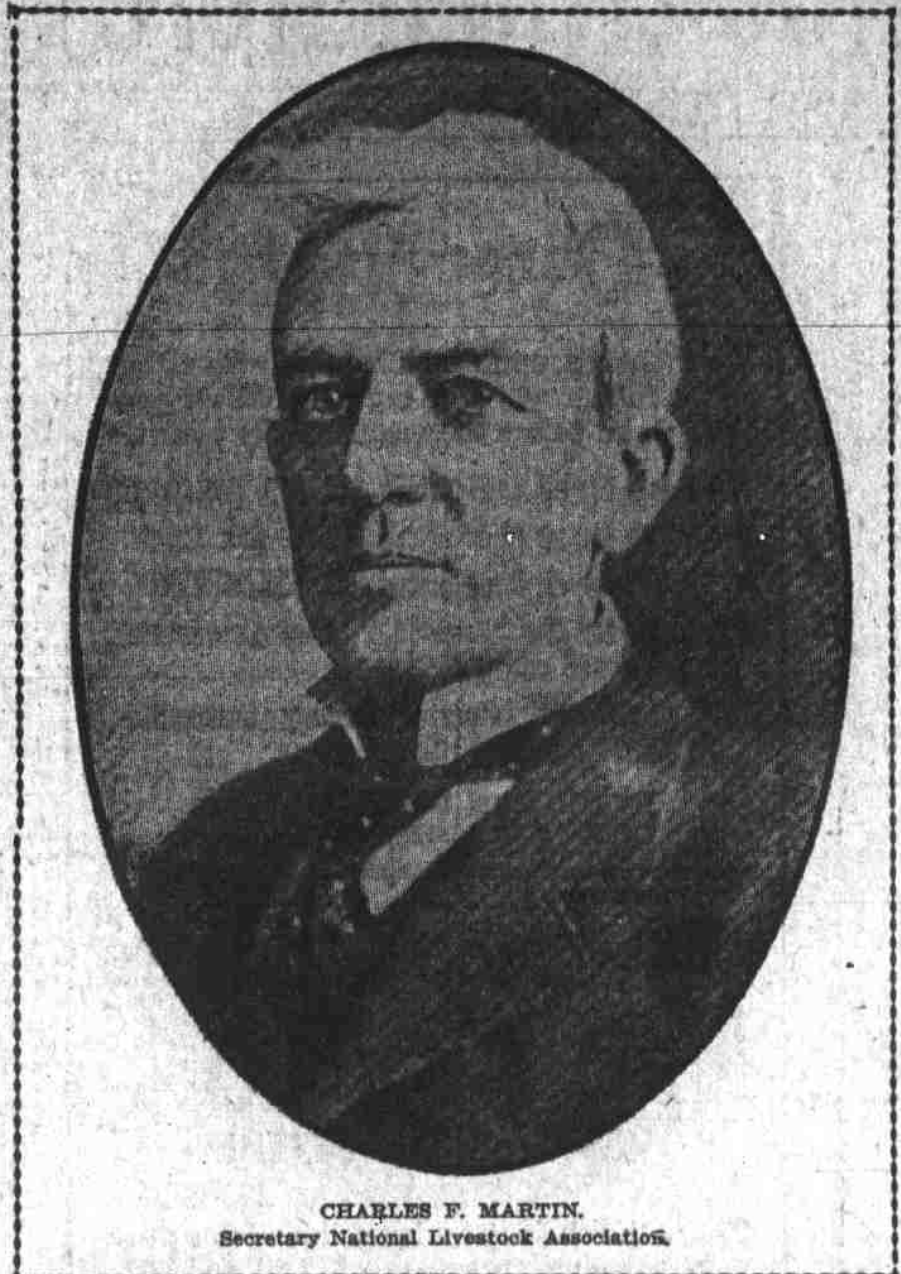


C. F. MARTIN TELLS STOCKMEN'S NEEDS

Report of the Secretary of the National Livestock Association Tells the Status of Legislation and Discusses the Packing Plant.



CHARLES F. MARTIN, Secretary National Livestock Association.

