

OFFICIAL ORGAN NEBRASKA STOCK GROWERS ASSOCIATION. REACHES EVERY MEMBER  
OFFICIAL ORGAN NEBRASKA VOLUNTEER FIREMEN'S ASSOCIATION. IT REACHES HEADQUARTERS FOR 15,000 FIREMEN

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## SOUTH OMAHA--MARKET FOR LIVE STOCK

At South Omaha is located Nebraska's greatest commercial institution, its live stock market. Though organized but thirty-two years ago, the Union Stock Yards Company of Omaha has cared for more than 118,000,000 head of cattle, horses, hogs and sheep, which, if placed in loaded cars in one solid train, would reach three-fifths of the way around the world, or a distance more than equaling that from South Omaha to Peking, China, and back. In the course of the year practically fifty thousand farmers and shippers of Nebraska and nearby states are represented on the market through live stock they have raised or fed.

Though the South Omaha live stock market exercises a powerful influence toward the development of the state through the demand which has been built up there for all classes of live stock, there are thousands of people who have a very vague idea of what constitutes the live stock market, some of them being among the farmers themselves. The impression that the live stock market is a great corporation or company arbitrarily controlling the marketing and slaughtering of cattle, hogs and sheep, is erroneous. The live stock market is made up of many different interests, but may be divided into three distinct factors, as follows:

(1) The Stock Yards Company. This corporation provides the facilities and service for the accommodation of the live stock from the time the railroad delivers the shipment at the market until it passes into the possession of the packer, shipper or feeder-buyer. At South Omaha the Stock Yards Company owns the terminal facilities, the chutes into which the stock is unloaded from the cars, the pens, sheds, barns and scales. It unloads the stock and yards the same into pens accessible to commission merchants to whom it is consigned; it furnishes the feed for the stock and supplies the water and performs the service of feeding, and operates the scales. All this service requires an army of employees, numbering from 600 to 700 men. The Yard Company does not speculate in live stock; it does not buy or sell any cattle, hogs, sheep or horses except for its own exclusive use in the performance of the service required in the regular transaction of business, and has no interest in the shipments of stock received or forwarded at the yards further than to afford the best of service and accommodations so that the owner of the stock may be pleased and want to come again to the market, and in this way build up a greater business. The revenue which contributes to the support of the company is derived solely from the nominal charges which are made for the facilities and service provided for its patrons. In this connection it might be remarked that there are many items of expense which ordinarily would not be thought of by those not directly concerned. The cleaning of pens alone amounts in the course of a year to more than \$50,000.00; repairs, over \$100,000.00; over 15,000 tons of coal are required to keep the machinery moving. In addition to the above, at South Omaha there has been expended during the past six years over \$1,250,000.00 in improvements in order to make the Yards what they are today—the most modern in the United States. In this connection, over \$275,000.00 was

expended for a complete water plant, alone, which furnishes an ample supply of good, pure well water for the exclusive use of the patrons of the market.

(2) The Live Stock Commission Merchants. These gentlemen, like the farmer and feeder, are in the business not only for the small amount of money they may receive in excess of the cost of operation, but to help build up a great live stock market at this point. At present there are fifty firms of commission men in business at the South Omaha market. The shipper consigns his stock to one of these firms, which he may favor from previous business acquaintance or association or through recommendation of a neighbor or friend. On arrival at the market a representative of the commission firm is on the lookout for the shipment and gives it his personal attention. Sees that the animals are properly yarded, fed and watered at the right time with view of a good "fill" which insures good weight over the scales. These commission firms employ expert salesmen and yardmen in sufficient number to handle their business. If the firm is one which does a large business it has a special salesman for steers and a special salesman for the "cow stuff"; it has a special hog salesman and one or two assistants, and likewise in the sheep department. Though the firm gets a certain commission for each car of stock sold, whether sold high or low, it is naturally to the interest of the firm to please the shipper, and the manager, who is usually the most active member of the firm, likes to have the shipper go away "satisfied" and therefore strives to make the best sale his ingenuity can devise. He sees that the "boys" sort the stuff up properly and get it over the scales in good season. He is always after the "high dollar" for his client, for that brings him more business anon. As

a rule, the business at the live stock market is done quickly. Railroads aim to have the stuff loaded and handled in such trains as will reach the market some time before 8 a. m., though of course there are exceptions to this through failure to maintain schedules because of stormy weather, accidents, etc., yet after all more than 90 per cent of the stock reaches the yards and is unloaded by the Stock Yards Company before 8 a. m., taking the year through. The market by rule closes at 3 p. m., and anything not sold by that time must be held over until the following day, but generally everything has changed hands before noon. There is no time for signing contracts or options; business is done altogether on honor. A nod of the head or the crack of the whip may signify the consummation of a sale. "Weigh 'em up" is as good as a bond, when spoken by a representative of a packing concern or a known member of the trading fraternity, and usually has a good "listen" to the man standing near who fed them out—the owner. In the majority of cases the shipper or owner gets down to the yards about 9 or 10 o'clock in the morning, goes out and looks over his cattle, or other stock, goes back to his commission firm's office, gets his account sales, possibly stopping long enough to eat dinner in the big restaurant in the Exchange building, then bidding his salesman good-bye and starts for home with his money, or a draft on his home bank. In no other business in the country can the countryman market his products with quicker returns than at the live stock market as conducted today. These fifty commission firms at South Omaha sold last year more than one hundred millions of dollars worth of live stock without the loss of a dollar to any shipper. Such a record can not be beaten. The commission men are tireless in their efforts to advance the market and through their

