

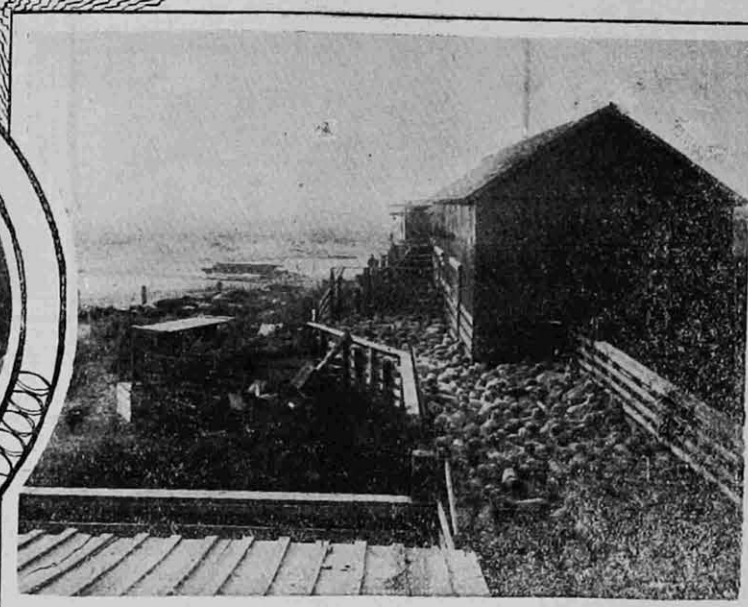
# Ten Millions Invested in Live Stock in Utah



A Prize Herd of Herefords



Loading Wool for The Eastern Market



Headed For The Stalling Beds

There are 400,000 head of cattle in the State of Utah, not including milch cows.

Upward of \$10,000,000 is invested in the live stock industry in Utah, with probably half that amount invested in the milk industry.

Twenty-five hundred car loads of cattle were shipped from Utah to California and other western markets during the year.

Thirty thousand head of cattle were shipped out and it is estimated that 250,000 sheep were placed on the cars.

Values on fat stuff in cattle are 25 per cent higher this year than last.

Prices for yearlings and up, average \$25 per head.

Prices for range herd average \$22 per head.

**THE** conditions of live stock in Utah this year are better than ever before in the history of the industry.

Prices are good and firm, the market steady and there is an ever increasing demand for the Utah product. The ranges were never in better condition, there is a more intelligent method of handling cattle than heretofore, shipping facilities are being improved constantly and the future holds forth splendid prospects. The packing business is a paying one and the man who invests his money in live stock is sure to reap rich returns.

In view of the fact that the combined receipts of large live stock markets of the country, such places as Chicago, Omaha, Kansas City, St. Louis and St. Joe, indicate that there has been an increase of 150,000 head of cattle, the casual observer concludes that the supply of animals of this sort, for food purposes, is greater than a year ago, and the natural query would follow: why our prices are not correspondingly reduced at these big selling places of cattle on the hoof, the retail prices of beef and mutton on the block to the consumer?

#### DECREASE IN SUPPLY.

Some explanation is found in the figures of the bureau of animal industry which maintains inspection at all of the important abattoirs of the United States. The figures reported from the killing plants indicate that a total number of killed, for beef in 1908, approximately 1,500,000 head. The decrease in the killed this year will reach 750,000.

This loss in the supply is largely one arising from a discontinuance of range cattle operation, although the abandonment of the open cattle growing business is not so apparent in Utah as in other states of once important free grass cattle growing.

#### FEW LARGE HERDS.

There are comparatively few herds of considerable size maintained in Utah, but with ever increasing area of agricultural lands small owners are getting rapid increases in the number of holdings, of 50 to 200 head, thus maintaining an aggregate which increased rather than lessened for the last six years, and the same expansion of cultivated holdings in land have materially augmented the feeding and fattening of all kinds of live stock to such an extent that the importation of stockers from adjoining states now annually reaches into the thousands in the case of cattle, and tens of thousands in the case of sheep.

