

## THE STATE'S LIVE STOCK BUSINESS.

REVIEWING the live stock business of the State for the year now drawing to a close reveals the excellent promise of high prices for all kinds of animals, which the early months of the year held out; and in this collection the actual history of sales has been more or less of a disappointment to our live stock people. The failure of values to maintain themselves according to promise, however, has affected the speculators among our people more than our producers; those buyers and dealers whose yearly occupation has been the heavy contracting of sheep and cattle in the expectation of a rising market throughout the year, and a continuously increasing demand for Utah's animal output of this kind.

At the close of 1899 and for several months after the advent of its successor, steer prices were relatively one dollar per head higher on all ages than buyers had been paying.

### EARLY CONTRACTORS.

Our early contractors, like Parsons, White, Saunders, Downen, Cumerl

and others, began buying the best cattle in this and adjoining States on this basis, but they confined their operations, luckily for them, to contracts covering deliveries of the male persuasion, largely, of the most desirable quality and age; and while they tied up a great many cattle, the volume of their transactions, except in the case of M. K. Parsons, fell far below that of former years. The drain upon the ranges of Colorado, Wyoming, western Nebraska, Montana and Dakota, which the sharp advance in prices had effected, made range men from these States active competitors of the feeders for the younger kinds of last season's steers; and the bulk of the latter were sold by our home people to such buyers.

The prices asked, however, were sufficiently high to deter men from the feed lots of Kansas and Nebraska from making extensive purchases and there was an increasing dearth of this kind of investors up to the end of the year. Our speculators and dealers succeeded in turning out all cattle brought under early contracts, however, and at prices profitable to them, but their operations became more limited in volume as the season advanced and breeders' disclosures indicating a lessening demand.

LATER SHIPMENTS.

Summer and fall shipments to the markets established the fact that values were on the decline and the proceeds obtained from these by our producing shippers finally came to be at the close of the drought last summer, which forced the premature marketing of cattle in Kansas and Nebraska and curtailed stock water and pasturage, and other discouraging features of the year which intensified the conservatism of operators in cattle dis-

counted with the "open range" end of the business. From early spring up to this writing, the live cattle men were on the bear side of the market, and as they, with the packers and export people constitute the most active element in the trading at the big places from day to day, it can be readily understood that a powerful force was continually against the maintenance of high prices. Particularly is this so when it is remembered that the receipts upon the markets throughout the year kept running heavily in excess of the offerings of late years, and that corn and other feed was higher in price than such fat producers have been for several seasons.

All of these influences were factors in keeping the value of feeders down, and the effects of some of them are still operating in the same direction. It has been hoped by our Utah people and cowmen throughout the range country generally that with the passing of the presidential contest, the advance in price of fresh meats which followed in and the break in the corn clutch at Chicago, feeders in the grain States would loosen up in their bidding for these cattle and fill up feed lots again in the expectation of finding higher spring markets for finished stuff. The market from day to day since these hopes set in do not promise well for their

reached were sufficiently high to prevent selling to the heavy buyers from Eastern and Northern States, who usually contract extensively in Utah. They insisted that the sales on the market during the previous years and the experience of the feeders who then had stuff in the feed lots, did not justify the price demanded by our stockmen and their usual purchases were curtailed accordingly. Many sheep were sold, however, and this early, to new combinations within the State, old stockmen who increased their holdings, and to buyers from adjoining States for breeding purposes. Later on, after a fairly good season on the summer ranges, the shipments to the eastern markets were made on a scale fully as large as the movement has attained of late years.

### RESULTS WERE MIXED.

The results to shippers were mixed satisfaction and grief. Based on the expectations from early wool and sheep sales they were very disappointing, with few exceptions, and when compared with the proceeds of sale of other seasons, the disparity was not considerable, and in every case probably the results were good enough to establish that breeding for an eastern market even is a profitable occupation.

The top wool prices of the year, and of many years, were realized only by comparatively small number of Utah clip owners. Any the attention is equally true and applicable to those of adjoining States. Some of the biggest producers held their product after prices had touched the top notch, and their example was followed by many owners. It is estimated that not more than 25 per cent of Utah's clip was disposed of, while the figures were above 16 cents per pound, and much of it weighed up late in the season to eastern buyers as low as 14. On this system of figuring our wool growers dropped something like \$400,000 by not selling clips when they would have brought 20 cents.

