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GOING TO LIVE STOCK MARKET

Some Interesting Information Regarding the Marketing of Live Stock from Nebraska

"Hey-hey-hey!" Crack, snap, crack. "Hey-hey-hey!"
An account of the shipping of cattle from the great ranch country of Nebraska to the live stock market will be interesting to the many readers of this paper. This description, of course, must be comparatively brief, but will contain enough information to give a suggestion of how live stock is handled.

The amount of misinformation that people of eastern states have regarding the great ranch country of Nebraska is truly remarkable. Out in the sand hills means to them the jumping-off place of civilization. As a matter of fact, some of the most prosperous people on earth are found in the ranch country, and people who represent the highest type of modern civilization.

And, by the way, feeders of the corn belt country have learned that the best stuff that they can get for their feed yards comes from western Nebraska. Let us take a little trip from the ranch to the market.

Tom Jones is a Nebraska boy who has spent the last year working on one of the big ranches in the west half of this state. Going to market is no new thing to most of the men on the ranch, but this is Tom's first trip. A dozen cars of cattle were loaded at the station that is the shipping point of that part of the country. Tom and several others from the ranch board the way car and off they start for Sioux City, one of the leading live stock markets of the country, and by the way, one that has been increasing the most rapidly recently in the amount of business handled. Owing to the improved service that the railroads are now giving shippers, it is not necessary to feed enroute, and in a comparatively short time they find themselves in the busy mart on the east banks of the Big Muddy.

Exclamations like the ones that begin this article greet the ears of Tom and his companions as they leave the train and start out on a tour of inspection of the stock yards. Going to the Exchange Building, Tom is surprised and pleased with the cordial reception that is given them. The live stock commission men and the others connected with the transaction of business at the Exchange Building are all live wires. They find indeed that it is "A Live Bunch in a Live Town." After marketing the cattle, they take in the city, which in modern improvements and methods of business stands in the front rank of the cities of the middle west.

Y. A. Hartman, editor of the Daily Live Stock Record, Sioux City, has written a little booklet entitled, "A Trip to Market," which is a story of detail showing all processes in handling live stock from the farm or ranch to the market. This booklet is copyrighted, but through the courtesy of Mr. Hartman, this paper is given the privilege of reprinting it. Following is an extract that will make good reading for stockmen and others interested in the live stock business:

Every man is interested in the market for the commodity he produces, whether that commodity is a product of the soil, the pasture, the feed lot or the shop. Very few, if any, men who raise and feed live stock do not keep more or less, informed upon market conditions and current prices for the particular class of stock he is producing. He watches newspapers for reports from the market. He keeps in touch with the morning reports from the central market that are wired to and bulletined in his home town. He has an approximate idea of the selling value of the stock in his pastures and feed lots. But, in these days of intensification; of intensified farming, live stock feeding, and of marketing, how many farmers and feeders understand the process of advantageously marketing their own live stock?

