

# Local Live Stock AND Packing House Interests Discussed

THE answer one gets to the question, "How's live stock in Utah this fall?" depends altogether upon to whom the inquiry is addressed.

A sheepman of the ordinary type, who usually conceals his joyousness when things come his way, would quietly express his satisfaction with the results of the year, and possibly permit himself to enthuse just a little if he touched upon the prospects of his industry. Horsemen, and particularly the dealers in equines, would loosen up with cheerful stories of the advance made in prices as well as the vast improvement in the demand for all sorts of horseflesh; and even the few swine breeders of the state would declare that both prices and prospective are wholly encouraging to pork makers.

But a cowman would tell differently. Things haven't been coming as smoothly for him. The chances are he'd mention some of his disappointments to a questioner, and tell the truth as his feelings prompted, in which event he'd probably employ the expressive but inelegant term "rotten" to convey his disgust with the present situation. And the average beef eater would sympathize with the producer's pessimism, and applaud him heartily for the directness and plainness of his utterance, because the price decline on the hoof has meant no economy of expenditure to consumers here or elsewhere.

**CATTLE VALUES VERY LOW.**  
It does not appear that cattle values in this state, or for that matter anywhere in the country, have shrunk considerably during the past twelve months; but they have remained on the lowest level they touched last year, and the demand for the kinds of cattle Utah produces has lessened measurably since the season of '03. The effect of this locally has been a dearth of sales by ranchmen compared with their usual turnover in the summer and fall months.

The bulk of the yearlings, and two-year-old steers as well, is being carried into the winter by producers for lack of buyers, and the sales of the stuff during the year for other than local butchering purposes, have been lighter than for many seasons previously.

Among the smaller cowmen for several seasons the home killers have encouraged a disposition to get the two-year-old steers fat enough for the block and fully half, if not a greater proportion of the steers now being killed in Utah, are on the juvenile order. The high price of hides is responsible for the tendency, largely; but the fact that the younger cattle are smoother and of better proportion, and that consumers want small steaks from their market people, contribute to the change of demand noted.

Beef eaters among the smaller families of moderate means want cuts from small loins or light quarters, and the average selling steak in biggest demand is the cut the buyer can take home for not to exceed 40 cents.

**WE ARE EATING HOME BEEF.**  
The bulk of the beef consumed in Utah is of home production at all seasons of the year, and it has been more exclusively a state product, or that of the ranges of adjoining states, during the past summer than has been the case for several years. The low prices paid for cattle on the eastern markets during the fall of 1903, as well as the increasing demand for fat stuff which has developed in the west and northwest, have induced stockmen to feed out more cattle at the sugar factories on pulp, and in their own lots on lucern, that was formerly the practice.

Sales of this class of cattle were made in the early months of this year at prices but slightly lower than those prevalent 12 months before, or on a basis of from \$3 to \$3.25 for cows, and from \$3.75 to \$4.25 for steers. Practically all of the full fed steers were sold to eastern killers, coast and sound men dividing the supplies with our own butchers, and very few shipments of any age cattle went to eastern feed lot men or upon the open markets.

