

Where Town And Country Meet

East and West Coast Livestock Buyers Praise Quality of Stock From Omaha, Exchange Official Says

What Is a Livestock Market?

The livestock market at South Omaha is the biggest single factor in the building of Nebraska's future. It should be a source of pride to every citizen living in the territory of the market. The general public has a very cloudy knowledge of the actual functions and purposes of the livestock market. Many people believe that the commission firms doing business upon the market are a group of speculators who buy and sell livestock for profit. This is not their duty. They are regulated by rulings and laws to keep them from speculating. Their main duty is that of selling livestock which is consigned to the market by farmers and shippers. In order to build competition in the buying side of the market the Livestock Exchange represents the commission men in various ways. The interview given below is but an example of how the selling side of the market is extended. Besides the commission firms there are many other angles to the building and functioning of the market. Separate organizations doing business alone yet all working together for the same end, namely; to dispose of the millions of head of livestock which comes to the market annually.

By C. H. BLAKELY, Agricultural Editor The Omaha Bee.

In an interview last week A. F. Stryker, secretary of the Livestock Exchange at South Omaha related some of his experiences and told about the future outlook gained by his recent survey of market conditions in America.

Stryker has just returned from the east coast where he visited many independent packers. Besides the trip to the Atlantic seaboard he has been in the Pacific coast during the last few weeks.

While making his calls in the east Stryker visited Detroit, Cleveland, Buffalo, Rochester, New York city, Newark, N. J.; Baltimore, Boston, Brooklyn, Philadelphia, Providence, Hoboken, Washington, D. C., and many other large manufacturing cities. His mission was to encourage packers, butchers and shippers to the Omaha market for livestock. All of these points are heavy buyers upon the Omaha market. They buy cattle, hogs and sheep for slaughter in the east.

Pacific Coast Visit.

After returning from the east Stryker and other officials from the Omaha market went to San Francisco to attend the annual meeting of the National Wool Growers' association.

While in San Francisco he called on many large shippers and secured their promise that they would be on the Omaha market the coming year to buy many hogs. The Pacific coast does not produce near enough pork to supply their demands. They have been liberal buyers in the past and expect to do even more business in 1925.

Outlook Good.

Stryker was asked to state just what the outlook is at present relative to foreign trade. He said: "A good, strong and increasing demand during the year because of high prices for corn and a decreased number of livestock in the feed lots of the middle west. An improved condition in the labor world, increased industry being extended in most lines, in the west a feeling of optimism among the wool producers on account of the shortage of wool and a consequent increase in prices and the present and prospective high prices of sheep at the public markets."

In speaking of the duties of the Livestock exchange he stated that a livestock market is much different today owing to the increased demand for foreign services.

"A livestock market to function properly carries with it more than the thought of livestock to sell," he said. "Those on our large public markets engaged in business must charge themselves with the duties of seeing to it that if the receipts continue to increase, there must inevitably be a broadened demand for this livestock, that the producer there may be assured of ample competition for his offerings when marketed."

"With that end in view, the Omaha Livestock exchange has, for a number of years, been earnestly soliciting the business of the packers located in the eastern territory, scattered throughout the states of Michigan, Indiana, Ohio, New York and the Atlantic coast states. Eighty-seven per cent of the meat foods produced in the west are consumed east of the Mississippi river and while the territory of which Omaha is the center, is the bread basket and the most beef source of supply for the entire eastern country, the people in this thickly settled portion of the country must be kept constantly aware of the most advantageous point at which to secure their supply for raw material. This duty has been undertaken by representatives of the livestock interests on the Omaha market centering in the exchange and the Stock Yards company.

Omaha Cattle Excel.

That Omaha livestock is gaining wide favor is evident from the statement made by an eastern packer. Stryker says: "One instance will serve to show the producers in the west something of the reputation of western cattle. At the office of a packer in Brooklyn the other day, one of the partners said: 'The best cattle we get come from the Omaha market. They are uniformly of the best quality and we are buying a goodly proportion of our supplies on the Omaha market.'"

"There is a constant and growing demand for cattle, hogs and sheep

from the consuming territory in the Atlantic coast states from Washington to Boston. Orders for all classes of livestock are constantly in the hands of order buyers on the Omaha market. This insures more nearly a stable market for the producers of the territory tributary to Omaha. The members of the Omaha exchange feel

Not a Wayside Market

The other day a large farm magazine contained an advertisement saying that Chicago acted as a terminal market for shipments from the west and that other markets were "just wayside markets." Stryker in replying to a question about this subject says: "Time was when the markets on the Missouri river, speaking particularly of Omaha, were transit feeding stations for livestock destined beyond. Chicago seemed the final destination of most of the territory west of the Missouri river. Speaking in a rather slangy way 'those days are gone forever.' Less than one-half of one per cent of the livestock marketed at the Omaha market now goes forward to other markets direct for resale. The packers realize that for a large percentage of their supplies they must be situated as close to the point of production as possible. Freight rate adjustments on fresh meat and packing house products from the Missouri valley to the east has made this possible."

that their duty does not end merely in the selling of their shippers' livestock; they feel this duty goes much beyond that, and that its commission men must continue to do everything possible to enhance the demand for stock on the Omaha market."

