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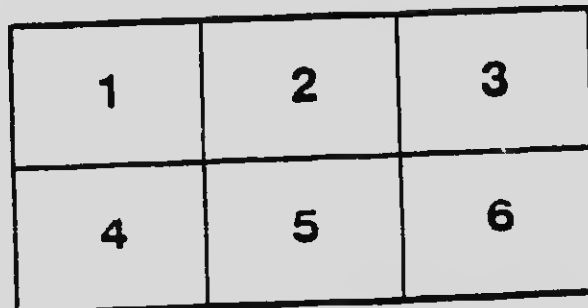
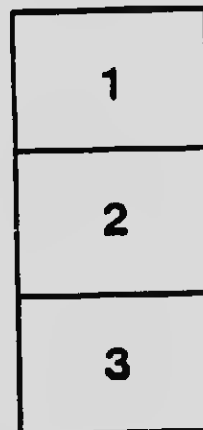
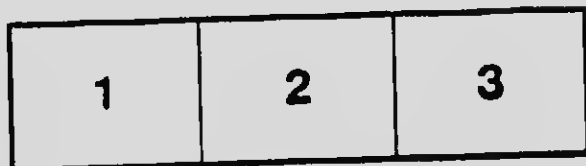
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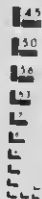
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*Report of*

# Co-operative Livestock Shippers' Convention

Winnipeg, Manitoba,  
February 16 and 17,  
1920

**UNITED GRAIN GROWERS**

*The Organized Farmer in Business*

St. Boniface, Man.  
Moose Jaw, Sask., Calgary, Alta., Edmonton, Alta.



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A car lot shipment must include not less than twenty head of cattle, forty sheep, or forty hogs. In a mixed car shipment two sheep or two hogs will be the equivalent to one head of cattle.

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*The Organized Farmer in Business*

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Moose Jaw, Sask.

Calgary, Alta.

Edmonton, Alta.

# REPORT OF Co-Operative Livestock Shippers' Convention

Winnipeg, Man., Feb. 16 and 17, 1920

*MONDAY NIGHT, February 16th, 1920, 7.30 p.m.*

**T**HE chairman, Mr. Rice-Jones, opened the discussion by briefly sketching the history of co-operative livestock shipping and the rapid growth of the livestock business of United Grain Growers Ltd. Last year approximately five thousand cars were handled, and, in the month of October last, the number ran to one thousand cars.

While the volume of stock handled seems considerable, it is probably very small compared with what it will be five or ten years from now. From the enthusiastic responses to the invitation to the convention, it is probable that it will be made an annual affair and the greatest good was to be expected from it if everything was discussed frankly.

## THE SHIPPING AGENT AND HIS DUTIES

Mr. Freer opened the discussion of the appointment of a shipping agent and his duties, and dwelt on the need for appointing the best man that can be secured. "We have a great many shipping agents coming to us," said Mr. Freer, "with stock at the present time and there is a clear-cut distinction between the work of the efficient shipping agent and the inefficient one. Some agents come as far as the city with their stock and simply telephone to see if it has arrived and if there is no trouble experienced they may not turn up at the stock yards at all. Then we have the other man who will come direct to the yards, see his stock weighed, see that it figures out right and give us the benefit of all the information he has." Mr. Freer went on to state that the most successful shipping associations are those that have a good shipping agent and contended that shipping agents should be given such remuneration as would encourage them to give their best service to the work.

The color marking of stock was the cause of much trouble and shipping agents should be extremely careful to see that every man's stock is marked so there be no mistakes in identification.

The weighing of hogs at country points needed to be carefully attended to, particularly as many country scales are not as reliable as they should be. Careful feeding and watering in transit is also necessary. Where shipping agents do not attend to this properly, there is danger of heavy shrinkage.

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Mr. Brown, of Dandurn, enquired of shipping agents present from incorporated associations, how they handled cases of stock lost or injured in a country stock yard before loading.

**Mr. Rice-Jones**—"My information is that they set aside so much per animal or per pound to take care of losses of that kind."

**Mr. Purse, Manor**—"If a man receives stock for shipping that would die before being shipped, why should the other shippers in that load divide up the loss?"

**Mr. Clarkson, Paswegin**—"We had two cases of this kind and took funds out of the association. The amount was not divided up against the shipment." A showing of hands indicated that six associations had funds out of which they paid such losses. The chairman suggested that the best plan would be for an association to take an assessment on every head of stock shipped and thus build up a fund to pay for such losses.

### APPOINTING OF DROVERS AS SHIPPERS

Mr. Moore presented the following resolution from the Saskatchewan Cattle Breeders' Association:—

"Whereas, we believe that great good has resulted to the livestock producers of the province (Saskatchewan) through the United Grain Growers' method of co-operative livestock marketing; and whereas, we believe that if many of the present competent cattle dealers who are located in the different districts were approached they would undertake to handle the shipping co-operatively; and whereas, we believe it would be of even greater benefit to have co-operative shipments handled by the present experienced livestock men in their respective districts. Therefore be it resolved that this convention recommend that wherever possible competent livestock shippers should be appointed as shipping agents."

Mr. Moore spoke in support of the resolution and dwelt on the remarks already made by a speaker as to the necessity of having a competent shipper. Service was necessary and it was also necessary to pay for it.

"I believe," said Mr. Moore, "that in some of these districts if the livestock dealers were approached and properly met, they would feel more contented to ship in a co-operative manner and give the farmers the market price they were entitled to all the time, than they would be to go out and buy and take chances on winning or losing."

Mr. Moore went on to suggest that an organization be formed under the name of the Western Canada Co-operative Livestock Shippers' Association, or some such name, and suggested that gradually the livestock shippers of the right type would take membership. If such an organization of men could be got together, it would help to build up a better livestock industry and assist towards a better standard of breeding, marketing and handling stock.

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**Mr. Freer**—"I imagine Mr. Moore refers to the appointing of drovers as shipping agents. Our experience shows that the most unsatisfactory points we have to deal with are the points where the drover is handling the co-operative shipments."

**Mr. Rice-Jones**—"Down in the States they organized a co-operative shipping association and somehow the drovers got into it and ran it."

**Mr. Freer**—"You could not get the majority of drovers into this work. You cannot carry on country buying and co-operative shipping together."

**Mr. Furse**—"What little experience I have had has shown that wherever there was an opening for a shipping agent in an association the drover would bid for the job. Wherever he was accepted, it was a total failure. I would sooner appoint an honest farmer and, for my part, would sooner trust him than any drover. That has been my experience."

Mr. Murray asked how many delegates present had met competent livestock drovers who have the true co-operative spirit.

