What a Wool Market at Omaha Means to Flockmasters of the West,



CHARLES H. KING, PRESIDENT OMAHA WOOL AND Storage Company.



BREAKING GROUND FOR THE FIRST OMAHA WOOL WAREHOUSE



JAMES A. ELLIS, CHICAGO GREAT WESTERN Railway.

When the valuation and number of sheep in Wyoming was compiled January 1, 1908, by the state sheep commission it was learned that there were 4,522,278 sheep valued at \$20,350,000 in that state alone which last year marketed 33,637,000 pounds of wool valued at about \$8,000,000,

Careful investigation showed that Wyom-Omaha, except the wool and in turn bought everything its growing population needed in Omaha-the market town.

Transmissouri country to the markets of this project a success." the east, or rather originate the traffic, and that center is Omaha.

placed by new lords of wealth and power- ket at Omaha. the sheep men.

In Wyoming and Montana, states which depend on Omaha as a near market, the dust of cattle trails once clouded the blue skies, but now the old highways of the steer are grass covered and dusty-backed herds feed on them. The incessant "baa-a" had to be recognized and the sheep men who have gained every foot of ground on the ranges which they now possess, by their own enterprise and courage, resolved to take one more step. It was to a nominal rate, and banks whose vaults

were full of gold. The warehouses which were demanded had to be public in their character, rather than owned by commission men and brok-

ers who handled the wool. The banks had to have funds which would be loaned at a rate of interest not to exceed 6 per cent and accept for colon them up to 60 per cent of the value

of the wool. For years the growers had been consignstored in warehouses belonging to commission merchants, who also took the place of the banks, and, having abundant capital, advanced from 35 to 50 per cent of the market value of the wool and charged interest for the advance until final settledealers sold the wool. In addition the

growers paid the storage. These were some of the conditions and requirements which confronted the wool growers of Wyoming, Charles H. King, banker and wool grower; C. F. Redington formerly of the Northwestern railroad company, and President J. A. Deifelder of the Wyoming Wool Growers' association, When they resolved to establish a "near market" for the wool.

One look at the railroad map of the Transmissouri country; one estimate of the available capital at Missouri river cities and one inquiry at the banks convinced them that Omaha was the place which would meet all the requirements and besides extend a glad hand and give more than something in return.

With their answers in hand from the bankers and a few business men, the promoters of the wool market applied to the Commercial club for co-operation, especially in the matter of securing the necessary railroad rates.

It was not a new proposition to the Com-Commissioner J. M. Guild and the club's discouragement from the eastern markets asked indirectly to express an opinion as to the necessity for a market at Omaha. Neither was the proposition new to Omaha. It had been suggested before and in years past, during the long and active life of Edward Rosewater, editor of The Bee, the water congratulated the city on having the live stock market and commended the efforts and final establishment of a grain market, but with his far-sighted mind he estimated the importance of bringing the wool to Omaha as second only to the live stock market of South Omaha.

When the shearing season was only sixty days off, the Commercial club took up the matter of securing the rates and the Great Western Railroad company promised to furnish a site for the first wool warehouse. This marked the decline and probable fall of eastern markets so far as the wool of the greatest producing states of the west the ship on the heads of that go concerned, and opened a new era of tives are destined to be made . who have been at the mercy of eastern buy-

lington, who said: "While this means a it was originally shipped. possible division of traffic as between For all present needs this was perfectly

ne to a center on the Missouri river freight and passenger agent of the Chicago to build it upon the unit system and en-At has also developed within the last record in the same spirit and the three pounds of wool, on an amount equal to few years that the cattle barons of the railroads agreed to bring in an answer by every pound of wool grown in Wyoming west, who once held undisputed sway over April 15, 1908, as to what could be done to and Nevada if it was all sent to Omaha for the great public domain, have been dis- make it possible to establish a wool mar- storage.

