

Co-operation for Livestock Men

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mers unite to make up a carload and ship the same, under the direction of a competent manager, to some competitive market. There the animals are disposed of thru a commission firm, the proceeds being returned to the manager and by him distributed to the owners of the stock. In Minnesota, Wisconsin and other American States, as well as in practically every country in Europe, farmers have organized for this purpose and the results obtained have, in practically every case, been eminently satisfactory.

The following account of the organization and work of typical American live stock marketing associations is taken from the July, 1913, issue of the Monthly Bulletin of Economic and Social Intelligence, published by the International Institute of Agriculture at Rome:

"The associations are easy to organize and simple in their working. They need no initial capital; the united support of the members is, it is claimed, sufficient to assure success. In fact, the operation they undertake on behalf of their members consists merely in assembling their consignments of live stock at a determined shipping point, making up full carloads and despatching them to the commission agent who acts as seller for the association at the terminal stock yards. The association afterwards remits to each member the proceeds of the sale of his consignment, less a proportionate share of freight and operating expenses.

"The board of directors usually set aside one day at stated intervals on which stock is to be shipped. The manager takes charge of each consignment and gives a detailed receipt which specifies the number of animals, their weight, and the distinctive marks assigned them. For each car shipped he then draws up a statement which shows the number of animals, the weight, shrinkage, net weight, price realized and expenses for freight, commission and terminal charges. This statement forms a permanent record of the shipment, and is filed with the report from the commission firm which takes charge of the stock as soon as the car arrives at the stock yards. There the stock is unloaded, fed, assorted into grades and made ready for sale. The manager makes no payment until the returns for each carload are received from the commission firm. He then compiles, for each member, a complete statement of what his stock weighed and was sold for on the market, and the expenses incurred in connection with it, and remits to the member, with this statement, a cheque for the balance due to him. The manager receives a commission ranging from six to ten cents per 100 lbs. of stock shipped. Operating charges, over and above freight, which varies with distance from the market, amount to from twenty to twenty-five cents per 100 pounds."

"An additional commission of one or two cents is levied and set aside to form a combined reserve and insurance fund to meet extraordinary expenses and to indemnify owners for loss or injury of animals in transit, when no blame attaches to owner, manager or railway company. The manager is always called upon to give satisfactory bond to the directors for the honest and careful performance of his duties."

Dozens of marketing associations, organized on this plan, are in operation in Minnesota and other central and western states, and have proven very satisfactory. Better prices have been obtained, interest in live stock production has been stimulated, improved breeding and feeding methods have been introduced, and live stock is now produced in larger quantities and of much higher quality than in former years.

There is no reason why similar associations should not be equally beneficial here in Saskatchewan. We have hundreds of communities where such concerns could be organized and commission firms on any of our larger markets would be glad to handle the business of such organizations. At first many of the associations might find it advisable to operate only for a portion

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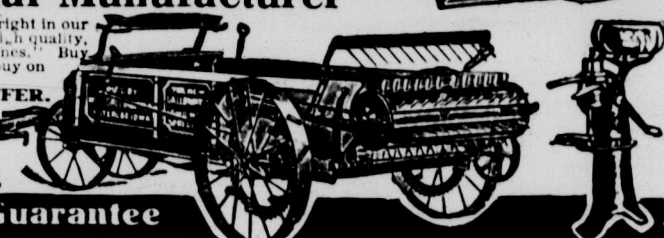
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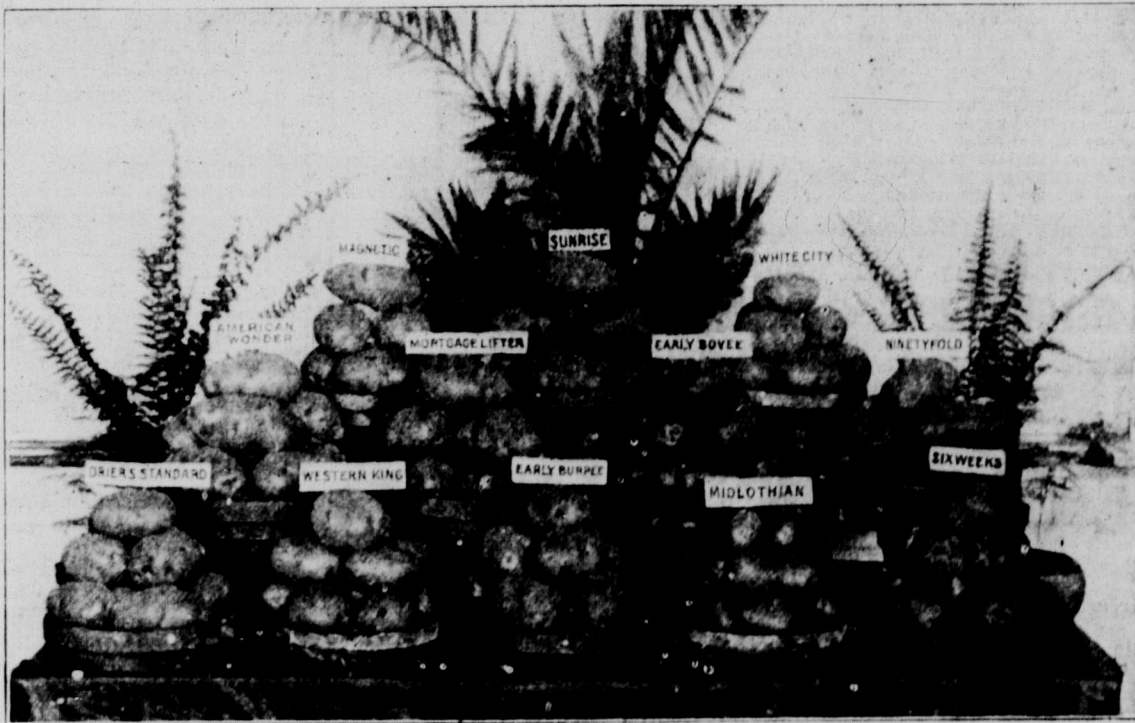
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