

or in some cases a set sum per head. I beg to inform you that on and after April 1, 1920, the above-mentioned charge is not to be deducted from account sales of live-stock yards."

### Co-operative Marketing of Live Stock.

There was a time when practically all our live stock was sold to drovers who, in turn, shipped to the central markets. Where two or more drovers shipped from one station the competition kept prices at a high level, but in outlying districts the drover made the best of the situation and, like most business men, bought as cheaply as he could and then sold to best advantage. There was nothing wrong in this except that where competition was lacking the producer was very often forced to take a good deal less than his stock was worth. This fact gave rise to the co-operative shipping of live stock in many localities, and the scheme proved so feasible that the good work spread with great rapidity, not only in Canada but in United States as well. The stock is shipped to a central market and sold by a commission firm or by the man in charge of the load, and the sale price less selling expenses returned to the producer. The middleman's salary or profits go to the producer, and the former can devote his energies to a more productive line of work. Even in this method of marketing there are difficulties to be overcome. In some districts efforts have been made to discredit and, if possible, to wreck the co-operative movement. However, it is thriving at present, and as the work is more thoroughly understood co-operative selling not only of live stock but of all farm products will be practiced.

In the following paragraphs Dan M. Johnson, the Government Supervisor of Canada's stock yards, who has had a wide experience in the handling of stock,

associations in Europe. If the Canadian farmer is to successfully compete with other nations, and obtain a reasonable rate upon his labor and capital, he must not only resort to scientific methods of production, but must find the shortest and most inexpensive route from the producer to the consumer. Every unnecessary expense in the distribution of farm products and farm supplies must be eliminated. It appears singular when analysis of the subject of co-operative marketing is made that so many co-operative movements should be born and reared in fields foreign to the shipping of live stock. There are no farm products so easy to market as live-stock, yet many highly specialized co-operative marketing movements, much more complex, have been successfully conducted for years. It is singular then that the live-stock shipping movement in the co-operative field is so young. Compare live stock marketing with other co-operative movements. There are to-day co-operative concerns handling eggs, fruits, vegetables, milk, cheese, etc. These associations have found it necessary to construct large storage houses where their products are sometimes held for months until they are sold for the desired price. This method causes expense, as it is necessary to tie up large sums of capital. All these large co-operative concerns have had to spend vast sums in advertising schemes to aid in selling their product. Much attention and expense is given to the method of placing the product before the public. Live-stock shipping is less expensive in nature, as in the first place no capital is needed; it is not necessary to have buildings or a warehouse and no expensive storage problem exists. The whole thing resolves itself down to a quick movement from the farm to the nearest market of the stock to be sold. It has always seemed very strange that this simple method of marketing has not been used by our live-stock raisers to a greater extent. Very few farmers are able to ship a full carload of stock. The logical conclusion is that several farmers bind them-

Stock received from each individual shipper is marked so the animals may be identified at the terminal stock yards. This method is adopted so that each farmer may receive the exact amount his live stock brings on the day it is sold. Most live-stock shipping associations clip Roman numerals on the hips of the cattle and calves with a small pair of scissors, especially made for clipping marks on animals. This is done when the cattle are received by the local manager at the shipping point. Each person shipping in a car is given a number, this number being the one clipped on the animals. In the case of a cow with a small calf at foot, which are to be sold together, the number is clipped on the right shoulder of both cow and calf. The reason for marking the cow and calf in this way is that it may indicate to the commission man at the terminal stock yards that the cow is not to be sold to the butcher, but she is a milk cow and has a calf at foot. Sheep are usually marked with paint of different colors and in different places as on the head, the top of the shoulder, or on the right or left hip. This is a very simple method of marking sheep. Hogs are not generally marked, but are graded according to weight. Hogs between 140 and 250 pounds are known and listed as "selects." The rest are known as "cut-outs" and consist of sows, heavies, stags and boars. Each owner's cut-outs are marked in a different place and are described as "green-back," "green-rump," etc. By shipping live stock co-operatively a farmer who may only have half a dozen cattle to sell is able to place these on the market with just the same expense per head as if he owned a carload.

The manager makes no payment to local shippers when the live stock is delivered, but waits until he has received full returns. A complete statement may either be made by the manager or by the commission firm handling the shipment. Making out individual statements is called "pro-rating." A small charge is made by the commission firm for this service. A complete statement gives the selling weight, price per pound, gross proceeds, expenses, net proceeds. Associations have various ways of paying their manager, sometimes he receives a straight salary, and sometimes so much per hundred pound weight. Some associations set aside so much for a sinking fund. This fund if created, enables the manager to pay for animals lost or injured in transit. Some associations carry transit insurance. The sinking fund sometimes is used for the building of a shed at the shipping point, and for the purchase of stock scales to be used by the association for weighing.

