

of all kinds excepting machinery. (2)  
Machinery.

#### Agreement with Association

Before giving further details of this it is necessary to refer to an agreement the directors of the company made with the Saskatchewan Grain Growers' Association last March. Our shareholders who have followed the trend of development of the farmers' organizations of Western Canada are aware of the fact that the Saskatchewan Grain Growers' Association within the last two years has considerably changed the character of its work. In addition to the propaganda work which had been its chief concern prior to two years ago, it has become incorporated with powers that permit its directors to engage in practically all classes of trade and in the last year they have been paying a great deal of attention to this phase of their work, namely, the supplying of commodities in carload and less than carload lots to the various local associations and more particularly to agricultural co-operative associations organized within the past year under the legislation passed by the Saskatchewan government authorizing the formation and carrying on of all such co-operative

#### Comparative Statement of Company's Growth

|                       | Opened Business |              |              |              |              |
|-----------------------|-----------------|--------------|--------------|--------------|--------------|
|                       | Sept. 1, '06    | June 30, '07 | June 30, '08 | June 30, '09 | June 30, '10 |
| Shares Allotted       | 1,000           | 1,853        | 2,932        | 7,558        | 14,131       |
| Capital Subscribed    | \$25,000        | \$46,325     | \$73,300     | \$188,950    | \$353,275    |
| Capital Paid-up       | \$ 5,000        | \$11,795     | \$20,385     | \$120,708    | \$292,957    |
| Grain Receipts (bus.) |                 | 2,340,000    | 4,990,541    | 7,643,146    | 16,332,645   |
| Profits               |                 | \$790        | \$30,190     | \$52,902     | \$95,663     |

|                       | 14 months to |              |              |              |              |
|-----------------------|--------------|--------------|--------------|--------------|--------------|
|                       | June 30, '11 | June 30, '12 | Aug. 31, '13 | Aug. 31, '14 | Aug. 31, '15 |
| Shares Allotted       | 24,602       | 27,321       | 32,500       | 42,477       | 47,976       |
| Capital Subscribed    | \$615,050    | \$683,000    | \$809,950    | \$1,061,925  | \$1,199,400  |
| Capital Paid-up       | \$492,062    | \$586,472    | \$645,361.80 | \$771,409.35 | \$867,422.00 |
| Grain Receipts (bus.) | 18,845,305   | 27,775,000   | 29,975,000   | 29,920,225   | 18,821,042   |
| Profits               | \$69,575.46  | \$121,614    | \$164,332.57 | \$151,080.92 | \$226,963.08 |

organizations. It was thought by some of the leaders in the Saskatchewan Association that all trading and business done with the local organizations just referred to should be left in the hands of the Central Saskatchewan Association. It was very clearly impossible for The Grain Growers' Grain Company to withdraw its activities in this direction from the province of Saskatchewan since the company has almost 7,000 shareholders in that province. There was thus a serious danger of a conflict in interest

arising between the company and the association, and to prevent this as far as possible, after considerable discussion an arrangement covering the present calendar year was reached between the directors of the company and the executive of the Grain Growers' Association, whereby this work would be carried on jointly. Broadly speaking, the company became the purchasing agency and the association the distributing agency. Under the agreement the association was to purchase all its requirements in this direction

with a few exceptions thru the company and the company agreed on its part as far as possible to have the distribution done thru the medium of the association. I mention this because in the figures I am about to give you, indicating the volume of business done in this department, it must be borne in mind that included in them is the business done thru and with the Saskatchewan Grain Growers' Association. It is proper to state here that we also did a considerable business in these lines handled thru the Alberta Farmers' Co-operative Elevator Company, altho we had no formal agreement with them.

#### Million Dollar Business

Coming now to deal more particularly with the work of this department of the company's business, it is gratifying to be able to say that it has shown a very satisfactory growth. The total volume of business done up to the end of August, 1914, exclusive of machinery, totalled about \$580,000. For the year ending August 31st, 1915, exclusive of machinery the total volume of sales amounted to over \$1,062,000, or an increase of slightly over 84 per cent. This was made up as follows:—

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## The Average Hog in Farm Economy

