

market, unless you are particularly interested in seeing what your shrink will be right at that time, you could walk away and come back later and rest assured that in the meantime your stock would receive all the attention which is necessary.

You possibly would be interested in the sale of the animals, if it is cattle, because it does not take long to sell a string of hogs.

I would like to interrupt here and give you one or two significant statements relative to the amount of stuff which it has been possible for the farmers' company to handle at least on one market in Western Canada. I refer to the Alberta Stock Yards. In the month of June we handled in Calgary alone more live stock than our next three competitors on that market. I could mention the names of the commission firms but I do not deem it advisable. I simply give you that information for what it is worth. We had more than the combined handlings of three other firms on that yard and we did not pick out what we call the tail-end of it. We have handled off and on for several months now over 60% of the hogs of the total handling of the yard, cutting out, of course, through billed stuff which is going to the Eastern markets and should not be included in the amount which is handled on that yard. I would like to say this, however, that if we had not made this progress, because it has been some progress, for as Mr. Baker fully pointed out to you, when we first opened on the yards at Calgary, we were somewhat of a laughing stock, but conditions are changing down there and while it is a matter of possibly considerable satisfaction to us, we must bear this point in mind, that it is not we as individuals who have been able to accomplish it. It has been through the support and co-operation of all the Province of Alberta, at least the agricultural part of it, and while we accept office, such as it is, in connection with their Associations, etc., when the offer was made here last Spring to place myself in the Office of President of the Calgary Live Stock Exchange, I turned down that honor, because honor it is if you take into consideration the fight which we have had with these people in years gone by, I turned that down because I would not have a vote in the farmers' interests if I had held the executive chair. I should say that we should be heartily ashamed of ourselves if we had not made this progress, because if we had not all the support, we have had pretty good support from the people we have weaned over to the co-operative marketing of live stock. Some people may say "this does not get you any particular place, you must have an outlet for this; you must have a packing plant of your own." We quite agree that we should have, but I submit that this is not the opportune time for development along that line. We must take into consideration that if we go into a line of endeavor, we must go into it with sufficient financial backing to insure its success, and while we might be able with the help and assistance of the people of the country, to gather together a few millions of money in order to build and equip packing plants, I would just like to call your attention to the fact that then we have only barely started. We would have a fight on our hands, and I believe you will agree with me that it would be some fight, when you take into consideration the hundreds of millions of dollars behind the packing interests. While we must ultimately get into this game, this is hardly the proper time for that.

To go back to the actual sale of stock on the yards—some people have asked me, on going to the Stock Yards first, where is the sales ring? We have no such institution as that. The selling and buying is all done by private treaty. We work under certain rules of trading which must be followed by every person who has anything to do with the yard, and I believe you will agree with me that that is important. There should be some definite line of action. Consequently we have to trade in a certain way. When we call a buyer into a pen to bid on cattle or he calls to you to go into a certain pen to bid on cattle, that is a closed area to every other buyer until we or the buyer step out. If we get together, each man's stock is taken to the