**Mr. Furse**—"None. I do not think there are any."

**Mr. Moore**—"I realize in Saskatchewan that we have livestock shippers whose work has been a credit."

**Mr. Rice-Jones**—"I do not think that we should take the position that if a man has been a drover, it is impossible for him to be a co-operator. We may have a dealer here who has been a shipper and we don't want to be too hard on him." (laughter.)

**Mr. Dinnen**—"The drovers in our district have done everything they could against co-operative shipping."

**Mr. Rogers, Carberry**—"We have made a success of co-operative shipping at my point. I have sometimes been offered more for my cattle by a drover than I could get by bringing them to the central market myself, but what was that done for? I think the drover was sent for the purpose of getting hold of those who are pretty strong Grain Growers and offer them more for their cattle in order to split up the association. If they pay a prominent official of the shipping association more than market price for his cattle just to break up the co-operative shipping, they take it off some other poor fellow who does not know what his stock is worth."

**Mr. Collyer, Welwyn**—"I have had a little experience with this. When the company began to handle co-operative livestock shipments at St. Boniface we began to ship. In the first instance, we thought that we would give the local drover a chance. After he had taken several shipments, we found that he was telling our members that he could get them a cent or two more from other firms than he could from the Grain Growers and was endeavoring to discourage them from shipping co-operatively. We then turned the work over to the secretary of the association and later, to the agent of the local farmers' elevator company. We find that the best way is to have the elevator agent, if he is a good man and interested in the work, to do the shipping. He is always on the job and always to be found. There have been only six head of stock sent out of the district by the drovers in the last eighteen months. The rest were all shipped co-operatively."

In answer to a question, Mr. Collyer explained that different men accompanied different shipments in order to see how business is conducted.

**Mr. Strachan** "From observation, I would say that if you have a man who has been bitten once or twice by a drover, he makes the most aggressive and progressive man to promote the work." (Laughter.)

**Mr. Freer** "If you have a reliable man as shipping agent, it will only take two or three shipments till he has as much ability as the average drover. I believe the best way to start co-operative shipping is to put the best type of farmer to be secured into the position and inside three or four shipments he will be able to teach the drover."

**Mr. Brown** "This is pretty hard to deal with by resolution. A suggestion has been made that the local drover be used and I think that is one thing to which we should take strong objection. If a vote were put to this meeting, it should be agreed that the local drover is not the most suitable to handle co-operative shipments."

### SERVICE CHARGES AT COUNTRY POINTS

Mr. Freer opened the discussion on service charges by stating that such charges are always fixed by each shipping association. He pointed out that some associations make a set rate for handling shipments and gave as an instance one association that makes a straight levy of \$1.00 per cwt. The actual handling charge from this particular point varies from 65 to 75 cents per cwt. This means that there is approximately 25 cents per cwt. surplus and this goes into the association as a working fund. One association had a surplus of \$1,400 in one year's operations, with which to pay the shipping agent for his work and meet other expenses. Other associations assess the actual handling charge, which might run to 75 cents per cwt., then levy a supplementary charge of \$1.00 to \$1.50 per head.

"Then," continued Mr. Freer, "last and certainly least, there is the method by which the shipping agent does the work out of love for his neighbors. You can call it a humanitarian act or anything else you like, but it is not business. The first plan appeals to me because the handling charge is set and everyone knows it is one cent per lb. It means having a regular system whereby everybody knows what the charge is going to be and the difference is placed to the credit of the association."

**Mr. Brown** "At Dundurn the shipper gets 10c per cwt. clear of the association. I am the secretary, but there is nothing that is made out of livestock shipping that goes to the association. If I come down to Winnipeg with a car of stock, I get \$20.00. That is the arrangement the Association made with me."

**Mr. Wright, Plumus** "At our point the elevator agent acts as shipping agent. He takes the stock, marks it if necessary, loads and ships it. The man that comes down with the stock as a rule gets \$7.00 a day. The elevator agent is paid \$10.00 for looking after the car."

**Mr. Clarkson, Paswegin** "I might say that we give our shipping agent 1½ cents per lb. commission on the gross weight and \$12,000 expenses for every car he ships to Winnipeg. We are 373 miles from Winnipeg.

**The Chairman** "By making an association levy is where they get their margin to take care of animals that die before they are shipped."

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## **TUESDAY MORNING, 9 a.m. February 17, 1920**

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In opening the Tuesday morning session, the Chairman read several communications from different locals.

The following are extracts from some of these:—

### **From Islay (Alta.) Local**

"Re delays with stock on the railways. My sons went down to Winnipeg on January 13th, 1920, with four cars of stock. They left Islay on Tuesday, January 6th. They were supposed to leave at 8 a.m. but left at 12.30, arrived at Battleford at 10 p.m.; left 5.30 a.m.; arrived Humboldt 6.00 p.m.; left next morning at 11.30 a.m. and arrived at Kamsack at 9.30 p.m. Left Kamsack at 9.30 a.m. After that had a fair run, arriving at the stock yards at noon on Saturday—46 hours. We are not complaining so much about the delay as the cattle being such a long time without feed and water, and no rest for the men, as the railway officials will not give any information as to what is being done. It took four hours to get unloaded and loaded at Humboldt, and then the cattle stood in the cars 13 hours before moving. Practically the same thing happened at Kamsack, as they left two cars spotted for unloading and then went away for two hours before placing the other two cars. The cattle were given only about three-quarters of an hour off the cars, and kept all that time standing, when they might have been left off the cars with both food and water. Now I think in asking for human treatment we are not asking for charity but our rights. The freight charges on this shipment of stock was \$540.13. Please place this before the convention for action, as when we leave home with stock we are here again brings. We would also like the question of stock being sold by public auction to be brought before the convention. Personally, I think it would give better satisfaction to all parties, both to commission men and to stock men, as it is often thought that the commission man might have done better, or that there is some misunderstanding between the buyer and him. His services would still be valuable in grading to best advantage, and in withdrawing them if the bidding was not satisfactory. The question of getting through the quantity need not be considered, as I am sure in the hours of business there could be twice the number handled as ever has been on the market in one day. Wishing you a very successful convention. Yours for progress. (Sgd.) Henry Jas. Bonaghan, President, Islay Local C.F.A."