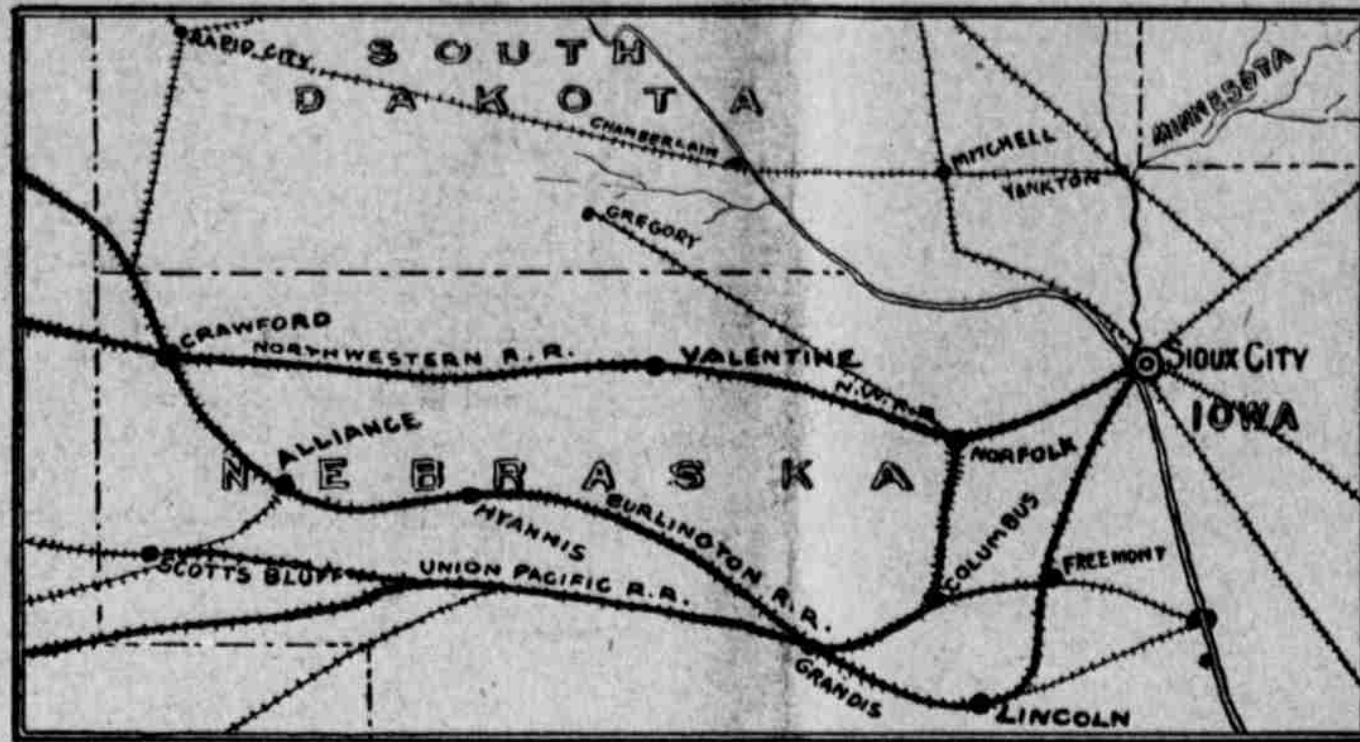
The question was recently asked: "Suppose a man who knows nothing of marketing methods wants to market his own stock, what methods or processes should he follow?"

The question suggests: selection, preparation, delivery to shipping station, ordering and loading of cars, care of stock in transit, delivery at stock yards, care in yards, sale of stock and delivery to buyer, settlement, transmission of proceeds to the home bank or to such other destination as your obligations may suggest. These suggest the entire process of being your own shipper and, once understood and followed, there is little likelihood of the farmer and feeder going wrong in handling his own stock from feed lot to market and back.

Get Stock Loaded Right

Load right. The federal bureau of animal industry has recently evolved and promulgated regulations governing condition of cars in which live stock is to be moved from one point to another. These regulations were born of an emergency. But it is not unlikely they will be made permanent, possibly with modifications as conditions may arise. However the government is not in the live stock transportation business and does not prescribe conditions and

Map Showing Railroads Centering in Sioux City



requirements for the most expeditious, safe and intelligent transport of live stock from one point to another. The government regulations simply aim to prevent the possible spread of infectious disease among live stock and says: "Cars must be cleaned and disinfected under prescribed regulations before stock can be moved in them." And then, there is, of course, the regulation that stock in transit must not be kept in cars more than thirty-six hours without being unloaded for rest and feed. The government does not presume to say how much stock can be crowded into a car, nor how long the car may stand on a side-track after it has been loaded. It is up to you, aside from the cleaned and disinfected car, and you should at all times avoid overloading your car. The assertion is made that shippers often suffer greater losses from overloading cars than any other cause. Do not try to beat a railroad by crowding above minimum weight into a car. This is bidding for grief when you arrive at your destination. Dead hogs and cattle in cars are not worth much at stock yard markets, and railroads can hardly be convicted of negligence in cases of overloading, especially when the loading is one by the shipper. Icing of cars and bedding with sand are strongly advisable during hot weather, and in times when icing and sanding are advisable, then is just when you should be along with your stock on the train or have a mighty certainty of the kind of man who is with the car. It is easy to lose more in dead animals, due to suffocation from overloading at any time of the year, than the freight charges on an extra car would amount to. If you have a few more cattle, hogs or sheep than will comfortably and safely fill a car, the much more advisable policy would be to take the excess back home, or go back and get enough to fill another car.

