

There is good money in shipping your live stock co-operatively

Any campaign for increasing the supply of live stock as a war emergency measure should rightly be accompanied by some sort of organization of the producers for the purpose of attacking the market problems. Successful Live Stock Shipping Associations, both in United States and Canada, have demonstrated their benefits, and some of the marketing questions can best be solved by the producers themselves through organization.

Any group of men desiring to better the marketing of their live stock should survey the conditions of marketing as they obtain in the district and decide whether co-operative shipping is necessary to better such conditions. If organization is decided upon it should be gone into whole-heartedly or not at all.

If co-operative shipping is attempted the following suggestions should be noted:—

- (1) Where there is already a business organization of farmers in the district suitable for the purpose, the shipping of live stock should be co-ordinated with such, and a special live-stock department of the company established. Care should be taken not to over-organize the district, especially with a multiplicity of business organizations.
- (2) Some most successful shipping is done by Farmers' Clubs. Here also a special committee should be appointed to handle the business.
- (3) Where there are no local organizations through which to work, a special live-stock shipping association might be formed.

In any event a simple set of rules, such as the following, should be adopted:

NAME
This organization shall be called the **Live Stock Shipping Association.**

OBJECTS
The object shall be to market live stock in carload lots, and to buy and sell feeds in wholesale quantities, and anything else required by such an organization.

MEMBERS
Any farmer in the district may become a member by paying the annual membership fee and agreeing to abide by all the rules governing the Association. A member may be expelled for cause by the members in general meeting.

FEE
Each member shall pay an annual membership fee of \$5.00 which fee may be retained by the Association if the member fails to abide by any rule or rules of the Association. The decision as to retaining such fee or fees shall be with the members in general meeting.

COMMITTEE
A committee of three members shall be appointed to have charge of all live-stock shipping by the Association.

MANAGER
A manager shall be appointed by the committee, and he shall be paid a commission of 1 1/2% of the selling price of stock sold or at the rate of _____ cents per head of hogs, and _____ cents per head of cattle).

DUTIES OF MANAGER
The manager shall make arrangements for all shipments, grade and weigh each member's shipment, load cars, and sell cars under the direction of the committee, and make returns to members.

SHIPPING DAY
The committee shall designate the shipping days or if the supply warrants it, regular shipping days. Each member having stock to ship shall notify the manager at least three days previous to the day of shipment as to the number and kind of stock he will have for such shipment.

DELIVERY OF STOCK
Each member shall deliver on shipping day the number of live stock agreed with the manager to be delivered. Each member shall mark his cattle with a mark designated by the manager.

GRADING
The manager shall grade all hogs delivered, into one of the following grades: Heavys, Selects, Lights, Sows, Stags.

Each member's cattle shall be marked and sold separately.

LOSSES
Any losses not covered by the regular charges shall be met out of the funds of the Association.

PAYMENT TO MEMBERS FOR STOCK
The manager shall sell all stock for cash and shall first deduct the total expenses from the total amount received, for each shipment. The remainder of the money received for each shipment shall be paid to the members in proportion to the value of each member's shipment. The manager shall make all payments by cheque as soon as practicable.

AUDITORS
The Association shall appoint two auditors who shall audit the accounts of the manager as soon as practicable after each shipment.

CHANGING RULES
These rules may be amended by a two-thirds vote in the affirmative of the members present at any regular meeting.
NOTE.—Rules regarding meetings, quorum, voting, etc., may be inserted if thought desirable. It should further be noted:

CAPITAL
A Live-Stock Shipping Association can be successfully handled without capital, if members are willing to wait for returns till after sale is made. This is usually only a few days

after shipment, and is no hardship. If cattle or hogs are sold on the Stock Yards the cheque in payment is made at the time of sale and returns can be made to members almost immediately. When the capital is used, however, to pay members at the time of delivery of their hogs, or cattle, care should be taken to make such payment low enough to provide for all expenses, shrinkage, losses, price charges, etc. Preferably, however no capital should be used, and members paid actual money received for their stock, less expenses.

GRADING
It is essential that all shipments of hogs should be graded, and each grade sold separately. This does not mean that only select hogs be shipped, but if inferior hogs be shipped they should be sold as such. A select hog is one weighing 185 to 220 lbs., of the bacon type and properly finished. An endeavor should be made to prevent members shipping unfinished hogs.

SUPPLY FOR THE SHIPMENT
Some method should be adopted to hold members to their agreements to supply stock for any shipment. If arrangements have been made to load a car and enough hogs promised for that car, any member or members failing to live up to their agreement should be required to reimburse the organization in some way. The \$5.00 fee suggested is mainly for the purpose of ensuring delivery of stock promised.

THE MANAGER
It would, in many instances, be desirable to interest one of the local buyers of the district in this co-operative shipping and to obtain his services as manager. The manager should at least occasionally accompany shipments to market.

