

# Closing Year Is One of Prosperity For Stockmen.

Prices Maintained, Mean  
Good Profits to Grower.

A BRIEF review of the livestock situation in Utah may not prove to be a thrilling tale to some, but the story is nevertheless of great interest to a great many if for no other reason than that it has to do with one of the greatest industries of the west, and in the nation Utah occupies a most important position in this matter, supplying, as the state does, a considerable portion of the country with beef, mutton and pork, to say nothing of wool and the business given to shippers, jobbers, packing houses and the railroads.

Utah and adjacent cattle raising states occupy a rather unique position with relation to other parts of this big country in the matter of cattle raising in that, while elsewhere there has been a marked shortage in production and a dropping off in prices the condition has been just the opposite here.

In the big eastern markets there has been a shrinkage of receipts and the deficit in the number of head of cattle will approximate, by the end of the year, it is estimated conservatively, one million head. This condition is indicated by the market receipts. This means a falling off of six hundred millions of pounds of beef. The falling off in sheep is more than compensated for by the gain in hogs and the three, beef, sheep and hogs make up the supply of the country.

**BETTER PRICES.**

The prices maintained this year have been somewhat higher than those of last year, in this and adjacent states, and the maintenance is insured by the ever increasing demand coming from the coast cities. They draw more particularly in the winter months for more cattle and this demand comes from San Diego on the south to as far as Victoria on the north, Seattle and other Sound points. So, while there has been a shortage in the eastern markets, as indicated above, there has been an increase in Utah, better prices have been maintained, facilities for handling the product improved, ranges in splendid condition and the situation generally excellent. There are many reasons for this state of affairs. The west is growing. While the ranges have been somewhat depopulated the increased feeding in Utah has made the supply of finished stuff better than they can get locally in the territory referred to.

Dry lot feeding, which means both balanced and exclusive hay feeding, has troubled in the last five years until within the boundary lines of the state and adjacent valleys of neighboring states within a radius of 100 miles, there are now being fed by farmers and speculators, for beef, fully 57,000 head of cattle. The steer end of this string went into the lots at a probable average cost of \$3.25 per hun-

dred this year as compared with \$3 in 1907, and the bulk of the cattle or feed stock is made up of steers rather than cows.

## MARKET OUTLOOK.

The sales which are being made at this time range in price at a level with sales a year ago, namely, \$3.75 to \$4 per hundred, the latter being paid for Christmas stuff. Fat cows at three cents with the best bringing \$4.

The year's turn off for this state has been in excess of the number marketed last year and the output for the coming year will undoubtedly exceed the present turn off.

## FOR HOME CONSUMPTION.

At one time a great deal of the Utah cattle found a market in the east, and of course some of it does now, but not so much as heretofore for the reason that there is a big demand for the product nearer home. Rate changes during the last five years have been favorable to local centers.

Those who used to ship east, many of them, now hold their stuff for the coast as needed and there is a greater demand for western packing.

There are many conditions now favorable to the live stock industry, one of which is a plentiful supply of cars. There has been a marked increase of new equipment and the old cars have been replaced by new and larger ones. The business is now shifted faster than ever before. In Utah this year there has been an increase in cattle and in the valuation. The rapidly growing hog industry is becoming a most important factor in the economics of the state and the business of horse raising is developing along right lines. High priced stallions have been shipped into the state and the colts are of the finest blood with prices high. The sheep industry is treated elsewhere in this paper but the livestock situation generally in this state is most promising. As an indication of the growth of this industry it is only necessary to call attention to the packing plants that are in operation in various western cities. Take those of Colorado, and Utah for instance. They are all working full blast. The local plant is killing more than 800 cattle and over 2,000 hogs per month. The Ogden plant is also doing well.

