

### BATTLE FOR EVEN RATES GOES AHEAD

#### Omaha Still Fighting to Be Put on Fair Footing with Kansas City Market.

#### SOME SAMPLES OF INJUSTICE

A vast amount has been done since the Omaha Grain exchange was organized to get equitable and just grain rates for Omaha. Up to the highest tribunal the alert agents of the exchange have carried various fights. But the whole work has not been completed yet.

At the present time the exchange is working to secure better rates from Omaha to Oklahoma, Arkansas and Texas points.

Kansas City still has a vast advantage over Omaha in the freight rates leading into the field of consumption.

#### Discrimination is Glaring.

That there is vast discrimination against Omaha and in favor of Kansas City in the matter of these rates will be charged in the brief. It will be shown that Omaha is handicapped in its effort to reach this southern territory, while Kansas City is favored in its efforts to reach the Minneapolis mills through Omaha.

Here are the facts: Omaha pays 5 cents more to reach Oklahoma, Arkansas and Texas than Kansas City does, while Kansas City pays only 1 cent more to reach Minneapolis mills than Omaha does.

This condition, the grain men here contend is an unjustifiable case of discrimination, and they want it rectified.

There is a vast demand in Oklahoma, Arkansas and Texas for Omaha and Kansas City grain, especially what is known as the rough grain, or corn and oats for feeding purposes.

Naturally the grain men in both these primary grain markets seek the business. In 1912, 1913 and 1914 6 per cent of the corn and oats that reached Omaha was shipped to these three southern states, according to Traffic Manager Smith of the Grain Exchange. The next year a better crop was raised in the south and less was needed from this section, but these figures are given merely to show the demand for our grain in that section.

#### Where Omaha Suffers.

While this grain rate to the south is one of the big discriminations, the Exchange will seek to have adjusted before the Interstate Commerce commission it is by no means the only discrepancy that needs attention. Rates in favor of Kansas City and against Omaha are so gross and so extensive that the whole trouble can by no means be ironed out in a single case.

"If we could ever be given the same rate per ton mile as Kansas City enjoys," says Mr. Smith, "Ninety per cent of our rates would be reduced. We have been fighting and fighting to get some of these points adjusted, but the whole rate schedule of the southern part of our state is still a constant source of irritation."

#### Some Nebraska Cases.

Some conspicuous cases may be cited in the rate over the Burlington from towns in the southern part of the state. From Wymore to Omaha, for example, is a distance of 115 miles. From Wymore to Kansas City the distance is 145 miles. Yet the rate is the same. From Fairbury to Omaha the distance is 115 miles; to Kansas City, 217 miles, yet the rate is the same. From Hebron to Omaha, 146 miles; to Kansas City, 253 miles; yet the rate is the same. From Shickley to Omaha the distance is 132 miles; to Kansas City, 249 miles, with the same rate. From Red Cloud to Omaha is 192 miles; to Kansas City, 292 miles, with the rate the same. From Alma to Omaha is 222 miles; to Kansas City, 322 miles, with the rate the same.

Prior to the fight before the Interstate Commerce commission, which resulted in a little readjustment in December, 1912, some still more glaring discrepancies were in effect.

#### Rates that Look Funny.

Grain rates from Auburn to Omaha, a distance of ninety-six miles, were 9.25 cents, while the rate to Kansas City, the greater distance of 138 miles, was only 8.2 cents. Thus while the distance was almost one-half greater to Kansas City,

the rate to that place was a cent a hundred pounds less. All the commission did in the readjustment at that time was to raise the Kansas City rate to 9.35 cents, the equal of the Omaha rate, without taking into consideration the greater distance to Kansas City.

Practically the same thing was done with the rates from Crab Orchard, Tecumseh and several other points where the situation was much similar. This was some relief, but not satisfactory.

A mortifying situation still standing, for example, is the rate from Bracken and Armour. These two towns are taken as an illustration for the simple reason that it chanced that Bracken is 132 miles from Kansas City, while Armour is exactly 132 miles from Omaha. Bracken's grain rate to Kansas City is 9.35 cents, while Armour's grain rate to Omaha, the same distance, is 11.06 cents.

