

Some Live Boosters Who Have Made Good in the Commission Business

Men Who Serve Well Stock Raisers Who Ship to the Great South Omaha Market

Possibly there is no more potent factor in the creation and building of the live stock market and in the cities generally than the commission men. It is not unpopular nowadays to belittle the work of the middleman, the factor who brings the buyer and seller together. But it is worth noting that while packers and producers have become enormously wealthy, few, if any, commission men are ranked among the millionaires? And still they do a great part of the advertising and development of the market whose profits to a large extent are diverted from their pockets.

In the local live stock market the commission men as a class occupy a large place in the work of development and advertising. The Live Stock Exchange, acting for the shippers, often has to stand the brunt of the fight and bear in silence the losses and disappointments of the market, merely because of a chivalrous desire to protect their clients. When names are called, sometimes, the commission man offers a handy subject to warring parties. If prices are high the commission man oftentimes gets the blame from the buyers, if they are low the seller is disappointed. If the market turns bad the commission man, in order to protect himself, may have to house and feed cattle until the market has improved.

Real Men of the Market.
But, taken on the whole, the stuff that is in the makeup of the average commission man is the stuff that makes for the building of the empire of the great west. Cool, courageous, persistent, full of resources, giving freely of their time and their ability to build up the whole market without reference to whether or not it means an immediate return in money to the individual, the commission men of South Omaha must receive the praise which is their meed for the upbuilding of the second greatest live stock market in the world.

To the commission man of South Omaha must go the credit for going out single-handed and alone throughout the west, advertising the local market to the farmers and the stock raisers of the west.

To the commission men must go the credit likewise of standing between the shipper and the great railroad corporations with their high freight rates and oftentimes carelessness in the transportation of live stock.

To the commission men to a great extent belongs the credit of having made the farmers and the stock raisers of the state to see the necessity of a pure water plant for the stock which come in hourly over the great railroads.

And, lastly, to the commission men, above all things, belongs the glory of having supplied to the soulless corporations which handle live stock the grain of human fellowship which makes the far, far, and the stockman to realize that he is a part and parcel of this great market in South Omaha.

Hard to Get At.
It is not easy to write about a commission man for all of his "camaraderie" and good fellowship. Generally your commission man does not like to talk about himself. He'll talk of the market, the cattle he buys and sells. He'll tell you of this or that other "good fellow" out here in the short grass country. He'll take you out for a good time, and show you the sights and tell you about everything and everyone else. He'll advise with you and help you out if you need help. He'll fight for you if you happen to be a shipper or a farmer likely to be short changed. He'll buy your meals and your bed and your ticket back home, if need be, but he will not talk about himself. Somehow he still retains some of the characteristics of the wide ranges and the silence of the plains. He does not dress in chape, to be sure, nor does he wear shooting iron; he may ride in an automobile and do a little society once in a while, but for all that your commission man still retains a good deal of the makeup and characteristics of the plainsman and the cowboy.

Meet Him at the Exchange.
At the local market the Live Stock Exchange is headed by T. B. McPherson as president and J. J. Ingwerson as vice president. F. A. Stryker is secretary of the Exchange and holds the title of traffic manager as well. The Exchange is the meeting point between the railroads and the commission men as a body, and between the railroads and the shippers indirectly. When there is a complaint to make against rates or treatment the commission man brings the matter before the Exchange. The directors of the Exchange then hear the complaint and their judgment is passed on the matter. Then if the case goes farther the secretary is instructed to pursue a certain line of action in accord with the united judgment of the Exchange. It was along such lines that the fight against the railroads for the live stock valuation bill was begun and is being waged today at Washington.

The Exchange has another feature that is remedial to the difficulties arising between the commission men themselves or between a shipper and a commission man. When a shipper feels himself aggrieved against a commission man, he lays his case before the Exchange. When the stock yards has complaint against a commission man the matter is brought formally to the notice of the Exchange. When shippers or stockmen are being misled the commission man is the first to invoke assistance of the Live Stock Exchange to protect his customer.

What They Are Doing.
In the trade organizations of the city the commission man holds a unique place. He is the unpaid advertiser who brings the city to the country and the country to the city. He is the host who assumes the burden of the city's hospitality to the visiting countryman. He, if anyone, has done more than any other man or class of men to break down the prejudice of the farmer for the city man and the opposition of the state to the metropolis.

To tell of the commission men who are worthy of special mention by reason of their work in building the local market and Omaha would be a task worthy of a wider space than may be accorded in a newspaper. The purpose of this article is merely to let you see the commission man as he really is, not so much individually, but as a unit of the class which bears the burden of blame from both sides and yet puts profit into the pockets of the seller and the buyer.