### THE YEAR'S CLIP.

The year's clip within the State is reckoned to have been in the vicinity of 13,000,000 pounds, which does not include of course the product taken off in other States, the proceeds from the sales of which returns to the pockets of Utah owners. This would mean an average of 64 cents to the clip, as the flocks of the State number approximately 2,200,000 head.

The feeling among owners at this writing is one of confidence in the industry, and while prices are off somewhat as compared with those prevalent last spring, they have recovered an advance within the past sixty days, which it is believed will remain. The supply of wool on hand in this country and available for use in manufacturing lacks one hundred millions of pounds of being what it was a year ago, and the deficit is very much greater if the comparison be carried back to 1897.

The flocks of the country are being rapidly increased, according to the department of agriculture at Washington. The figures given are 40,000,000 of sheep now against 34,000,000 three years ago. But the consumption of mutton increases not alone by the addition to our population, but per capita. The people of the United States and those of other countries who use our meats are fast coming to the belief that chops should figure in their dietary list with the same or greater frequency than the choice cuts of other countries. The gentle lamb is therefore a double-purpose creature, and he is being bred more and more by our western stockmen with the end in view of serving his master financially along these lines.

### SHEEPMEN CONFIDENT.

Our sheepmen are more confident of the future for their industry than they have been in many years, and as their flocks have been transferred from fairly good summer ranges to exceptionally fine winter ones in the pink of condition, they begin the new year with about as comfortable a feeling as could be desired.

### J. C. LEARY.

### ALFALFA.

Mr. August H. Vogeler, who has given special attention to the alfalfa seed business of the State contributes the following on the industry for the present year:

Alfalfa, like many other industries in our State is comparatively yet in its infancy, notwithstanding that the product has been cultivated more or less in the western States for the past forty years. Early settlers inform us that they procured their start of this valuable clover in 1848 from California, paying as high as from two to five dollars per pound for it. Alfalfa was introduced by the Spanish, but this does not mean that the Spaniards are the originators of this clover, as we read in history that in 936 the plant was found on the Alps, in Switzerland and was named "Luzerne" and was highly valued as a feed. The beautiful city of Luzerne and Lake Lucerne at the base of the Swiss Alps mountains derive their names from this plant and I presume a great many people in this country, therefore, insist in calling it "Lucerne."

Since the cultivation of this clover, Utah has done considerable business in this commodity. Utah alfalfa seed is recognized as a superior article; Germany, France and England are also

## VALUE OF UTAH'S DAIRY PRODUCTS.

State Food and Dairy Inspector Henry J. Faust, of this city, gives a brief yet comprehensive idea of the value and extent of the dairy products in Utah, in the following table prepared especially by him for the "News."

|   |                |
|---|----------------|
| Number of creameries in the State, including cheese, butter, combination factories and skimming stations..... | 72             |
| Cheese factories.....   | 9              |
| Butter factories.....   | 26             |
| Combination butter and cheese factories.....  | 35             |
| Skimming stations.....  | 12             |
| Total.....  | 72             |
| Average amount of milk used per day by creameries (pounds).....   | 4,000.00       |
| Value of milk consumed outside of milk sent to creameries.....  | \$1,000.00     |
| Total amount invested in creameries.....  | \$28,000.00    |
| Value of creamery butter per year.....  | 675,000.00     |
| Value of butter produced by farmers per year.....   | 100,000.00     |
| Value of cheese produced by creameries per year.....  | 250,000.00     |
| Value of cheese produced by farmers per year.....   | 40,000.00      |
| Value of calves raised.....   | 250,000.00     |
| By-products.....  | 100,000.00     |
| Total.....  | \$2,767,000.00 |

### POUNDS OF MILK.

|   |             |
|---|-------------|
| Average amount of milk used per day by creameries (pounds).....                     | 3,500       |
| Total milk supplied to creameries per day (pounds).....                             | 21,000      |
| Total milk supplied to creameries per year (pounds).....                            | \$1,980,000 |
| Milk made to cheese by creameries per year (pounds).....                            | 27,905,000  |
| Milk made to butter by creameries per year (pounds).....                            | \$3,985,000 |
| Milk to creameries per year.....  | \$1,980,000 |
| Total milk produced and sold, irrespective of that sold to creameries (quarts)..... | 40,000,000  |