### **Another Letter From Islay**

"I have yours of January 17th, and I believe that your suggestion of having our difficulties discussed together in a convention is a good one. We are at the infancy of this stock marketing business, and it will rank very high in the interests of our organization, if we can take proper care and develop it thoroughly. I will not be able to attend, but I would like to give my ideas for consideration. My question is this: Can the parkers' buyers boycott our organization by not bidding against each other so as to force our salesmen to make friends with them in order to dispose of the stock fast enough? We noticed this friendship, which seems to be rooted deeply. The service which we are looking for is to see our stock sold in an open competitive market. More

competitive bids is the aim. Now about co-operative shipping; this is the way to encourage and enlarge it. I would like to see the man who raises a car load of cattle, even half a car load or less, encouraged to accompany his stock to market himself, so as to gain knowledge of the conditions governing our markets, to learn to judge the different grades, etc., and see himself what is wanted. He will not be misled by various market reports or other various reports. I do not believe in the idea of raising 10 or 12 steers, finishing them for market, and then say to Jack or Bill: "There is my fat stock; you go and have them sold for me." Of course the man with a few head, generally three, four or five, is not in a position to form his car load, and he will have to give them to the shipper, but I believe the owner should be encouraged and given every consideration when he accompanies his own stock, because this will be the main supply of stock coming to our organization before long. Otherwise, our competitors will take hold of such producers, which means big volume, and the easiest to handle, being straight car loads. Yours for co-operation and push. (Sgd. E. Mair.)"

#### From Fort Saskatchewan

"In reply to your letter re co-operative livestock shippers' convention, our board has instructed me to express their regret that we will not be able to send a delegate this year, and has also instructed me to give a short report on what the Fort Saskatchewan Co-operative Livestock Shippers' Association has been doing since March 20th last, when we shipped our first load. There were two drovers in this locality who had their steady customers. There was not much kick on either weight or price, and there were only a few of us who thought we could do better by shipping than by selling direct. We got together and commenced shipping co-operatively, and agitating in order to get our neighbors interested. This is a district of small farmers and no big ranches, and it is very seldom that one farmer is able to ship a car load of stock alone. We shipped every week, meanwhile working out a constitution for an association of shippers which seems suitable for this district, and finally organized in June. We then went to work and built small unloading pens and an office and scale house on a site adjoining the C.N.R. stock yards at Fort Saskatchewan, which site was granted us by the C.N.R. While we got a good proportion of the stock, the drovers were not idle, and knocked our association just as hard as we boosted it. Needless to say, they found many who believed them; and here we ran up against the old trouble, that as long as our manager brought home a better price for stock than the drovers offered at home, we had many enthusiastic supporters, but as soon as the local buyers offered bigger prices, our friends could see no advantage in shipping through the association. They do not seem to realize that the local drovers can pay just as much as our manager can bring home, provided they are satisfied with a small margin and are willing to cut their profits down. Nor do many of our farmers seem to be able to realize that it is because the association is shipping that the local buyer has cut the margin on which he is working down as low as possible. Instead of giving the association credit, however, for this, the men who are benefitted by this, whether shipping co-operatively or by getting a fair price from the drover, knock the association very heartily. Although we are satisfied with the service we are getting from the men in charge of the office of the United Grain Growers Limited, at the stock yards at Edmonton, we are not so well satisfied with the service received from the C.N.R. We are only 15 miles from the Edmonton stock yards, yet our last shipment was on the cars 15 or 16 hours. We also think that the livestock contract should be changed so that it would protect the shipper also, instead of only the railway company. With best wishes for successful convention. Yours truly, (Sgd.) R. Hennig, secretary."

#### FACTORS THAT TEND TO DESTROY CONFIDENCE AND INTEREST IN CO-OPERATIVE LIVESTOCK SHIPPING

**Mr. Rice-Jones** -- "This is a question that is of particular interest to those of us in the office. There are two kinds of kicks—those that are perfectly legitimate, made by shippers in a constructive spirit with a view

to improving the service of the company. Then there are yarns and stories which are spread around by people working against the company. We have been following this matter up pretty closely for some time past, and we find there is a well-organized propaganda being conducted throughout the country by drovers that are antagonistic to the company and are doing all they can to discredit our livestock department. While we cannot prove this, we have it on good authority that meetings have been held in certain places, regularly called meetings, to lay out plans for discrediting our livestock department and to discount co-operative shipping. I want to make it clear that under this heading we are not including perfectly legitimate complaints, as every man has a perfect right to complain if he is not satisfied with the service he is getting. We want them to complain because that enables us to check things up and, if possible, to improve our service. We wish to deal particularly in this item with the fact that we know there is a well organized and systematic propaganda being put out through the country to try to injure our livestock department. One of the yarns is that we are getting so much stock to handle that we cannot look after it. I want to tell you that we can look after five times as much. It is just a question of organization. We can handle all the livestock that comes into the Winnipeg stock yards and give just as good service as if we handled only a hundred cars.

"The other, and in fact, the only matter I wish to take up is that concerning the reports that are being circulated around reflecting on the honesty and integrity of our salesmen. That is a matter that I am going to speak very strongly about. In the first place, if we were not satisfied that our salesmen were perfectly honest, we would not have them at all. I think you will agree with me as long as we have men working for the company, we are certainly going to defend them against such charges. I have checked it up personally and have gone thoroughly into this matter with Mr. McMillan and we have decided to take this position:—The first drover that we get the goods on, who is spreading false accusations against our salesmen, we are going to go after him for libel. I think that is nothing more than fair protection.

"I want to repeat that I have spent a lot of time during the past six months in investigating things in the livestock department. I am satisfied that our salesmen are absolutely honest, and while they are there we intend to stand behind them.

"Of course the more stock we handle, the fiercer the accusations. We are continuing increasing our percentage and other firms are naturally decreasing their percentage at the same time."

**Mr. Freer**—"We have known for quite a long time that drovers have been spreading malicious statements broadcast about the country. These statements come to us third and fourth-hand, and we find we cannot get actual information when we come to investigate." Mr. Freer went on to give an instance of a farmer who had shipped stock to the company and had later been informed by a drover that the stock had been allowed to go on to the scales without being fed and watered, a statement, which, of course, was without an atom of truth in it. Mr. Freer went on to say that in the livestock business, as in all other classes of business, there is

always an opportunity for a man to be crooked if he wants to. "Therefore," he concluded, "I would say, consign your livestock to a company that you have absolute confidence in, and thus get fair and honorable treatment."

Mr. Rice-Jones then brought up the suggestion contained in a letter about the friendship between the salesman of the company and the buyers. He pointed out how important it is for the salesman to be on friendly speaking terms with the people he is dealing with, and not fighting with them all the time. He can make a much better deal for the men who have shipped their stock if he is on friendly speaking terms with the buyer, than if he had abused the buyer and the buyer had no use for him.

**Mr. Wright, Plumas**—"Mr. Chairman, I am not on very good terms with our local drover, but I can get more from him every time than I can from the Grain Growers. I do not take it because I know he would do me some other time or do some of my neighbors who do not know the value of their stock. However, that does not affect the truth of the remarks you have just made."