## BETTER GRASS THIS YEAR.

At one time, it is estimated, there were at least a million head of cattle in this state but heavy shipping brought that number way down but they are now building up again. The physical conditions this year are most favorable as there is better grass and plenty of water. While there has been an increase in Utah of the livestock production it has also been a splendid promise for the future. The ranges are in splendid shape, the cattle of high grade, prices good, shipping facilities good, an equilibrium in the matter of rates, a reduction in the cost of shipping by reason of the fact that there is a greater demand nearer home than ever before and the constantly enlarging packing industry.



SOURCE OF STEADY INCOME.

basis than ever before, and only one thing can happen to cause drooping of spirits among those who have embarked in the enterprise of sheep raising, and that is a lower tariff—something the sheepmen fear far worse than they do an epidemic of scab.

## IMPROVED CONDITIONS.

The present year has seen a most marked improvement in the sheepraising business, not perhaps from a financial standpoint, that is, so far as profits are concerned for the present year, but in the matter of improved conditions generally. What differences may have existed among packers, sheep commissioners and government officials have been smoothed over and now there is practically no possibility of friction between them. An intelligent effort was made early in the year to avoid any trouble in the future, to afford protection to all, to get things working in a more systematic manner and the efforts have proved successful. Utah stockmen are working hand in hand with those of sister states until all recognize that each and every one will be helped by co-operation.

This year it was determined not to try to break records in the number of fleeces but rather to break records in better fleeces, and to keep up the good work. Last year there was a shortage in cars for shipping; this year there has been no complaint on that score. Last year there was trouble over "scab," while this year that disagreeable feature has been practically eliminated. The ranges and reserves are in better condition than heretofore and the market for the Utah product has been enlarged.

## REVENUE CUT DOWN.

In 1907, it is estimated, the sheepmen received \$6,000,000 for their wool and mutton. The figures for this year will not reach that total, but will be about \$4,000,000, as the profits depreciated about 20 per cent on wool and mutton on account of the lowering prices. According to one of the best local authorities on the industry, at least 1,000,000 pounds were ready for shipment during the spring of the present year, but there was a falling off of about 10 per cent because those who could hold their stock for better prices did so. The lowering of prices, as said before, was due to the panic and the further fact that last year buyers secured all they could get hold of and did not buy so much this year.

## \$15,000,000 POUNDS OF WOOL.

In 1907 the prices paid at the shearing stations ranged from 18 to 25 cents. This year the price fell to between 10 and 16 cents, the average being 12 cents. The year of 1907 saw in the neighbor-

hood of \$2,326,482 worth of fleeces shorn, the average yield being seven and a half pounds per sheep. This year the figures reach a little less, or \$2,150,000. Last year the wool crop was about 16,285,371. This year it is about 15,000,000 pounds.

One good feature of Utah sheep raising is the fact that the owners have adopted a more systematic plan of grazing. In the summer time the sheepmen know where to send their flocks and the lands and reserves have been greatly improved, and consequently better results are obtained. It is said that on the reserves there is room for more sheep and the reserves and winter ranges are reported to be in splendid condition.

## RANGE IN GOOD SHAPE.

Recently Secy. C. B. Stewart of the Utah State association returned from a trip to Wyoming and to the Utah reservation, and he says that the ranges and reserves are not overstocked at the present time. He says that the snowfall in western Wyoming and Utah has been light and of not such a character as to prevent the sheep from grazing.

Another favorable feature is the fact that the government quarantine has practically been raised and the scab problem has, it might be said, been solved. The pest, according to Mr. Stewart, is now under control and there is but very little in the state. Experience has taught the sheepmen to dip their sheep at least once each year, because they recognize the danger of it and now there are none of the restrictions or regulations that are detrimental to the sheepmen.

During the previous year sheep commissioners and government inspectors went among the woolgrowers and saw to it that the dipping process was carried out. Now this is not necessary as the sheepmen have waged a war upon scab and considerable amounts of wool are promptly stamped out. The interest the sheepmen have taken in this matter has been the saving of thousands of dollars to them. Naturally, the improvement in sheep means an improvement in wool.

