LIVE MEN IN LIVE BUSINESS

One Place Where Hustle is the Word

Always. MILLIONS IN THEIR TRAFFIC

South Omaha Live Stock Commission Firms Who Handle the Business in a Wonderfully

Effective Way.

It would be difficult to find any kind of business where greater results are accomplished with less show, less noise and sion business. A business where the dropping of a whip may mean the closing sheep and hog departments. of a transaction involving thousands of dollars: where a man's word is all that is asked. It is a business requiring quick decision and unerring judgment and yet were not more severely enforced than are rooms 160-160 Exchange building.

the elightest rules governing the live stock

trade. Most of the trading is closed between 8 o'clock a. m. and noon. Absolutely no trading is done after the whistle blows at 2 o'clock p. m., and yet in that brief time transactions covering over \$500,000 have been consumated. Live boosters in a live business! The title seems weak. To get even a meager conception of what it all means you must go to the yards yourself, talk with the real, live hustlersthey are all hustlers and they are all courteous-then compare the methods they use in the transaction of their business with those of almost any other line; the number of clerks employed for a like volume of husiness, the office space required, and the utter lack of ostentation and you will begin to realize what the "Red tape" really means and also that big business transactions between honest, reliable men can be conducted without it.

The Old Farmer's Lament.

I've tagged around from town to town, Selling my hogs to Jones and Brown I've worn my clothes in patches and rags, Until I happened to light on "Taggs."

It happened thus, I must confess, Margaret (my wife) she did her best To keep me patched to show no rags, But I never did till I went to "Taggs."

We arose in the morning before break of day,
To milk the cows and make the hay,
To thresh our wheat we put in the bags,
But we never made money till we we
to "Taggs."

She said "Now John, twenty years or more, We've raised hogs and cattle by the score, When you were ready to sell, prices seemed high. But you sold to the wrong man, who wanted to buy.

There's Harry and Will and Arthur you The last one mentioned is now in St.

Harry and Will are the South Omaha firm, Shipping to either you'll have money to burn. MPS. E. S. HAMILL.

Paddock and Company. In the fall of 1887, just twenty years | Wise.

ago, Mr. O. K. Paddock laid the foundation for what has become one of the most reliable and influential commission houses at the South Omaha yards.

and welfare of his patrons. At present Mr. J. W. Lattin is employed It must be remembered that there is no

as cattle salesman for this firm. Mr. such thing as an "all-round" game-that Lattin is well known to a large number of Iowa and Nebraska feeders and shippers. He is a thorough cattleman and those who have entrusted their business to his care known athletic pastime one part of the have found his advice in the purchase body will be found to be developed at and sale of stock reliable.

This firm especially solicits orders for is a tendency in this direction. feeding cattle and their experience and judgment will often save the patron much tain amount of wasted tissue is burnt up, more than the charge for buying. They and the flow of blood toward the parts are boosters of the right kind and the affected is stimulated. success with which they have met is merited and is bound to continue.

Bliss & Wellman.

The firm of Bliss & Wellman is comparatively new, but the experience of its individual members covers many years. They are particularly well equipped for their line of business. Both Mr. Bliss and Mr. Wellman are well and favorably known to a large number of shippers and the manner in which they handle their business is sure to bring them a large patronage.

They are courteous, obliging, have a pleasing personality, and, above all, are expert salesmen in their respective lines and authority on all lines pertaining to the market. Mr. F. C. Bliss has full charge of the cattle department and Mr. F. F. A. Wellman is at the head of the hog de-The shipper can feel safe in entrusting his businesss to this firm, as every onsignment receives their personal attention. They are siways glad to furnish information concerning the market or will supply shippers with regular market reports on request. When visiting the yards it will be well worth your time to call at room 264. New Exchange building, and make the acquaintance of the individual members of this new firm. Both members of the firm are hustlers, and if honesty, most illogically, "I must play games." courtesy and hustle mean anything in business, their success is already assured.