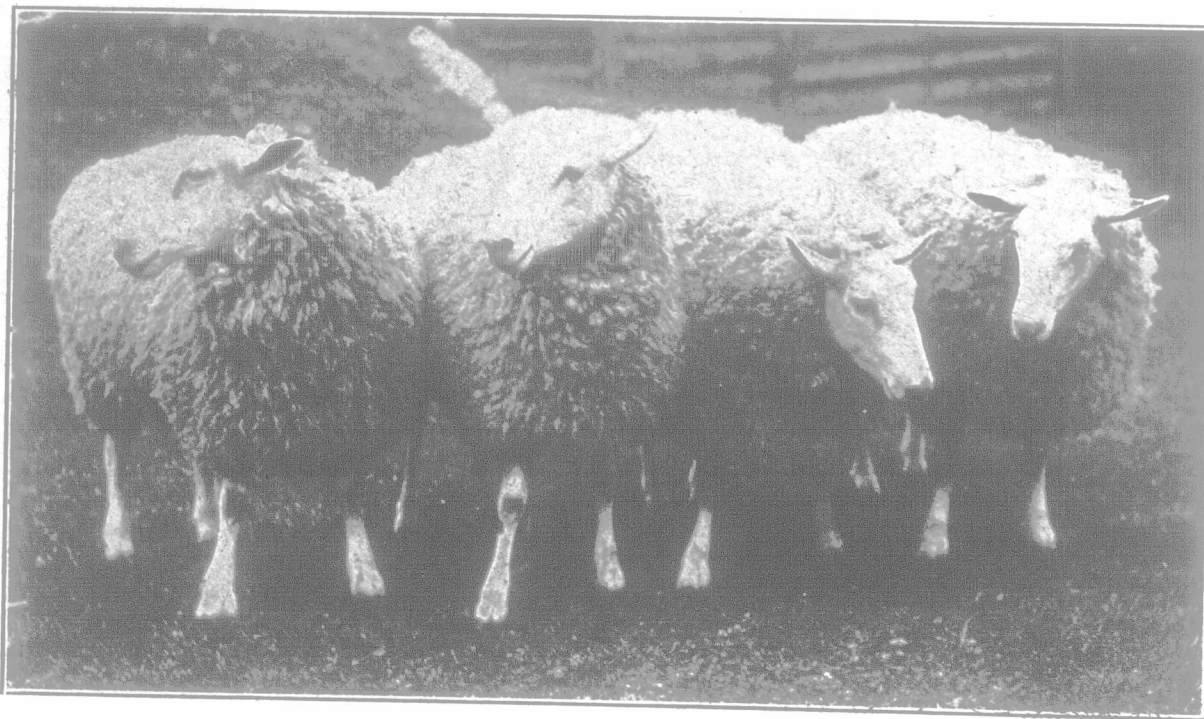
### Feeding the Young Litter.

The hog feeder who has a liberal quantity of dairy by-products as skim-milk or butter-milk certainly has the advantage in starting young pigs. However, it is possible to raise thrifty, growthy pigs without milk. To start with, it is important to have the pigs eating well before weaning. Instead of taking the sow away at six weeks she should be left with her family until they are at least eight weeks old. If they are handled rightly they will receive no noticeable setback when they are forced to rely entirely upon feed from the trough. Some men are born pig feeders, judging by the way pigs do under their care. Others never seem to raise a litter profitably, even when conditions are ideal. The secret is largely in attention given to details in the feeding and comfort of the stock. Pigs which are rolling fat frequently die suddenly or else become unthrifty. They are generally killed with kindness. The feeder has them in a small, comfortable pen and feeds heavily on grain. Too heavy feeding and lack of exercise are fore-runners of apoplexy and unthriftiness. Success depends on keeping just within the appetite of the stock, keeping it warm and dry, and providing exercise.