**Mr. Collins, Lashburn**—"One of the persistent claims on the part of drovers is that the Grain Growers do not get as high a price for livestock as other commission firms, and a second statement of drovers is that only one or two men buy cattle from the Grain Growers. While to those of us who are here, these statements are not only absolutely false but perfectly ridiculous, yet, unfortunately, there are many farmers who are foolish enough to believe them. I have often wondered why so many farmers are so full of suspicion that they will believe false statements about their own company that they would not think of believing about any other firm in the world. Now, as a co-operative shipper of many years' experience, covering many dozen load of cattle and hogs in a year, I claim to speak with some authority on the two points I have mentioned. In my experience, I have had some of my customers at Lashburn and Marshall suggest that they would like to try another commission firm besides the Grain Growers. This they were permitted to do whenever they wished. They tried splitting shipments, containing identically the same class of stuff, giving one portion to the Grain Growers and the balance to some other firm. In conjunction with my customers I have compared statements of sales and have found most conclusive evidence to prove that there is no firm on the St. Boniface yards getting higher prices for livestock than the United Grain Growers. In fact, I can prove that in the majority of cases, our association has received much better prices from selling through the Grain Growers than through any other firm. In the matter of co-operative service in the yards and in the office, no other firm can compare with the Grain Growers.

"Regarding the scarcity of buyers in the Grain Growers' department at the yards, I have only to say that I find the Grain Growers using every buyer in the yards, and choosing from time to time such of those buyers as can handle the numbers of cattle of the particular kind they are offering for sale. Everybody gets a chance to buy if they wish to. Personally, the Grain Growers can sell our cattle to whoever they wish so long as they get

the market price. If we thought for a minute that any other firm could get us more money for our cattle, we would ship to them. Fortunately, we know what we are doing and are getting through the Grain Growers the highest market price, together with efficient, courteous service, expert salesmanship and straight-forward dealing. In summing up, how can any drover justify these two statements—first, that Grain Growers sell their cattle cheap and secondly, that only two or three men buy them. If the first is true, why are not all the speculators in the yards right on the job trying to buy some of these cheap cattle? They can do so if they wish. The truth of the matter is that there are no cheap cattle sold in the Grain Growers' alley. Farmers throughout the country who believe these yarns are only standing in their own light, and are pouring money into the pockets of country drovers that they should be getting for themselves.

**Mr. Purse** "In connection with this campaign of drovers, I would like to say that many farmers are being seriously misinformed and do not know it. The average drover realizes that his business is gradually slipping away and he stops at nothing in an effort to discourage farmers from shipping their livestock direct, and particularly against shipping to the Grain Growers. The drover has three different types of farmers to work on in the country. First—the farmer who never sells to a drover, but ships all his stuff direct, possibly co-operatively to the Grain Growers. Secondly—the farmer who straddles the fence—who sells to the drover when he thinks he is paying more than the market price and ships co-operatively only when he thinks he can do better. Thirdly—the suspicious farmer, with absolutely no co-operative spirit, who does not know what his stock is worth and always sells to the local drover.

"In approaching the first class of farmer mentioned, the loyal one, the drover tries to buy his stock at any price, believing that if he should take the price it will be the means of breaking up co-operative shipping at that point. If he cannot buy them, the drover does everything possible to persuade the farmer that his cattle are worth much more than they actually are worth on the market. By this means, he hopes to be able to make him dissatisfied with the price he gets from the Grain Growers.

"The second type of man mentioned, the straddle-the-fence, is the most dangerous and most damaging to this whole co-operative movement. (Hear, hear!) He looks only at his own pocket book, forgetting that if every farmer did the same, the drovers would be right back as strong as they ever were. He forgets that if the drover offers him more than the market price for his cattle, some poor fellow has got to pay the piper sooner or later. This may probably be the innocent farmer who does not know cattle values and who needs the very protection that co-operative effort can give him. The man who thinks he can beat a drover, and keep on beating him, is badly mistaken. This one point should be remembered—there is a regular market price every day on our central markets. All stock sold on that day is sold at those prices. If a drover buys my stock in the country, he buys it at a margin that is intended to pay all his heavy expenses and make a profit. If he fails in this, he makes it up the next shipment, and too often the very fellow who can ill-afford to has to help in making up the loss. Many farmers lose sight of the fact that by shipping

co-operatively all the time, year after year, they get the highest market prices all the time. True, there will be some few disappointments, but the agreeable surprises in getting big prices are much more numerous. The secret of success in co-operative shipping is to keep at it. It is most unfair to co-operative shipping to judge its merits from one shipment only.

"The third type of man is the most unfortunate for himself, but the most profitable for the drover. The man who refuses to ship co-operatively is merely standing in his own light. Eventually he will be brought to see the error of his ways. Right at the present time he is paying many a piper through his livestock shipments." (Applause.)

Mr. Richardson of Beaver, brought up for discussion a complaint about returns on two steers shipped, and this led to a further discussion of the danger likely to result from poor marking and several instances were given of the harm done to co-operative shipping as a result.

### THE RAILROAD SITUATION

The railroad representatives were then introduced, Mr. Porter for the Grand Trunk Pacific, Mr. McRae and Mr. Avery for the C.P.R. and Mr. Williams for the Canadian Pacific.

**Mr. Smith**—"We ship from three points and have to make two stop-overs on several occasions. Are we supposed to pay the local freight-rate from one point to another?"

**Mr. Porter**—"You are allowed only one stop-over with a charge of \$3.00 provided the cattle are ready to load and go out on the train they are brought in on. If you want to stop the car and ship out two or three days later on another train, you would be charged freight."

**Mr. Smith**—"Supposing we order a car on Tuesday for shipment the following Wednesday, is that supposed to be a reasonable length of time to notify the railway company?"

**Mr. Porter**—"It just depends upon conditions. For instance, when the heavy fall run is on and there is a great demand for livestock equipment, I would say no."

**Mr. Smith**—"Last week we had to wait until the last minute. Supposing we order a car and the dispatcher fails to supply it, who would be responsible for these shipments being held over, the railway company or the man shipping?"

**Mr. Porter**—"It would depend on the circumstances. If you will let me have the details I will investigate and advise you whether the company was responsible."