that the answer of the railroad companies was awaited by either the Commercial club of Omaha or the wool growers of Wyoming, as the railroads were friendly to both the city and the shippers who forward an enormous tonnage to the east each year. The condition was that there were no local rates from the wool shipping points erection of your new wool warehouse and

ORE than 110,000,000 pounds of will work out in a manner satisfactory to of proportionate rates from Omaha to the passes through Omaha each passes through the liquity of the club about the wool markets, being sold to manufacturers, consigned to commerchants and "wool buyers," a close resemblance to speculate the valuation and number of speculate the launching of a new enterprise, thus tak will certainly result advoct market. This will cer who bear a close resemblance to specula- with our approval and we shall be glad to stopped at Omaha, where it could remain

competitors and would result in the read- satisfactory to the growers and promoters justment of tariffs that might tend to re- of the wool warehouses in Omaha. Then arrange the present divisions of revenue the Chicago Great Western Railroad comas between lines east and west of the pany, through its general agent at Omaha, Missouri river, at the same time we are of G. A. Ellis, furnished a site, which has the ing sold almost everything it had to sell the opinion that the establishment of such advantages of trackage facilities and cona market at Omaha would result in an ad-nections with all the railroads entering vantage to the city and in increased traffic Omaha. Just forty-five days after Charles generally; that all interested would derive H King and C. F. Redington walked into Further inquiry disclosed the fact that benefit, and so far as the Burlington railroad the office of Commissioner Guild of the the railroads which haul the wool of the is concerned we will gladly assist in making Commercial club a gang of 100 men was put to work to erect the first warehouse to Samuel F. Miller, assistant general store the wool of the 1908 clip. The plan is & Northwestern railroad put himself on large it on the present site to hold 40,000,000

> It was not with any degree of anxiety hanks of Omaha would do in furnishing funds with which to handle the \$25,000,000 crop in the states which will probably ship a share of their wool to Omaha was desired, the following answers were received

We understand that you are about to erect a warehouse for the storage of wool in Omaha, and we believe the location you have selected to be a good one.

We are interested and will do all that is possible for us to do to assist a wool market in Omaha, and to this end have always expressed a willingness to extend every reasonable accommodation to wool owners on wool stored in such a warehouse as you proposed to build. Very truly yours.

Cashier Omaha National Bank.

O00,000 pounds were clipped in the states west of Omaha and which are counted as Shear those which will ship their product to Omaha and give the strongest support to the market.

The promoters of the wool warehouses in Omaha learned further that the states which would probably ship most of the wool to the Omaha market and the value of their product, on the 1907 basis are as follows:

We are especially pleased to know of your intention to build a warehouse in this city for the storage of wool and are satisfied that the results of your initiative in this direction will be gratifying to you and more than fulfill your expectations. As we are often in the market for good paper and favor collateral paper, we will no doubt at times be very glad indeed to handle such covered by wool in storage with you. Yours truly,

Cashier United States National Bank.

We are glad to learn that you are constructing a warehouse for the storage of wool in the city of Omaha. The grounds on which you are locating your warehouse possess excellent trackage facilities. We believe the storage of wool in the city of Omaha can be made of great benefit to the wool growers of the west by reason of their proximity to Omaha as against the storage of wool in eastern cities. We wish you the best of success in your enterprise and this bank will be pleased to extend all reasonable facilities to the western wool men in the way of advancing money on

ollows:	
Pounds Polorado, 10,125,0 Pregon, 15,300,0 daho, 17,290,0 alifornia, 12,887,0 tah 13,822 Vyoming, 33,687,0	00 \$2,679,000 00 3,121,000 00 1,254,000 00 8,757,000 00 2,679,000 00 3,162,000 4
Nebraska, 1,875,0	
Other states which are a	pt to ship to

Omaha reported the crop of 1907 as follows: Washington, 4,600,000

have been instrumental in establishing the ing, the shearers are, as a general rule, market at Omaha insures their co-operation satisfied.

