

BIG MEN WHO DID NOT SEE THE SAME

Difference in Opinion Between Stickey and Burt as to the Omaha Grain Exchange.

FAIRNESS BASIS OF STRENGTH

Two railroad presidents had much to do with the founding of the Omaha Grain Exchange.

One of them really originated the idea. The other said "don't" and "can't."

The first was A. B. Stickey, at that time president of the Chicago, Great Western railroad, which had just built its line into Omaha.

Before this line came in the railroads had rates on grain so arranged that, though Omaha was the heart of the grain producing section of the country, the surplus grain production could not be handled in this city.

Mr. Stickey had met the same conditions in Kansas City, which grew out of a desire of the originating railroads to get the long haul on the grain.

After many years of warfare and strife, Mr. Stickey succeeded in working out a plan by which the through rates on grain were made equal to the sum of the local rate in and the proportionate rate out.

When the Great Western was finished into Omaha he applied the same basis at Omaha and thereby started a tremendous rate war on grain, which resulted in corn being carried from Omaha to the Mississippi river for 5 cents a hundred.

He showed the Omaha grain men that they might build up as great a grain market as that at Kansas City or Minneapolis if they took advantage of the condition produced by his action, and he succeeded in interesting with him in his campaign all the business interests of Omaha.

Mr. Stickey is now an invalid and is living in St. Paul, Minn., and one of the pleasing features of the opening of the fine new building has been the writing to Mr. Stickey of many letters of appreciation by members of the exchange.

Burt's Bad Judgment. The railroad president who said "don't" was President Burt of the Union Pacific.

"A grain exchange at Omaha isn't needed and isn't wanted. You can't form one and conduct it successfully," he said to Gordon W. Wattles.

"I'm sorry to differ with you, sir," Mr. Wattles replied. "But I do on all points of your proposition. A grain market is needed here. It is wanted, and it can be formed and conducted successfully."

The history of the exchange leaves no doubt as to which of the two men was right.

"If the Omaha Grain exchange will continue to walk straight along the path it has been following since it has been organized, continued and greater success must inevitably attend its progress," Mr. Wattles said on the day of opening the new building.

"Today it has a reputation for an honest inspection department that is second to none in the entire country. When the Omaha Grain exchange says a car of wheat is No. 1 northern, there is no question about it in the entire country."

Reputation is High. "Our reputation is equally high for fair dealing and our standing with banks and bankers is one that any organization may well envy."

"I believe the grain exchange is the greatest thing that has come to Omaha. It has added millions upon millions of dollars to the price of wheat to Nebraska farmers. Some people do not realize this, but it is a mere question of mathematics and can be readily figured out."

The exchange had a hard time of it at first. There was strong opposition. The old system of corners and efforts of some dealers to get the better of others worked to the detriment of the exchange and of business. That system had to be discarded and it has been. There is no doubt that this exchange will be one of the two most important in the country."

THOUSANDS OF LIBRARY BOOKS ARE DESTROYED (Correspondence of the Associated Press.) BERLIN, Feb. 16.—To support in some measure the thousands of books in east Prussia that were destroyed by the Russians, the Goethe association of Berlin is in the near future to send a number of "people's libraries" to the province.

Other Goethe associations throughout Germany are working along the same lines, and Herr Krupp von Bohlen and Halbach of Essen has given 5,000 marks toward the purchase of literature for east Prussia.

Equality. "No such thing as a back-slappeeness about her," says the loyal survivor, defending his mistress against the criticisms of the "people's library" who is inveighing against class discrimination and the attitude of the wealthy toward the working element.

"Well, but didn't she order you around?" "Sure she does. But, Lord! She bows me out just the same as what she does her husband. She don't make no difference between me an' him, even."—Judge.

Annual Output of States Whose Grain Comes to Omaha on Its Way to the World Consumers

An idea of the great amount of grain raised in this part of the world, and therefore of Omaha's strategic advantage as a great primary grain market, is secured by the following table, taken from the figures gathered by the United States Department of Agriculture for the year 1914.

Table showing Annual Output of States Whose Grain Comes to Omaha on Its Way to the World Consumers. Includes columns for States (Illinois, Minnesota, Iowa, Missouri, Kansas, Nebraska, South Dakota, North Dakota) and grain types (Wheat, Corn, Oats, Rye, Barley). Total output is 2,572,804,000 bushels.

GEORGE A. ROBERTS MADE HIS IN OMAHA

He Learned His Business on the Farm and Turned Knowledge Into Regular Money.

SHORT STORY OF HIS SUCCESS

One of the very interesting men on the Omaha Grain exchange is George A. Roberts, interesting because of what he is, what he was and what he has accomplished.

He is the head of the George A. Roberts Grain company and is, in fact, the whole company.

Twenty-five years ago George Roberts was working in a grain elevator out in Nuckolls county for the handsome sum of \$15 a month and his board.

In the few months since the European war started George Roberts has made profits of about \$400,000.

And he still keeps his head level. He is putting most of his great profits away in gilt edged farm mortgages and some first class dividend-paying stocks. He has enough of 'em to fill a trunk.

Parents Were Pioneers. Mr. Roberts' parents came to Nebraska from Illinois in 1873, driving overland in a covered wagon. They camped one night where the Lincoln postoffice now stands and then went on west, where they took up land in Saline county.

There he was born on the farm forty-two years ago and lived on the farm till he was a boy of 17, going to the district school where he got his total book education.

Then he took the position of "job" in the elevator and he has never deserted the grain business from that day to this, although he has been engaged in it in different capacities.

He traveled for a Kansas City grain house for five years, following up the grain harvest from south as far as Oklahoma City to within thirty miles of St. Paul, buying grain for his house.