Matter of Consignment

There is no law or rule against bringing your own salesman when you arrive at the stock yards, but it is not at all advisable. It is not the business of a stock yards company to furnish men to handle your stock further than receiving it at the unloading chutes, delivering it to pens and waiting for you to identify yourself as the owner and shipper, and turning it over to you or your commission man. To be your own salesman means that you must hunt your own buyers, sort your own stock if it needs sorting, do your own driving after a sale has been made, make your own settlement with the buyer and adjust all claims of railroads for freight, and of the stock yards company for yardage, feed charges, etc. Should you elect to consign stock to yourself the stock yards company will take charge of your shipment upon its arrival at the unloading docks, yard it and when you have identified yourself and your ownership of the stock it will be turned over to your possession. But, it should not be forgotten that a stock yards company is not in the business of buying and selling stock or handling it on commission. The business of stock yards as they are operated in this country is the providing of places for the handling of live stock advantageously between producer and seller and the packer, or such other concern or individual as may be in the market for the buying of live stock. The revenues of a stock yards company are derived principally from yardage and feed charges, and not from commissions for the

sale of live stock. In the matter of feed charges, as well as yardage, the several stock yards companies have fixed rates for hay and grain and these rates contemplate a fair margin over first cost and including an efficient force of men for the expeditious delivery of feed to stock in pens after it has been ordered by yourself or your commission man. In case you consign direct to a stock yards company and are not present to direct the disposal of your stock, it is regarded as "unconsigned," and will be held by the stock yards company until such time as you sell it or order it turned over to a commission house. It is not satisfactory or advisable to ship stock "unconsigned" and may be attributed as one of the results of a misunderstanding of the functions of a stock yards company. There is practically no danger of your stock getting lost by sending it "unconsigned", or to the stock yards company, but it is a source of delay and inconvenience in the final disposition of your stock. And it is all right, providing you accompany your stock and want to make selection of a commission house after your arrival. Select a commission man immediately upon your arrival at the stock yards. Let him handle your stock from time of arrival in the yards until it goes over the scales and out of your ownership. The commission man knows the market, knows how to get the bill, he knows how to sort your stock so as to best fit the demands of the market, he has the help and knows how to handle feeding and watering at the right time. It is preferable to select your commission man before loading, consign your stock to him and let him do the handling. Commission charges for selling live stock at the several stock yards markets of the country are fixed by the exchanges. The man who charges more or less than this fixed charge is violating the rules of the exchange to which he belongs and is liable to expulsion from the exchange. These commission charges are not unreasonable and are based upon rendering the shipper good and efficient services in the matter of selling stock, collecting and remitting proceeds from your sale. Let the commission man be your adviser in the matter of handling the proceeds from sale of your stock until it is safely in your home bank or delivered to such destination as your obligations may suggest. Many a shipper has come to grief by refusing the advice of the commission man and insisting that he be paid the currency for his stock, instead of having remittance made to his home bank. If you have some shopping to do and need a little currency for use while in your market city, the commission house will always be glad to accommodate you, but aside from your immediate needs the advice from the commission house desk will always be that you take a draft, or have a draft sent to your account at your home bank.

Government Inspection

The matter of government inspection of stock in stock yards is one upon which you should inform yourself. Inspection is not a persecution of the farmer or stock shipper. There are two objects of the government in the establishing of inspection at stock yards and in packing houses. The one is the safeguarding of human health; the other, prevention of the spread of contagious disease among live stock of the country. To this end an inspection bureau is maintained at all stock yards of the country and a corps of veterinary inspectors keeps vigil over arrivals of stock. Unloading docks, pens and alleys are patrolled by these inspectors and animals found infected with contagious disease are at once marked "U. S. Suspect", or "U. S. Condemned". If any of your stock is found to be infected with a contagion and is tagged as either suspect or condemned, it is kept under surveillance of the government until slaughtered and given a post mortem examination. If, on

