacity of the plant. It will also make employment for a larger payroll. The Uncle Sam Biscuit food company is building a \$15,000 concrete storage and cleaning house at Twenty-eighth and Sahler streets.

Business Increasing. There is reason back of these improvements. The demand for the products has justified the activity. The manufacturers of practically all food products in Omaha report tremendous business this year. All say they are beating all former records. This was due to some extent, they say, to the fact that the vegetables were largely a failure in many sections of the territory covered by these plants. That means that as people ate less vegetables they bought more of the manufactured food products. Those who had depended upon their own back lot garden found that they did not have much in this line to look to this year. Also those who depended on buying from others found little on the market and that little quite high.

Substituting Meat. Again, the high price of meat had its influence. When people found they could afford less and less meat they naturally had to substitute something else for it. While no one will deliberately figure with himself to substitute breakfast foods, crackers or biscuits for porterhouse, yet as persons eat less meat they eat more of anything else that is on the table. Incidentally, the meat packing industries have not suffered, for there has been a good run of live stock and the packers have been busy. While the cattle run has been about the same as last year, the sheep run has increased by 200,000 head over last year up to this time. The hog run has decreased to some extent from last year, but a good string of hogs have been killed in South Omaha. So the packers have by no means suffered while the manufacturers of other food products have been driving in Omaha.

Are Thriving. Omaha's syrup manufacturers have been doing a good thriving business. The cranberries, of course, have again taken the world's first place in the volume of their product in Omaha. The business of the summer just closed has been so good that many concerns are preparing to enter new territory next year in the hope of catching greater fields with their produce. Many are going to send salesmen into territory that they never covered before. Especially are they laying plans to expand farther and farther westward.

The recent readjustment of freight rates effective September 15 has had its effect in helping the Omaha jobbers and manufacturers to get their wares into fields that they have hitherto considered impracticable.

Demand for More Help. The increased business of many of the factories in Omaha has made a demand for more female help. It is said that the factories of Omaha could use perhaps 50 or 60 more girls in various capacities in the factories if they could get them.

"The supply just simply isn't here," said one of the manufacturers, "and when they are not here you can't live with it. He would not admit that the nine-hour labor law had anything to do with creating this extra demand for female help. The wholesale people are in much the same boat. They also have some trouble in getting all the girls to fill the various positions.

Wholesale houses have been enlarged and their business has been booming. In spite of the drought in some localities and in spite of the tornado, there has been a steady rush of jobbing business throughout the summer.

Some New Buildings. F. H. Davis is building a \$80,000 brick warehouse at 813 Jackson street. Bebe & Shyman are building a large brick warehouse at the southeast corner of Ninth and Dodge streets. This is to cost \$80,000 at 281 Parson street. It is to be used both as a warehouse and as a garage.

Jobbers point also to the bank clearings of this year as an indication of the general prosperity of Omaha. Taken from week to week, the bank clearings have averaged from 11 to 12 per cent greater than those of the corresponding weeks last year.

Men like T. F. Redmond, W. F. Baxmer, Tom Quindlen and others say that the retail business all over the city shows an increase.

KING OF THE STRIKEBREAKERS

Lively Life of Farley, Who Dies Rich and Prosperous at Thirty-Nine.

Farley, the dead strike-breaker, or (as he might be called) the dead king of all the strike-breakers, had a strange and unanticipated career up to the time, some fifteen years ago, when he happened to go to work for a street car company. There was a strike. Farley stood by, neither could frighten him, nobody could rattle him. This was the beginning of his business career. He found that corporations and employers of labor generally, who must sometimes resist the demands of their employees on matters which the men would demand the services of a man who could quickly furnish a number of men of employees to take the place of those who had left the work.

Farley died at 39 a rich man—and a great lover of horses owing to the fact that his first work was in the circus. He is said to have cleared at least \$200,000 on the New York Interborough strike, very likely for it thousands of men are furnished to the engineering corporation and each one of them nets the king of the strike-breakers so much apiece each week. It is easy for a surprisingly large sum to pile up quickly. Farley's generalship in breaking strikes in various parts of the country was in request practically all of the time. He would not undertake to break a strike unless he believed the cause of the employer was just. Being in the kind of fight that suited him, however, there was practically no resisting him. New York was the scene of his greatest victory.

Scattered over the country are dozens of organizations of employers, one of whose objects is to be prepared in case of necessity—as the members of the organizations view the case—to break a strike, almost any kind of strike, which may be simply local or sometimes merely a part of a struggle extending throughout a whole industry involved. These organizations have ready means, not only of engaging the Farleys, big or little, when that seems to be the course of action most likely to be successful, but they communicate information one to another and frequently send men from one to another. These organizations hardly ever have any doubts about the nature of the strike. They regard it as establishing a state of war and hence warlike measures are resorted to, equally by both sides, apparently, since each is determined to prevail, and almost any method will serve the purpose if it can be made to bring success—Philadelphia Record.

NERVE AS A WAGE GETTER

On the Showing Made Would You Have Raised This Man's Salary?

