

# Echoes from the Lecture Platform at Guelph

## Marketing Live Stock

*J. J. Ferguson, Chicago Ill.*

**A**FTER many years of observation, I am firmly convinced that an open central, competitive market is the best place in the world to sell live stock. I am not here to boom any particular m.k.e.t. I am going to take the one I know most about as an illustration. At the Union Stock Yards, Toronto, there are buyers for a number of packers and butchers. There are buyers there for shippers and exporters. When your stock arrives it should be promptly unloaded. It should be rested and fed and watered.

As to whether you should sell your stuff personally or consign it to a commission man, there is a very great difference of opinion. One thing I would do if I had a car of stock shipped to Toronto, I would take the time to come in and see that car of stuff sold. I would consign it to a commission man. Why? Because he is your hired man; he is your agent for the time being. He knows all the ins and outs of the market and knows the buyers and knows the supply and demand. You go to the market once in six months. What do you know about the game? The other fellows are there every day in the year. My advice is to consign your stuff to a commission man and then come in and see it sold. If your stuff sells for 15 to 20 cents a hundred less than other lots shipped at the same time go along with the buyer and find out why your stuff sold for less, and the next time try and have that little extra finish or uniformity that will give you the highest price for your cattle.

I think that is one of the things in which we have been a little careless. I know that down home in Leeds county some of the farmers are feeding the same kind of cattle and in the same way that their grandfathers fed them fifty years ago. There have been great advances in the West.

## Give What the Market Wants

I don't believe you people keep close enough to your market. I don't believe you know what the packer wants. While it is a nice thing to be master at home, when you get to the market you have got to supply what that market wants and you must take the price which that market will pay. What is the packer? He is merely the middleman; he is the manufacturer. The packer does not eat all the beef, mutton and pork that comes to the market. He takes the live animal and manufactures it into the finished product and that goes to the consumers of the world. When the housewives of Ontario say they want lamb chops from lambs weighing 75 to 85 pounds, then you will find that that kind of lamb will bring a good deal more money on the market than heavy lamb. Then it becomes a question of whether you want to get in line with the market and supply that kind of lamb and not the heavy lamb.

In the cattle, we have to do the same thing. What is required is a well trimmed steer weighing from 1,000 to 1,050 pounds. Occasionally somebody wants a heavier cattle to go to the New York or Boston market, and they will pay

a little extra for them, but that is a temporary market. The market you want to cater to is the large steady market. The day of the heavy fed ox has gone by. We no longer want the heavy beef weighing from 1,500 to 1,600 lbs.

I have seen at the Toronto Stock Show some heavy steers that weighed 1,700. They are white-elephants on the market. They are cov-



In the Rich Corn Belt of South Western Ontario.

In the Rich Corn Belt of South Western Ontario.  
The scene of this photograph in Essex Co., Ont., is known as the West Scheme. The land here is very productive but must be drained with the aid of pumps, each land owner paying his share; from \$100 to \$300. There is no better corn land anywhere in America than is found in this and other sections of south-western Ontario. It follows, also, that there is no land better adapted to live stock farming.

cred with great daubs of tallow. Why that stuff is thrown in the rendering tank. You cannot sell pure tallow to anyone to eat. If you will follow the advice given by the experimental stations and our best practical feeders, and finish your cattle early, they will give you the best returns. If you bring them to the market in light weights all covered with good eatable meat, you will find that you will get the top market price.

## The Outlook for Sheep

H. S. Arkell, B.S.A., Live Stock Branch, Ottawa

It may be a surprise to some that the exportation of sheep for the months of September and October, 1914, aggregated 47,000 head. Or-



**An Angus Steer That Sold for \$690 as Beef.**  
This is "Wee MacGregor," champion beef steer at both Guelph and Toronto, posing for his last photograph. He was sold to the T. Eaton Co., for \$690, and dressed over 1,000 lbs.

dinarily, such surplus as Canada has had available during the fall months, has gone into cold storage and been placed on the market for consumption during the winter and spring months. We have been informed that, at present, very few sheep or lambs are hung in Canadian cold storages. Our surplus has gone across the line into the New England market. This

export trade has held up the price during the past months to an unprecedented level for the period and it may be expected that lamb will be a dear commodity before spring.

That Canada, with her small sheep population, should have any surplus for export reveals definitely the shortage and high price of small meats in the North American continent.

ent. The present situation is so plain that he who runs may read. Taking into consideration the cost of production, it is doubtful if any more profitable animal than the sheep can now be kept on the Ontario farm. I cannot but recommend the advantages of sheep raising, and feel justified in pointing to the profits that may be obtained in that industry.

### Feeding Hogs for Market \*

*Prof. Geo. E. Day, O. A. C., Guelph, Ont.*

**QUESTION** if it ever pays to keep hogs on a maintenance ration and then finish for market by heavy feeding in the last few weeks. My conclusion is based on the fact that young animals will make cheaper gains than older ones and it pays to hustle them right from the start.

In experiments that we have conducted the following results have been obtained:

Weight.	Meal per 100 lbs. gain
54 to 82	310
82 to 115	375
115 to 148	438
148 to 170	455

These figures show the more economical returns from feeding the younger animals.

In another experiment at Guelph we had pigs, fed on meal and water alone, make 1 lb. of gain on 280 lbs. of meal. It just happened that these were particularly good pigs, but the result goes to disprove the common claim that pigs cannot be fed at a profit without skim milk, but a good substitute for it found in some of the best brands of tankage. And I would emphasize the fact that tankage is a food, not a tonic.

### Pasturing Market Hogs

I would always supplement the best pasture with grain feeding and I do not believe in letting pigs have too much range when they are intended for market. They can be put on pasture at 100 lbs. weight. Red clover is one of the best pasture grasses for pigs. Alfalfa is better for the pigs than the pigs are for the alfalfa. Here is a pasturing plan that we find good.

Divide the hog pasture into two equal plots. Plow one-half in the spring and sow to grain seeded down with clover. Cut the grain early for hay or green feed and in a short time there will be good pasture available for the pigs. This same field will afford spring pasture for the pigs until the grain has been cut off the second plot.

second plot, seeded the second spring. Or, again, clover hay may be gotten off by the end of June, and by the end of July the aftermath will afford good pasture for spring litters. Rape is not as good a pasture for hogs as is clover. On pasture we would feed three-quarters of the full meal ration.

\*Synopsis of an address at the Guelph Winter Fair, December, 1915.