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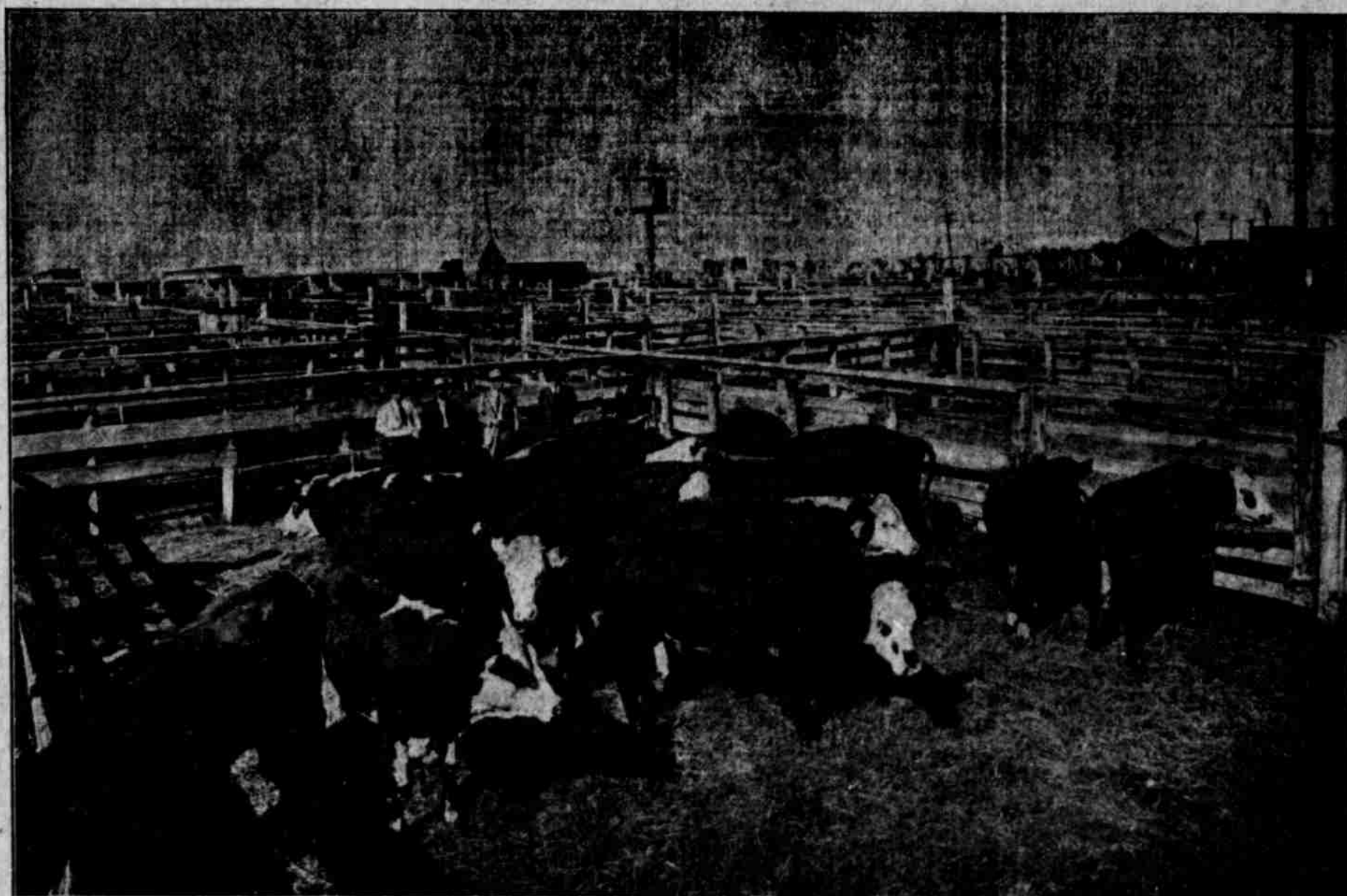
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ORIGINATED IN SAND HILL COUNTRY



Grade Herefords Raised in Sand Hills, Fed in Northeastern Nebraska and Marketed in Sioux City. A Draft from This Herd, Fed by the Same Man, Took First Prize for Fat Carload in Interstate Fair Last Fall

GROWTH OF A GREAT MARKET

Interesting Information Concerning One of the Great Live Stock Markets of the Country

It is very evident that the live stock market, like any other market, must depend principally on the kind of country that surrounds it; but there are some other things that have a great bearing upon the development of any market.

