

# MIDWAY JUSTLY FAMOUS AS A HORSE MARKET

## IT'S THE HORSE CENTER FOR ENTIRE NORTHWEST

### How the Business Has Grown from Small Beginnings to Its Present Mammoth Proportions--Barrett & Zimmerman, McLaughlin Bros. and R. J. Dickey the Leading Dealers.

THE Midway has become the home of the greatest horse market in the west. Years ago the transfer used to be the twin city stockyards. When the Swift plant was established at South St. Paul it compelled the stockyards to center at that point. But the horse dealing which had already established itself as an industry, remained, and seemed to prosper thru the removal of the other livestock market.

The Minnesota Transfer is geographically the natural place for a horse market. It is the distributing point for the entire northwest, and at the same time is the one point where shipments of horses can be brought in with equal convenience by all railroads running into territory where the dealers make their purchases. As the northwest develops, so increases the demand for horses, and so continually will increase the size of the Midway horse market.

The Midway a decade or so ago was far from being the Midway of today in the district where the horse market is located, the north side of University Avenue, extending a number of blocks down from Prior. Small barns had been supplanted with immense stables. Small running lots for horses have given place to enough fenced-in acres to make several respectable farms. One firm alone has forty acres of runways for its horses. This particular firm is the largest individual horse-dealing firm in the country, Barrett & Zimmerman; a firm of men who have come to the front thru their own energy, thru honest and extensive dealings, and—last, but not least—thru the most extensive advertising.

**Advertising Made Them.**  
"It is advertising that has made us," freely admits M. Zimmerman. The firm name is always before the public in some form of advertising. Mr. Zimmerman's love of horses is, perhaps, hereditary. His father before him operated a successful stock farm. When hardly 16, Zimmerman found himself with a little barn back of a feedstore at 217 Washington avenue N., Minneapolis. The barn contained but two or three stalls, yet here, in a small way, he began the business which was eventually to make him the greatest horse dealer in America. This little place he occupied for two years, 1880-1882. By progressive steps he occupied different companies at the time found himself doing a flourishing business at the corner of First avenue and Fifth street, where the Boutell building is now being rebuilt. Here he handled the business of the streetcars (in those days all cars were drawn by horses), and in 1888 was the mainstay of the streetcar company at the time of the strike. About the same time Zimmerman was the man who supplied the then flourishing Herdic bus line with all its horses.

**New Firm Is Formed.**  
Eleven years ago Mr. Zimmerman absorbed the business of J. D. Barrett, who had a stable at Second street, near the old Pence opera-house, and took in Barrett for a partner. The auction business of the new firm soon grew so large that other quarters had to be sought. Far-sighted in business, Mr. Zimmerman conceived the idea of moving out to the Midway district at the Minnesota Transfer. The land was cheaper and shipping and receiving facilities were unsurpassed. A site was accordingly purchased where the firm is now located, and a barn 50 by 150 feet erected. The first year in this location 4,000 head of horses were handled. In later years the Barrett & Zimmerman main barn was enlarged to its present size—300 by 500 feet—with numerous additional smaller buildings also occupied by the firm in the neighborhood. And the business has increased till the firm now handles 20,000 head a year.

Back of the main barn, the firm has a new forty-acre tract, commonly termed "the feeding lot." The Zimmerman horses are carefully looked after. No horse is allowed to stand on the plank floor of the barn too long. And if he is poor when received, he is immediately turned loose in the feeding lot. This "lot" easily holds 3,000 head of horses.

**Traded Horses for Land.**  
In 1894 Barrett & Zimmerman were a great aid during the hard times to those who had to have horses to continue their business, but who could not pay the cash. In this way the firm happened to supply many lumber concerns with horses, and in return took payment in out-over timber lands. At that time these cut-over lands were almost worthless, and went for a few dollars per acre. They have since increased vastly in price, however, and today Barrett & Zimmerman are just throwing them on the market, finding ready purchasers at from \$8 to \$15 an acre. The firm has 25,000 acres to dispose of. Not only has the land become valuable, but on their holdings have been

discovered several iron mines, which the firm owns today in entirety, the negotiations are now pending relative to some of this property.