**Mr. B. Strachan**—"I would like to know if you cannot supply stock cars, should we get box cars?"

**Mr. Porter**—"Under some conditions, yes. But you could not have got either last fall."

**Mr. Strachan**—"Could we have got them two weeks ago?"

**Mr. Porter**—"Yes, I think you could have."



Mr. Strachan gave an instance of delay in securing a car ordered on Friday and required to load on the following Monday. He went on to say—"How much authority has an agent in supplying cars? The stock for this particular shipment was ready to load. The men here know that there is a vast difference in the market prices in a very few days. From Tuesday to Thursday it had dropped 1c per lb. on hogs alone, and there was quite a drop on cattle. Because we did not secure a car on Monday we had to ship on Wednesday and had a hold-up in Rivers because there was a wreck of ten cars at the station west of Pope. Consequently, we came in on the worst market possible. In this particular case I believe that it has been the worst possible blow to co-operative shipping at that point. I know that I could have got a box car for them at that point. Why is it that one man has a pull with an agent and not another. I ship pure-bred stock and I can get a car any time and stop off at another point to finish loading, which would cost me \$3.00. The pure-bred breeder gets these concessions and is glad to have them, but at the same time, I can get a box car any season of the year for pure-bred stock and yet the commercial stock is held up in Pope. I think this should be looked into." Mr. Porter promised to investigate.

**Mr. Smith**—"At points where there are agents, is the agent supposed to give us his help in loading?"

**Mr. Porter**—"No, sir."

Mr. Smith raised the point of a livestock contract being a receipt for shippers' load and count only.

**Mr. Porter**—"We do not assume any responsibility. We carry a man in the car free of charge and it is his duty to look after the stock. We have nothing to do with the loading of cattle or the counting of them."

In answer to another question, Mr. Porter said: "No, you cannot compel an agent to count the stock and give you a clear contract."

**Mr. Rice-Jones**—"You do not insist on someone coming with a shipment a distance of less than 100 miles."

**Mr. Porter**—"It is very seldom that a shipment comes without a man in charge. Sometimes the man is supposed to go with the stock, but he jumps on a passenger train as soon as he can and the stock is then carried solely at the owner's responsibility."

Mr. Collyer stated that this question was coming up in connection with the new livestock contract.

**Mr. Smith**—"How long before the train comes into the station is it necessary for stock to be billed out before the conductor can pick them up?"

**Mr. Porter**—"It is all right if it is done before the train arrives—almost any time before it arrives. A great deal might depend on the class of train coming into the station. For instance, you might have a high-class manifest train not scheduled to pick up stock and you might feel that the train should stop and pick up the car. I think that when placing your order for a car the day on which you start to load, it is advisable to let the agent

know when your stock will be ready for movement, and he in turn can advise the despatcher. It would be unreasonable to run in five or ten minutes before and think he should be able to stop the train. That has to be regulated by the despatching staff. I don't think you would have any trouble if you advised the agent on the morning of the day you ship, and he in turn will advise the despatcher, who will order the lifting of the car."

Mr. Smith gave an instance of an agent who had slept in and allowed the train to go by and also complained of the independent manner of some of the agents.

**Mr. Porter** "If you can tell any person how to take the independence out of organized labor, you will be thought a good deal of."

In reply to a question from Mr. Brown, Mr. Avery, of the C.N.R., promised to give attention to application for better accommodation for Dundurn stock yards.

**Mr. Dinnen**—"What course would a man pursue when he receives a stock car that has not been cleaned after the shipment?"

**Mr. Avery**—"Prince Albert, Calgary, Moose Jaw and Port Arthur are the only points that are forced to clean the cars. If you get a dirty car, you have no licence to pay 75c. when you get in here."

**Mr. Thomas**—"I would like to ask if a man cannot get a stock car, is he entitled to two box cars?"

**Mr. McRae**—"The regulation is that you should tell the superintendent and ask him to place two box cars, and it is usually done."

**Mr. Williams**—"In connection with that it is a matter that is not always at the discretion of the agent. He has to obtain the consent of the superintendent of car service. It is usually granted, but he must go through with the procedure and get his consent."

**Mr. Porter**—"There is one other factor. This two-box car arrangement does not apply to hogs or sheep. They are handled on a minimum of 16,000 lbs. and the arrangement only covers cattle which are handled on a minimum of 20,000 lbs., and is confined to a certain number of head as specified in the tariffs. We have found a number of cases where it is more advantageous to use two box cars in lieu of stock cars and, with a view to avoid the abusing of the arrangement, it is necessary to put a limit on stock to be loaded into two box cars in lieu of one stock car."

**Mr. Thomas**—"Supposing that your shipping day is Tuesday. Your stock is loaded on Tuesday morning, and the train does not come in until the next day. You have no feeding and watering facilities in the yard. Who would be responsible for the feeding of the stock during that day?"

Mr. McRae replied that this would depend on the circumstances of the case.

Mr. Moore brought up the matter of additional livestock facilities at Leask, Sask. The two pens there would hold four car loads comfortably, whereas 24 car loads have been shipped from there in one day.

Mr. Clarkson complained of the accommodation on the C.N.R.

**Mr. Fraser**—“We would like to put in a set of scales at our stock yards. Would the C.P.R. bear any share of the expense?”

**Mr. Williams**—“That is a matter we would be very glad to have you bring up with the superintendent.”

Mr. Moore raised the question of watering facilities.

**Mr. Porter**—“There is a general understanding that where there is a sufficient volume of stock and water can be obtained within 30 feet, the railway company will provide watering facilities in the stock yards.”

**Mr. Freer**—“Last year, upon application made by the United Grain Growers, at many points both the C.P.R. and C.N.R. have put in wells and increased their stock yards accommodation, and have added to the existing stock yards covering sheds.” (Applause).

**Mr. Collins, Lashburn**—“We do not get very good service along the C.N.R. They seem to think the further away we are from headquarters the worse service they can give us. There have been times when we had to complain to Winnipeg. Some time ago the railway company promised that, if we get our stock loaded on Friday and made that our shipping day, they would give us a good service. Quite a number of us had observed Friday as our loading day, so that the railway company could give us a good stock run—at least you can call it a run, but it is a walk or a crawl or anything at all. (Laughter). Then the stock men have gone to the yard office at divisional points, and have been told that the train is going out in a couple of hours. They got their stock loaded, and every time they enquire at the office it has gone back for four hours, ten hours and may be 24 hours—all kinds of times. It is absolutely absurd—50 miles from starting point and standing 26 hours. There have been difficulties, of course, during the present winter, but I have been shipping for about five years, and there is not very much improvement since the first year, notwithstanding the promises they have made.”

**Mr. Smith**—“It would be a very good system, if we could get every railroad company to have certain shipping days, and supply a coach on their train on that particular day.”

**Mr. Collins**—“There is a lot of friction between the railway company and the stock men, arising from an inability to understand the employees of the railway company. They are, most of them, English-speaking people, but it is impossible to interpret their grouch. (Laughter). We never get a straight answer to any of our enquiries. A good deal of the friction between us would be avoided if headquarters would tell them to treat the stock men like fellow creatures at least. If they will not do it, turn them out and get someone who will.”

**Mr. McRae**—“If anyone here feels that they have not been treated right, let us know and we will go after our divisional agents.”