Every physical condition, with the possible exception of fodder production, has contributed to the successful condition of live stock business in Utah for the past 12 months.

The snows of the past two winters have been timely and liberal, without rigor, and the rains of summer so frequent and well distributed as to make excellent outside range.

The marketing of cattle direct from the range has for several seasons resulted in but a slender turn-off as fall prices on eastern movements do not justify such sales against an increasing home demand. The latter, of course, in case of cattle, is more spirited and

the prices spurred upward by entrance of the man who feeds.

#### UTAH'S OUTPUT.

In the local bidding situation approximately 50,000 head of cattle will be fed within a radius of 150 miles of Salt Lake City, which, taken in conjunction with the annual local consumption of say, 60,000 cattle, approximately uses up Utah's normal animal output from her herds.

Values throughout the year of 1909 have been on a basis of 20 per cent higher than preceding years for all kinds of beef cattle, and probably fully as much on stockers and breeding sorts. Feeders especially have been paying 15 to 40 cents per 100 for cattle for their dry lots, and butchers and packers have been putting on some money for their supplies for immediate use, from all of which it may be argued that the producer is appreciably benefited.

#### FEED PRICES HIGH.

The deduction is not so safe, however, in considering profits of the man who fattens for the killer unless it also happens he is the producer, as the price of all kinds of feed that makes fat has advanced very much for the past two seasons.

This is particularly true of alfalfa and other kinds of hay and rough feed, until it is claimed by these men carrying feed deals this season they will be obliged to get "their nickel" for their full fed steers to be inside of a profit. Values on fat stuff in cattle are 25 cents per 100 higher than a year ago and the prospects are that the advance will be sustained and probably increased to 50 cents before grass cattle are again available for butchers' use.

The government has extended inspections each year so that now, every city as large as Salt Lake has inspection so that the movement through the markets may be determined with more accuracy.

#### PREVAILING PRICES.

It is quite certain that there are at least 400,000 head of cattle in the State of Utah and they are worth, from yearlings up, \$25 per head with the range herd bringing from \$21 to \$22 per head. Conditions are improving steadily and they were never better than at the present time. Hay, of course, is very high. In the spring it brought the big price of \$20 per ton. It is safe to say that the price of hay has increased 20 per cent while that of grain has climbed up 15 per cent.

Utah has been particularly fortunate during the past year in that she has suffered no heavy losses in cattle while other states, particularly Colorado, suffered severely. With ranges in almost perfect condition, with a big demand for Utah bred cattle, with transportation facilities greatly improved, especially in the matter of better rolling stock and an abundance of cars, and with a steady market it may be readily seen that the live stock industry in Utah is a great thing and is destined to become greater.

#### THE IDLE SOPH.

The psychology students of Harvard are repeating a new witticism of their brilliant teacher, Prof. William James. Prof. James it appears made this comment upon a very exclusive and very idle millionaire sophomore from New York: "What time he can spare from the adornment of his person he devotes to the neglect of his duties."