## OUTLOOK FOR NEXT YEAR.

A marked increase is expected next

year. The improved stock and the better shipping facilities will naturally attract more buyers and the fact that sheepmen can be a little more independent than heretofore will mean better prices. It will not be long before the markets will send out their buyers to meet the sheepmen at their corrals, where deals will be closed.

Much good has been accomplished since the organization of the Utah Woolgrowers' association, a corporation. It was organized in January of the present year, for the protection of the wool industry of the state. Its officers consist of E. H. Callister, president; John H. Seely, vice president; C. B. Stewart, secretary and treasurer; and 28 directors from all parts of the state. This association has accomplished a great deal in the matter of traffic rates on wool and lambs to market. It also sent delegates to Washington to labor for the defeat of the Burkett land leasing bill, which efforts were successful. "If this bill had not been defeated," said Mr. Stewart, "it would have practically ruined every sheepman in this part of the country." The association also established a great deal in the matter of wool not sold at a sacrifice, and those who could hold their wool until received from 3 to 5 cents more than first offered them. It was the success of the Utah movement that brought the national convention here. The next convention of the national association is scheduled for Jan. 14, 15 and 16, at Pocatello, when more than 1,000 delegates will be present and it is expected that many measures along the lines indicated will be adopted for the permanent good of the sheepmen.

As to markets for the Utah product, Mr. Stewart says that while Los Angeles has been a considerable amount of winter mutton, there is a ready sale of mutton and wool in Omaha, Chicago, Kansas City and St. Joseph. So, summing up the situation in Utah, while there has been a falling off of prices and profits in 1908 as compared with the previous year, better stock is raised, more protection is afforded, and the prospects for the coming year are bright, unless, as Mr. Stewart says, the tariff is reduced."

## Sheep and Wool Interests

Owners With Headquarters in Salt Lake City Add Greatly To the Prestige of This Important Business.

Among the more important and extensive industries of the western states, and especially of Utah, Idaho and Wyoming, is the sheep and wool business. Conspicuous among the men who are keeping this interest before the country because of their able and intelligent success in handling sheep and producing wool are a number of enterprising Salt Lake sheepmen and financiers who devote much time and careful study to sheep and wool.

There are three notable companies engaged in this business in Utah, Idaho and Wyoming, who make their official headquarters in this city, and a brief description of each will be of interest to the thousands of readers of the Christmas News, telling of the many intelligent inducements the West offers investors.

## AUSTIN BROS. ASS'N.

One of the more important companies is the Austin Bros. Association, sheep growers and dealers in wool, with \$150,000 paid up capital. This company ranges throughout the hills and valleys of Idaho, where the sheep get rich pastures and the lambs grow strong and fat for early market. The company was established some five years ago as a corporation. Have this year some 27,000 sheep on the range and handle 15,000 feeders for market each season. The wool product from this bunch of sheep goes to about 150,000 pounds, all of which is shipped to eastern markets and brings satisfactory prices because of the quality.

The officers of this company are: Mark Austin, president; Heber Austin, vice president, and Geo. A. Smith, secretary and treasurer. The management of the company is vested in Thomas H. Austin, an experienced shepherd who knows every detail of the sheep and wool business from the time the lamb comes until the wool is clipped, and the old sheep later sold for mutton—a practical man with that long experience that begets knowledge.

**HEBER LAND AND LIVESTOCK.**

The Heber Land & Livestock company is next with a capital of \$200,000, with \$100,000 paid in. This company owns about 20,000 head of sheep; have their own extensive ranges in Wyoming and Utah for spring and winter, where the fine stock grows fat and the wool gets soft and fleecy on the rich grasses of that section. This company produces about 140,000 pounds of wool this season. The officers of the Heber Land & Livestock company are: John E. Austin, president; Mark Austin, vice president; Geo. A. Smith, secretary and treasurer; John Austin, a well known sheep and cattle man is manager of this company, and few men know the ranges of Utah and Wyoming as does he. Under his management the com-

pany has been prosperous for the past five years, and has a bright future.

