

Great Packing Plant with a Great Future

One of the strongest endorsements of the Skinner plant is the following interview that appeared in The Omaha Bee, Thursday, April 24, 1919, given by Dr. Frank P. St. Clair, traveling inspector of packing industries for the Bureau of Animal Industry, Washington, D. C., and Dr. Herman Busman, U. S. government inspector in charge of the South Omaha station, who has 165 men in his department. Dr. St. Clair said this to say: "I have been in close touch with the Skinner plans from the time excavation started and everything that is done is in perfect accord with government regulation and with the idea of maintaining the best sanitary conditions and economic carrying on of the business. Without a doubt the new Skinner plant, when completed, will be the most modern and best designed plant I have ever visited, and it will be pointed to as a model of design and construction."

Dr. Busman had this to say: "From the slaughtering floor through all the various processing departments, economical operation, light and sanitation have been given first consideration and in this they have been successful. I want to point to the employees' welfare department. This is a department in which the bureau is especially interested in that we are constantly demanding better working conditions, dressing room and toilet facilities. The Skinner Packing Company is not only complying generously with our suggestions, but is going farther to protect the health of their employees and the public than we could legitimately demand."

"The government requires that no person afflicted with a contagious disease be permitted to handle food products. The management proposes to go one step farther by having every employe examined and treated by the company physician and nurse; provide lunch and rest rooms for female and male help; well appointed and comfortable dressing and toilet rooms with maximum light and ventilation. A modern laundry will be installed where all the outer garments of employes will be laundered free of charge every day."

SKINNER NAME WELL AND FAVORABLY KNOWN OVER UNITED STATES.

We will have the most modern and efficient packing plant in the United States and the most modern branch house property, all owned by the Skinner Packing Company and the SKINNER name is well and favorably known to millions of housewives throughout the United States in connection with high quality food products as well as being known to every retailer and wholesale grocer in the United States and therefore the Skinner Packing Company is in a more favorable condition to merchandise its products than any packing plant that has ever started in business. We will do a general packing business in beef, pork and mutton and by-products and also will manufacture a line of specialty food products such as is shown herewith. Outside of our fresh meat business, all of these products will be sold strictly through wholesale grocers and we have received hundreds of letters from wholesale grocers throughout the United States favorable to our products and have received blanket orders through the salesmen of the Skinner Manufacturing Company for over sixty carloads of these products and as yet we have issued no price list nor made any attempt to sell the goods. The orders were given in connection with our men calling on the wholesale grocers and selling macaroni products. Here is an extract from two letters of the many we have received from wholesale grocers.

Skinner Packing Company, Omaha, Neb.

Gentlemen: I am in receipt of your favor of the 24th and have carefully noted what you say in regard to the Meat Packing proposition. I am favorably impressed with the proposition. My opinion is that the day is not far distant when all the wholesale grocers will buy their supplies from independent packers that are not in the grocery business. As to our part we have already quit buying from the Big Five, even the specials that we used to buy from them in the way of cheese, and canned goods; we have cut this out and buy from strictly meat packers only. I feel sure that the other grocery houses in this section will eventually follow the same policy we are following.

We would like 50 or 100 shares of your stock.
Thanking you for your letter, I am, Very truly yours,

Morganton, N. C., April 28, 1919.

MORGANTON GROCERY COMPANY,
C. A. Spencer, Owner.

Skinner Packing Company, Omaha, U. S. A.

Gentlemen: Kindly advise if you are ready to ship cars of provisions to this city. We have a storage plant well equipped and are handling from one to two cars of provisions each week. Any information you can give will be appreciated.

Newport News, Va., May 8, 1919

Yours truly,
WILKINS & ROBINSON COMPANY, Inc.,
By J. E. Wilkins

CAN SELL ENTIRE OUTPUT

The following extract from Robinson, Batty & Co.'s letter, Liverpool, England, was written after Mr. Batty had visited Omaha personally and inspected our plant. This firm was manager of Armour & Co.'s business at their Liverpool address from the year 1906 to 1913 and did millions of dollars worth of business in the packing line and the firm is high-grade:

Skinner Packing Company, Omaha, Neb.