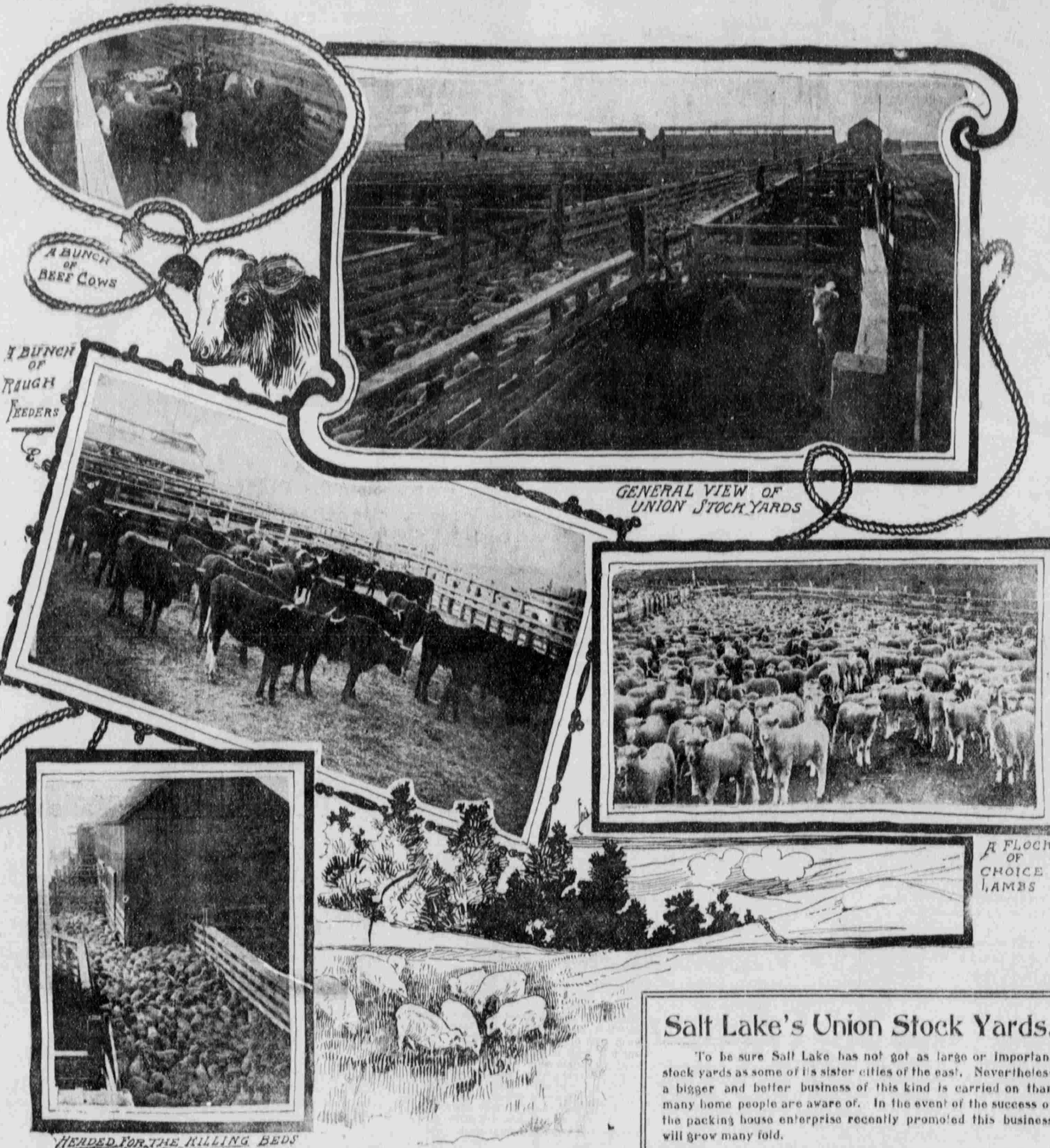
Physically the cattle business of the state has been in excellent shape throughout the year. Grass was backward in the early spring but the ranges came fast after the warm weather got working on them, and the winter's moisture, supplemented by timely rains throughout the summer, made better outside pasturage over most of the state than ranchmen have been favored with in recent years.

**THE PACKING HOUSE STRIKE.**  
The big strike among packing house employees in the early summer and the uncertain outlook for corn kept eastern buyers off the western ranges when they ordinarily were out looking for stuff, and the check upon the movement of marketable cattle imposed by former interruption of the daily selling, as well as the continuing high price of corn, curtailed operations to a degree that confined active trading in feeders as well as the fat kinds of cattle to the big selling points, or in close reach of the latter lumping off places.

The effect was very discouraging upon our own cowmen in advance of the ripening time of their steers, and it also prevented sales of stockers and the usual summer trading which was expected to increase rather than diminish. As a consequence shipments from



PRESIDENT HAGENBARTS



GENERAL VIEW OF UNION STOCK YARDS

A FLOCK OF CHOICE LAMBS

HEADED FOR THE KILLING BEDS

## Salt Lake's Union Stock Yards.

To be sure Salt Lake has not got as large or important stock yards as some of its sister cities of the east. Nevertheless a bigger and better business of this kind is carried on than many home people are aware of. In the event of the success of the packing house enterprise recently promoted this business will grow many fold.

Utah have been very light. A few home traders have moved out several thousand steers to ranges in adjoining states to mature for a rise next year, but the big end of the home supply which has been on the increase for the past four years remains in the hands of our ranchers throughout the state.

The marketing from other states shows a considerably lessened volume over last year, and in the case of rangeers, a considerable shrinkage in price.

The double-wintered southern steers run from the northwest to the river and Chicago have failed to realize on an average of within \$10 per head of what they brought in '03, and the commoner cattle from everywhere that have been crossing eastern scales have sold for figures as low as any cattle have brought in the slumpest period of the cow industry.