The Burlington railroad runs direct to may be held for better prices, will greatly Omaha from Billings, Mont., the greatest increase the profits. wool shipping center in the world. From Most of the men who have made fortunes the plains about Billings a constant stream have started as sheep herders and have put and strings of freight cars on sidetracks own. One of the largest sheep owners in waiting for the shipments, which is in the world is Charles M. Bair of Billings, sacks. These sacks are pulled many times Mont. He has made his fortune with a from thirty to 100 miles across the country, small beginning. Mr. Bair, besides owning piled high on great freight wagons and a large amount of sheep range in Montana, drawn by six, eight and even sixteen-horse leases a large portion of the Crow Creek

Shearing season is now on in the west. This year Mr. Bair's clip will amount to Some of the growers have half their flocks 1,500,000 pounds. If he holds the wool he clipped. The work is done by machinery, will probably realize 22 cents per pound on which takes the fleece off almost in one it, and net \$330,000. Yet this probably repreplece. The men who operate them are pro- sents only about half of Mr. Bair's income fessionals. The herders bring their bands for the year, as his sales of mutton and of sheep up and run them into pens. The lambs are very large. shearers grasp them. There is a "ba-a-a" With the wool market located in Omaha or perhaps three of them, the keen knives and the packing houses of the city buy-cut through the wool and it drops off like ing and slaughtering on the average of

may be accepted as an average for a and on January 1, 1907, there were 53, 566,150 may be accepted as an average for a 240,000 sheep. On January 1, 1903, there 566,000 shearer. The operators get about 8 cents The fact that Wyoming wool growers per fleece, and though the work is exhaust-

in making it a success by shipping to Some of the sheep men are making for-Omaha, but no less interested are the tunes in the west, but the establishment growers in Montana, Utah and Colorado. of a near market for the wool, where it

wool pours to the small warehouses their savings into small flocks of their Indian reservation for grazing purposes.

1.000 sheep each day, the growers of The shearers, who travel from Texas to Wyoming are gaining an advantage which Canada and shear sheep all the way up, can only be appreciated when they have do the work so fast that it does not require secured a neat sum each year by holding great while to take every fleece from a and securing a better price. The heavy flock. One shearer, Frank Hewitt of Sara- demand for mutton and lambs promises toga, Wyo., who is credited with being the to become greater each year. Since 1902 champion shearer of the United States, has it has kept down the wool production. clipped 100 sheep in three hours. It is said In 1878, according to the figures furthat this shearer turns out 175 sheep in a nished by the Department of Agriculture, day through the season. About 100 sheep there were 35,740,500 sheep in the country were 63,000,000 sheep in the country. The decrease from 1903 to 1907 is due to the extraordinary demand for mutton and lambs, leading to the selling and slaughter of a large portion of the total number of sheep. Stock yards reports from Omahs, Kansas City and Chicago in the last few years show a tremendous increase in sheep shipped for slaughter and still the supply has hardly kept pace season last year. There has been heavy decrease in Montana and Idaho, but an increase in Wyoming.

But the wool market at Omaha promises a benefit to the growers. The "pullery" follows a wool market as a general thing. Already the Commercial club is considering a proposition from a firm which desires to put in a plant for pulling the India, and sold at much lower prices. Of wool from the hides which they will buy at the packing houses.

The packing houses could furnish pullery with more than 1,000 pelts per day. The pelts from Montana and Idaho. uine American by its smell, and, upon putwhich are shipped east, will doubtless be diverted to Omaha, while a large number can be picked up from the country butchis now outlining the new boundary between disgust. Indeed, back in the interior our ers, giving a pullery some 1,500 to 1,800 lake. Lying between these is the peninsula even here in Mwanza both women and are consequently high. The Germans are Uganda and the Congo Free State. The cottons have become a standard of value, pelts per day as a starter. The largest pullery in the world is the McMilian these two points. They have begun at Dar unloaded at Bukoba, from where the port- stance, is estimated as worth a yard and pullery at Minneapolis, which when runes Salaam and are laying a trunk line to- ers will carry it across country to the a half of Americani, a cow is worth nine ning at its full capacity, and having been boundary commission. It is packed up in yards and a buxom young girl if is or 14 established for a number of years, would sected at the town of Tabora by a road boxes of sixty pounds each, and 1,000 men is valued at sixty yards or more. Contracts only pull from 2,500 to 3,500 pelts per