W. F. Denny & Co.

This firm was established in 1290 and therefore has a record of over seventeen years of successful trading in the South ness and is therefore in a position to as- five minutes between the coach lines. For ful study of the conditions of the market and if they are at all weak, then hemalso gives the customer reasonable assur- orrhage may ensue. ance of highest market value.

cattle salesmen, while C. J. Horn takes ticle, one word in depreciation of athletic care of the hog department. Shippers who games when practiced in moderation, unare looking for experienced, reliable men der rightful conditions and by the right to handle their stock will not be disap- individuals. But I wish to impress most pointed in this firm. Their office is room strongly upon my readers that haphazard 238, Stock Exchange building. Hunt them exercise can never usurp the place held up when you visit the yards and get a by scientifically directed exercise in the good view of real live boosters.

Wood Brothers.

Nearly half a century marks the successful career of this firm, established in 1867. It has been under the personal management of Walter E. Wood for the last twentyfive years. You will find Mr. Wood a courteous, agreeable, broad-guaged gentleman, with progressive ideas and an immense capacity for work. A complete system of private telephone has recently been installed throughout their yards, which materially assist in getting full market values

They have a feeder department and all orders are promptly filled if the market justifies, for both cattle and sheep. Cattle, hogs and sheep consigned to them receive nediate and personal attention, and it is safe to say that the results will be entirely satisfactory.

"A trial will convince" is the singan of this firm, and a visit to room 234. New Stock Exchange building, will furnish evidence sufficient that the number of shippers who have given the trial have been the cleaning house. Many a good man lives and dies in the dence sufficient that the number of shippers who have given the trial have been class because no widow pittes him enough to show him the error of his way.—Chicago News

convinced and remain loyal to their con-

Jackson, Snyder & Co. "The old reliable" seems to express the Only Florist to Utilize Dr. Johanncase in a nut shell. An experience of twenty years in the live stock business

enables this firm to give customers the best possible service. A uniform policy DOPE of fairness and courtesy has enabled it to olid up a trade which remains absolutely Both Mr. Jackson and Mr. Snyde are well known throughout the country, both are gentlemen who impress you favorably, and it is not hard to believe that their motto, "Give equal effort to all, special privileges to none," is a motto which is followed to the letter by the individual members of the firm as well as every individual employe.

Alma Jackson and Matt Malone handle son and R. D. Robinson take care of the

This firm has made some enviable records in securing high prices. Shippers will do is the only person who has taken advantage well to keep in touch with them; market of it commercially. reports are furnished free of charge, and inquiries for special information receive the laws of the Meads and the Persiane prompt attention. They are located in

Franier-Johnson Company.

Among the younger concerns which have come to the front with rapid strides is that composed of William Frazier and at South Omaha, January 1, 1906. They have record of their first year. They bought of bulbs. . and sold 1,680 cars of stock the first year crease of 33 per cent over the first half of almost no effect. 1906. They attribute their success partly to the perfect harmony of their organization and the persistent and intelligent work and effort of each individual connected tight boxes built and when the time came street above Montgomery. cerns doing business at the yards depends and tell others how it can be done. largely upon the harmonious efforts of the attention of the stock raising public their roots or twigs. Then it must be absoto the superior advantages of the South lutely airtight. At the bottom is a bed Their office is in 161 Stock Exchange

TIPS ON SUMMER HEALTH at least forty-eight hours. After this the Participation in Athletics Not Al- cool greenhouse and receive the usual ways a Means of Gaining Strength.

all times.

It is better to take pleasurable and exhilarating exercise in the open air, on smoky cities and lounge at street cor-

ners or in crowded cafes. For games, when rightly indulged in, constitute for those who are perfectly sound in wind and limb a most healthful recreation.

At the same time one must not think that the participation in games is a some illness, whether functional or other-

As a matter of fact, even those who are hale, well and strong and full of lusty life, often find that certain of the consequences, both direct and indirect, of Mr. Paddock is a general saleyman of games are not alfogether favorable to all kinds of stock and has made a success good health, while for the alling or deliof the commission business by keeping cate person they are in nine cases out in mind at all times the best interest of ten most injurious, and certainly not to be recommended.