**WESTERN DISAPPOINTMENT.**  
Western men at least were hopeful that with the settlement of the strike the packers' increased demand to make the shortage occasioned thereby would lift values out of the rut. They were doomed to disappointment, as with the resumption of business, receipts increased greatly and the abundance of supplies enabled the packers to realize their own values to an extent which probably quickly recouped their strike losses. At all events they paid less money for the general run of cattle they bought after the strike than they had

been paying before it began; and if they have since lowered the price of meat to consumers the reduction has not been widely advertised.

And in the meantime, the cowman's protests against the beef combine for "beating" the price of his cattle on the hoof are emphasized by the consumers'

more numerous and louder complaints of extortionate charges for the price of beef. The agitation of the question still continues, including denials by

the packers of inordinate profits, and for almost 12 months now the subject has been receiving governmental attention under the direction of the president. It will require some such prolonged and careful inquiry to disclose the exact whereabouts and personality of the nigger in the wood pile.

## IS A VEXING PROBLEM.

No offhand inquiry can determine the vexing problem to cattlemen, or to the people who eat what they raise. Here in Utah even, when a cow for consumption is sold off a range to the butcher who peddles the carcass over the block, or at the most, but two profits intervene between the producer and consumer—those of the wholesaler and retailer, a wide discrepancy between what the beef eater pays and what the raiser receives appears to exist. The consumer claims that his beef bill at the end of each month, is quite as high as it was when cattle were selling at a cent a pound higher than they now bring. The retailer insists with equal strenuousness that he is making his usual fair profit only; and the wholesaler exhibits his purchase and sales sheets to establish that his skirts are clear of the holdup charges so frequently alleged.

The latter on the face of the showing thus far made establishes the best defense. He buys a thousand pound cow at present prices for \$2.25, which is the market value locally. Her dressed weight is 500 pounds which he sells to the retailer at \$4.50 per 100, realizing \$22.50, or cost exactly, for the carcass, and leaving his profit represented by the hide and offal, a liberal margin while hides and tallow bring the present high prices. Retail dealers make no

disclosures in figures of their gain so far but they show no such signs of grief as are exhibited on the other side to the controversy.

**HOME DEMAND INCREASING.**  
And throughout it all the demand for beef at home here increases. This is probably due to the fact that there are more markets to feed rather than to an increase of consumption per capita, and that is drawn from the knowledge that the excess is still shipped into the state by the Denver and River packers. A considerable quantity of eastern meat is still shipped into the state seasons of the year, but its bulk is being gradually diminishing under the maintenance of tariff rates which have prevailed for the past four years, with the likelihood of the reduction to "box" proportions, instead of the "bar" recently projected. The delay in construction of the latter much needed institution has occasioned much disappointment to all concerned as the promoters and public generally hoped to see the plant in operation this fall. The former are still sanguine of success for their efforts to procure the requisite funds from home sources for the enterprise and now declare that they hope to break ground for the foundation of the plant not later than March 1.

**LOCAL PACKING ENTERPRISE.**  
Considerable progress has already been made in the endeavor to provide this big center with complete facilities for meat packing. Through the agitation of the subject by the city press aroused among the general interest of the state and a considerable portion of the needed funds was pledged. The Utah Packing company was organized out of the old wholesale butchering firm of Knight & Company, and local stockmen, and the business equipment and trade of the former as well as the skill, experience and ability of the old co-partnership were absorbed in a nucleus for the new venture. The destruction of their old slaughtering plant by fire a month ago hastened rather than delayed the building of the new packing house, as the company is now killing an average of 30 to 40 cattle, 15 sheep and probably 50 hogs a day in its ill improvised quarters at the Union Stock Yards, using refrigerator cars for the transportation of the meat to their salerooms in the city.

**HOG RAISING INCREASES.**  
It must not be inferred that the cowman and the consumer are alone in their desire to see more of a home market made for Utah's meat products as our farmers who raise hogs could profitably breed and fatten 20 where they now make one good one as are keenly alive to the improvement of opportunity a constantly operated modern packing plant, adequately backed financially would make for them. The number of hogs being raised in Utah increases greatly every year, and in adjacent counties of Idaho the breeding of swine has taken on the proportions of a boom. In the last three or four years, Salt Lake, however, continues to bring in practically all of the pork loins cut up by local dealers from Denver and the river and but a trifling percentage of the lard, hams and bacon consumed in the state and nearby, are of home manufacture.