Rates Help Omaha.

The question of freight rates and co-operation between shipper and commission men has been largely adjusted through the efforts of the local market. Today the producer and commission men are working hand in hand, says Stryker. He explained the situation by the following example: "Freight rates, or rather freight rate adjustments have much to do with the continued success of the livestock market. The Omaha Live Stock exchange has assumed the duty of seeing to it that the patrons of the Omaha market shall be fairly treated along this line. Railroad service in the Omaha territory has materially improved in the last three or four years."

"During the year just closed there were fewer than one-half dozen trains delayed in transit to this market to the extent that the livestock thereon missed a day's market. This speaks well for the transportation facilities in this territory, assuring the shippers to the Omaha market of prompt and efficient service."

"The Omaha exchange was the second organization in the United States to inaugurate a claim bureau for the collection of loss and damage claims on livestock in transit. The volume of claims filed in 1924 is not to exceed 25 per cent of the number filed in 1918 and 1919. This illustrates better than in any other manner the very much improved transportation conditions in this territory."

"Conditions have changed in the last 25 years in the commission business. Time was when outside of loaning money to shippers and selling his livestock, there was not the close touch between the shipper and his commission man. Today the commission man may be more nearly likened to a lawyer with his client or a doctor with his patient. The feeder and producer of livestock keeps constantly in touch with his market representative, relying upon him for information, consulting with him as to the



Production and marketing goes hand in hand. The pictures above are scenes taken from the Omaha live stock market. Millions of head of live stock come to the market each year. The commission men who represent the selling side of the market sell them all, poor skinny canners, droves of high class porkers, millions of sheep, top beef cattle and even a sprinkling of sacred cattle come and go as the daily grind turns round.

filling of his feed lots, the time at which his stock should be marketed, the kind of stock to feed and, in other words, the two interests, the producer and his personal representative of the market, work hand in hand."

Disease Control.

"This organization in conjunction with the Stockyards company, the railroads, the banks and the packers has inaugurated a campaign for the eradication of tuberculosis in Nebraska livestock, having employed Dr. W. F. Spencer, one of the best veterinarians in the Missouri valley, who heads this department. A report of the work done in Nebraska in 1924 shows a decrease in tuberculosis in both cattle and hogs. It is the hope of government, state and Omaha market representatives that in the course of a few years, Nebraska will be free from the scourge of tuberculosis in its livestock and the exchange will naturally take considerable credit for having inaugurated this move."

Government Regulations Surrounding the Movement of Livestock to and from the Omaha Market Have Been Simplified and are Causing Little or No Trouble to the Patrons of the Market, Considering the Safeguards Which are Thrown Around the Health of Meat Food Supplies.

"During the epidemic of hoof and mouth disease in Texas and California Nebraska and the Union Stockyards officials promptly safeguarded the interests of the Omaha market by quarantine and embargo regulations. These were not lifted until all danger of the infection of the market was past and so it is the exchange members, the order buyers, the traders, the packers and all of us engaged in business on the Omaha market look forward to the future with hope and confidence, feeling satisfied that the future of this market is a rosy one; that its influence for good in the livestock business of the west will continue to advance and improve; that its patrons will be assured of a steady and growing demand for their supplies; that those who look to Omaha as a source of supply shall not be disappointed."

Packers Fight Over

"The old time packers, formerly known as the big five, later as the big four, are working closely in harmony with the other interests on the public markets today. That spirit of distrust and suspicion concerning them which existed perhaps in the past, has largely disappeared."

"The public has come to know that the packer is a big business man, endeavoring of course to make money on his business, but relying upon square dealing for results. On our public markets today, one does not hear, as was the case in the past, such adverse criticism of the packers on the market."

"The feeder and producer realizes he must look largely to the big packer for his outlet. He is happy, however, that that outlet has been supplemented by the buying competition of the independent packers."

Backyard Poultry Philosophy

Chicken money, pin money, the familiar egg check, all of those terms have been applied to the farmer's income from the poultry business. What do we mean when we say pin money? The annual income from poultry in the United States is around \$1,950,000,000; that is about 49 per cent of the total income from all other live stock.

Do we mean that our lady friends who fuss around with the chickens spend that amount for pins to fasten on the old Mother Hubbard aprons? Is it possible that the "chicken money" all goes for the weekly food supply? Hardly so bad as that. It is more than likely we spend a great amount of that chicken income to pay for the losses which some other branch of farm operations brought upon us.

Poor Equipment.