keen interest in the welfare of their patrons have built for South Omaha a reputation for honesty and fair dealing which has become a valuable asset to the market. They are a wide-awake lot of progressive business men, who transact their business with honesty and facility.

(3) To the packer a great deal is due for the development of the market for live stock. Were it not for the packer the stock yards would still be a feeding station and the stockmen would be in the position of the vegetable gardner who is forced to limit his output to the requirements of his immediate locality. In times when production is much greater than the demand the packer equalizes the market against the time when conditions may be reversed.

The live stock market is a busy place where a single week's business transactions reach into the millions of dollars. At South Omaha, for instance, the packers' purchases of live stock for last year amounted to over one hundred and thirteen million dollars, which does not include sales to country buyers of one and one-half millions of feeder sheep and lambs, more than any other market in the United States handled, and nearly half million of feeder cattle which went into nearly every county of the corn belt. It is South Omaha's output of packing house products which entitles Nebraska to prominence in the manufacturing world; it is her live stock market that advertises Nebraska's resources around the world.

### Improved Facilities Essential in Building of Market

As in all other lines of business, the improvement and modernizing of marketing facilities has been a very essential feature in connection with the marketing of stock and insuring the shipper of the greatest net returns. Old time facilities in use at

South Omaha twenty-five years ago have been replaced by the most substantial and modern structures known in architecture. Cattle pens have been laid out so as to handle stock in the most efficient manner, with numerous double alleys leading from the chutes to the pens, facilitating the movement of the cattle from the cars to the sale pens. Every pen has been paved with either brick or concrete, with ample sewerage facilities in each pen and alley, enabling the Yards Company to keep the cattle yards in the most sanitary condition. Every pen is provided with concrete water troughs into which flows an abundance of pure, cool well water from the private water plant of the Stock Yards Company.

In the mammoth sheep barns lying immediately south of the cattle division, every known convenience for the proper handling of sheep has been installed, the entire barn being divided into specially constructed divisions, with sorting chutes in each division, these sorting chutes being so laid out as not to interfere with the handling of sheep in the various alleys leading from one division to another. A large concrete dipping vat lies in close proximity to the sheep barn. In short, the sheep barn is acme of perfection for the handling and marketing of sheep.

The Hog Division at the South Omaha Yards has, for years past, been of reasonably good construction, and reasonably convenient, but it has been the aim and wish of the management of the Yards to give the shipper the very best facilities in the way of Hog Pens that could be devised, and the old structures have been replaced with the most modern, substantial steel and concrete hog pens and sheds ever constructed at any live stock market in the world. The roofs of the pens are high, being of the saw-tooth variety, affording an abundance of light and good air, the floors are so sloped as to drain quick-

ly into sewers of ample capacity, keeping the floors, which are of concrete, clean and sanitary, and affording hog shippers the greatest amount of efficiency or fill from the shelled corn fed his hogs.

In the three departments for the care of cattle, hogs and sheep, numerous scales are well located, enabling the prompt weighing of stock to be had immediately after sale. These scales are all provided with the latest pattern of type-registering beam which stamps the correct weight of each draft weighed, insuring the stock shipper of absolutely correct weights on all stock which he may sell at South Omaha.