**SHEEP BUSINESS SOARING.**  
The sheep business of the state is about to start in on one of its periodic booms. Early in the year there was little sale for stock sheep and the dragging of the horns to the pens of slaughter. The holdings in Utah were heavily reduced two years ago by winter losses, and the fear of a recurrence of these a year ago, as well as the money necessities of stockmasters induced heavy shipping in 1903. The year began therefore with reduced flock numbers from the ranges and a lighter clip of wool than the state usually turns off.

The latter sold for prices ranging from 12 1/2 to 16 cents per pound which was fully up to the sellers' expectations, and later, notwithstanding the strike, mutton and lamb values were fairly well maintained throughout the shipping season. A dearth of cars prevented the movement to market and eastern feed-lots of a large number of Utah and Idaho sheep which was regarded at the time as a great misfortune. As wool has since jumped in value several cents per pound, the creation of a demand for all kinds of woolen goods, the feeling has given way to one of corresponding jubilation.

On the local market, for mutton purposes, wethers are selling for \$1.75 per 100 pounds and ewes for a quarter less; while stock sheep are at the clip and \$2.75 to \$3.25 per head, and the clips are about all contracted to eastern woolmen at prices ranging from 17 to 21 cents per pound.

In the horse line there has been comparatively little doing above market proportions and the occasional shipment of a few horses to the east, but prices are higher on the latter sort for a couple of dollars a head than speculators paid early in the spring, and values on good horses of any kind have made tremendous advances in the past two years.

Therefore cowmen would say that cattle are plentiful and good but low in price to be profitable, and all other kinds of stockmen out this way would pronounce the year excellent in every particular.

JAMES C. LEARY.

## SHOWING THE LIVE STOCK ASSESSMENT IN UTAH FOR THE YEAR 1904.

COUNTY.	Horses and Mules.		Cattle.		Sheep.		Swine.		Grand Total.
	No.	Total Assessment.	No.	Total Assessment.	No.	Total Assessment.	No.	Total Assessment.	
Beaver	1,061	\$2,080	3,184	\$3,440	17,267	\$4,500	263	\$45	\$13,945
Boulder	6,268	\$15,149	16,562	\$20,604	132,025	\$26,347	324	\$1,338	\$47,458
Cache	7,132	\$33,980	17,540	\$29,485	14,047	\$29,660	1,972	\$6,260	\$69,395
Carbon	1,260	\$2,300	3,230	\$1,430	53,734	\$17,486	117	\$35	\$19,631
David	2,678	\$10,800	6,157	\$13,725	6,707	\$12,253	1,549	\$6,365	\$27,340
Emery	2,522	\$4,559	7,029	\$18,716	17,534	\$5,198	734	\$2,607	\$29,875
Garfield	1,201	\$1,315	4,785	\$7,419	57,540	\$17,080	233	\$1,065	\$26,875
Grand	678	\$1,335	3,788	\$4,201	43,420	\$6,855	62	\$21	\$15,843
Iron	1,124	\$1,715	3,329	\$1,508	92,187	\$18,740	558	\$1,331	\$22,498
Juab	1,234	\$6,839	3,413	\$6,493	59,839	\$19,970	170	\$778	\$21,376
Kane	600	\$1,354	3,774	\$8,423	34,595	\$6,738	142	\$471	\$13,993
Millard	2,339	\$4,474	9,251	\$12,119	31,810	\$7,707	451	\$1,194	\$27,494
Morgan	328	\$2,005	4,814	\$8,830	1,974	\$3,352	340	\$1,172	\$16,744
Piute	329	\$7,829	3,014	\$3,705	22,334	\$6,726	281	\$1,068	\$10,331
Rich	1,522	\$8,768	3,284	\$7,378	53,931	\$10,166	140	\$1,435	\$28,720
Salt Lake	7,792	\$39,431	7,210	\$19,506	41,202	\$25,523	1,158	\$5,221	\$49,821
San Juan	779	\$1,212	7,824	\$10,726	51,916	\$10,832	45	\$133	\$23,599
Sennetts	3,370	\$10,470	11,848	\$16,165	185,916	\$37,975	547	\$2,725	\$67,335
Sevier	3,108	\$6,000	11,319	\$17,660	22,004	\$7,176	1,128	\$4,667	\$34,602
Summit	2,291	\$7,910	9,997	\$19,739	10,448	\$22,615	20	\$72	\$28,336
Tooele	2,330	\$7,829	3,014	\$3,705	13,740	\$27,530	333	\$1,068	\$37,515
Utah	6,177	\$19,020	17,877	\$21,722	92,693	\$18,840	631	\$4,020	\$78,660
Wasatch	2,870	\$6,767	9,308	\$12,884	57,880	\$16,947	687	\$1,996	\$28,614
Wayne	1,761	\$1,507	7,285	\$13,020	45,498	\$12,470	464	\$3,310	\$30,700
Washington	1,005	\$3,028	3,667	\$5,714	38,253	\$7,766	454	\$1,121	\$19,149
Weber	1,276	\$4,300	6,273	\$8,750	9,859	\$19,790	202	\$85	\$19,385
Totals	47,661	\$140,846	100,854	\$167,546	1,369,381	\$279,810	15,138	\$7,625	\$819,700