Gentlemen: After talking with your President, Mr. Lloyd M. Skinner and your Manager, Mr. Chas. F. Kamrath, and after going over your building, I am convinced that you are going to have a real modern plant and that you will turn out a high quality product such as is demanded by our trade. If you will take the trouble to look our firm up you will find that we are well established and reliable. We are in a position to sell the entire output of your plant on English cuts. The writer will be glad to return to the States this coming fall and co-operate with you in the opening up of your plant.

Liverpool, England, 19 Temple Street, March 27, 1919.

Yours truly,
ROBINSON, BATTY & CO.,
By W. Batty.

Skinner Packing Company, Omaha, U. S. A.

Gentlemen: We were very pleased and interested to hear that our Mr. Batty paid a visit to you at Omaha. He has knowledge and a great deal of experience in the Packing line. As per the arrangement with Mr. Batty, we shall be pleased to put at your disposal our services and distributing machinery for the disposal of all the products you wish to sell on this side of the Atlantic. Assuring you of our wish to assist you in every way in the development of your interests on this side.

19 Temple St.,
Liverpool, April 5, 1919

Yours truly,
ROBINSON, BATTY & CO.,
Per E. Robinson.

GREAT OPPORTUNITY FOR BIG PROFITS—READ THESE FACTS

Wilson & Co.'s published statement for 1918 shows that they earned a net profit on their \$20,000,000 common stock, after preferred dividends were taken care of, equal to \$34.49 per share, compared with an earning of \$32.52 per share in 1917.

Wilson & Co. in their statement carry the good-will of the old Sulzberger & Sons Co. at over \$11,000,000 or an amount representing practically \$1,000,000 more than their preferred stock issue.

The bankers who organized Wilson & Co. for the great majority of the \$20,000,000 common stock of the company, paid the company less than \$5 per share.

According to the report of the United States Federal Trade Commission, some \$6,000,000 common stock of Wilson & Co., which was handled by Kuhn Loeb & Co., Guarantee Trust Co., Chase National Bank, New York, and other bankers, only net Wilson & Co. \$3.64 per share. In other words, when Wilson & Co. was financed by leading bankers of this country about four years ago, the corporation of Wilson & Co. had to show as actual capital with which to earn dividends on over \$10,000,000 of preferred stock and \$20,000,000 common stock, as near as can be figured out by the Federal Trade Commission report, something like \$1,000,000. However, with the aid of borrowed money for which they paid the regular rate of interest in 1917, they were able to earn, after taking care of all other obligations, including interest on their preferred \$32.52 per share on their common stock and in 1918 the company earned \$34.49 per share on their common stock.

Statement in regard to the cost of financing Wilson & Co. can be verified by consulting Document No. 1297, Part 2, Report of the Federal Trade Commission on the Packing Industry. Statement on earnings of common stock of Wilson & Co., taken from the Economist, Chicago, March 15th, 1919.

The following is from the report of the Federal Trade Commission on the meat packing industry dated July 3rd, 1918, page 44: "Which was sufficient to produce for the five companies a total profit of \$96,182,000; measured by the net worth of the combined corporations (capital stock plus surplus) they averaged, in 1917, 21.6%; measured by capital stock outstanding, as an indication of the dividend possibilities, THEY AVERAGED, in 1917, 39.5%; and measured by the packers' actual investment of new capital they amount to several times even this last figure. All these are minimum figures for the reason that the packers' accounts are so constructed that they conceal profits, rather than reveal them."

Statement by Mr. Wm. B. Colver, Chairman of the Federal Trade Commission, at a hearing before the Committee on Interstate and Foreign Commerce of the House of Representatives, January 2, 1919.

"Neither the commission, the packers, nor anyone else are in a position to state authoritatively what profits have been made in meat as against by-products during the packers' history. The only certain thing is that on the animal as a whole, great and accelerating profits have been made. Starting with an initial capitalization of \$160,000 in 1867 (and it is not certain that this was paid in cash), the stockholders of Armour & Co. have an equity today valued on the books at over \$16,000,000, or a thousand times the original capitalization—after having drawn out some twenty-eight millions in dividends and never having invested an additional dollar in cash during the 50 years—so far as the commission can learn." From the Federal Trade Commission report, July 3, 1918, page 92.