How He Began Business. This gave him a very valuable asset in the way of acquaintance with men all over this section of the western country.

He started business and became a member of the Omaha Grain exchange eight years ago and has been successful right along.

He was a "bull" on grain at the prices it was selling for about the time the war opened. Wheat was far below \$1 then, on August 1, 1914, and he bought great quantities. He would sometimes sit down to the telephone in his office and buy 50,000 or 75,000 bushels of wheat in an hour or two.

And the Price Went Up. Before he had finished his buying, the grain had sometimes advanced a couple of cents. Wheat rose 9 cents a bushel on one memorable day. It increased in value several cents while it was being transported from the country towns where he bought it to the Omaha market. And so his fortune piled up in almost magic manner.

He bought oats, too, cash oats for sixty days delivery and used to make 10 or 15 cents a bushel on that.

Mr. Roberts is a university graduate—the university of Hard Knocks. Now he has "arrived." He has just completed one of the handsomest homes in Omaha, where he lives with his wife and daughter who are his greatest interest outside of grain.

Read Is Fined. The Atlanta club has unconditionally released Milton Read, the shortstop secured from the Philadelphia National league club a year ago.

United States Leads World in Matter of Grinding Up Wheat

The mills of the United States outrank all others and many of the biggest are right here in the west.

The milling development since the introduction of the pulverizer and the rolls has been such that American flour now competes successfully in all foreign countries from which it is not barred by prohibitory tariffs.

The number of mills in the United States today is about 30,000. They employ a capital of about \$25,000,000 and grind up more than 600,000,000 bushels of wheat annually.

Minneapolis is the largest flour-producing city in all the world, with a daily capacity of about 50,000 barrels. The largest cities of the middle west are also noted producers of flour, Omaha having a milling capacity of more than 2,000 barrels a day.

In these modern days the great mill of a few decades ago is rapidly disappearing, though in many localities in this country the old practice is still followed out.

Under this system the product goes through the hands of only two persons between production and consumption. The wheat is carried by the farmer who raises it to the miller who grinds it and the flour is carried back again by the farmer to be made into bread and eaten.

Under the new dispensation the process of wheat from producer to consumer is complex—from farmer to village elevator, thence to the bigger elevators in primary grain markets, thence to still other markets, finally to the big mills, then the flour into the hands of brokers who sell it to jobbers, who in turn sell it to retailers, who sell it to the farmers and all others who need it and have the money to buy.

In connection with the controversy on the subject of rates it is interesting to note how rates on grain have decreased since the early days of railroads. In 1862 the average rail rate on a bushel of wheat from Chicago to New York was \$5.25 cents. In 1897 it had dropped to 13 cents and today is much lower.

The rail and water rates on a bushel of wheat from Chicago to New York fell even more. The rate in 1862 was 22 cents. In 1897 it was less than 5 cents and today has decreased still further.

Apple Munching Takes Place of Lunch on 'Change

We might write a tender little ballad on the Omaha Grain exchange men and their ways and model the said tender little ballad on that popular favorite about "When It's Apple Blossom Time in Nor-man-die."

Our little melody on the Omaha Grain exchange must run like this: When it's apple munching time on the O. G. E. I want to be In the scenery, etc.

Apple munching time on the Omaha Grain exchange is from 12 o'clock noon onward.

At 12 o'clock the big, red, rosy apples begin to appear from their hiding places in men's pockets and from secret caches in the back of lower desk drawers and the noise of the luscious fruit cracking and crunching between teeth is heard in the exchange.

President J. B. Swearingen leads the apple munchers and the healthful habit runs down through the whole personnel practically. They all like apples. These men are busy, especially around noon, which is the hour which our forefathers set for the consuming of a heavy meal.

At the Grain exchange it receives scant attention as a regular eating hour.

The visitor in the gallery sees the busy men in the pit below suddenly become a group of apple eaters. Business keeps on just as usual, for a man can sell 10,000 bushels of wheat just as well with his mouth full of apple as when his mouth is full of nothing or full of tobacco or something.

Omaha Market Draws Grain from Over an Ever-Widening Territory

The territory from which the Omaha market draws its grain supplies is one that is continually widening. It has increased in size very vastly since the beginning of the Omaha Grain exchange.

This has been due to hustling on the part of the exchange. Not for a minute has it "loafed on the job."

In the early days Omaha worked under a greatly handicapped because railroad rates on grain were grossly discriminatory against this market.

It was only from the local territory that Omaha could get grain while such markets as Kansas City and Minneapolis drew from the greater territory because of favorable rates on grain.

But the battle that has been carried on persistently against those unjust grain rates has resulted in victory after victory for the Omaha Grain exchange.

At the present time the grain is flowing to the Omaha market from practically all Nebraska, part of Kansas, eastern part of Wyoming, two-thirds of South Dakota, southeastern Minnesota and the west half of Iowa.

One of the remarkable victories in the courts was that in which Omaha was given a rate that brings thousands of carloads of grain to the Omaha market now from Montana, even as far away as Three Forks and Helena.

Grain has come to this market from even as far east as forty-five miles this side of Chicago and shipments come from Wichita in the extreme southern part of Kansas.

And this broadening process is going on constantly. The unjust rates are being done away with and Omaha is coming more and more into its own.

Teacher was impressing upon the class the importance of accurate observation. To illustrate she said: "Now each of you look around this room and tell me what is the most interesting object to you and why."

Tommy Jones was the first to raise his hand.

"Yes, Thomas, what is the most interesting object you have observed?" "Your desk, please, Miss."

"Why?" "Billy Baker put a snake in it."—New York Times.

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