## EFFORTS TO UNITE WESTERN LIVE STOCK INTERESTS.

Frank J. Hagenbarts, president of the National Livestock association is on the ground, taking a keen interest in the exposition and incidentally doing good work in interesting others in the approaching national livestock convention which is to be held in Denver, Jan. 9 to 14, the coming year, says the *Drillers' Journal*.

At that time annual meetings of the National Livestock association, the National Wool Growers' association and the Cattle Growers' Interstate executive committee will be held, and the event as planned will be the grandest general round-up of livestock men of the year.

In this work he is being most ably assisted by Fred P. Johnson, secretary of the Cattle Growers' Interstate executive committee, who as editor of the *Denver Record-Stockman* is one of the best-known livestock journalists of the west.

### OFFICIALS WORK IN HARMONY.

Together these two most efficient officials of what at one time were considered rival organizations are working for the expansion and reorganization of the National Livestock association. They see for it a broader field than it has ever before covered. They predict that packers and railroads should be favorably disposed toward the expansion and improvement of the livestock

industry in general, and that they or their representatives should meet with the livestock farmers, breeders, and ranchers in annual convention, and in a friendly way discuss and adjust conditions that may have seemed unsatisfactory to any interest concerned.

That the annual session of the National Livestock association is the most appropriate place for this conference is being urged by all who are interested in the future welfare of the association. It is proposed in the reorganization of the national association to provide it with a secretary of national reputation, whose appearance at congress in behalf of the livestock industry will require no explanation, that

needed legislation may be worked for and secured with less annoying delay than in the past. Three or four men who have made enviable reputations in prominent work in national livestock events are in view for this position, whose names it is desired shall not appear at present. It is sufficient to say that two of these candidates, however, are among the leaders who have been doing most valuable work for the future success of the International Livestock exposition, and who were prominent in the proceedings of last night's mass meeting.

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### ONLY PAYING FIFTY PER CENT.

S. W. Stratton of the department of commerce and labor was talking about a small firm that had failed in business. "Some of the actions of this firm," he said, smiling "made me think of an old shoemaker in a little Illinois town."

"To this shoemaker a man took, one day, a pair of shoes to be half-soled and heeled."

"How much will it be?" he asked.

"One dollar," said the shoemaker.

"And when will they be done?"

"Day after tomorrow."

"The man paid for the shoes in ad-

Chicago International as the final grand round-up of the prize winners from every section of the country, where they may contest with the best that foreign countries have to offer.

President Hagenbarts has returned from a swing around the circle of prominent live stock points in the south and west, where he received much encouragement that both packing and railway interests will join forces with the producers of live stock in a progressive policy is adopted. He says it is the purpose of the reorganized national association to produce results rapidly, for the benefit of the live stock industry, and that railroads and packers who depend on the producers for the prosperity of their business are awake to the advantages that will arise from a combined movement to better the general condition of the industry. He anticipates a larger attendance of repre-

sentatives of industries kindred to the live stock trade than has ever before been seen at an annual meeting of the association.

### WEST BECOMING FEEDING SECTION.

Secretary Johnson says it is time for the national association to get in shape to move in a forcible and decisive way to secure the legislation that has long been desired. It is the desire of the association to secure through Congress that aid from the agricultural department for the live stock industry that is merited by its relative importance.

This, he has no doubt, may be readily accomplished if the affairs of the association are represented by a secretary well equipped to represent the needs of the stockmen and a proper time, backed up by an active and forceful committee.

The whole west is aroused to an possibilities of live stock feeding as an industry in that section. Producers of little had heretofore been considered of such value as being utilized. Colorado, now for some time prominent as a feeding section for sheep, is forging to the front as a cattle-feeding section.

Feeders have secured fair profits in the handling of cattle of inferior or only ordinary quality in the past, and they now realize the possibilities that are before them in the future. For that reason there is to be a steady increase in demand for breeding stock of such quality as the west can produce, and that it will be very highly compensated and will be very highly compensated at the various conventions to be held in the west early in the coming year is a foregone conclusion.

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