Swift & Company paid out dividends equal 230% on capital stock within eighteen months after company was organized. Page 881 of Part 2, Government's Report on Hearing on the Packing Industry before Committee on Agriculture of the Sixty-fifth Congress shows, according to Mr. Henry, Examiner, that Swift & Company was organized April 1st, 1885, with a capital of \$300,000, which represented the assets and good will of the partnership of Swift & Company; and the stockholders paid \$240,000, cash as a loan for a year and a half, and that the first dividend was paid January 21, 1886, 6% amounting to \$18,000; and that the second dividend was paid October 11, 1886, amounting to \$913,074.27, which included the repayment to the stockholders of the \$240,000 loan, and \$673,074.27, or 230% dividend on the capital of \$300,000 within 18 months of its organization.

Compania Swift International, Ltd., a former subsidiary of Swift & Company, Chicago, was incorporated, 1918, under the laws of the Argentina Republic. This company was formed by Swift interests to do business in South America and is officered by Swift men. This company has a capital of \$22,500,000 and at their annual meeting they estimated that the company would earn on its capital stock of \$22,500,000 the year 1918, 38 per cent, and on May 7, 1919, this stock was sold on the New York Curb at over four times its par value, which represents a gain of over four for one in less than one year.

YOUR CHANCE IS NOW TO SECURE A FULLY PARTICIPATING STOCK IN THE SKINNER PACKING COMPANY

Certainly the Skinner Packing Company, which is organized on a clean, high-grade basis and with the company receiving the full par value or better for its stock and today with over \$4,000,000 assets and a modern plant, the company should do at least as well as Wilson & Co. and should do many times better.

OUR FIRST ISSUE OVER-SOLD BY \$330,000.00

We have met with phenomenal success in disposing of our securities to conservative and most practical stock raisers, farmers, and bankers of the middle west, and there is only a limited amount of this stock that will be sold at \$125 per share because it is a fully participating stock. The last part of this issue will be advanced to \$150 per share and never again will a fully participating stock be offered in this company; if the time comes when we need additional capital, we will sell a 6% or 7% stock just the same as other established packers sell, all depending on the money market at that time.

This stock that we are offering now is guaranteed as to the first 8% and participates in the full and entire earnings of the company, and FROM AN EARNING CAPACITY HAS THE POSSIBILITY OF BEING WORTH \$500 PER SHARE WITHIN A REASONABLE LENGTH OF TIME.

If you are interested, get in touch with the company's office at once and send in the coupon for further information without any obligation whatsoever, as this stock will be advanced, as stated above, to \$150 per share without notice.

We give you as reference, any bank or business man of Omaha or Council Bluffs, also Dun's and Bradstreet's or any Live Stock Commission firm on the South Side, Omaha.

MEMBERS OF THE ADVISORY BOARD OF THE SKINNER PACKING COMPANY.

The members of the Advisory Board of the Skinner Packing Company are men of the highest integrity and standing in their communities and are interested not only in the great future of the Skinner Packing Company, but they know that the development of this company is a real asset to the farmers, stock raisers, and every citizen of the middle west. They are successful from a financial standpoint and are men of sound, mature judgment, and we doubt if the world has a record of their equal, for instance: Mr. Robert D. Mousel recently held a sale of pure bred cattle at his stock farm, Cambridge, Nebraska. At this sale several foreign countries were represented. Fifty cattle were sold for a total consideration of \$192,250. The average for each animal was \$3,845. This is the world's record on average price per animal at a sale of this kind. W. A. Smith, California Junction, Iowa, today one of Iowa's most active business men, a millionaire, and one of the largest land owners in the state of Iowa and President of several banks. The above is only two instances of many that could be mentioned in regard to the standing of the members that compose the Advisory Board of the Skinner Packing Company, who act in an advisory capacity to the company and are vitally interested in the company's welfare and promising future.

THE STOCK OF THIS COMPANY IS BEING SOLD DIRECT BY THE OFFICERS AND DIRECTORS OF THE COMPANY ON A STRICTLY HIGH-GRADE BUSINESS BASIS BOOKS ARE AUDITED BY ARTHUR YOUNG & CO., CHICAGO, ILL.