> impartially exercises and develops all the muscles of the body. In nearly every well the expense of the others. Certainly there

Now, when a muscle is exercised, a cer-

The tissues cail, as it were, to the blood for assistance. They ask it to bring more oxygen, more autrition to them to replace the matter that has been burnt up by exercise. And the blood responds to the appeal. It flows in increasing volume to the parts exercised, which thus withdraw some of the life-giving fluid doctors, plant doctors are seldom learned from organs and tissues which perhaps men. It is unusual to find a florist who require it more than they do.

Say you are a sufferer from chronic dyspepsia, and that your digestive organs are weakly and their functions disorganized. You take part in some game. You bring violently into play, perhaps shortly after a meal, certain muscles. These must they were handsome plants, that mucl cles draw blood to them. Your digestive organs, already weak, are still further enfecbled by the dimunition in the supply of the blood that nourishes them. And, therefore, as a result of the exercise you have taken, your malady, instead

be, is actually aggravated. Any one who suffers from any chest or lung complaint should eschew vigorous athletic pastimes as he would eschew damp sheets and wet footwear. Too many are unaware of the urgent necessity of this, "My chest wants developing," they argue; "exercise does undoubtedly de velop the chest, therefore," they conclude

They forget that exercise can be obtained in other ways than by taking part in athletic contests. It is not the possession of the cricketer, the cyclist, the oarsman, the footballer alone, Quiet, gentle, physical movements, scientifically formed, will do more to develop the chest Omaha market. Mr. Denny gives his per- than any amount of haphazard exercise sonal supervision to all details of the bust- taken in the course of a strenuous fortysure the shipper the very best of service there is always danger in athletic games: and carefully guarded interests. A care- The lungs may be filled too full of blood,

Not that I wish to say, as may be seen W. F. Denny and Jack Williams are the by the opening paragraphs of this arcuring of ill health. The human body is such a delicately constructed organization in many ways that all care must be taken not to throw its machinery out of order by any rash tampering with its mechan-

ism.-Eugene Sandow in N. Y. World. Pointed Paragraphs.

Often a woman mistakes audacity in a man for bravery. Too much credit is more dangerous than

Too much credit is more dangerous than too much money.
Just so it is pie the small boy doesn't care what kind it is.
A woman is bound to have her way, even if it is a roundabout way.
A man must suffer before he can sympathize with other sufferers.
When May weds December she sees only the silver lining of the cloud.
And a girl whose face is her fortune is seldom able to support a husband.
Singers are the only people who are anxious to hold a note for a long time.
There's mighty little fus in being the kind of fellow that can't see the point of a joke on himself.
There is no place like home—and a mar-

THIS WOMAN DRUGS PLANTS

sen's Discovery.

TO MAKE THEM GROW

Miss Schnelling Tested the Idea of Treating Plants With Ether and Chloroform and Found

It Good.

herself to be the only florist in the country the cattle department, while T. A. Jack- plants for sale. The discovery of the benefit done plants by drugging them was made by

> "My experiment began two winters ago Schnelling said to a Sun reporter the wher

plants. "Three of the lilacs I put under the influence of chloroform and three I etherized, added to the profit. Willis I. Hoops, which opened for business All were a success, but those treated with ether gave the quickest and best results. I the proper conception of what constitutes made more experiments with other lilacs,

"As my experiments were successful I

with the organization, and particularly to I proceeded as with an assured fact, not as mints were discontinued in 1855.—San Franthe growing popularity of the South Omaha in an experiment. Because I did go into cisco Call. market for all classes of stock. They be- it so fearlessly and made such a success lieve the success of the individual con- feel that I have earned the right to talk "In the first place the box must be large all concerned, working as a unit, to call enough to hold the plants without bruising

of dry sand on which the plants are laid and let me say that they should be as dry building. Like all good, live hustlers, you as possible. The temperature of the box will find them courteous and obliging at should be about 62 degrees. "After the anaesthetic has been introduced the box must be left untouched for plants should be taken out, planted in a

garden treatment. "They will begin at once to put forth buds, and do it so rapidly that they may almost be seen to grow. Last season I had lilacs and azaleas in full bloom eighteen green playing fields, than to swelter in days after I had put them into the anaesthetic box as dry shrubs. I was almost as successful with deutzias, spiraeas, viburnums and several kinds of bulbs.

