

HERE'S TO YOU, 1920!

M UCH of prosperity and success has come to Omaha during the year 1919. It has grown tremendously, steadily, forging ahead among cities renowned as great centers of industry.

But much as 1919 has brought to us, the mercantile institutions of Omaha are not looking backward. Rather, their faces are turned forward-toward the realization of big plans for the future.



(Our New Garment Factory New Under Construction at 10th and Douglas

Among other institutions, this house has many plans for expansion and growth. A bigger business, a greater service-even closer co-operation, if possible, with our customers than we have ever yet attained-these are some of the things we plan.

Our new buildings will be a tangible sign of the spirit of progress with which we enter the New Year. It is our earnest wish that we may measure up fully to the ideal of development which we have set up for the year 1920.

M. E. SMITH & CO., OMAHA

Wholesale Dry Goods



THE SKINNER COMPANY

The Mid-West's Greatest Independent Manufacturers of Food Product

is owned by some 5,000 stockholders, tinue in the future as it has in the est live stock producers.

ful record of the Skinner interests Omaha which heretofore have ering the wholesale grocery trade. been more or less hampered by being required to operate as three its co-operation with wholesale separate corporations, known as the grocers, continue to offer, as it has Skinner Packing Company, the Manufacturing Skinner and the Skinner Baking Company, packers out of are now consolidated into one big independent company known as the Skinner Company,

the Skinner interests was a big fac-While all stockholders, officers and employes of the three companies have been co-operating and wholesale grocery business. working together for all the comowever, because of the fact that the sale of the products of each of the companies has been more or less dependent upon each of the

been scattered interests. other companies, there is no question but that this consolidation is for the benefit of the general pubwell as for the best interests of each of the stockholders of each company Robert Paul F Gilmore. This consolidation means only Paul

Promising.

one national sales organization for Board. D. C. Robertson, Secretary and Treasurer. During all of their all of these products that go to the business experience, the Skinner wholesale grocery trade. Brothers have never taken a step The overhead operating expense

of the business of the three comfit of their stockholders as has this panies is materially reduced by this onsolidation

As the Skinner interes's have always followed regular lines in distheir products, and have ributing in every possible way, in a very strong financial con- der the nationally

This great independent company | The Skinner Company will con- | plant of the company at Twelfth | lines, and all plants are under the including many of the west's great- past, to make every effort possible able this department to multiply its to distribute all its products it is business many times in 1920. The great strength and success- possible for it to distribute, through the Baking Department and the to their present successful and ch-

ing for other plants which they re- world quire at once in order to extend The Skinner Company, through their business, and further additions will be made to present plants as in the past, a real weapon to the soon as building Company, wholesale grocery, to keep the big completed on the Produce Building. output, and the sales have increased the wholesale Policy of Conservative Expansion. grocery business, and there is little The food products business is a doubt but that the rapid growth of Success 15 ousiness of great detail.

tor in helping the wholesale grocers tion and management. The Skinin their present fight against the ner Company policy. the ig packers from engaging in the future as in the past, will be one of conservative expansion, and while This consolidation goes back to the old adage that "In Union There only as forced to do so by increased Is Strength," and it makes a comdemand for their products, at the pact whole of what has heretofore same time it will spare no effort so far as it lies in its power to make

The present officers of the com- the Skinner Company pany are as follows: R. C. Howe, growing factor in the produc-vice-President and General Man- tion of food products for this na- a quality product at home is posiager. Lloyd M. Skinner, President. tion and at the same time assuring Vice-President, a safe and profitable return for the is back of Skinner's products will Skinner, Chairman of capital invested,

> Production and Distribution at Lowest Cost.

that has been so greatly to the bene-Skinner interests gives the Skin- in 1919 Year's Business Excellent. Outlook for 1920 Even More The Skinner Company is now per

"Skinner's."

modern,

and Douglas streets, which will en- personal supervision of the presi dent and chairman of the board Both who have piloted these companies its present national sales force cov- Macaroni Department are negotiat- viable position in the commerci

> Outlook for the Future. Each year they have been in busit ness the factories under their con operations are trol have doubled and trebled their with a rapidity that has surprised business. world Expansion while aggresive, has been character ized by certain conservatism that built on continuous personal atten- has won the respect of the most conservative bankers of this country

> The business of terests has been little alfected by it is its idea to continue to expand the storms and stress of varying conditions. The present consolida tion evolves no change it The everpolicy or management increasing demand from Europe for a very food products, coupled with the assurance that the investor who make even larger profits in the future than in the past.

Skinner's food products are ty goods. The Skinners have al-

The present consolidation of the ways been leaders in any industry which they were interested, and ner Company a substantial ad- it is such companies as theirs that vantage over maky competitors, and will greatly benefit from the prosmakes the business even more as- perity and greatly increasing desured than it would be otherwise, mand for quality goods that is as-The entire products of the Skin- sured in this country for many years Company are marketed un- to come

The Skinner known trade-The factories pects to open its big Independent weeks. This equipped with Facking Plant in a few of the need of greater manufactur- are all operated by experienced plant will be under the personal ing facilities. However, the Pro- the latest machinery, operating with management of R. C. Howe, Vicewho are experts in their the Company,