In reply to Mr. Thomas, Mr. Avery stated that generally speaking, the section men were supposed to keep the local stock yards clean on shipping days. Several complaints along this line were brought up.

**Mr. Bray** spoke of the insufficient accommodation for stock at Harusworth.

**Mr. Rice-Jones**—"I think that if many of these difficulties are taken up they will be looked into. If at any time you have any difficulties of this kind, just write into the office, and we shall be glad to have them taken up here and looked into."

This ended the discussion on railway matters.

Mr. Purse suggested action to organize a Co-operative Livestock Shippers' Association, through which propaganda might be distributed to offset the malicious and untrue statements circulated by certain drovers and others.

**Mr. Collins**—"Do you not think the same benefit would accrue if this convention were held annually? Would we ever be likely to gain as good attendance at that association?"

**Mr. Rogers**—"I think if we met once a year to exchange opinions, it would benefit us far more than forming another association."

**Mr. Moore**—"I believe we have in Western Canada today a so-called local livestock shippers' association, not in any way affiliated with the farmers' own company, and whose members refuse to ship to the Grain Growers. I think we should have an association formed, so that such locals may be eliminated, or a difference drawn between them and the associations affiliated with the central office of that province."

**Mr. Rice-Jones**—"It has never been looked on as necessary for all livestock shipping associations to be affiliated with the central office. We organize them all the time, but we do not make any provision that they must belong to the central. Some organizations are connected with the co-operative store, others with general business such as flour and feed, and others with the local elevator. I doubt if it would be wise to specify that they must belong to a particular organization."

The chairman went on to say that one instance had occurred where the shippers were under the impression that their stock was going to the United Grain Growers, and found later that they would be going to other firms, and to some reason that only the shipper knew. He did not expect that the point would ever be reached where every co-operative car load would be shipped to the United Grain Growers. The company was getting a large percentage of that business, and expected to get a still larger percentage, but there would always be someone else in the livestock business.

**Mr. Purse**—"I was in an association, and the man who was doing the shipping took our stock to a commission firm in the Union Stock Yards. We were very much dissatisfied with our treatment, and when we had our annual meeting we passed a resolution that our stock must be shipped and sold through the United Grain Growers. That fixed the whole thing, and we had no more trouble afterwards. I think if every co-operative shipping association would do the same thing they would have no reason to complain."

**Mr. Brown**—"Don't you think there is a great danger of unduly multiplying organizations? (Applause). We have the U.F.A. and the

U.F.M., the U.G.G. and the Saskatchewan Grain Growers' Association. In regard to Mr. Clarkson's suggestion that there is no central body to take up complaints, speaking of the U.F.M. we are constantly taking up complaints of various natures, and I don't see why we should unduly multiply these associations. We have plenty of machinery to handle complaints of any kind, and I cannot see that there is any necessity for further organizations. In fact, it would seem to me that there would be the danger of creating something that would get away entirely from the old associations we have stood by all these years. We found it necessary in commencing this work to institute one commercial body, first the Grain Growers' Association. Since then, we have formed the co-operative elevator company as a commercial company - our own company as we have it organized, and our local associations covering all points. I do not see that we need to duplicate the machinery. Why not make use of the machinery we already have? As far as taking up complaints is concerned, we have plenty of machinery to handle them and we are doing it continually." (Applause).

**Mr. Collins** - "I would like to confirm this. It seems to me that in the livestock branch of the United Grain Growers we have quite a sufficiently central body. I think that the holding of an annual convention, such as this, would be ample. As far as a central body is concerned, for myself I use the livestock department of the United Grain Growers, and think this is an all-sufficient organized central body. They have been helpful, and can be used in that capacity in addition to the actual work of selling our stock. Speaking for the executive of the U.F.A. and the U.F.M., they are only too glad to take up any questions of this kind."

**Mr. Purse** - "It was not in connection with complaints that this suggestion was made, but it was my idea that we needed to have a campaign. I believe that we could double the business the livestock department is now doing. We know that farmers are having this propaganda put up to them by drovers every day. If they need to put up a campaign to hold themselves in business, we certainly do to hold our own."

The chairman summed up the discussion on factors intended to destroy co-operative shipping. First, he dealt with the high character of the men employed in the Company's livestock department, and the fact that all these were bonded. That in itself speaks in their favor, as there are a large number of men who cannot get a bond. He ended the matter by saying: "I would like to do all possible to protect them against misrepresentations and abuse indulged in by enemies of co-operative livestock shipping."

He also entered into the question of accounting, and dwelt on the manner in which the accounting system of the livestock department had been improved. In addition to the regular system, there is an auditing staff responsible to the directors, and even the general manager could not tell the auditing staff how they must report a matter. It was evident from the discussion that some dissatisfaction with co-operative shipping had occurred from poor marking of cattle. Correct marking was necessary to conduct co-operative shipping on a satisfactory basis.

Mr. Rice-Tones then read a telegram that had been received from Ottawa, announcing that the charge of one-half of one per cent, as packers' condemnation insurance against all cattle sold for slaughter in stock yards, would not be permitted after April 1st, 1920. "This," he said, "is a matter that the Grain Growers have not been talking much about. We have been working on it for two years. We have not advertised this in the paper, but we are here to do anything that is in the interests of the farmers. We do not claim that we are the only organization entitled to some credit for the cancellation of this insurance. Others have helped."

On Tuesday afternoon Mr. Collyer opened the meeting by reporting on his attendance at Ottawa before the Board of Railway Commissioners on behalf of the Canadian Council of Agriculture. Since 1913 the question of the livestock shippers' contract has been under discussion. Last November it was promised by Mr. Cavell, Chief Commissioner, that a form of contract would soon be arranged. The last meeting was for the purpose of arranging the final statements of the parties interested. Beside the Canadian Council of Agriculture, the Western Canada Livestock Union was represented by Mr. G. Hoadley and the Eastern Canada Union was represented by Mr. J. Gardhouse. Mr. Burnaby represented the Ontario Farmers' Co-operative Company and incidentally the Canadian Council of Agriculture.

The following were the principal points at issue:

Respective values of several classes of livestock in the event of injury or loss.

The question of a man in charge, and the carrier's responsibility for his safety.

The question as to whether it should be obligatory on the shipper to send an attendant.

The railway companies took strong exception to the suggestion of their responsibility for the safety of the attendant, although they insisted that he should be there. The railways also took exception to the suggestion that the sending of a man should be optional with the shipper, and they insisted that their employees must be regarded as the agents of shippers and not as carriers so far as responsibility for injury was concerned.

**Mr. Collyer** "I suggested to the Commission that the regulations of the Minneapolis, St. Paul and Sault St. Marie Railways would be satisfactory if adopted. These regulations place the responsibility, in the event of accidents, upon the carrier; that is, the carrier is responsible in case of the attendant being injured or killed in transit.