Who's Who at the Yards.
Yet there are firms which stand out conspicuously at the Union Stock Yards

Bryson Bros. Omaha Live Stock company, Bliss & Wellman, Burke & Rickley company, Lavery Bros., Record Commission company, Wood Bros., Snyder-Malone company, Byers Commission company, Omaha Live Stock commission company, Bliss & Wellman Commission company, Burke-Rickley Commission

who, while not a commission man himself nor a member of the exchange, represents that spirit of hospitality and good fellowship which is characteristic of the commission men of the Union Stock Yards. To fully understand the organization of the commission men you must know A. H. Frye, head of the catering department of the Union Stock Yards and the man who more than any other single one makes things run smoothly for the commission man with an out of town guest. Every one knows "Doc" as he is familiarly known to the commission men and their friends. Amiable to a degree with a smile in his eye and a greeting in his voice "Doc" has smoothed over many a rough place for the busy commission man. If the commission men want to give a banquet they tell "Doc" and then forget about it. If it is a school teachers' convention to be entertained, or a railroad jaunt to the Black Hills to provide for "Doc" gets the order and everything runs smoothly. "Doc" is a Missourian by birth and temper. In religion he is a Pike county man and to the initiate that suffices.

Commission Man's Service.
But all these factors go to make up the live stock market of Omaha. And of all these factors none is more to be considered than the man who meets you and shakes your hand when he solicits your feed lot trade. This same man waits anxiously to see your cattle safely in, watered, fed and rested after the trip to market. This same man will pit his wits and his reputation against the money power of the packers to get the highest price for your cattle and he will not rest satisfied until you have come back a second time to approve his fidelity to your interests. And back of all that he is oftentimes as reserved and loveable a home man as the farmer himself. But of himself or of his home life the commission man never speaks. He stands for your service, for your assistance at the yards. His profit is your gain for the time. That is his business—to win; to win for you and for himself the highest price paid for corn on the hoof.

SALT ON TAIL CATCHES BIRD
Ducks in California Are Unable to Fly When Coated with Saline Solution.

The truth of the old saying that birds may be caught through the process of goring salt on their tails is vouched for by O. C. Hofer of this city, who has just returned from an inspection of salt properties in which he is interested at Scandena, located twenty miles north of Randaburg.

Hofer came upon the carcass of a duck entirely incased in salt, and further investigation revealed the fact that persons living in the vicinity of the evaporating vats or ponds into which the water from a salt lake is pumped, are accustomed to keeping themselves supplied with toothsome duck by picking up the helpless birds after they have alighted in the solution.

After they have been once immersed in the salty water, the ducks' wings are powerless to lift them out of harm's way. —Riverside (Cal.) Dispatch to San Francisco Chronicle.

When Sea Meets Land.
The Dover cliffs are being steadily eaten away every year. In 189 thousands of tons of chalk fell from Shakespeare

Cliff, and three years previously there was a fall during which the coast-guard's watchhouse at the summit was hurled into the waves. Year by year the fight for the land goes on between man and sea.

Taken all round, there is an actual gain of land, however. Part of this is

natural, from river silt, and part artificial, from groynes and embankments. During the last thirty-five years 4,000 acres have been gained from the sea, and only 4,000 lost. The east coast suffers most. At Harne Bay alone from 1872 to 1896 1,000 feet of coast were lost forever.—Answers.



THOMAS B. MCPHERSON
PRESIDENT SOUTH OMAHA LIVE STOCK EXCHANGE.

by reason of their reputation for fair dealing, for their wide patronage, their wise protection of customers and their singular good fortune in catching the market "right" for the shippers who deal with them. And there are commission men, individuals, whom you cannot pass by without a word any more than you can pass the Statue of Liberty without comment. They are that much a part of the market which they have helped to build. For instance, there is Eddy Cahow of the National, who is a veritable dynamo of energy and progress. Whether it is a foot ball game at Lincoln or a wild west show at Cheyenne or a battle on the open market, Cahow is there

with bells on," as they say at the yards. Then there is the firm of Wood Bros., long established, well known and reliable. But if you go to picking them out one can never know where to stop. Take them by and large and you find in the list of men who have worked early and late for the building of the live stock market of Omaha and the state of Nebraska such firms as the National Live Stock Commission company, Great Western, Tagg Bros., Bowles Commission company, J. J. Ingwerson, Lee Live Stock company, Green-Madden company, C. H. Fish & Co., Clifton Commission company, Williams & Sons, Farris, Purinton & Marcy, Jackson-Signal, J. L. Laird company, Dworak Commission company, Cox-Jones & Van Aistine, Marton Bros., W. R. Smith & Son, Ralston & Fonda,

company and a host of others. These firms and the men who make them up represent the kind of men who as commission men stand between the shipper and the buyer; having a knowledge of the market, they are able to gain in dollars and cents for the shipper that advantage which the shipper himself could never hope to obtain if he came into open market to bargain for the fruits of his feed lot.

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