The first essential of a successful live stock market is the facility with which sellers and buyers are brought together. In this the Sioux City live stock market is especially favored, and to one who understands the situation, the rapid increase in the volume of business at this market is not surprising.

In the first place, Sioux City is admirably located as a market for cattle and hogs. Situated in one of the best parts of the great corn belt, and within easy reach of the great ranch country, lying immediately west and northwest, it is the center of a combination of conditions exceptionally favorable to a desirable competition in marketing cattle.

Sioux City has splendid railroad facilities. The Burlington, the Northwestern and the Union Pacific, which covers the ranch country of western Nebraska, all reach this market, and make special efforts to accommodate shippers who wish to send their live stock here.

Another thing that ought not to be overlooked is the large number of feeders who come to Sioux City from eastern Nebraska, Iowa and Illinois for ranch cattle to put in their feed yards. Indications are at this writing that during the next few months more feeder buyers will visit Sioux City than ever before in the same length of time.

Some Facts About Sioux City
In 1868 the first railroad reached Sioux City, which was recognized as the gateway to the rapidly developing sections of Nebraska and South Dakota, the steamboat, the stage and the freighter's wagon being the means of commerce and communication. For several years immediately following the discovery of gold in the Black Hills, in 1875, Sioux City was the one base of supplies for that new Eldorado.

In 1868 Sioux City had a population of 1,030; in 1875, 4,290; in 1880, 7,368; in 1885, 19,060; in 1900, 33,111; in 1910, 47,828; in 1915 (official), 61,787.

In 1884 the Union Stock Yards Company was organized, and 1887 marked the advent of the first packing house. The Sioux City Stock Yards Company now owns one of the largest and most complete plants in the country, and Sioux City stands fifth among the live stock markets of the United States, with constant development in every branch of that industry, live stock being received from Iowa, Nebraska, South Dakota, North Dakota, Minnesota, Montana, Wyoming, Colorado, Kansas, Missouri, Texas and New Mexico.

From the standpoint of receipts of cattle, hogs, sheep, horses and mules, Sioux City is the fifth live stock market in the United States, and ranks ninth as a packing center. The estimated value of live stock received at the Sioux City stock yards in 1914 was over \$60,000,000, the major portion of which was purchased by the six local packing houses.

The Sioux City market receives daily shipments from Iowa, Minnesota, Nebraska, Kansas, South Dakota and North Dakota; and is not only growing in importance, but is coming to be recognized for the quality of its offerings, corn and alfalfa-fed cattle, hogs and sheep, bringing top prices.

Sixty million dollars annually is a tidy sum to be paid out to the farmers of one agricultural section; Sioux City also profiting by a packing house and stock yards payroll of approximately \$3,000,000 annually. About \$10,000,000 of capital is employed in the business, and an average of \$170,000 a day is paid out by the commission firms.

Remarkable Growth of Business
We are indebted to A. B. Smeby, the able reporter for the Sioux City Daily Live Stock Record, for the following splendid statement of the increase in business at the Sioux City market:

For the period since January 1 this year, the Sioux City market has made a better showing than during any other corresponding period in the history of the stock yards. An increase of 28 per cent in cattle, 50 per cent in hogs, 125 per cent in horses and 40 per cent in cars, and a decrease of 22 per cent in sheep compared with last year; that tells briefly the story of the Sioux City market since the first of the year.

For the first six months of this year something like \$35,000,000 worth of live stock was handled during the entire year. The comparison shows the growth of the market and it has been a healthy and substantial growth. Since the first of the year it has been a steady pace of progress and advancement for the market and the record made has been far better than made by any of the other primary markets of the country. Early in the year Sioux City went into fifth place among the six leading primary live stock centers, and this market is

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