> needed is only thirty tons, but it will take shells and so much Americani, the length That the manufacturers of the east will these 1,000 men a month to make the jour- in which the goods are sold being strips be compelled to come to Omaha to buy ney. Each porter will get 4 rupees, or \$1.33, long enough to wind about the body of a the Western wool, regardless of any reman or woman with the accompanying ports which may have been sent out from eastern cities that the western wool was not needed, is shown by the report of the Department of Agriculture which oredits the wool of the west with being the finest offered to the buyers of the world. Here is a report of a few states, showing the quality and average value per

scoured pound October 1, 1907; They are nattily dressed in white duck and each wears a white helmet. Every man of his hand. These whips are as thick as

Thus it is seen that while the sheep on the western ranges already furnish the finest wool grown in the United States, the state authorities and the government are working constantly to improve the quality. The government is giving particular attention to breeding the most sultable sheep for western range conditions and an experiment station has been established at Laramie, Wyo., where the development of the ideal sheep is being carried out. It is the aim to produce a sheep that is at once hardy and active, a great wool producer and first class for market purposes. When this result has been obtained America will have to depend on no other country for a portion of its wool as it does today, but the manufacturers may come out to Omaha and buy their wool at suction or private sale, and turn to the great ranges of the west which promise to help America be come the first, instead of the third among the sheep breeding nations of the world, despite the troubles and trials of sheep raising described by the shepherds and chanted by them in the lonely Wyoming camps; O. Man that herds the sheep has got lots

of cause to weepHe'd better join the army and get fat;
For with sheep you do get lazy, though
their mind is never alsy.
And at length they will drive you crazy
with their blat.

You take it in the spring when the lambing doth bearin.
You walk until your feet are always sore.
For they are lambing here and there and there is included everywhere.
And the ewes blat and the lambs keep up a roar.

Each butcher has the dead body and entrails of one animal lying before him.

They are usually spread on the bloody skin of the animal which has been killed on the spot where it is sold. The butcher chops and saws off little chunks of meat accord
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When the grass gets short below to the mountains then we go:

They are the ewes start off like greyhounds, pita-pat;
They can beat the swiftest deer or any
Texas steer,
While you travel to the music of their

solved to take one more step. It was to stabilish a "near market" which would by with the demand. According to sheep-well equipped with fireproof warehouses where the season's elle could be stored at the season's elle could be stored at the country than at shearing (Copyright, 1908, by Frank G. Carpenter.) and so an immense trade in that prod- trading center. It may be the Chicago of they possibly can. And so, if the Germans American sheeting. We are landing a dozen

ninety-three miles, and our lit- are exported in quantities. lateral the warehouse certificates, loaning and are now in a harbor surrounded by The natives have big herds of cattle, trade routes are merely paths through the great hills and boulders of granite.

The lower part of Lake Victoria is cut up by great bays. At my left is Speke gulf, ing the wool to eastern cities where it was whic extends fifty miles inland, and at my skin or goatskin can be bought for a yard head. The distance from here to the Indian rice taken from Bukoba 200 miles inland. upon which this town of Mwanza is situated. It is the place where John Hanning men was made when the commission Speke first saw Lake Victoria and announced its existence to the world. The boat rowed by natives.

German Town of Mwanza.