Secretary Charles F. Martin of the National Live Stock association delivered his annual report at the association convention this morning. A full abstract of the report follows:

"I regret to say that the unfavorable conditions which the industry has experienced during the past year has not prompted the generous financial or moral support we have had heretofore, and has prevented a large number of delegates from the central and eastern states from attending this convention, as they very much desired to do.

"Immediately after the adjournment of the convention at Kansas City, the secretary took up the matter of endeavoring to organize new associations in states and territories where none up to that time was in existence. The work of organizing a Territorial Cattle association in Arizona was begun while I was spending my vacation in Phoenix in March. This season of the year, however, not being favorable for a large attendance of the cattlemen, the result of this effort did not materialize until this fall, when a meeting was held at Tucson for this purpose.

"I also attended a meeting of the cattlemen of New Mexico called for Deming the middle of March. The meeting was unusually successful and an organization of 120 men was effected at this time.

"I attended the meeting of the Texas Cattlemen's association at El Paso in March, the annual meetings of the Oregon Woolgrowers' association at Baker City, the Utah Woolgrowers' association at Salt Lake City, the Idaho Woolgrowers' association at Boise, the Oklahoma Livestock association at Woodward, the Roaring Fork and Eagle River association at Carbondale and the Northern Colorado Cattlegrowers' association at Fort Collins.

"We have secured a number of new memberships during the year, but in cases of unfavorable conditions, our list has not grown as during previous years.

"It is with deep regret that I am obliged to announce to you the death of our general counsel at Washington, Hon. William M. Springer, which occurred December 4.

Legislation.
 "Early in February the bill which the association caused to be introduced in the Fifty-seventh congress providing for federal inspection on all interstate shipments of livestock, passed the senate and became a law. The enactment of this bill will be a saving to the livestock shippers of this country of from \$100,000 to \$150,000 per annum.

"All other measures which we had before the last congress failed of passage because of the deadlock in the senate over the Panama canal and statehood bills. These measures were re-introduced at the beginning of the special session of the Fifty-eighth congress, being as follows: 'A bill providing for a classified census of livestock;' calling upon the president to appoint a commission to investigate and report upon the forest reserves and conditions of the arid and semi-arid states. The president complied with our request, and November 30 appointed as this commission Hon. W. A. Richards, commissioner of the general land office; Hon. Gifford Pinchot, chief forester of the department of agriculture, and Hon. F. H. Newell, chief engineer of the department of geological survey.

"The Grosvenor anti-shoddy bill was also re-introduced at this session. The principal objection to the passage of the measure comes from members of the National Association of Wool Manufacturers. Their argument is, that we seek to prevent the manufacture of shoddy in any form. This association seeks only to have manufacturers stamp their goods giving the percentage of shoddy the same as manufacturers of oleomargarine are compelled to stamp their product.

"I invited the Hon. C. H. Harding, president of the National Association of Wool Manufacturers to attend this meeting or designate some person to discuss this question with you, and also to appoint a committee from the Manufacturers' association to confer with a committee of the National Livestock association with reference to this measure, but both invitations were declined.

cars or more at a minimum of 20 miles per hour.

"The stockmen while not opposed to the protection of the forests, have a decided and pronounced objection to the policy which has been adopted by the interior department regarding forest reserves. I refer particularly to the segregation of vast areas of grazing and agricultural land as a portion of these reserves, and the issue of orders excluding livestock from grazing thereon.

"It will require a strong pressure to secure the passage of the anti-shoddy bill; the influences opposing it are powerful and influential, the whole public manufacturing interest will be against it secretly. They all profit more or less by the fraud that is practiced by mixing shoddy in woolen goods and selling them for pure wool.

"Senator Lodge has introduced a bill in congress providing for the removal of the tariff on hides. Should this bill become a law, the loss would not fall upon the importer or the manufacturer, but upon the man who produces the animal. The average being \$1.25 for every hide, it would cause the cattlemen of the nation to lose \$15,000,000 annually. In the event Mr. Lodge's bill should meet with favor at the hands of congress, there is no question but that an attempt would immediately be made to remove the tariff from wool. If a law of this character should be enacted, it would mean a loss to the sheep industry because of the reduction in the price of wool of at least \$32,000,000 per annum, and we are justified in saying that the price of sheep would be reduced to the figures which prevailed under the free trade law which varied from 25 cents to \$1.25 per head.