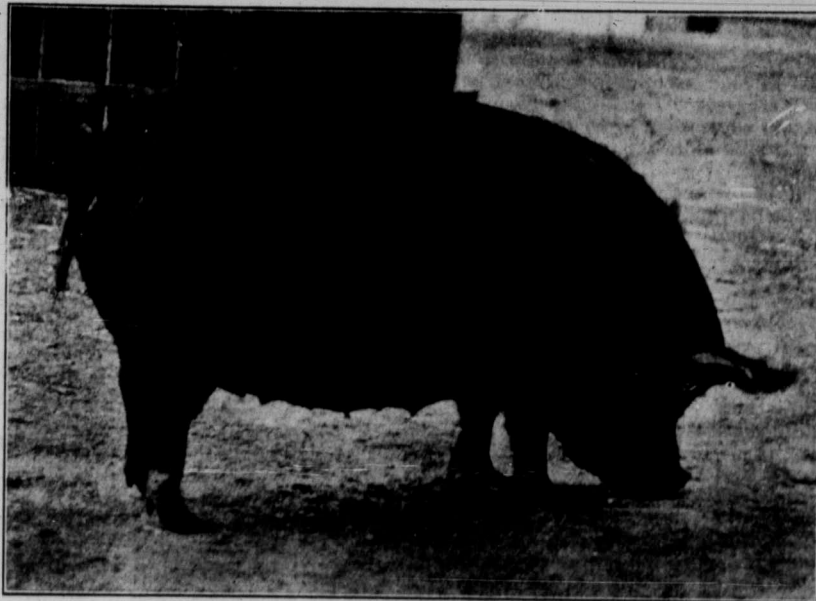
By J. McCaig

An ancient treatise on hogs reads as follows: "Hogs are most extraordinary animals; but tho in many respects rather disagreeable they are of very considerable importance to the community at large and to farmers in particular. There is no other animal affords so much human sustenance in flesh, in proportion to the time in which it is raised, and in no instance has nature shown her economy more than in this race, their stomachs seeming to be intended as a receptacle for many things that other creatures refuse and which, but for them, would be entirely wasted, for they industriously gather up and greedily devour what would otherwise be trodden under foot—the refuse of the fields, the gardens, the barns and the scullery." From which it appears that the independent and gentlemanly hog has carefully guarded and preserved in his march adown the ages those qualities which constitute him now and at all times a pig. The woman at the exhibition remarked also, "It's no wonder they call them pigs," without any explanation whatever. It would look as tho hog nature was well enough understood to make it possible for those speaking of hogs to put their ideas into well packed expressions.

About the disagreeable aspects of the hog we do not propose to go further than to notice that the hog is a much maligned creature. He is the only one of the domestic animals that takes specific care not to foul his nest. If there is still any disagreeable feature in hog keeping it is due to the breeding and habits of the hog man. The interesting and necessary thing to settle is the place of the hog in farm and general economy. The ancient writer quoted above didn't omit much in his sketch paragraph—the value of the hog to the community, to the farmer and the capacity of the hog for the conversion of waste foods.

#### Pork a Standard Commodity

There is no class of meat of greater general usefulness. It is the best suited of all for stored meat. This applies to all classes of consumption. The hog has adjusted his cuts susceptibly to the people of both strong and delicate stomachs, in town, country and camp. Everybody knows this, of course, but it is worth while telling the producer over again that because pork is so easily cured it is always available to the consumer which has made it a commodity of universal, standard demand and hence it should be a universal factor in farm enterprises and production. The trouble seems to be that the demand is not judiciously nursed or fed. Of course, all meat products suffer from capital monopoly and want of effective and actual competition in marketing, but there are certain troubles and disorders on the marketing side that are peculiar to the hog. Pork is peculiarly subject to ups and downs in marketing, especially downs. Hogs breed younger and produce more



Picking up wastes and turning them into satisfactory profits

abundantly than any other kind of farm stock and gluts are more easily induced. When high prices are running everybody gets out for a few sows. In a few months the hog population is increased from five to ten fold. Hogs are commonly produced or at least finished on a considerable quantity of concentrated feed and there is a stated time at about the age of six or seven months when the value, or quality at least, of pork is highest and

when the limit of profit in feeding is most nearly reached and they practically have to be sold. When prices fall the unloading process is intensified. Young or half finished hogs are run on the market and prices are cut worse than ever. The farmer becomes disgusted and goes out of hogs. This is what happened last winter when grain went so high. Feeding and breeding both stopped. Now the price of good sows is high again. Every-

body is in the scramble to get in and start another glut. The quick multiplication of hogs seems to have the effect of putting farmers in when they ought to be out and out when they ought to be in.

#### Commercial Agriculture Overworked

The trouble really comes from the desire of the Western farmer for big business. Hogs on the average farm are or should be a kind of side product, exception being made in the case of the man with great natural aptitude for hog raising or with a taste for producing a good quality of pure-bred stock. Hogs in large numbers go wrong easily and go wrong badly with the fellow who has no eye for the care and condition of a hog; but every farmer should be in, and in all the time, for the economical production of his own meat and for a smaller or larger surplus besides, according to how well he likes the business. The commercial agriculture bug has got hold of us in rather aggravated form. With many people it stands for the practice of selling everything you raise and buying what you need or rather want. The buying habit favors the development of wants beyond need. It doesn't pay to sell four cent beef to buy thirty cent bacon just to prove that your farm business is a real commercial enterprise. The right conception of the commercial idea in relation to farming is the careful use and conservation of the plant and the economical production of precious commodities to the limit of the resources of the plant.

#### Home-making and the Hog

We can even modify further our conception of commercial agriculture. The first claim on business enterprise is home-making. Most of us will have to assimilate our land enterprises to this conception. So far land holding has been three-fourths speculation and one-fourth farming and home-making, but the easy outside money has quit coming and land values are being determined by intrinsic productive capacity for the direct satisfaction of human wants. The farmer himself is the first one to be satisfied and in the future farm enterprises will be more self-contained than in the past. We will have to cut down on the canned goods and hunt a favorable exposure for corn and tomatoes in the kitchen garden plot. We will find more use for skim milk, whey and small potatoes. We will use our wheat straw to bed the little pigs and the tailings to keep the shoats going. We will supplement our grain growing with fodder growing as alfalfa, peas, rye, rape and grain mixtures to help the land, increase our livestock production and put the streaks in the bacon. This is both home-making and money-making. It is into a scheme like this that the brood sow fits well or perhaps a couple or half a dozen as judgment and experience point. The days of plunging, bucking and changing ends quick are over.



HOW GLUTS ARE STARTED.