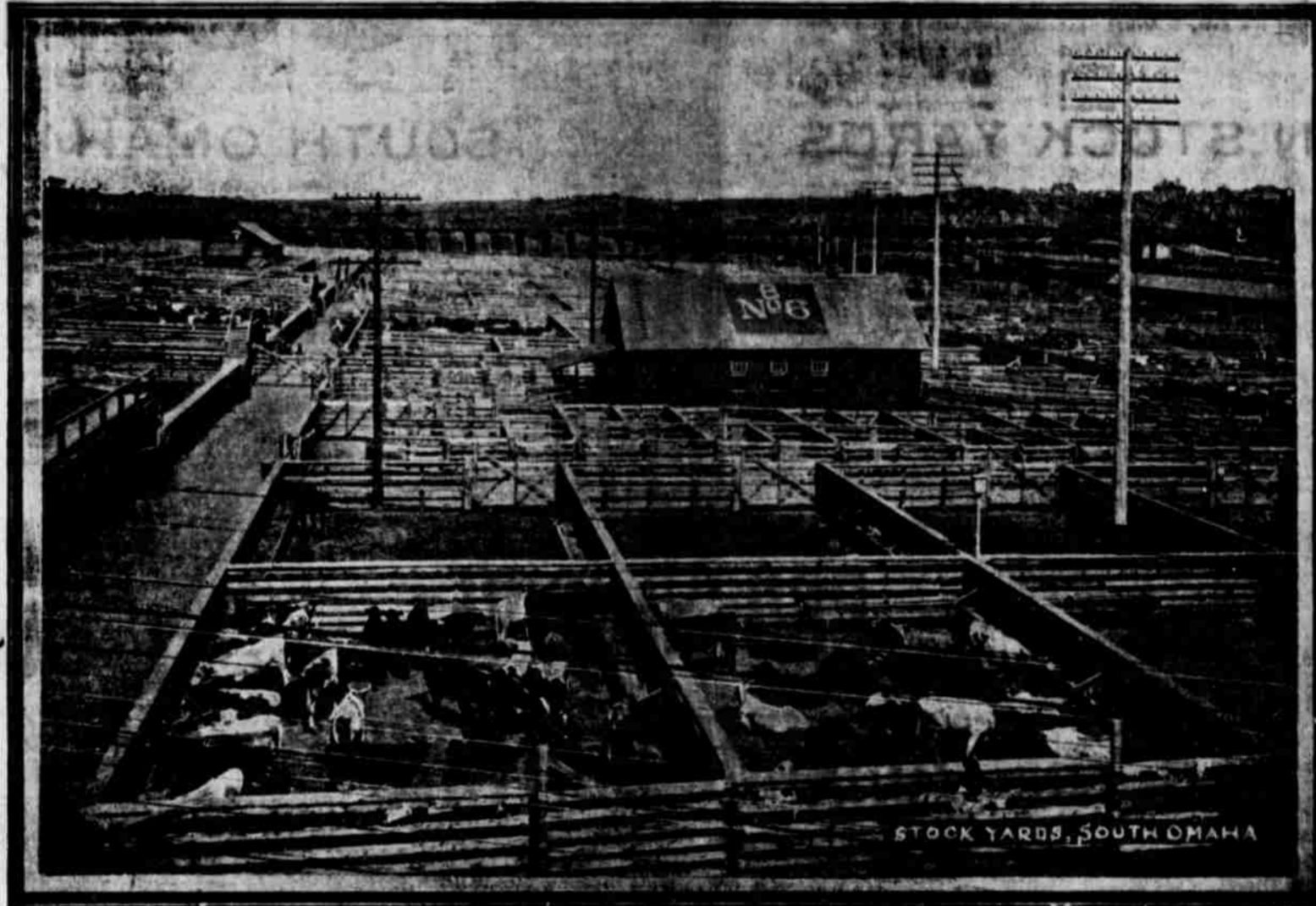
In the reconstruction of the various departments of the South Omaha Yards, the Horse and Mule Department was not overlooked. Just a year ago the finest Horse Barn in the United States was completed, being built entirely of concrete, brick and steel, fireproof throughout, sanitary, and well ventilated. While the old facilities for this department were not of the poorest sort, yet the horse business was being developed to such an extent that at many times it had taxed the ingenuity of the managers of the various horse firms to provide accommodations for all the animals that were being consigned to this market. Therefore, when final decision was made for the construction of this mammoth Horse Barn, Stock Yards representatives were sent to the various other markets to get ideas of the facilities offered the horsemen there, but returned with the announcement that none were of the high standard which had been in the mind of the South Omaha management. Orders were thereupon issued to the Engineering Department of the Yards Company to draw plans for a barn that would surpass anything yet constructed in this line, to make it of proportions that would accommodate from 800 to 1,000 head of horses, and to be of the most modern type of construction. That the point foremost in the mind of the management in regard to these facilities—"PERFECTION"—has been accomplished, is apparent upon entering the new Horse Barn, just recently completed.

### Better Horses

Several million dollars have been spent in the United States for horses for war purposes. The greatest demand, of course, is for stout, strong horses capable of work as cavalry mounts or for artillery. The entire country has been gone over two or three times by buyers from different countries, and still the demand has not been filled. The draining of the west of horses means that in the rehabilitation a better breed of horse will be produced. It is this that sounds the death knell of the bronco. The government has been working for years encouraging the breeding of better horses. As the demand for horses to replace those sold for war purposes increases it will be animals of better breeds which will take their places.

**MOTTO FOR THE PRINTER**  
Count that day lost  
Whose low descending sun  
Sees Printing done for less than cost  
And business done for fun.

"Yes, my good man, 'the kingdom of heaven is at hand. It is here now, on this earth."  
"Say, it's hell to be in heaven and not know it!"—Life.



View of Large Section of Stock Yards, Showing Excellent Facilities for Handling Live Stock