Yet with this tremendous income from a gigantic industry a large per cent of it is produced with poor equipment. Farm women and backyard poultry raisers gather up some old broken dry goods boxes, get hold of an old broody hen and begin business. Thousands of them each year make a grand total which almost staggers the imagination. The work of raising the poultry upon many American farms is plain drudgery.

Dirty Eggs Marketed.

"Gathering the eggs down on the farm" Yes, old time memories, how they remind us of dreams. Perhaps our farm women do not get an old pail and just go out to the coops and scoop up the eggs nowadays. They have regular hours to gather in the day's supply, getting them before they are all mussed up by dirty feet.

We don't know, guess they do, but some poultry market experts claim that a large per cent of farm eggs are unfit for market because they are soiled. Every farm woman who knows anything at all about marketing eggs knows that she cannot wash off dirt. It spoils the eggs for market purposes.

Then the Feeding Business.

Hens are hustlers; sure, so are billy goats. But the farmer who allows his wife's hens to hustle around the hog lots and the feed pens for their daily rations will wake up some morning and see that old dress which his wife is wearing all but slipping to the floor from lack of pins. She can't have pin money unless she has some decent feeds for the pin gatherers.

Even old-time cowboys have acknowledged that "critters" can't rustle a living under modern conditions. They all feed during winter months. The chicken business is the only survival of the old "free range practices."

Not Giving Advice.

Oh, no, we are not trying to give any advice, just doing a little dreaming. Went down on Farnam street for lunch a moment ago. Missed the early breakfast, felt hungry and decided on ham and eggs. Well, eggs selling at retail for a nickel apiece here in the little old burg give our restaurant men a good alibi—but believe me I am going to lay off of ham and eggs until the boss comes around and orders my wages raised about \$100 a week.

With all the world full of chickens it beats the dickens—sounds like Walt Mason, but it is the truth. We should be able to get eggs almost as cheaply now as during the warm spring months—would too if the farmers believed their wives when they tell them that it is the year around income that counts. An egg a day for 175 days, that's the old stroke that hens should straddle if we are to have equalized egg markets throughout the year.

Beefsteak to Become a Luxury Unless--

"If this country is to have beefsteak at anything like a live-and-let-live price, the government would do well to come promptly to the aid of the hard-pressed cattle men, with a substantial tariff on hides and with loans to enable him to continue his operations," says Capper's Weekly, in an editorial. "Otherwise we may expect a serious shortage of cattle within the next three or four years."

"There was a shortage of beef cattle just before the world war which ran prices up so high that a nation-wide drive was started to get farmers to produce more beef. This promotion continued for years and culminated in the 'deflation' year 1920 with a great over-production and the most serious stringency of all for cattlemen. It 'broke' many big ranch men and hundreds of other stockmen who had most of their substance in beef cattle."

"The first symptoms of the coming shortage in beef will be high prices for cattle. This will manifest itself in a few years. Just how severe the shortage will become and how costly to the consumer depends on what policies the government takes at the present time to meet it and enable the producers to mitigate the shortage."

CATTLE THRIVE ON SUGAR CANE FEED

Special Dispatch to The Omaha Bee.

Audubon, Ia., Jan. 31.—"I have found a very satisfactory substitute for molasses in the ration of my herd of 40 dairy cows," says George Kibby, progressive dairyman of Audubon county, Iowa. "It is sugar cane. Last spring I drilled in six acres of it and just shofors frost last fall I cut and shocked it. I now feed it to my cows and they consume it with evident relish. Care must be taken in feeding it, however. I feed it with the forage—one part of the cane to three parts of alfalfa hay. From the way the milk flow is kept up, I judge that it takes the place of the molasses feed very nicely."

Milk and Corn Test.

M. E. Graham of Danbury completed on December 31 60-day feeding trial with 32 Poland China hogs. These pigs were farrowed June 27 to July 2 in clean lots and went on test November 1 with an average weight per pig of 106.2 pounds. During the 60-day period they consumed 12,920 pounds of corn, and 11,550 pounds skimmed milk, or 5.74 bushels of corn per pig, and 361 pounds of skimmed milk.

The average price for corn during November and December was 99 cents, and skimmed milk was figured at 40 cents per 100 pounds. The total gain for 60 days per pig was 124.43 pounds at a cost of \$49.97. The cost per day of corn and skimmed milk was .118 cents for each pig.

CASH IN ON NEW MARKET EQUIPMENT



The new unloading chute at the South Omaha market. The truck division, which was installed in 1924, is one of the most complete of its kind to be found at any livestock market in the world.

Assurance....

For almost a hundred years the products of the International Harvester Company have been known all over the world for their excellence, their dependability and service behind them. So when twenty years ago this company introduced a motor truck to bear its name—that truck had to be worthy. It was—it is—it always will be. Write for detailed information before buying a new truck.



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