Stand with me on the steamship Winnifred and take a look at this town of this port by two men to each bale. I am Mwanga. It runs around a harbor, which is of the shape of a bow, and is well however, that there is little expectation of guarded by small rocky islands. The ena little lake shut off from the great Victoria Nyanza, A wooden pier has been built out into the harbor, and it is at this that our steamer is lying. At the beginning of the pier is the custom house, a whed walled and roofed with galvanized iron, and back of it are the round white towers of the German port, in front of which tall black soldiers in kakhi march

At the right of the custom house are the low bungalows, with white walls and red roofs, which form the hospital and offices of the civil governor, while at the left, high up on a hill, is the home of the millmercial club-this "near market" for the tary commandant, by far the best house wool crop of the west. For over a year in the place. Between that and the shore extends a forest of oil palms, and further committee on the location of industries had back, behind the fort, running for miles worked on the proposition to establish a out into the country, is the native village of weel market for Omaha. Their efforts had Mwanza, with its Hindoo stores and been only rewarded by "favorable answers" thatched huts. The village is cut up by from the wool growers and some comments wide streets. There are many trees, and from the railroads, as well as complete everything looks spick and span and new,

Future Trading Center.

Before I take you on shore, let us look at the scenes about the wharf, and the loading and unloading of the stenmer. This will give some idea of the trade of the region, and also of what is going on wool market was advocated. Mr. Ross- away out here in the heart of East Africa. Only a few years ago this country was absolutely unknown. It was supposed to be an impenetrable wilderness; its were in continual warfare, and the chief business was the buying and selling of slaves. Today we buy many of its products, and the richer of its natives are wearing our cottons.

See that great bale of goods which being taken off now. That contains Americani, a kind of sheeting while brings more and sells better than brought in from England, Germany India, although they all compete Those hides which are coming independence to the growers of the wool and shoes in our American fagories, and even now many of you have Lake Vicers for years. The proposition was put toria cowakin under your fet. We forsquarely to George S. Walker, secretary of merly got our best goatskips from the Sothe National Wool Growers' association, and mali coast, and they west, shipped from to the Commercial club he replied: "The Aden, Arabia. Then one of the Uganda establishment of a wool market at Omaha officials, who had been on duty in Britwould certainly be a great assistance to the ish Somalitand, decided that the goatwood growers and I trust that your plans skins from there might be sent to America.

WANZA. - (Special Correspond- uct has grown up north of the lake. It the German possessions. It is on a lake want steamers, they must bring the iron bales of them here. They are sent in ence of The Bee.)-I have left has extended down here to the south, and which is 19,000 miles bigger than Lake Mich- and other materials for them in pieces of through Arnold, Cheney & Co. of Zanzibar,

We made our way along a rocky coast, lake are largely devoted to stock raising, the Indian ocean at Dar es Salaam. The until the German railroads are built. right is Emin Pasha bay, which was dis- or so of American sheeting. Back in the ocean is not over 500 miles as the crow files. He wants the rice to feed a gang of port- ting their noses to the Manchester or Bomcovered by Stanley and Emin after they interior the people wear cowskins and goat- but this human freight train takes seventy ers who are to go with a commission which bay goods, they will throw them aside in thought they had outlined this part of the skins, with the hair on, as clothing, and days to make the journey, and the rates men are dressed in such skins,

Peanuts and Cotton.

This country is also a land of peanuts, first man to go clear around the lake was Indian corn and cotton. There is some Henry M. Stanley, who navigated it in a question about the cotton, but this ship will carry away 11,000 pounds when it leaves here, and it was all raised within a few miles of Mwanza. The cotton is put up in 100-pound bales and was carried to told that the seasons are so uncertain, like 6,000,000 pounds went out from Mwanza. As to the hides, they go chiefly to the United States via Aden or Naples, so that there is but one transshipment after they leave the coast of the Indian ocean.