"Although the Council of Agriculture took exception to it, it is probable that the new contract will contain provision for shippers' load and count. The council endeavored to have the contract cover a clear bill of lading whenever an opportunity was given to the agent to count the stock.

"So far as the value of stock is concerned in case of injury, it is probable that the actual market value of the stock will cover. One clause will read that the carrier will not be bound to transport by any particular train. The Council of Agriculture suggested a clause to cover shipments over

more than one road, in such cases to make the other railroads a party to the contract.

"With respect to a man in charge of stock, there was a general agreement to make that optional for short distances. A new clause will allow 30 days for filing a claim.

Mr. Collyer seemed to think that the return fare of  $1\frac{1}{2}$  cents per mile for a man in charge of stock would not be changed.

Another question was a minimum weight on car of sheep. This will probably be reduced from 16,000 to 11,000 pounds. The higher weight is all right for hogs, but it is impossible to load that weight of sheep on one deck.

Discussion of the livestock contract re-opened the discussion of the previous session on railway service.

### SELLING LIVESTOCK BY AUCTION

Following that Mr. Collyer brought up the question of selling livestock by auction on our central markets.

**Mr. Jensen**—"It might be possible to work that system in this country, but you would have to have more than one auction mart, and one buyer would go to one market and one to another. If it could be done, I believe that the system would be all right, but there would have to be different marts for different classes of cattle."

**Mr. Rice-Jones**—"Miss Hind has kindly written to Great Britain to get us some first-hand information."

**Mr. Brown**—"I have attended the cattle markets in Yorkshire. The fat stock market is held on Monday, the cows or feeders on Tuesday, and so on. The fat cattle are bought by the butchers—I mean the local butchers, not the packers. There are no packers there that I know of, but the city butchers who live in towns close by. There are four or five different auctioneers working all the time on fat stuff and the butcher can go from one pen to another as he likes and the cattle are sold. Sometimes they are sold by public auction, and sometimes the man who owns the stock sells it privately. Livestock there is consigned to auctioneers instead of to commission firms as here."

In reply to questions, Mr. Brown stated that the market referred to would be very much smaller than the Winnipeg market. Mr. Brown continued: "The cattle sold on Monday were supposed to be fat stuff ready for butchering, and butchers use their own judgment in buying, which means that the buyer does the grading."

**Mr. Elliott, Calgary**—"One great difficulty here would be that our loads come in so much mixed, with five or six owners in a car. Each owner may have five animals and each animal may be of a different grade. I would imagine that the stuff in the Old Country would be pretty much of one character. I took our monthly receipt of cars and averaged them up on a basis of ownership and the various grades, and found that for the stuff

that the U.G.G. were receiving at Calgary, the auctioneer would have to make a sale every two minutes for the entire month. I remember two cars sold at Calgary that went over the scale in 39 different drafts."

**Mr. Purse**—"Would it be possible for any one company to take it up? Would it not be necessary for the whole stock yards to enter into this new arrangement?"

**Miss Hind**—"Under the Livestock Act you would have to have a new arrangement for the whole stock yards and everything reconstructed to permit of that form of selling."

Mr. Clarkson described the market at Halifax, Yorkshire, and pointed out that only well-finished cattle were brought in there. Each farmer brings in his own cattle, and his own pen is allotted to him. The buyers bid a price, but if the price is not satisfactory, the owner refuses it. When he thinks he is getting value, he sells. If he does not get a satisfactory bid he takes home his cattle and brings them back on the next sale day.

**Delegate**—"Under this heading, I would like to bring up a statement made to our local to the effect that there is no competition in the stock yards here. Is there anything in that?"

**Mr. Rice-Jones**—"There is no evidence whatever to prove that anything like that is taking place. Some firms are very large buyers of all classes of stuff, and the more they buy, the more often their name appears on a sale sheet." Mr. Rice-Jones went on to point out that this story is one that is circulated by the opponents of co-operative shipping, in order to discourage the farmers from shipping direct to the central market.

**Mr. Brown**—"On one of my trips to the stock yards I got into argument with a farmer of Davidson, who told me that the United Grain Growers had two outside buyers, who were buying stuff and selling it again on a higher market."

**Mr. Rice-Jones**—"I would just like to get hold of the man who would make that statement before witnesses, and we would make him prove it or pay for it. I wish you would try and find out his name, and we would stand all expenses in connection with getting evidence."

### MARKETING METHODS

Mr. Colvin, head cattle salesman for the U.G.G. in Winnipeg, then addressed the meeting and outlined the marketing methods. He pointed out that it is the duty of a salesman to get all he can for each animal he is selling. There are all kinds of buyers on the Winnipeg market, packers, speculators, traders and order buyers. Packers buy the fat stuff that is fit for killing; also all stuff that is too thin for any other purpose and which is called canners, cutters and boners. Speculators and order buyers buy anything and everything that there is a dollar in, provided they have an outlet for it. Mr. Colvin showed the value of speculators and order buyers on the Winnipeg market. These men buy cattle and ship them to different places to be finished. Frequently, without their competition, that class of stuff would have to be sold at a very low price. In addition, some speculators and order buyers have orders for butcher cattle, and this makes the packers pay the full strength of the market all the time.



"Another thing," said Mr. Colvin, "that many farmers cannot understand is why there are only one or two buyers found in a commission firm's alley at one time. This is perhaps the one point that causes the greatest amount of dissatisfaction with the present system of selling. The reason is this. If only one buyer is found in the alley, this buyer has sufficient orders to handle all classes of stuff in the alley, that is, butcher cattle, stocker cattle, breeding heifers, oxen, bulls and canners. We have several of such buyers on the Winnipeg market, and they are naturally our largest buyers. With the volume of stuff we have to handle, we need their trade in order to get you the best prices possible. Where two buyers are found in the alley, one is buying butcher cattle and the other stocker and feeder cattle. Every commission firm sells cattle in this way. I have had farmers complain to me that we had not sufficient buyers in the alley, and, after suggesting that they go and see how some other firm sold their cattle, they have come back perfectly satisfied. Farmers may not feel certain that this is the right system to follow, but it is the system followed on any market I have ever been on, and when you get to the point where you have more confidence in the way livestock is handled, you will see that it is the best system that can be followed. We look over our cattle in the morning and select a buyer or two, who have orders enough to take care of the kind we have to sell. So long as we know they are paying the full market price, we sell them the cattle, but the minute they try to lie down, we get another buyer; that is all anyone can do, even if they have twenty buyers. The point for you to remember is that the speculator and order buyer are mighty valuable on any market. They will go out and buy anything at any time that they can see a dollar in, and that is why the Winnipeg market is generally as high or higher than any market in Canada.