**Purchases by the Trainload.**  
Barrett & Zimmerman continually keep fifteen buyers on the road, who ship their purchases into the Midway market, not by the earload, but actually by the special trainload. These buyers are all experienced horsemen, and cover Iowa, Minnesota, the Dakotas and Nebraska. One of these men spends much time in Kentucky, the "blue grass" country, purchasing the choice blooded thoroughbreds the company handles.

In the Boer war Barrett & Zimmerman supplied a large number of horses to the British government. The firm also supplied hundreds of head for our government in the war with Spain. Today overtures are being made by the Japanese government for the purchase thru Barrett & Zimmerman of 8,000 to 10,000 horses. Heretofore the Japs have been purchasing their horses from the American horse market.

Recently Barrett & Zimmerman erected a handsome brick stable in Du-luth, costing \$35,000. It is located in the heart of the business district, just across from the zenith city's postoffice. This stable is especially for the lumber trade, for the big heavy draft horses needed every fall for all winter use in the pines.

**Auction Sale Season.**  
Spring is the great auction sales time with the firms at Midway. The auctions begin early in February and are held every Wednesday afternoon. They will continue for about a month more, and the great bargains offered always draw crowds.

Barrett & Zimmerman are able to sell cheap because they buy all their stock for spot cash. At the same time, they do a large credit business. Any man who is poorly off for cash, but at the same time is well supplied with honesty, can purchase a horse or team from Barrett & Zimmerman. This concern now has between \$100,000 and \$200,000 in accounts carried on its books. Hundreds of men have been allowed to secure teams with a small payment down in the season when teams were in demand, bringing \$4 and \$4.50 a day, and thus the teamster is allowed to make his horses actually pay for themselves. Barrett & Zimmerman, contrary to what might be expected, have made a great success of this exceedingly lenient credit business. They are good judges of human character and are careful to whom they sell. Only twice has the firm had to foreclose mortgages on teams; once because a man proved to be an out-and-out deadbeat, and once because the purchasing teamster took to drinking heavily and failed to take proper care of his horses.

Barrett & Zimmerman own nearly all the business property in that section, including stores used as a barber shop, tailor shop, harness manufactory and store, two good-sized hotels, news stores and groceries. In short, the buildings owned by this one firm form the main business district of Merriam Park.

**Perfumer Colgate's Purchases.**  
William F. Colgate, the New York soap and perfume manufacturer and multi-millionaire, was a customer of Barrett & Zimmerman a few days ago. For six months, he said, he had been

looking for a fancy driving team that suited him. At Barrett & Zimmerman's he found, as he expressed it, "just what I want: a beautiful bay team." He also purchased a riding horse, and a Shetland pony for his little girl. These have just been shipped out to Portland, Ore., where the millionaire is to spend this summer. Before going he purchased a St. Louis world's fair prize carriage of a Minneapolis dealer for \$1,800, to match his fine new team. So delighted was he with his horses that the evening of his purchase he insisted on the Zimmerman brothers being his guests at a box party in a St. Paul theater.

**McLaughlin Brothers' Stables.**  
Mention of the Midway horse markets would indeed be incomplete with-

out their horses, enclosed within a brick, stone-capped wall. Here crowds often gather to watch the magnificent blooded stallions which are so frequently exercised within the wall.

McLaughlin Bros.' list of prize winnings is the largest ever granted to one firm and greater than the winnings of all other importers. Tho they import only the best, the importations are in such quantity as to insure the lowest purchasing expense to the firm. Hence the establishment is in a position to sell blooded stock at a comparatively low figure for the excellent quality always offered.