The following story taken from the September American Magazine brings up the question as to whether, under the circumstances, the man in this story should have his salary raised: "Good morning, Mr. Perkins," greeted Forbes, cheerily. Perkins glared, speechless. "Good morning, Mr. Perkins," repeated the young salesman politely. Perkins smiled. "What in d'you mean by putting in on me?" he roared. "Quite so. Quite so," agreed the young man. "Now to our business." "I won't listen to that!" "What I wish to see you about was—" "I said get out of this office!" "But I—" "Well, what is it? Quick!" "I am now drawing \$80 per month," said Forbes easily. "I wish it increased to \$80, commencing—" "And for that you come rampaging in here at my busiest hour. Boy, are you plumb crazy!" "Don't get excited, sir. Eighty dollars is a trifling sum." "Trifling sum? Good Lord. Why, when I was your age \$80 was a huge amount!" "But times have changed, Mr. Perkins."

When you were my age times were different. The cost of living, education and morals were lower. Neither pure food nor Teddy Roosevelt had come into use. More time and liquor was consumed, fewer books read. With all due respect I venture to suggest that modern salaries are not to be regulated by what they once were.

"Say—say" spluttered the irate employer; "I know you're going to be disappointed. D'you know you're the first one of my men who's dared to ask me for a raise? Can't I run my own business? Don't I know when a man deserves a raise without him coming in here when I'm up to my ears in work?" "So I suspected," returned Forbes. "However, I'm not trying to run your business. My matter is personal to me."

"You—You—" "Don't say it, please," admonished the younger man. "You might regret it." "Well, of all the—" "Nerve," completed Forbes. "Yes, it's nerve, Mr. Perkins; I admit that; but success requires nerve these days." Perkins' stern features relaxed a trifle and he indulged in the ghost of a smile. "Maybe you're right," he heaved. "At any rate, you've plenty of the right stuff, if you are fresh. You need taking down, but—well come out with me and I'll fix it with the cashier."

Together they strode out. The office force applied itself mightily in the presence of the Man Higher Up, but they watched covertly and wondered at Forbes' triumphant grin. The pair paused at the cashier's desk; and the salesman delighted in the fact that Perkins spoke loudly. All listened attentively.

"Simmons," said the Big Boss, "this morning I sent you an order to raise the salary of Forbes, here to \$100 a month. Cut it down to \$80."

Do You Know That— If you want to thread a needle you had best hold it over some white surface, for you will find it twice as easy. When the top of your silver inkstand is all covered with ink and you want to clean it, mix a little chloride of lime into a paste with water, rub the silver top smartly, and it will be brighter than ever. You speak incorrectly when you say that your fur coat is warm. There is no heat in the fur coat at all, but it keeps you warm because it prevents the heat of your body from passing off into the cold air. A sauceman which has been used will bring the water to a boil more quickly than a new one, because the bottom be-

ing covered with soot it absorbs heat more rapidly than a highly polished new surface. If grease spots are found on your silk dress spread the part stained on an unvarnished table, right side down; spread a piece of brown paper over the spots and iron with a hot iron until the paper scorches. Then turn the dress and press with blating paper on the right side and a warm iron only.—New York World.

Joked with Christian Names. Some parents seem unable to resist the temptation to make a joke with the Christian names of their children. The Somerset house registers testify to the existence of a Minerva Walters, a Percy Winter and an Alfred Day Weeks. There is something to be said in favor of naming children in the order of their arrival—Primus, Secundus, etc., but it is unfortunate for a well-known Canadian named Cumbar that it should have fallen to his lot to be Quintus. His name is always appearing in the papers as Mr. Q. Cumbar.—London Chronicle.

Cut 'Em Short. "I was speaking with your father last night," said the young man. "Oh, were you?" answered the sweet young thing, lowering her eyes. "What were you talking about?" "About the likelihood of war with Mexico. Your father said if there was a war he hoped it would be short." "Oh, yes; I know papa is very much opposed to long engagements."—Yonkers Statesman.

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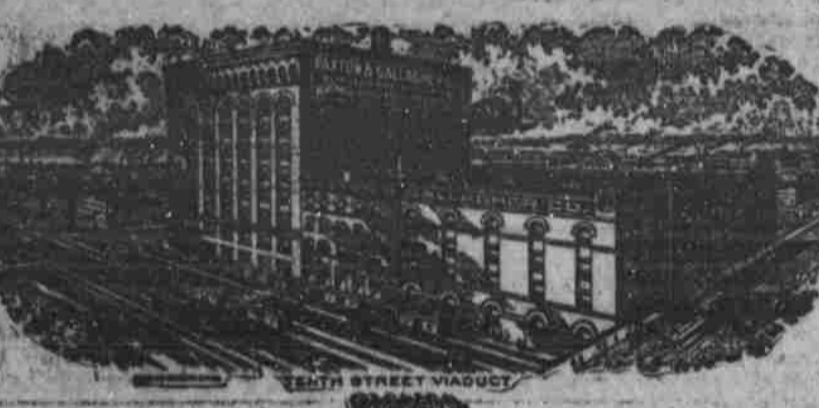
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