PAYMENT TO MANAGER
The manager may be paid a commission, say of 1 1/2 per cent, of the sale price of the live stock, or so much per head on the following suggested scale:

Cattle over 1,000 lbs.....	\$1.00 per head
500 to 1,000 lbs.....	.75 "
Under 500 lbs.....	.50 "
Calves.....	.15 "
Hogs.....	.10 "
Sheep.....	.10 "

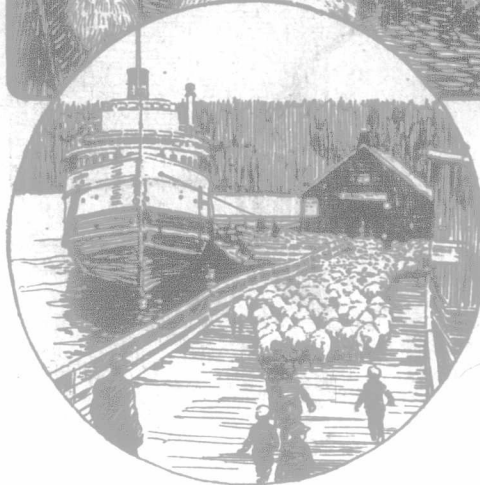
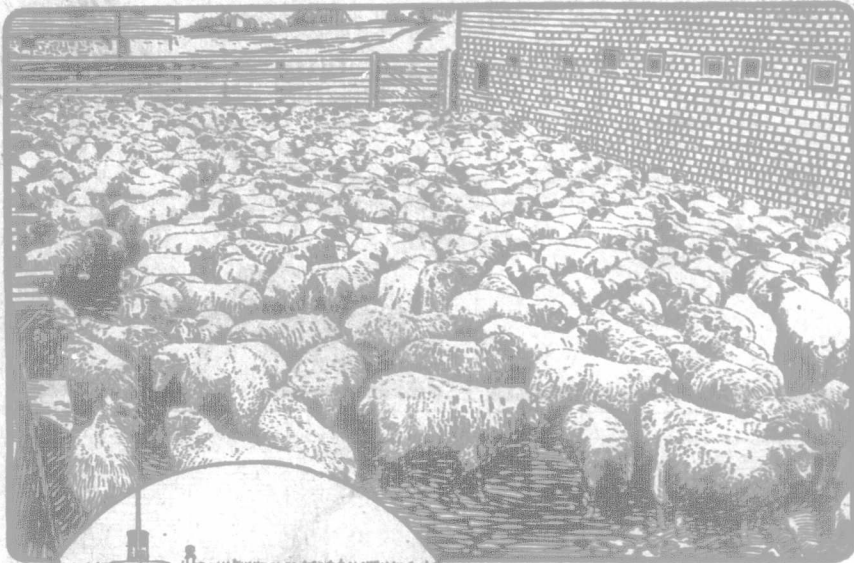
The preferable method is perhaps the per cent. basis, as requiring less book-keeping.

METHOD OF SALE
The stock may be sold (a) f.o.b. shipping point; (b) weighed off cars; or (c) fed and watered. This applies more particularly to the shipment of hogs, cattle are usually shipped to market and sold there. Stock may be sold direct to Packing House or through a commission firm, on the stock yards. The more desirable method for continuous shipments is to sell through a commission firm, as the stock is sold on a competitive market and usually brings its actual market value on the day of sale.

FIXED CHARGES
Fixed Charges in the Stock Yards market are:
Unloading—\$1.00 per car cattle and hogs.
Yardage—6 cents hogs; sheep; 25 cents cattle, calves 10 cents.
Feed—varies.
Insurance—10 cents per car.
Commission—\$8.00 single deck hogs and sheep.
\$13.00 double deck hogs and sheep.
\$13.00 per car cattle.

COMMISSION MEN
The following is a list of commission men on the Toronto yards, all of whom we believe are thoroughly reliable:

1. Dunn & Levack.
2. Rice & Whaley.
3. McDonald & Halligan.
4. Quinn & Hisey.
5. H. P. Kennedy.
6. J. B. Shields & Son.
7. Tucker & Mooney.
8. C. Zeagman & Sons.
9. Corbett, Hall & Cogan.



Not every Manitoulin farmer sells his lamb crop co-operatively, but all join because of the Association. These photos show a pen of lambs of the Association near dock, and the same lambs being put on board ship for Toronto market.

IN CONCLUSION
The Department will assist groups of farmers in the marketing of their live stock, especially with putting them in touch with conditions and the trade at the central markets. Because of the existence of central markets and of the conditions on these markets, the co-operative shipping of live stock is not only comparatively easy, but if adopted generally over the Province, would give a better tone to the trade and would give the individual producer greater confidence and perhaps justice in the sale of his live stock.

The Department of Agriculture will gladly assist in organizing an Association, and, for further information on this line and on the subject of co-operating markets generally, you are invited to correspond with F. C. HART, DIRECTOR CO-OPERATION AND MARKETS BRANCH, ONTARIO DEPARTMENT OF AGRICULTURE, PARLIAMENT BUILDINGS, TORONTO.

Ontario Department of Agriculture
PARLIAMENT BUILDINGS, TORONTO

Hon. Geo. S. Henry,
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Dr. G. C. Creelman,
Commissioner of Agriculture.



Others are doing so - Why not you?