"As to the expense of the anaesthetics is paid for a dozen times over by the added beauty and luxuriance of the plants, to say nothing of the saving of time and room in the greenhouse. It may be, as means of gaining health for those who several florists who saw my plants last are weakly or who are suffering from year suggested, that if such treatment is persisted in several successive years the plant will deteriorate from exhaustion. That point I have not had experience enough to decide, and besides, why should I consider it at all? I mean from a business standpoint. Few persons buy house plants with the thought of keeping them beyond that season, any way.

"As I have said, some plants, like some persons, prefer chloroform, while others show a preference for ether. For that reason I use both drugs.

"To both drugs there about which an amateur should be While ether is much the cheaper it is so inflammable as to require great caution in handling. Chloroform is more expensive, but a less quantity is required.

"Again, some plants require a stronger solution than others. For instance, tulips, hyacinths and lilles need stronger doses than lilacs or azaleas. It may be a question of temperament. That is the reason given by doctors for the same peculiarity in animals, and we know so little about plants that I for one would never insist on a different reason.

"In spite of the many experiments that are always going on, very little is really known about plant life. Unlike animal knows or cares anything beyond produc ing salable plants.

"Why, when my first drugged plant proved a success I made it my business t go to several other florists and invite the to come to see the plants. They though they had to admit, but there wasn't a on in the lot who cared to think out a reason Some of them figured on the cost and sale they might try it themselves, but the ma jority of them, I am sure, looked upon as an accident or some new variety of of being cured, as you had hoped it would fertilizer that I was using."

PRIVATE MINTS PAID WELL

California's Money Factories Proved Profitable Industries in the Early Days.

A few days ago a gentleman of Sa Francisco showed a rare relic in the form of an oblong "slug" such as passed current in the very early days of California for \$50, but which really contained but \$4' worth of gold. That recalls the first effor: made in San Francisco to provide a circulating medium to take the place of gold dust, which was in general use at the rate of \$16 an ounce. Every man in business had a pair of gold scales on his counter and it required much computation often to measure out small payments. As the popu lation increased the greater became the demand for a means of exchange to sup plant gold dust. To send gold to the paren mint in Philadelphia and have it returned

in transportation,

David C. Broderick, who afterward became United States senator, and his oldtime New York friend, Colonel Jonathan D. Stevenson, formed the acquaintance of Frederick D. Kohler, a jewelr, who subsequently became the first chief of the volunteer fire department, and these three discussed the feasibility of minting gold oin that should fill the long-felt want of Uncle Sam's coins. They called into consultation two Englishmen, who were in the country with considerable capital, and were versed in assaying. Colonel Stevenson suggested Kohler as a suitable man to NEW YORK. Sept. 28 .- Miss Julia H. make the money. He was examined as to Schnelling of Oneida county, N. Y., believes his knowledge of assaying and it was found that his knowledge was thorough. Broderick did not have any money to speak of. but from his friend, the colonel, he obtained a loan of \$3,500. With some addi-Dr. Johannsen of Copenhagen in the early tional capital advanced by the cautious '90s, but according to Miss Schnelling she | Englishmen the money factory was started and in a short time it was turning out \$10 and 16 pieces bearing a semblance to those issued by the government and having emwith half a dozen blac bushes." Miss bossed on them "5 dol. California gold." or "10 dol. California gold.". It proved a "Knowing that some persons take profitable venture, for the coins so issued ether better than chloroform, I fancied were worth intrinsically a little less than there might be the same difference in \$4 or \$8. Besides, while gold dust was worth commercially \$16 an ounce, the coin makers paid only \$14 an ounce and this

The business was so successful that many others opened private mints for supplying the residents with ready-made money, not success as evidenced by the phenomenal then with azaleas and with several kinds only in San Francisco, but in other parts of the state, among them being Dubosq. "The greatest difference was in lilies of Dunbar, Aug. Humber, Kellogg, Moffatt, of their existence. For the first half of the the valley. Under chloroform the results and Baldwin. The latter bought out Kohler present year they sold 1,250 cars, an in- were wonderful, while ether seemed to have and his partners, and was first to issue private minted \$20 gold pieces. The making of coin by private firms and individuals set to work to use the discovery another was kept up even after 1854, when the season in my business. I had several air- branch mint was opened in Commercial

NEW GUIDE TO MATRIMONY

Flippant Author Pipes a Few Pointers for Bachelors and Others.

