

Commission Men and Their Relation to the Great Live Stock Industry

THIS was in the world's business that the original producer could put his goods on the market to the ultimate consumer. The commerce of civilization grew and in the later days the same operation originally so simple has grown complex by the effect of the sheer force of magnitude. To meet the needs of the countless ramifications of commercial life the specialists of the business world arose. This in a vaguely general way was the genesis of the live stock commission men.

Should the stock raiser come into the face of the great stock market of South Omaha he would be confronted with the perplexity of his life. He would be confronted with a problem that he could not solve. The commission man is there to solve it for him.

Train loads of stock come into the yards of the South Omaha Union Stock Yards and are turned over to the commission men to whom they are consigned. From then on the stockman who turned the grass and grain into beef through the animal transformer has nothing more to trouble him more serious than to call some hours later at the office of the commission man for his check. He can be assured that this check represents the topmost limit of value for his herds.

The commission man has by the virtue of his knowledge and persistent care found the most anxious buyer for the stock offered and squeezed from him the last cent that he has been willing to pay.

Years of experience in the market must teach the commission man his profession. He is continually solving problems in the midst of that commercial rush where supply and demand meet and bid against each other.

The South Omaha commission man is as likely to be found in the stock pens as in his office. He is usually an expert in some of the lines which his office handles, and perhaps most frequently will be found to be a salesman of beef cattle. Every firm of pretension has a staff of expert salesmen for the different grades of cattle, sheep and hogs.

The commission man is also often a buyers' agent as well as salesman. Many stock men depend on the commission man to furnish them the feeder cattle and sheep which they fatten to return to the market at a profit some weeks later. In years past the commission men financed most of the cattle business, loaning money to the feeders of their patronage. In this way a good many fortunes have been made out of the start given by the commission men. The present effort of the commission firms is to discourage the loan business and the country banks are more than willing to take their place and give the stock feeder credit.

The commission man is active in every step which looks to the general welfare of the live stock business. Many firms issue privately published stock journals to their clients. Questions of cattle breeding, prevention of disease, legislation favorable or adverse, anything in fact which has a possible bearing, demands their attention.

Allen Dudley & Co.

The first load of cattle of the two which reached that enviable record price of \$8.15 sold by W. H. Dudley in 1902. Mr. Dudley is associated in the commission business with his son, Allen, under the firm name of Allen Dudley & Co. A shrewd pair of bargain makers, this Dudley, senior, and son, of Yankee ancestry and this firm is one to be figured in considering the business of the exchange.

Both father and son are constantly in touch with the business of their house, and both are active salesmen. W. H. Dudley is steer salesman, while his son takes care of the butcher stuff and the odds and ends.

Ed Murphy, hog salesman for Allen Dud-



LIVE STOCK EXCHANGE BUILDING, SOUTH OMAHA UNION STOCK YARDS.

ley & Co., is one of the aggressive young men among the cattle dealers of the yards, and he is heard from in that sharp com-

petition of the large degree of confidence re-

posed in the firm by its clientele, for upon the wisdom of the decisions of the buyer of the "feeder" stock depends in great measure the profits derived from their final marketing.

J. G. Martin, the head of the sales de-

partment, handles the selling of steers; Brad Hickox is the specialist on cows; Al Powell is in charge of the sheep depart-

ment; Walter Nitsche is hog salesman; J. E. Batman is office man. The work of the Martin Bros. commission house, as the staff role would indicate, is highly specia-

lized according to the demands of the busi-

ness to be handled.

Burke-Rickly Company.

The Burke-Rickly company is one of the landmarks among the commission mer-

chants of the Union Stock Yards exchange.

With but slight changes this firm has been continuously in business in South Omaha since the beginning of the live stock in-

dustry in that town. In fact this company is among those which made that beginning

an eventual success.

"We came down here from the old 'bridge

yards' in 1885," said Charles Burke, the

head of the firm, looking out from his of-

fice window across the acres of pens.

"The whole works that were not as big

as that little bunch of pig pens yonder.

The Exchange, as we so proudly called it,

was just a little frame shack on the creek bank and even the creek has gone now.

Didn't have room for it in the yards any more."

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