BAKSUMA WOMAN AND CHILD.

going north to Mwanza. This will give will be required to carry it. The amount for carrying goods are paid for in so many day. Tabora a similar position to that which Indianapolis hold in regard to Chicago. High Freight Rates. At present nearly all the freight from here is carried on British steamers across making the crop profitable. As to peanuts, the lake to Port Florence and down over trance is so narrow that we seem to be in 77,000 tons were shipped from German East the Uganda railway to the coast at Mom-Africa to Europe last year, and something basa. I understand that the Germans would like to put their own steamers on the lake, but that the British refuse to trade matters. There are many millions of bring in over their railroad the machinery natives who might be reached by this lake,

ward Tanganyika. That line will be bi-

Bukoba and have come to the some of our finest skins now come from igan, and it has a rich country extending not over sixty pounds each, on the heads who have their traders going through this extreme southern end of Lake this region. This is so of cattle hides, as for hundreds of miles to the south, east of porters for 600 or 700 miles through their part of Africa selling goods and buying Victoria. The distance was well as the skins of goats and sheep. All and west of it. The goods which now own country. This would be costly and ai. hides and ivory. They get the sheeting from come in here are over trade routes which most impossible, and the probability is New York, and it has to compete with The regions about the lower end of the go to Lake Tanganyika and the coast of that the German steamers will have to wait goods made to imitate it in England and How would you like to pay \$40 a ton for late some cheap German imitations are also sheep and goats, and the chief profit woods, but they are annually trodden by shipping grain or corn a distance of 200 coming in. The natives prefer our Americomes from the skins. Cows are now sell- the bare feet of thousands of porters, each miles? That is the rate a young English- can goods to any other, and are ready to ing here for \$5 or \$6 apiece, and a sheep- of whom carries sixty pounds upon his man on board expects to pay to get some pay more for them. They can tell the gennow proposing to build railroads between rice is being taken on here, and it will be and are used as money. A sheep, for in-

> wages alone, not including the freight rate pattern. The merchants buy the stuff in on the steamer from here to Bukoba.

for the work, so that the transchipment

During my trip around the lake I am having a good opportunity to learn about supplies necessary to build the boats. and Uncle Sam should send out his drum-They intend to keep the carrying trade of mers to show them our goods and study I have spoken of Mwanza as a future Lake Victoria to themselves as long as their wants. I have already written of



MATIVES WHO FILE THEIR TEETH

draw blood. Going on to the market, which lies just beyond the fort, we find ourselves in a Each twist is the size of my little finger, covering a quarter of an acre. It is open at the sides and its thatched roof is upheld by round wooden pillars. Upon the floors are scores of black women and men, some dressed in cottons, others in bark cloth, and not a few in cowakins. They are sitting on the ground with their wares lying before them in almost infinitesimal piles. The poverty of the country is such that no a time, and the average purchase is in the fraction of a cent. Here, for instance, is a peanut peddler. She is a black girl with plugs in her ears. The red shelled nuts are spread out on a mat in bodies of ten, each pile selling for twelve cowry shells, or onetenth of a cent. Farther over is a woman selling tobacco at bne-half cent per twist. Each twist is the size o fmy little finger, and those packages of snuff wraped up in leaves are not quits as large. Soap and roasted ants are sold in much the same way, and so also are some kinds of imported goods. Here, for instance, is a man selling needles and thread. No one here thinks of buying a whole paper of needles or a whole speed of thread at one time. The needles are divided up into blocks of two, three or five and stuck into green cane, while the thread is cut into short lengths and wrapped around bits of

of that thirty tons of rice will cost \$1,833 in folds. Such a length constitutes a dress

pieces of thirty yards each.

Native Markets.

But let us go ashore and take a look at

the markets. It is there we can see how

these people do business at home. On the

way we pass several German officials.

them carries a hippopotamus skin whip in

one's finger, and almost as elastic as rub-

ber. The officials use them to keep the

natives in order, and the slightest cut will

dried bennna leaves and thus sold. In one corner of the market are the but there is no cutting of the carcasses into steaks, chops and reasts, as at home Each butcher has the dead body and en-

(Contined on Page Three.)