## AUSTIN & SONS LIVESTOCK CO.

Austin & Sons Livestock company, also operating in Utah and a portion of Wyoming, is another important company, which was established about a year ago, with a paid up capital of \$100,000, is now numbered among the successful companies handling sheep and wool in the west. The officers of the company are: Geo. Austin, president; Andrew M. Austin, vice president and manager; and Geo. A. Smith, secretary and treasurer. This company have their own spring and summer ranges in Utah and Wyoming, and like the other companies, have adequate ranges with what rights they have on the government reservations. The company have 15,000 sheep, and produce about 105,000 pounds of wool this season, adding to the wool crop of this section in a most substantial manner.

Both the Austin companies and the Heber Land and Livestock company are closely affiliated and have been for some years. The business of all three companies is handled practically under the personal supervision of the Austin family, each of whom is a practical sheep man; from father to son they have ranged the hills of Utah, Idaho and Wyoming for many years, knowing every water hole, every rich valley and each foothill where grass grows. They are men who have made a practical success of the business through that intimate knowledge necessary to success. They are well liked and popular with all who know them as men of honor, brains and ability in the sheep and wool business.

George A. Smith, the secretary and treasurer of the three companies is a business man of Salt Lake City, thoroughly familiar with the executive end of the sheep and wool trade. He has handled the general business of the company since the inception of the corporations. His knowledge and ability has been proved and demonstrated in a most substantial manner. Mr. Smith is also interested in other large industries that are making history for the west along development lines.

Knowing the value of the best strain of sheep the Austins have made it a personal feature of their herds to secure the best rams that could be had, and have recently purchased to head their large flocks a number of magnificent cotswold imported rams, said to be the finest ever brought to this country, costing from \$125 to \$500 each. They also have a number of fine Lincoln, a strain of high class sheep which are in the record breaking class for honor and producers.

A number of the cotswolds and Lincolns now owned by the three companies under the Austin management are noted as the leading prize winning rams exhibited at the last state fair, which are said to be the classiest of their kind ever brought to the west. These animals now head the flocks of the companies on the ranges of Utah, Idaho and Wyoming and will do much to aid in increasing the value of the animals and of the wool production during coming years.

## Big Strides in Poultry Industry of the State

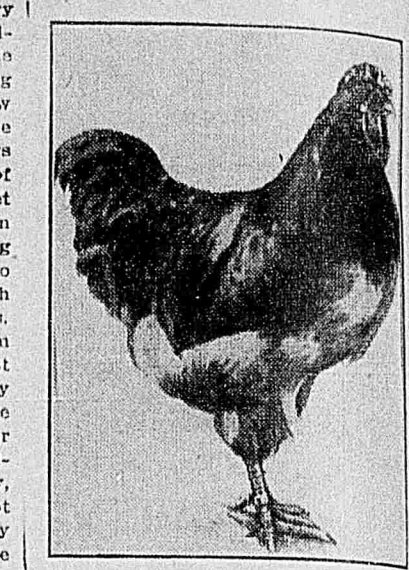
POULTRY fanciers and poultry raisers have devoted a considerable portion of the year to the study of the theory of breeding and interbreeding with the end in view of producing a quality suited to the climate. With a great many breeders who look to the commercial side of poultry raising, the Salt Lake market still has to draw for its supply from eastern growers. This is one thing that the Utah men are trying to change. They want to see the Utah markets supplied with Utah birds. This is a difficult proposition from more than one standpoint. In the first place, the Utah climate, say poultry raisers, is not adapted to raising the more common varieties of birds and for one other reason interurban communication with towns near Salt Lake City, the natural market center, has not reached the stage where the birds may be sent to market in anything like the way they are hoping will obtain in a very short time. Express and freight charges on small consignments are prohibitive, they say, too, and to bring them 50 miles or more in wagons is far from profitable. So they are looking to two principal changes in the situation: First, they are looking for that artificial breed that is best adapted to this climate and then they are looking for the opening up of interurban communication with the rural districts in close proximity to Salt Lake City. This, they say, will solve the question for all time. If the two combine, the Utah poultry raisers will be in the exact situation they are looking forward to; if either one of these conditions prevails, then the situation is cleared up, but there will still be something to hope for.