"A coterie of officers of humane societies have introduced a bill in congress for the purpose of incorporating a National Humane society. The supporters of this bill are seeking by its passage to establish a new cabinet bureau in Washington, which shall be invested with the power to regulate transportation, inspection and handling of livestock in the various states, and of course it will follow that similar positions with handsome salaries will have to be created for its officials. It would nullify the law which the stockmen had passed at the last session of congress providing for federal inspection of livestock, and again placing the same under the supervision of state humane societies, a condition which would be far more objectionable than the old law to which we were so bitterly opposed. It is to our interest to use the same diligence in preventing its becoming a law as you will use in securing the enactment of others. The bill is also opposed by the Gerry society of New York.

Transportation.
 "During the past year I have received a great many letters from shippers, complaining that transportation companies failed to furnish the necessary equipment in which to transport stock, often necessitating shipments to be held for weeks near the loading point; that rates have been materially increased; that the time in hauling to market often did not exceed six or seven miles per hour; that trains were sidetracked and delayed for long periods, thereby causing great losses to shippers by reason of increased feed bills and shrinkage; also that railroad companies had decided to withdraw return transportation to shippers on January 1, and we were asked to seek to have these conditions changed for the better.

"Transportation companies when approached on these subjects did not seem inclined to be willing to entertain any proposition looking to a reconsideration of their ruling. The only way to secure relief seems to be through a hearing of these matters before the interstate commerce commission.

"In writing to a number of our members who had made complaints, requesting them to either promise to appear before the commission or furnish me with affidavits, they replied: 'We have submitted our case to the claim agent of the railroad, they have settled with us, and therefore we do not care to go any further in this matter.'

"It is very discouraging to the officials of this association to endeavor to bring about a permanent and satisfactory adjustment in matters of this character, when they cannot have the support of the men who are directly interested.

The Independent Packing Company.
 "This association has gone on record at its last two annual meetings as opposing any combination which seeks

to control the price of livestock at our leading markets and also dictates prices of meat and meat products to the consumer, and recommending the establishment of an independent packing plant as the only method by which competition may be had, and thereby secure for both the producer and consumer an equitable price. It is an undisputed fact that the decline in the values of beef animals during the past 18 months amounts to more than 32 per cent; hogs an average of 45 per cent and sheep from 75c to \$1 per head. Consumers, however, are paying the same price for their meats as during the time maximum prices were realized by the growers. In view of the fact that the nation is as prosperous as at any time during the past two years, the home and export demand for meat products is as great as ever and there has been no material increase in the number of head of livestock, the decline of \$150,000,000 in the value of livestock during this year is unexplained, for the only apparent reason being the unjust manipulation of prices at market centers.

"A number of stockmen met in Kansas City in the middle of June for the purpose of discussing this subject. Several other meetings were held, which finally resulted in incorporating the Independent Packing Company under the laws of Arizona with a capital of \$5,000,000. The officers and directors were elected at a meeting held in Denver on October 20, 1903.

"The desire of the officers of this company is, that the stockmen throughout the country shall subscribe for stock to the extent of \$1 for every bovine animal they own, 25 cents for every sheep and 25 cents for every hog. With this amount, independent plants may be established at desirable points to be managed by the best packing talent in the country. It is believed by so doing that a legitimate, healthy competition will be established. It is not the intention of the company to revolutionize the business nor attempt to destroy already established concerns. By this method, the stockmen, in addition to receiving handsome advances in the price of livestock, will receive a material dividend each year, which in itself would be a justification for stockmen to subscribe.

History.
 "The last annual meeting of this association indorsed the work of a company which had been organized for the purpose of writing a history of the livestock industry of the United States, there being no history of this kind in existence. I believe that I am safe in saying that the first volume will be ready by the time our convention meets in 1905.

Unjust Reports.
 "During the early part of the year reports were sent out from Kansas City to the effect that this association refused to take any action towards securing equitable treatment from transportation companies and that it 'stood in' with railroads and packers as against the stockmen. This report was without any foundation whatever.

"The impression also has been circulated in some sections that the support of the national organization is not equally distributed among the various branches of the industry; that either the cattle industry is contributing more than its reasonable share, or that the sheep men are called upon to provide more than their just dues. This report is also without foundation.