### AMOUNT OF BUTTER.

|  |           |
|--|-----------|
| Total amount of butter produced by creameries per year (lbs.)..... | 5,000,000 |
| Total amount of butter produced by farmers (lbs.).....             | 1,000,000 |
| Total butter produced.....   | 4,000,000 |

### TOTAL CHEESE PRODUCT.

|  |           |
|--|-----------|
| Total amount of cheese produced by creameries per year (lbs.)..... | 2,500,000 |
| Total amount of cheese produced by farmers per year (lbs.).....    | 500,000   |
| Total cheese produced.....   | 3,000,000 |

### LOCATION OF CREAMERIES.

The location of the creameries are as follows: Cache County, ten; Box Elder county, three; Weber county, seven; Davis county, four; Salt Lake county, four; Utah county, eleven; Summit county, three; Wasatch county, four; Morgan county, one; Millard county, five; Sanpete county, twelve; Sevier county, three; Tooele county, one; Juab county, two; Beaver county, one; Uintah county, one.

Owing to the drought of the past year the business done by the creameries of the State has not increased over ten per cent.

### UTAH A BIG EXPORTER.

Utah not only produces most of the butter and cheese it consumes but it also supplies the surrounding States with a portion of its output, most of it going to Montana, although large shipments for the past three years have gone to San Francisco.

ways willing to pay a slight premium for seed produced in this State. But we must bear in mind that Colorado, Kansas and Nebraska as well as California have become strong competitors in recent years.

Utah produced and marketed this year fifty cars of seed at an average price of 8 cents per pound, being \$3,000 per car, or \$150,000 for the crop. It is safe to estimate that \$25,000 North, and seed is still carried by the dealers and farmers, which will mostly be used for home planting.

As to the plant itself there is no other clover capable of withstanding so much dry weather and that will flourish and keep green during such long and protracted droughts as the alfalfa. The roots go down very deep in suitable soil being from six to twenty feet. It is of superior value for hay and pasture as it furnishes three or more cuttings per year.

Several months ago while I was going through western Nebraska where all the crops were burnt up, farmers could be seen cutting the green feed of alfalfa. The contrast was not only pleasing to the eye, but must have been a source of great comfort to the farmers in that section to know that their only friend, alfalfa, will stay by them and produce a crop when everything else fails. I would not be exaggerating if we said, it makes the deserts of the western plains bloom as the rose. That is, on dry, barren sandy soils where other plants will not live; the alfalfa seed is the best seed for the soil, and the barren waste has been reclaimed, the sand has become rich and able to yield bountifully. Abundant alfalfa is found in the sandy soil where it is sown. Evidences of the profitability of alfalfa on irrigated lands in the semi-arid regions multiply from year to year.

### POULTRY AND EGGS.

THE poultry and egg business of Utah constitutes a most important industry, notwithstanding the fact that importations yet exceed exportations—that is to say, poultry and eggs have to be brought in in large quantities, from outside points, to supply the local demand for a good portion of the year. In other words, about \$50,000 will be paid in Utah for dressed poultry, and \$75,000 for eggs, imported from Kansas, Illinois and Nebraska in 1899, when the same might have been produced at home had the citizens of the State engaged in the business, been awake to the opportunities that were before them.

From dollars and cents standpoint it is very difficult to estimate the value of the poultry and egg business in Utah; nevertheless it is very great, and that the State is not now supplying

enough of those products for its own demands is largely accounted for by the fact that we are engaged to a very considerable extent in supplying the demands of surrounding States. For instance, Claude B. Bockeler and other northern counties very seldom ship their poultry products to Salt Lake City. It is estimated that not less than nine-tenths of the poultry and eggs put on the market on these counties go to Idaho, Montana and other States of the northwest. Salt Lake is obliged to rely upon the counties between Ogden and Nephi, so far as the home product is concerned though some of the central mining camps draw heavily from those sections. South of Nephi the product goes principally to Colorado, eastern Nevada and southern Utah mining camps. A conservative estimate of this year's production of eggs is that at 18,000 cases, thirty dozen to each case, while 1,000 barrels of dressed poultry has also found a market here from outside points. The present year is said to have been a very good one in the poultry line—probably the best in the history of the State, particularly with reference to the turkey trade, a fact that made the national bird cheaper or on Thanksgiving this year than for many years past. For two months more poultry has sold as low as 10 cents per pound, making it really cheaper than beef.