A long felt want has just been over taken by Reginaid Wright Kauffman's The Bachelor's Guide to Matrimony." Mr. Kauffman considers the subject from several points of view. Under the

caption "Just for Fun" he says: Filriation is the prep, school of bachelorhood. lorhood.

Don't be too slow of speech or she'll think you a fool—and don't be too glib or she'll know you are experienced.

"A mouse of a girl" may grow into a white elephant.

Walls have no ears, but be careful of the telephone.

the telephone.
Love is like the measles; the older the patient the worse the case.
Some women look well by lamplight and some by incandescents, but under the some by incandescents, but under the moon no girl is homely.
You may marry when you choose—you can love but when you must.
Be careful; some men were born to be married, some achieve marriage, but more than you'd suppose have marriage thrust upon them.

Most of these sage reflections are true une.

coin of the land was a five or six and all have more or less point for the bachelor, especially the bachelor who hopes to remain a bachelor. Of course that hope is built upon the sand; given a fair chance and any clever woman will

> Next Mr. Kauffman takes up the subject of matrimony seriously, under the caption "When You Really Mean It." His acvice contains these gems of wisdom; While you are looking for a wire, keep your eyes open; atterward you will have pienty of cause to snut them.
>
> When in doubt between two girls, take While you are looking for a wife, nem about a crowded street car—and nem propose to the first that's offered a

seat.

Don't look for intellect; if 's always the goose that lays the gomen eggs.

In pusiness better lays than never; in marriage better never than late.

Don't go to her on your knees; go in your automobile.

inere may be sermons in some but there are poems in soittaires. Mr. Kauffman sagely remarks that "the wages of courtship is marriage," and then proceeds under the heading "Orange Biossoms." He says that "in love you dance to the music, at the wedding you face it," and then goes on thus:

As you stand under the paims, remember that there are but two things in life which you cannot honestly promise: to love and to cease loving.

Take command immediately; the man who besitates is bossed.

Now you will understand how love rushes in where wisdom fears to treat.

Why is it that the triends of the bride always seb and the friends of the groom always snicker? always snicker?

In logical sequence the author writes under the caption "Yoked," and here, it is plain, he speaks with authority. Among other things, he says: It is never the married who ask: "Is

It is never the married who ask: "Is marriage a failure?"
The 'husband's day: eight hours for sleep, eight hours for work and eight hours for explanations.
The model husband never carries more than \$10 in his pocket and always imagines his mother-in-law just around

he corner,
Always accept your wife's excuses; this
stablishes a basis of reciprocity. Just how valuable this "Guide" would prove to bachelors in real life we are not prepared definitely to say. But among the old saws in new dress is occasionally a fundamental truth, like these, for ex-

People who have sweethearts get married; people who have affinities get divorced. If she knew how much we needed her, the 1 show much we needed her, be fashionable.

mr. maunman writes upon a subject that is always interesting to other people, as well as bachesors, for, as he himself says; Love is the one necessity superior to the law of supply and demand."-Chicago Inter Ocean.

Begging Letters from Holy Land. The begging letters which are sent every year from Palestine to Jewish residents of New York and other large cities in this country usually reach their destination New York and other large cities in this country usually reach their destination some time in the penitential season. The addresses are secured by helpers in the places where there are large Jewish communities, Letters of this kind were received here also year from "an old man who came to the Holy Land to die, but who must await patiently the time, and has no money." Another letter was typewriten, and contained pressed flowers from places of note in the Holy Land. One appeal in poor German was from a woman with a large family, who knew the Americans gave liberally at this time of the year, and hoped that "her share would be sent to her by registered mail."—New York Tribune.

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F. F. A. WELLMAN, Hog Salesman

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