In the development of the poultry situation, the breeders of fine birds who consider merely the commercial side of the proposition are close friends of the fancier. The fancier who breeds fine birds only from the love of the birds and who is interested in the results he obtains from the interbreeding merely as results—a fad in shorter phrasing—is watched with keen interest by the poultry raisers. It is often the result obtained by the fancier which gives the breeder the "find" he has been waiting for for many months. It is upon the suggestion of the fancier that many successes of actual poultry raising for market have been founded.

## RHODE ISLAND REDS.

Now the result of development of chickens in Utah has been in the manner of the Rhode Island Red, the most successful of the breed. The Rhode Island Red is the nearest approach to the ideal that has so far appeared as the result of careful interbreeding. This bird is sought in a market chicken. The hen has the laying quality, the activity that is needed to hunt for its food, the weight for market. The aim of fanciers was to get a chicken with the weight of the Asiatic and the egg producing qualities of the Mediterranean. In its day, popularity has followed down the line from the Plymouth Rocks to the Leghorns, thence to the White Wyandottes and now to the Rhode Island Reds.

Thus step by step progression has been noted in the exhibits made at the state fairs. A few years ago all interest centered in the Barred Plymouth Rocks and the White variety in the same class. Then came the Leghorns, brown and white. These were thrifty in the laying of eggs, but were light in weight. Then came the Wyandottes with bulk and also with a fair egg-laying propensity. Now it is the Rhode Island Red and in it is combined the ideal desired: eggs and weight in the same bird. The time has not far passed when breeders would say that a fat chicken would not lay eggs and that an egg-laying chicken could not be a



TYPICAL RHODE ISLAND RED ROOSTER.

fat one. Now conditions seem to have changed. The Brahma, long a favorite because of its size, is now succeeded by the Rhode Island Red because of this quality, and the Leghorn's proclivity in the reproduction of its kind is to be found in almost all the breeds of the state. The Rhode Island Red is a fair showed this to be true in marked degree in all interest for the coming year will probably be centered in it. Effort to make the Red a more popular bird and also to improve its quality, as a fancy in the market.

## LEGISLATURE MAY ACT.

A somewhat peculiar condition confronting poultrymen that is a positive and active menace to the industry is the thief. This individual causes more trouble in the ranks of the poultry raisers than even the fashionable malady known as the feathered plague. At the coming session of the legislature the association is going to ask that the penalty be so amended that it will designate as a felony ranking with robbery and burglary the stealing of chickens. The association is going to ask that the penalty be so amended that it will designate as a felony ranking with robbery and burglary the stealing of chickens. The association is going to ask that the penalty be so amended that it will designate as a felony ranking with robbery and burglary the stealing of chickens. The association is going to ask that the penalty be so amended that it will designate as a felony ranking with robbery and burglary the stealing of chickens.

Another matter that will be brought to the attention of the legislature is the need of providing state aid in the matter of chicken shows and exhibits. The association is going to call to the attention of the legislature that and that trade and industries are all recognized with the exception of poultry raising. They are going to ask that the state provide funds for annual chicken fairs and shows and that in this way the matter of raising poultry within the state instead of shipping in the market's supply from the east may be stimulated.

## SUCCESSFUL SHOW.

The poultry show held in January of this year was beyond all doubt the most successful show held in the history of the association. Another show this year will be held and all indications are that the fruits of the effort now being made will be a success even greater than that of the present year. With the prospect of receiving state aid, the association believes that greater interest will be evident among breeders and fanciers and that the success of the show is now one-half won. Under the direction of its staff of officers the association is forging to the front with their "goons hitched to a star," believing that the year holds much in store for them. The officers of the association are: Dr. Charles J. Plummer, president; J. L. Horne, first vice president; George F. Strickland, treasurer; C. J. Saunders, secretary; O. Day, J. M. Adams, Samuel Dunnean and G. A. Speers, executive committee.

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