## Fortunes in Utah Hen Roosts

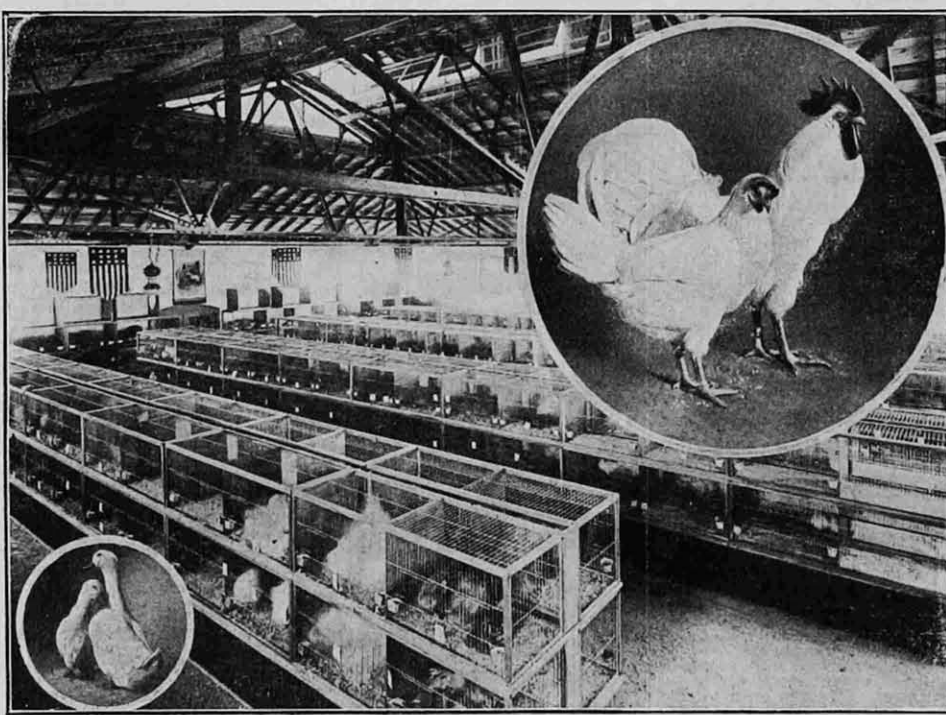


Photo by the Utah Photo Materials Co.

UTAH'S PEDIGREE POULTRY ON EXHIBITION AT THE STATE FAIR.

### WHAT IS THE MATTER WITH THE POULTRY INDUSTRY?

It is estimated that at least \$400,000 worth of poultry is shipped into the state of Utah each year.

Not more than a fourth of the poultry raised two years ago is raised now by Utah people for the Utah market.

The dropping off in the industry is due almost entirely to the high price of grain; farmers preferring to sell the grain rather than feed it to chickens.

Fifty thousand dollars invested in fancy poultry in Salt Lake county.

Wheat costs from \$1 to \$1.10 per bushel.

During the months of January, February, March and April, practically all of the poultry on the Utah market is shipped in from the east, amounting to 7,000 pounds per week.

At the present time one-third comes from the east and two-thirds is Utah bred.

The wholesale prices are, for hens and larger springers, 14 cents, and 16 cents dressed. Small springers, 18 cents live, and 20 cents dressed.

Most of the imported poultry comes from Kansas and Nebraska.

**N**OT many people know it, but it is a fact that the Utah Poultry association was organized here about 20 years ago by T. J. Almy, John Haslam, George Taysun, S. O. Day and C. J. Trump. The organizers worked hard from year to year to maintain the association and stir up interest in breeding and make something of the industry. Shows were given annually but the receipts therefrom were barely enough to pay the expenses.

In 1905 A. H. Vogeler became greatly interested in fancy poultry and he created interest in others. He accepted the presidency of the association and for a year, under his direction, the association flourished and at the end of his term he left the organization in good financial condition.

New blood was infused into the association and there was increased interest in the fancy and utility sides of the poultry business. Poultry raisers began to be recognized as something more than merely a lot of "chicken cranks."

In 1906 Dr. C. G. Plummer of this city was elected president of the association and almost immediately there was renewed activity and the work undertaken by the association was carried on under improved conditions. Feeding and the utility of various kinds of stock were among the subjects treated upon, and steps were taken which will eventually result in the legislature taking an interest in the industry, aside from that shown in the annual state fairs. Efforts are

being made to induce farmers throughout the state to do away with scrub stock and introduce thoroughbreds, the same as the horsemen, the cattle-men and the sheepmen are doing. It has been demonstrated beyond question that the pure bred bird is better in every way for market and for eggs than the common variety, and if the industry is carried on in the manner indicated by the association it will prove a mortgage lifter.

#### RECORD LAYERS.

Not many years ago the hen that laid 200 eggs per year was regarded as a marvel but today such a hen is as common as the 2:30 horse. At present the average is 240 to 250 per year and through scientific breeding there is no reason why there should not be an increase to 300.