It is not generally known, though it is an absolute fact, that the American hen is the most profitable bird in the country, and that her annual product, according to the Egg Reporter, exceeds that of any other industry, by a sum that is most appalling. The claim is that the industry output in the United States last year was \$500,000,000, thus outranking mineral, wheat, live stock and many other products combined.

The manifold uses to which eggs are put is most interesting. For instance, it is estimated that the calico print concerns use over 40,000,000 dozen eggs annually, while the coffee roasters, the photographic trades, the cracker and biscuit combines, and the chemical trades consume twice as many. In fact, the grocer is today compelled to compete in the general market against buyers from a dozen manufacturing industries. The leather and leather products are also extensive users of eggs for tanning and refining purposes, and are also the several patent food concerns. Wine and liquor jobs, and the egg indispensable and, in fact, which all the other interests have been supplied, the grocer has been fortunate if he gets what he needs.

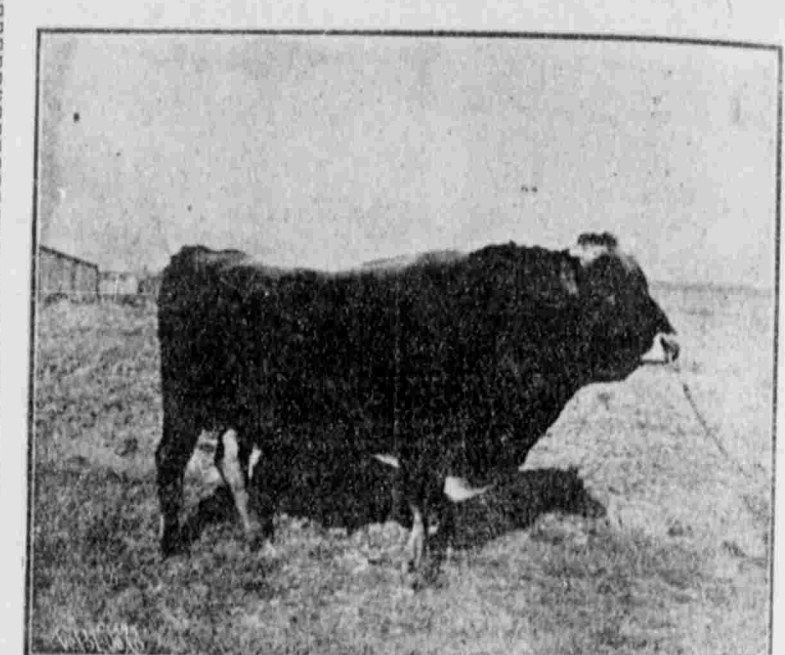
The New York Biscuit company buys 4,000 dozen eggs a week, or 16,000 dozen a month, while the innumerable smaller and independent concerns buy as much more—all in the New York market. Outside of New York, these and similar interests are also heavy buyers. Dye manufacturers are also extensive buyers of eggs as are the confectioners and bakers. The commercial users of the egg are numerous and in a dozen trades it is found absolutely indispensable.

Locally conditions point to the growth of the industry in Utah. Numerous conditions indicate that this will be the case. One reason for this is the agitation of the subject by the Utah Poultry Association, and individual members thereof, who have been giving the subject poultry shows annually in this city for years, with the result that better poultry is being raised and the business profitable being placed on a more permanent basis. The cold storage system as applied to egg preservation elsewhere, has also been brought into vogue here the present year. While not meeting with the marked success at first anticipated experience has demonstrated that it can be carried on profitably. For four months in the year Utah market is fairly flooded with the home product. Through extensive use of the cold storage system it is believed that enough Utah eggs can be preserved to supply at least six months more of demand at home.

### WILD HOG MEAT.

For nearly 25 years wild hogs have been found in southern Arizona, and their number is increasing constantly. There is a difference of opinion as to the origin of these animals. One theory is that some 20 years ago a man sought to establish a colony at the head of the Gulf of California, and among the industries of the colony was pig raising. The colony failed, however, and the stock of pigs was turned loose, and in the course of time they grew and spread over the river bottom. On the contrary, the Indians out there say that the wild hog has been there as far back as their traditions reach. The animals grow

## Riverside Stock Farm A. J. C. C. Jerseys, Salt Lake City, Utah.



Beauty's Survivor, No. 55996, at Head of Herd.