The array of prizes won by horses belonging to McLaughlin Bros. is something astounding. They aggregate 171 prizes in all, valued at \$9,272, and may be best summarized as follows: 2



ONE OF THE LARGEST HORSE MARTS IN AMERICA.

out something relative to McLaughlin Bros., America's leading horse importers and dealers in blooded stallions. McLaughlin's largest stables are located at Columbus, Ohio. Other handsome brick stables are located at Kansas City, Mo. And their newest stables, those at Midway, in the horse market district, are a duplicate of the Kansas City establishment. The Midway building is of handsome pressed brick, stone trimmed, with the name of the firm in raised letters on a large white stone base over the main central entrance. McLaughlin Bros.' three sets of stables combined, make them the largest horse importing establishment in the world. At one side of their building at Midway, is a runway for

grand champions; 2 reserve grand champions; 15 champion; 6 reserve champions; 15 gold medals; 9 silver medals; 3 bronze medals; 58 first prizes; 39 second prizes; 18 third prizes; 7 fourth prizes, and 6 fifth prizes. The company makes a specialty of magnificent Percheron and French coach stallions. The presence of McLaughlin Bros. in the Midway horse markets is indicative of the fact that the finest blooded animals to be had in the world are ever on hand in the great horse sales district of the twin cities.

**The Dickey Establishment.**  
A prominent horse dealing concern in the Midway is the establishment of R. J. Dickey. The Dickey stables ad-



THE MIDWAY HORSE CORRAL.

join the big main barn of Barrett & Zimmerman, and open advantageously on University Avenue. Mr. Dickey handles coach and general purpose horses. There is no horse dealer better or more favorably known thru Iowa, where he has a large business established, than R. J. Dickey. The firm used to be Brown & Dickey. Mr. Brown died, and Mr. Dickey has since (with two silent partners) operated the entire business. Mr. Dickey has been located in the Midway market for nine years, and during that time has established a large and profitable business and gained an enviable name for fair dealing and absolute honesty. Mr. Dickey is a firm believer in the theory that it is better business for all the big horse dealers to be located together as they are then to be in different parts of the twin cities. Being together, they form a great market for those who wish to buy, and for horse breeders throughout the northwest to dispose of their stock.

The horse markets attract a large number of non-residents to that part of the intercity district, and as a result a number of hotels, patronized by horsemen of all sorts, horse-breeders, shippers, sales agents, buyers, etc., have sprung into existence and do a good business. Stores of all kinds in the vicinity are enjoying a prosperous

trade only made possible thru the money brought into circulation by the horse markets.

### FAMILIES OF OLDEN DAYS

According to Authentic Records, They Were Often Remarkably Large.

The north of England seems to be a fertile soil for large families, for in 1797 we read of a Cumberland man and his wife, accompanied by thirty of their children, all attending the christening of the thirty-first child, and in earlier years another north countryman, Thomas Greenhill, applied to the then duke of Norfolk, earl marshal, for an augmentation to his coat of arms on the singular ground that he was "the seventh son and the thirty-ninth child of one father and mother."

In Conway churchyard there was to be seen—it can scarcely be there today—a tombstone bearing the following remarkable epitaph: "Here lyeth the body of Nicholas Hoeker of Conway, gentleman, who was the forty-first child of his father, William Hoeker, and Alice, his wife, and the father of twenty-seven children, 1637."

a recent gathering of Peter's progeny no fewer than 7,000 met and dined together under the apple trees in the orchard attached to the ancestral home-stead.

In families it is not an unknown thing for one child to be old enough to have a sister or brother young enough to be his or her great-grandchild. Thus the eldest of Thomas Beatty of Drumcondra had passed his seventy-third birthday when his youngest brother qualified for the cradle. When William Frost of Galphay, near Ripon, died in 1780, his eldest child was a sturdy boy of 88 summers and his youngest was hardly 16, and the Lady Powerscourt of today is half a century older than her latest brother.

There are cases on record where a century or more has divided the wedding days of father and son. The first Earl of Leicester was first married in 1775, and his son led his second wife to the altar in August, 1875; while Captain Francis Maude, who was married on June 28, 1849, was following the example of his father, Lord Haverham, had set him ninety-three years earlier, in 1756. But both these cases are quite eclipsed by that of General G. Stevenson of Bristol, who was united to his third wife in 1834 at the age of 82, and whose father was first wedded in 1704, the year of Blenheim. This seeming impossibility is accounted for by the fact that the father, who was born in 1680, was married for the third time at the age of 70, and the general was the son of the late union. Thus we get the remarkable result of a man whose father was born in Charles II.'s reign, wedding and wedding within the memory of many people still living.

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