Fancy poultry is increasing and during the past three years the demand has been doubled. Breeders have no trouble whatever in getting rid of the surplus stock at good prices and eggs for hatching are readily disposed of. It is conservatively estimated that \$50,000 is now invested in Salt Lake county by "city lot fanciers," and there are plenty of birds, imported, valued at from \$50 to \$100, while eggs sell from \$2 to \$5 per setting.

#### ROOM FOR IMPROVEMENT.

Speaking of the poultry situation in Utah, George F. Strickley, president of the association said: "Just think of it. About \$400,000 goes out of this state each year for poultry and eggs and the Utah farmers might just as well keep that money at home

if they would only get busy. I see no reason why they should not take advantage of the great opportunities afforded in this state and raise enough poultry to supply the demand. It seems that, aside from the fancier, there has not been much attempt to improve the stock. There has been a big improvement in the stock as shown at the annual exhibit in 1909 over 1908, and I feel certain that in the coming year the improvement will be 25 per cent over 1909 in quality if not quantity. There is more enthusiasm and the amateur breeder is springing up every day. At the November meeting of the association there was an attendance of 150, indicating increased interest and promising a brighter future."

#### SCHOOL FOR AMATEURS.

It is the object of the association to educate the amateur breeder in the value of birds. It has been proposed, and the scheme is to be carried out, to establish a school at which the amateur will be taught the scoring and judging of fowls. Meetings are to be held throughout the winter until all

varieties of poultry have been taken up. The meetings are to be held the first Thursday evening of each month and the public is invited to attend and be made familiar with the industry.

The annual exhibit for 1910 will be held in this city Jan. 10 to 15 inclusive. Entry blanks will be distributed from Vogeler's and by Secretary C. J. Sanders of 335 south Seventh East street. The secretary will also distribute the 1910 premium list. It is predicted that next year's exhibit will be bigger than ever before with a larger list of sweepstakes prizes and silver cups. The show will be judged by C. V. Keeler, a fancier and one of the noted experts of the country.

#### THE ORIGINAL HEN.

The poultry industry is a subject that is to be extensively treated upon at the Utah Agricultural college this year and several interesting papers along scientific lines have been written. One is from the pen of Dr.

Plummer, one from President Strickley and one from Hugh W. Smith. Dr. Plummer states that the greatest hen of her day was the old Kent and Sussex hen of ancient England, known since the time of the Roman invasion, and that she is the progenitress, par excellence, of the best all-around hen. Then there are the Barred Plymouth Rocks, the Leghorns, the Wyandottes and the Rhode Island Red. But in all varieties it is the aim of the Utah Poultry association to encourage better quality, which will mean better results from a financial standpoint. The officers of the association are as follows: President, George F. Strickley; vice president, J. M. Adams; secretary, C. J. Sanders; treasurer, T. W. Cartwright. The executive committee is composed of the president, secretary, treasurer and J. O. Horn and Hugh W. Smith. The annual election of officers occurs the first meeting in February.

## Banner Year for Utah's Flockmasters

**W**ITH summer, fall and winter ranges in better condition than ever before, with prices increased from 25 to 50 per cent for both wool and mutton; with a growing demand for Utah products, it may be truthfully said that the wool and sheep industry in the State of Utah has greatly improved over the year of 1908, and there is every indication that 1910 will see an equally great improvement over the present year.

Many causes combine to make this most satisfactory condition of affairs. There is no longer any panic in the land. Confidence has been restored, times are prosperous and, consequently, there is a greater demand than ever before for a better class of clothing and foodstuff.

A year ago the statement was made in The Christmas News that sheep raisers and wool growers were not trying to break records in the number of flocks or the poundage of wool, but rather they were trying to improve the quality of both. This policy has been rigidly carried out but in addition to that there has been a big increase both in the number of sheep raised and the amount of wool handled, and being of much better quality and with a brighter future before them it is little wonder the sheepmen are jubilant.