Table Rock is 117 miles from Omaha. Dawson is 117 miles from Kansas City. The Dawson grain rate to Kansas City is 9.35 cents. The Table Rock grain rate to Omaha, the same distance, is 11.06 cents.

#### Fight Only Partly Won.

Thus Omaha has in twelve years become a great primary grain market in spite of the railroads and their discriminating rates.

And one of the distressing things about making a fight is that the railroads make the reply that grain would not come to Omaha anyway.

This was the plea made by the railroads when the Grain Exchange asked for more favorable rates from the famous Gallatin valley in Montana. The Burlington went before the Interstate Commerce commission and tried to show that the grain from that valley had no inclination to come to Omaha. The railroad representative testified before the commission that only four carloads had come from that valley to Omaha in two years.

In spite of this testimony, however, the commission ordered a readjustment, giving Omaha a better opportunity in competition with Minneapolis and Chicago. The new rate went into effect August 1 of last year.

The result was that instead of four cars in two years, the Omaha Grain exchange got 2,000 carloads of grain out of that valley from the first of August to the first of January. This is 2,000 carloads in five months, as against four carloads in twenty-four months.

#### Great Legitimate Trade Waiting.

This Montana case is illustrative of the volume of grain in legitimate Omaha territory that is waiting to come here if the railroads will only give Omaha an even chance with other grain markets.

Kansas City is an old grain market. The grain rates were established there long before Omaha had a grain market. When Omaha established a grain market, it had to take what it could get in the way of rates. There has been a persistent fight for better rate conditions, and the fight is to be kept up until Omaha gets what it is entitled to as a primary grain market.

### Omaha National Bank Handles Big Business

A great deal of the grain business is done through the Omaha National bank, an old established institution with resources of nearly \$17,000,000, and a capital of \$1,000,000. The Omaha National bank has kept step with the growth of Omaha and Nebraska. The bank was established in 1856 with a capital of \$50,000, which was a large sum of money at that time. This sum has been increased from time to time as business demanded until now it stands at \$1,000,000—twenty times the original capital.

The banking room is handsome and dignified, combining, in a marked degree, architectural beauty with utility. The utmost convenience of the customer and the expedition of business by those behind the counters are points that have been solved in the planning.

The directors of the bank are: Joseph H. Millard, Charles H. Brown, W. H. Bucholz, Ward M. Burgess, Isaac W. Carpenter, E. A. Cudahy, Ezra Millard, J. DeForest Richards, Louis C. Nash and Arthur C. Smith.

These are the officers: Joseph H. Millard, president; W. H. Bucholz, vice president; Ward M. Burgess, vice president; J. DeForest Richards, cashier; Frank Boyd, assistant cashier; B. A. Wilcox, assistant cashier; Ezra Millard, assistant cashier; O. T. Alvison, assistant cashier.

### Fifty-Seven Active Firms Now on 'Change

There are fifty-seven active grain firms on the Omaha Grain exchange now. When the exchange started there were only sixteen. In 1893 there were but thirty. Seven new ones were added during 1915. The list now is as follows:

- Dawson Grain company.
- National Grain company.
- Leopold-Todd Grain company.
- Parsons Commission company.
- Finley Barrett & Co.
- Cavers Commission company.
- Casco Milling company.
- J. R. Adams.
- Albers & Pollock Commission company.
- Beal-Vincent Grain company.
- The Bewashey company.
- Blanchard-Niswonger Grain company.
- The Frank H. Brown company.
- Cavers Elevator company.
- Crowell Elevator company.
- Crowell Lumber and Grain company.
- J. H. Conrad.
- Donah-Sears company.
- Planley Grain company.
- Gate City Mill company.
- Holmgist Elevator company.
- E. E. Huntley.
- Hynes Elevator company.
- Iowa Elevator company.
- Kerr & Huddey company.
- Lamson Bros. & Co.
- Logan & Bryan.
- Macey Milling company.
- Merriam Commission company.
- Merriam & Millard company.
- Nebraska-Iowa Grain company.
- Oyle-Schneider-Powier Grain company.
- Clyne Grain company.
- Omaha Alfalfa Milling company.
- Omaha Elevator company.
- M. C. Peters Mill company.
- Rainbolt Corn company.
- George A. Roberts Grain company.
- Saunders-Westrand company.
- Standard Grain company.
- Stidham Grain company.
- Taylor Grain company.
- Taylor-Swanick Grain company.
- E. B. Thresher.
- Trans-Mississippi Grain company.
- J. F. Twamley, Son & Co.
- The United Grain company.
- United States Commission company.
- Uplike Elevator company.
- Uplike Grain company.
- Uplike Milling company.
- Van Wickie Grain and Lumber company.