HIS MAGNIFICENT BULL, illustrated above, has been twice on exhibition, Utah State Fair, 1899 and 1900. He twice won first prize as best Jersey Bull, over 2 years, and twice headed the Riverside herd, that won the Gold Medal for Best Jersey Bull and 4 females. This year he also won the Sweepstakes prize for Best Bull, any dairy breed, any age, raised in the State of Utah. Besides this, three of his get won each a first prize. Bull calf, yearling heifer, and heifer under three years. You can see by this record that "Survivor" is a superior animal, as proven by his winnings and also his progeny; they have shown themselves worthy of his ancestry at the fair, as well as in the show ring.

In his breeding he has 50 per cent of the blood of "Marjoram's Ruler," a son of the renowned cow "Marjoram End," who has produced six cows with an average butter record of 18 pounds 13 ounces in a week. Her breeder, the well known Mr. T. C. Cooper, says "she is the richest Jersey cow that ever lived."

Individuality "Survivor" is superb—long body of, short legs; fine head, good withers, grand loin, with well sprung ribs, tremendous girth, long from hip to setting on of tail, which is of that prominent type so much desired by breeders of dairy form; his hide is mellow and handles like a glove, whilst his disposition leaves nothing to be desired, though he is over nine years old.

Young bulls by him and heifers safe to him, are offered for sale, some of them winners in the show ring. Prices reasonable, and satisfaction guaranteed by the manager who will furnish pedigrees on application. B. H. HOLLINGWORTH, Box 135.



Short Horn—Mary's Duke of Excelsior 143053—White & Sons.

To attempt an enumeration of the resources of Utah and omit the Short Horn branch of the stock interests would be an injustice to that business. Among the most prominent breeders of this popular strain is Messrs. White and Sons, whose firm name has been familiar for many years in the State as stock raisers and breeders. The animal, whose picture is herewith presented, won the prize over all competitors at the late State fair, some of the animals being imported stock. He is registered in the stock book as "Mary's Duke of Excelsior 143053," and calved October 4th, 1898. The herd of which this fellow is a member won 22 ribbons, five of which are red, and Messrs. White are indeed proud to have a Utah product such as may be seen at their stock yards.

very large, feeding on a root peculiar to the valley of the Colorado river. As a rule they go in droves, and the hunting of them is attended with much danger, as they are incredibly swift, with the speed of the fastest horse. They are very powerful although they are long, with lean limbs and heavy muscular joints resembling the "razor backs" of the South.

Representatives of meat packers in Kansas City and Chicago have been in southwestern Arizona in the last two weeks investigating the advisability of establishing there a large packing house at the head of the Gulf of Mexico, where wild pork will be prepared for the market. It is believed that the supply will be large enough to keep a large plant in constant operation for several years, at the same time riding the country of a pest and making room for the establishment of a big industry in the raising of the domestic hog in a locally peculiarly adapted for that purpose.

Wild hog meat is of a peculiarly fine flavor, that of the younger pig being considered superior to the pork of the domestic article.

## Galbraith & Beazer Stock Ranch.



"Deer Park Mary" the 1st.

It is an indisputable fact that we have imported the finest collection of Short Horns that has come to the State of Utah, among them being the great Scotch cow, viz. Nonpareil 4th, she having dropped a fine bull calf from the great and noted Eastern Scotch cow of 1899, "Iowa Champion," also Deer Park Mary 4th, which we consider one of the finest individuals ever brought to this State. In fact, all of our cows have been carefully selected from choice herds in Canada, Illinois and Wisconsin. From these cows and from Eastern sires of the highest breeding we do not hesitate in saying that we have the finest lot of the highest bred young bulls and heifers in the State. We offer for sale, singly or in car lots, cows, heifers and young bulls, and guarantee that our quality of stock, Address, Galbraith & Beazer, Kayville.

## JOHN McVICKER, Assay Office.

No. 150 MAIN ST., SALT LAKE CITY. Once carefully assayed. Samples sent from a distance promptly attended to and returned the following day. Charges reasonable.

## WESTERN DENTAL CO.

31-32 FIRST FLOOR, 78 W. 2ND SOUTH. BEST SET OF TEETH, \$5.00. Silver Filling, \$1.00. Gold Filling, \$1.00. Teeth Cleaned, \$1.00. Extractions, \$1.00. Wm. Broadbent, D.D.S., Prop.