#### BIG ADVANCE THIS YEAR.

In 1907 the sheepmen received \$5,000,000 for their wool and in 1908, as a result of the financial disturbance, the receipts dropped to about \$4,000,000, on account of lowering prices and the profits were cut down about 20 per cent on wool and mutton. This year, however, there has been a great change. The News is informed from an authoritative source that the income to Utah sheepmen this year will not be less than \$5,000,000 in the spring of 1910. It is estimated, there were 1,000,000 lbs. of wool shipped. The spring of this year saw almost double that great number ready for market, and there is a steady, growing demand for the Utah product. This year there has been a greater demand than ever for lambs rather than mutton. Yearlings sold for \$4.75 per 100 and lambs brought seven cents per pound.

#### WOOL PRICES NEARLY DOUBLED.

The price last year averaged 14 cents. This year it reached and maintained the price of 23 cents. For the past two years sheep men and wool growers had trouble in transporting their output to market. This year they have not had that trouble to contend with. Transportation facilities have been greatly improved, the market firm and the demand steadily increasing.

However, big sheep owners have their troubles before them. Secy. Wilson of the United States agricultural department, declares that in the past two years there has been an increase and an influx of population of about 2,000,000 but that the increase in sheep has not been in keeping with this condition. He declares that the contraction of range for sheep has been so great, that so much land has been taken up by dry farmers throughout the west, that many big sheepmen who did not own their ranges went out of

business. Secretary Wilson has made the recommendation that the grass on the ranges should be increased and that the ranges should be under the control of the agricultural department of the government.

Sheep men throughout the west, wherever possible, have purchased land from the railway companies. In eastern Utah and in Wyoming they own summer, fall and winter ranges.

#### UTAH AND IDAHO LEAD.

C. E. Stewart of the wool growers' association, who returned not long since from Chicago, says that big commission men were unanimous in their choice of Utah and Idaho mutton before that from any other part of the country. He also says that it is the policy of the forestry department to encourage the small sheep man, to build him up even at the expense of the big sheep man. Mr. Stewart says that most of the Utah sheep men range their flocks in Wyoming and Idaho and that they own a great deal of land in those states.

While the sheep and wool industry is on the boom throughout the intermountain country, one fact is not lost sight of, and that is that Salt Lake City is logically the center of the industry. This paper is in possession of authentic information to the effect that, within a very short time, there will be erected here an immense storage and scouring plant. This will prove of great benefit to the shippers especially in times of stress when there is a congestion of traffic. Agents of a big company will, and probably are, looking over the ground with the above mentioned object in view.

#### BUT LITTLE DISEASE.

With reference to disease among sheep, Secy. Stewart of the association says that conditions at the present time are most favorable. "It is really remarkable in one way that there is so little trouble from scab," says Mr. Stewart. "This may be accounted for, however, in the fact that the sheep commissioners have taken prompt action in every instance when the disease has been reported, and it may be said that the disease has been practically wiped out in this state. The recent scare that necro bacillosis was prevalent was unfounded, and with the careful attention that is being given to the matter by Dr. Young and his assistants and the loyal response upon the part of owners, there is really no danger at all if the situation is carefully watched. The state association has taken prompt action on every question and deserves and should have the hearty support of every sheep man in the state."

Early in January there will be an important gathering at Ogden when the annual convention of the National Wool Growers' association meets there. The convention opens on Jan. 6, and will continue to the 8th inclusive. Several matters of great importance to the industry and of particular interest to Utah owners will be discussed. Chief among them will be the matter of reduction of fees on the forest reserves.

While the market for Utah sheep and wool has been greatly increased, the principal shipping points are the same: Omaha, Chicago, Kansas City and St. Joseph. The field is gradually being enlarged, and the quality is better than ever before, the improved quality of mutton and wool is keeping pace with the increase of flocks and the industry in Utah is becoming one of the greatest in the state.

### MILLIONS IN SHEEP AND WOOL.

Receipts for Utah sheep and wool, 1907, .....	\$6,000,000
Receipts for Utah sheep and wool, 1908, .....	\$4,800,000
Receipts for Utah sheep and wool, 1909, .....	\$8,000,000
Increase in price for mutton and wool over last year, 25 to 50 per cent. More than 1,500,000 lambs ready for shipment in spring of 1910.	