### POPULAR VETERAN OF THE GRAIN TRADE.



W.J. Hynes

E. W. Wagner & Co. Ware & Leland. Weekes Grain company. Welsh Grain company.

#### Movie Actor Now.

Lon Dyrham, who was a big league pitcher for many years, winding up his career with the Giants, has become a movie actor, playing a leading part.

### Many Factors Enter Into the Modern Marketing of Grain Crops

A complex process indeed is that process by which a bushel of wheat, corn, oats, rye or barley arrives from the field in which it grew to the table on which it is consumed in the form of bread, cake, pie, breakfast food, corn pone, oatmeal or whatever else it is when it is consumed.

In the old order of things under which our grandparents lived and moved and had their narrow and contented being the process was very simple and the market was very narrow.

Each community was a little world in itself. There were no railroads and the heat that was raised in Illinois, for instance, was very likely to be consumed there by man or beast.

There were no grain exchanges and no need for them. There were no elevators. Each farmer cleaned his grain by a little hand fan mill or even by the more crude method of letting the wind blow away the chaff and dust as he let the grain drop slowly from a shovel to the ground.

But today an organization and machinery has been built up whereby the farmer in Nebraska can sell his wheat to be consumed in England or Russia or India and do it just as conveniently and quickly as though he was selling it to a Nebraska mill.

It is a marvel of man's ingenuity and when one examines the machinery by which the crop is taken automatically as it were from the producer to the consumer his wonder grows in direct proportion as he pushes his investigations and sees the greater and greater and farther reaching ramifications of the many cog and lifters of this great machine which depends for its perfect working on some of the great inventions of the century.

Without the railroad it could not work.

Without the telegraph it would be helpless. The telephone is an instrument equally necessary to the smooth working of the machine.

The steamship is a most important factor next to the railroad for it opens up the great markets of the world in other lands.

If wheat goes up a penny in London that fact is known in Omaha almost as soon as it happens. Chicago quotations are neatly chalked on the board of the Omaha exchange half a minute after they have been chalked on the board in Chicago.

Space and time have been annihilated in order that wheat, the great cereal which has supported man from the dawn of history and probably for a long time before that, may be brought to the place in the world where it is needed.

Much of the movement of grain through Omaha is from areas where the crop has been scarce in any year.

Thus the machinery of the grain exchange acts as a delicate balance in the operation of the law of supply and demand.

#### Knew Real Economy.

Having come to the conclusion that his wife spent far too much money on house-keeping, Johnson decided to buy the meat and vegetables himself. His first attempt was not as successful as it deserved. In his desire to buy cheaply, he betook himself to a market gardener's. "I want," said he, "a cauliflower."

The man led him to a large bed, where sprouted a few very small plants. "Cauliflowers are small and are very scarce just now, but I can let you have that one for 10 cents," said the gardener, pointing to a very small specimen.

"All right," said Johnson. The man bent down to cut it. "Don't cut it now!" roared our economist. "I'll call back for it in a fortnight."—Philadelphia Ledger.

### LOW PRICES FOR FAT STARTS THE GOLD OUT OF HIDING

(Correspondence of the Associated Press.)

BERLIN, Feb. 10.—Most of the gold in Germany is in the Imperial bank by now, but that there is still some in hiding was proved recently when a Fuerstentwald butcher advertised that he would sell fat in five-pound lots to persons who paid in gold, and in one-pound lots to those who paid in paper or silver.

The advertisement caused a veritable run on the butcher shop—so scarce is fat—and at the end of the first day the butcher was able to turn in almost 1,000 marks in gold. People came not only from Fuerstentwald but from neighboring towns and villages with the gold they had hoarded up.

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