If skim-milk, finely-ground oats and good mealy shorts are available together with mangels, the pigs can be kept going right ahead after weaning, provided the feeder watches the trough closely to see when he is feeding enough. It is a little harder to bring the pigs along for the first two months after weaning when dairy by-products are not available. An effort must be made to compile a ration that will come closely to the one in which milk is used. The concentrates above mentioned are as good as any obtainable, and to these may be added tankage up to ten per cent. of the weight of the feed. Ground flax or oil cake may be used to advantage as a partial substitute for milk. We have known of very good success resulting from using a half pint of ground flax to a gallon of shorts and oat chop, and the mixture soaked twelve hours before feeding. Then there are commercial feeds on the market which are supposed to contain a balanced ration for young and growing pigs. In some of these powdered milk, tankage, oil cake, etc., are used. Success depends on feeding all the pigs want of a balanced ration without interfering with the appetite. Intestinal trouble frequently follows irregular feeding, giving decomposing feeds or over-feeding. Once the digestive system is weakened or disturbed, unthriftiness results.

Concentrates are not the only feeds which enter into a pig's ration. The cost of feeding may be materially reduced by using roots and leafy clover or alfalfa hay. These take the place of green feed which a pig would obtain on free range. Then, too, mineral matter must be supplied in some form. Quite frequently the regular ration contains it in sufficient quantity, but it is a good plan to supply ashes and dirt. A mixture of sulphur charcoal, lime, salt, etc., might also be advisedly fed occasionally.

The main object is to keep the pigs growing rapidly, and to do this the feeder must cater to the wants of the animals under his care. At best pig raising is expensive



A Fine Quartette of Leicester Ewes.

expresses his views on the benefit to be derived from co-operative selling, and explains how the work is managed by different shipping associations:

Farmers must realize thoroughly that they can no longer depend entirely on the grass which nature has so abundantly provided, but must supplement their pastures with feeds cheaply produced, which will prevent loss during winter or in summer when climatic conditions are unfavorable. The most successful stock raiser of the future will be he who studies and works out means and methods of increasing the carrying capacity of his grass lands, grows crops which will yield the largest amount of nutriment per acre; harvests and stores his feed in the best manner, supplementing concentrates when necessary to increase its efficiency. In addition to his ability as a farmer and feeder, he must possess a sufficient knowledge of live stock to select the type of cattle which will most economically turn the products of his farm into meat, and at the same time be a desirable feeder and when marketed, make a first-class carcass. Another factor which will contribute to his success will be a study of market conditions, so his product may be cashed when most in demand. Stock men who thoroughly master all phases of the business and change their methods and ideas as new conditions confront them will be able to compete successfully with others who cling to old ways. The live-stock business is one that demands a large investment of brains as well as capital.

Co-operation in the marketing of farm products of all kinds has been the practice of European countries for many years. Up to the time of the war nearly every kind of farm produce was marketed under the co-operative plan. Why was it necessary to adopt this method? In Europe the agricultural land is limited in extent and thus extremely expensive to purchase. The countries were thrown into competition with new nations with cheaper lands, and so they were forced to adopt more economic methods. They worked out and adopted various co-operative enterprises. The increased price of land in our own country is giving rise to the same conditions which forced organization of co-operative

selves together by forming an association for the purpose of shipping co-operatively. This affords the opportunity for the small live-stock producer to be in a position to sell his small offering on the open market. Co-operative selling system tends towards the improvement of live stock:

1. Farmers pay more attention to market reports.
2. They are encouraged to raise the grades of stock that bring the best price.
3. Tends towards raising breeds and first step towards community breeding.

The first step to be taken by an association or a group of farmers for the co-operative shipping of live stock is the engaging of a competent manager. A manager of ability is the mainstay of the association. He must be honest and capable, possess a knowledge of live stock, know how to secure the best results in selling his shipments, and have a grasp of business principles. Too much emphasis cannot be laid on the securing of the right kind of a man for manager. In some cases men who have for years been shipping live stock to the market have become managers of shipping associations. After a suitable manager has been secured and an organization perfected, the next step is to decide from what shipping station shipments are to be made and on what days. In many places one day in each week is decided upon for a shipping day. If but little stock is available once in every two weeks may be sufficient. Farmers who have stock ready to ship report to the manager by telephone or letter, stating the kind, number and weight of stock ready for shipment, stating date they wish to ship. A record of this is made in the office of the manager and when sufficient stock is on the books, the manager notifies the farmers who have reported the day delivery will be expected at the local yards. On the delivery day at the local yards, the manager receives the stock and weighs it. Some places do not have scales, so the stock cannot be weighed. A receipt showing the number of animals, their weight and mark used is then given each individual shipper. All receipts for stock received should be made out in duplicate, the farmer receiving the original and the manager keeping the duplicate for his office record.