Finances.
 "The financial condition of this association at this time is not very flattering. Of course there are no unpaid accounts, neither is the treasury without funds, but I am compelled to say that the general fund during the past year had to borrow from the legislative fund for the purpose of paying current expenses. This sum, which amounts to but a few hundred dollars, will be repaid early in the present year.

"As I have already stated, the benefits which you have individually received from the work of this association amount to thousands of dollars and as an industry millions. You are called upon to pay for the support of this association in securing these results, 1 cent for every 20 animals you own, which is a sum too insignificant to remain unpaid by members of an organization which represents more capital than any other two industries in the United States.

"The dues and fees of the present membership are sufficient to pay all necessary expenses of the organization if promptly remitted. At the present time there are upon our books, dues and fees unpaid to the amount of nearly \$5,000. The following are delinquent for two years:

"The Eastern Colorado Stockmen's Protective association, the north Park Stockgrowers' Association of Colorado, the Iowa Improved Stockbreeders' association, the Colorado Cattlemen's Protective association, Woolgrowers' Association of Uinta County, Wyoming, Weld County, Colorado, Livestock association, San Luis Valley Cattle and Horsegrowers' Association of Colorado, Onida County Woolgrowers' Association of Idaho, Kansas Improved Stockbreeders' association, Missouri River Stockgrowers' Association of South Dakota, Nevada Woolgrowers' association, Tennessee state board of agriculture, Eastern Montana Woolgrowers' association, Utah Livestock association, Park County Cattlegrowers' Association of Colorado.

"I am constrained to say that the dues and fees of commercial organizations are paid much more promptly than those of livestock associations. Of the legislative fund of \$7,970 subscribed at Kansas City, all has been paid with the exception of \$1,100, and no doubt the most of this will be paid during this meeting. Messrs. Davis, McDonald & Davis, who subscribed \$100, and Charles E. Henry & Son of St. Louis, Mo., who subscribed \$50, refused payment of their amount until the former stating that they were ready to send check whenever they deemed the association was in need of the money, and the latter claiming that their \$50 was subscribed solely for the purpose of fighting the packers' trust.

"I wish to say in reference to this matter that it takes a certain amount of money to pay the fixed charges of the association, to publish our reports and promptly respond to the small assessments which are made against them for this purpose, it would be well to cease efforts which can only bring half results and continual annoyance and worry to those who are expected to accomplish the full measure of the association. A comparison of the standing of the association at the end of the first year and now might be out of place in this connection. When I made my first report we had a membership in good standing of not over 40, and our receipts for the first year amounted to but \$1,600. We had no standing whatever before federal or state law making bodies or transportation companies; in other words, we were an infant just beginning to walk. Today we are recognized by the leading bodies as the representative of the livestock industry of this country and able to secure just consideration whenever we ask it. Our membership has grown to more than 125 organizations with an individual membership of about 100, representing about 50,000 stockmen of the United States, and an invested capital of \$2,900,000,000.

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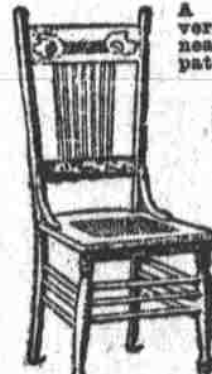


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ATTRACTS ATTENTION OF VISITING STOCKMEN—BUILT AS A MEMORIAL BY THE LATE RICHARD S. PERKINS, WHO WAS FOR YEARS A STOCKMAN.

The late Richard S. Perkins, builder of the Perkins hotel, was one of the best known stockmen on the Pacific coast a few years ago. His heart was with his life-long work and when he came to Portland to reside he put his stock money into the present hotel.

As a reminder to stockmen who visit Portland he caused to be placed in a niche in the tower of the hotel building a huge gilded bull. This bull still holds his position and gazes out over the city in a majestic manner. Since the hotel has been built it has been the Mecca of all coast stockmen who come to Portland. Thousands of tourists see the strange sentinel on the tower and stop to look at him and ask why he is there.

During the present livestock convention Clerk Thompson has been besieged with questions from strangers as to the meaning of the symbol.

"Say, why is that bull standing up in that stall? Did you put him there specially for us livestock men to look at and to get us to stop at your house?" asked a Montana visitor today.

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