## SHEEP AND WOOL.

IT is not generally known, but it is nevertheless an official fact, that Utah has, with a single possible exception, a greater number of sheep than any other State in the Union. Or, to be more specific, Utah men own a greater number of sheep than do the citizens of any other State unless it be in the one instance referred to. That is in the case of Montana where immense flocks, owned by wealthy sheep kings and companies, roam the ranges. And it is by no means uncertain that Utah does not even outrank her great wool-producing neighbor on the north all things considered.

In Montana the wool industry is confined, in the comparative sense, to but few men—men who make a special business of it. Here not only does the man who makes sheep raising a specialty engage in it, but hundreds of farmers find a lucrative side issue in it as well. Few cities, towns or settlements in Utah there are indeed, where the sheep grower is not represented. And wherever he is found his home, his farm, his machinery, implements, wagons, carriages and gen-

eral surroundings all bespeak the fact that he is prosperous.

Paradoxically, the year just closing has and has not been a prosperous one to Utah sheep men. While the average price per pound for wool has not been as high this year as last, it nevertheless netted some growers, prices that were little short of the fanciful, this of course, being unusual profit. On the other hand there is much of the 1900 clip of Utah yet undisposed of. This latter class is either in storage at home or has gone on commission consignment to the eastern markets, principally Boston, from where advances on the sale price of from nine to twelve cents have been obtained. The fortunate sheep man in Utah this year was the man who, in the fall of 1899, months before his wool had been shorn, was wise enough to close with the enterprising agents of eastern wool houses at figures ranging from 18 to 21 cents per pound. Indeed there were a few sales at 23 cents. Then came the great tumble in prices when wool went down to 11 cents and many sales were made at 12 cents at these figures, the owners preferring to hold wherever they were able to do so. Calculating from this basis of the wool at 11 cents, high prices before the fall came; that which went at 11 and 12 cents,

and that now being stored, it is estimated that the price for Utah wool in 1900 will average about 15 cents per pound. The Utah wool and sheep industry represents an investment of \$20,000,000. The number of sheep owned in Utah and by Utah men is shown in the following table:

|                             |           |
|-----------------------------|-----------|
| Stock sheep.....            | 2,000,000 |
| Lamb crop, 1899.....        | 800,000   |
| Utah sheep in Wyoming.....  | 1,200,000 |
| Utah sheep in Idaho.....    | 450,000   |
| Utah sheep in Colorado..... | 100,000   |
| Total.....                  | 5,500,000 |

The actual cash value, in dollars and cents, of these sheep, the necessary camp equipment that follows them, and the ranches and grazing land owned by the sheep men, it is carefully estimated, represents an aggregate investment of \$20,000,000 of dollars, an immense sum, and one that means much to the people of this city and State. Minus the lamb crop of 800,000 head, the Utah sheep industry numbers 4,800,000 head owned by citizens of Utah, the wool crop at six pounds per head (a low average) yielded 28,800,000 pounds, which, based on a sale price of 15 cents per pound, brought \$4,320,000 to the State in 1900.

### With a Single Possible Exception Utah Leads All Other States—Has \$20,000,000 in the Industry—The Year Has Been Unprecedentedly Prosperous.

A singular, or rather interesting, fact relates to the industry in Utah—one that perhaps cannot be found elsewhere; and that is the largest cattle men are the heaviest sheep owners. This accounts for the sense of the difficulties that ordinarily divide sheep and cattle men in other States. Years ago the cattle men quick to perceive the trend of affairs, gradually replaced, in part at least, their cattle with sheep. The result is a most happy and profitable condition.

The outlook for sheep is better—much better in Utah than it was a few months ago. Then the prospects were gloomy by reason of the long drought, since broken. The result has been a decided stiffening in prices. Flocks that were offered for sale at \$2.50 per head are, in a few cases, being quoted at \$3 per head, though the fact is there are mighty few offers at any price. The chief point of encouragement is that the badly burned winter ranges have been transformed into good pastures during the past few weeks. So all in all the industry will probably break its own record here next year. Said one of the best known sheep men of the State to the "News": "Figure as conservatively as I may, I cannot see how the sheep man in slight next season's wool clip alone."