"Just another point here: I would like to say a word about the idea that many people have of shipping to St. Paul or Chicago. I am not attempting for a minute to discourage the shipping of heavy cattle to the southern markets when prices there are sufficiently higher than here to warrant this, but for the average man to ship half-finished stuff, or good butcher cattle through to either Chicago or St. Paul market is not as profitable as many people think. I will venture the statement that there have been thousands and thousands of dollars lost to Western Canada farmers and ranchers through shipping to St. Paul and Chicago the past six months, which could have been saved by shipping to Calgary or Winnipeg. There will be a lot fewer cattle shipped to the American markets next year."

Mr. Colvin then emphasised the fact that in selling a co-operative shipment, each man's stuff is sold on its merits which means that in many cases, every animal has to be sold individually. Where a straight load of cattle owned by one man is sold, they may be sold at a flat price, say 10 cents per pound, whereas some of the fat cattle in the car would be worth 13 cents, and the tail-enders may not bring more than 6 cents.

**Mr. Jensen**—"I would like to say a word in connection with marketing cattle in the yards. I was in the market here a couple of times last fall when there was an excessive run of very inferior cattle. There is a certain

class of stuff which, to my mind, are ill bred and thin, and, as far as I could learn, had to be sold for slaughtering purposes. So many inferior cattle being forwarded at the same time glut the market, and the salesmen have to take whatever they can get and cash them. A lot of farmers do not know this."

**Mr. Freer** "Do you get our weekly livestock market letter? If not, any person is entitled to it, and for this gentleman's information I might say that ever since I have been connected with the livestock department I have been conscientiously advising our shippers the class of stuff to send in and the class of stuff to hold back. During October, November and December, I pointed out time and time again to hold backy our thin, unfinished cattle and your stockers and feeders, but they came by the tens of thousands. That is really what caused such a slump in our market here last fall. That market letter is issued for the service of anyone who wants it.

**Miss Hind** "This is a subject that really interests me very much. I have sympathy with Mr. Freer on this subject. Last fall when the market was blockaded with unfinished cattle, Mr. Dan. Johnson, representing the Dominion Livestock Branch, asked me to try to do my very best to spread through the country the necessity of holding this stuff back. My business, of course, is chiefly to furnish information for the press. I put it in my own paper, and I even went further and prepared a short statement and put it in the Canadian press, urging you people to keep this stuff at home. Yet about every week, perhaps twice a week, I would get a letter from the country asking why we did not say something about the class of cattle that were wanted on the Winnipeg market. Now, I have a sort of idea that, if I were in the country and had cattle to sell, I would not only write to Mr. Freer to know what he had to say about the market, but I think I would look in every paper I could get and try to find out what was wanted on the market. I do not believe there is any class of the community doing business of any kind today that are furnished gratuitously with the same kind of accurate information with regard to what is wanted in connection with marketing, as are the livestock men of Western Canada. Many of us have been shugging away on this job for years, and then you see a market like we had last fall—stock simply being poured in indiscriminately. I sympathize tremendously with these people in the dried areas who had to sell, but they were not the only people who shipped in. Scores of them, hundreds of them, could have held them for several weeks, but it just happened that they all sent them in at that time.

"Frankly, I feel like saying to you today that, unless you take a little keener interest in your own business, and do a little more looking around for information and sorting the information you get, and just a little less kicking against the people who are really, like your own livestock department, trying to serve you, you will not get very far.

"You have today at Winnipeg the fairest market on the continent of America. There is no other market so untrammelled as that of the market at Winnipeg. No packer has any string on it. It is an absolutely

open market. It is controlled by the Livestock Branch of the Dominion Government. The Dominion Government today is furnishing the finest system of livestock market reports that anybody could want. Every day representative sales, showing the average weight, the price and number of animals, are published. You have every possible opportunity of knowing what the market wants and what your stuff is bringing. The weigh-master is compelled by law to put the price of each animal sold on the scale ticket when it goes over the scales. One of the commission representatives went down to Ottawa, and this question was discussed more bitterly than any other. You can tell just what every animal brings on this yard. It does seem to me that it is distinctly up to you if you are not getting the service you want."

**Mr. Dinnen**—"I wish to say that I have been getting the market report, but where the trouble lies with me is that when you say an extra choice steer brings so and so, I do not know what extra choice steers mean, and I think a lot of people are the same."

**Mr. Guild**—"I think this gentleman has raised a point that is possibly lost sight of. I made the statement at different points that 90 per cent. of the farmers do not know the classification of commercial cattle. That is the reason that it doesn't matter what kind of market reports may be sent to many men raising cattle, for the greater percentage of them do not know the classification when they read about it."

Mr. Colvin pointed out that it was a great help to have farmers accompanying their shipments and come on to the yards, and learn from experience how cattle are graded. "An extra choice steer," he said, "is not often seen on the Winnipeg yards. To qualify for that class, cattle have to be good breedy animals of good color, good conformation, good quality and fat. These are always sold for butchering purposes. In the case of feeder steers, say two years old, weighing from 900 to 1,000 pounds, they must be breedy to bring a top price. They must all be of good color, and above all things dehorned." Mr. Colvin emphasized very strongly the matter of dehorning, stating that Eastern and Southern buyers are glad to pay from a premium of 25 cents to 50 cents per hundredweight to get them dehorned.

With regard to Holstein cattle, Mr. Colvin said: "In my opinion, all Holstein calves should be fattened and sold for veal when they are around six weeks old. It is not profitable to raise them, as they are such hard feeders, and there is no demand for them. Off-colored cattle are not necessarily Holsteins, but steers of any milking strain are not usually good feeders."

**Mr. Strachan**—"There is only one way to permanently improve the class of commercial cattle on the market, and that is to improve our foundation stock through the use of better bulls. We have to get rid of the scrub bull. There is only one thing which will produce the steers that are required, and that is the use of a pure-bred sire, and the very best that you can afford. It has been said that the pure-bred sire is a necessity and the scrub a menace, and I believe it is. I know it would surprise many of you men today to know the number of scrub bulls that are being used in the province of Manitoba alone. I have travelled this winter from

the south to the north of the province, and I have been surprised at the poor class of bulls generally used. In order to get your good colors and get your good conformation, it is necessary to use a well-bred sire. It is an utter impossibility to put flesh on a low-bred steer, or on a steer bred from a milking strain. It costs no more to keep a good bull than a scrub, but it would pay a thousand times better. If the Grain Growers put on a propaganda for better bulls in co-operation with the breeders and principal shippers of the province, it would do a lot of good. The use of the pure-bred sire is the only solution to the permanent improvement of livestock."

**Mr. Collyer**—"There is a campaign on in Ontario to have scrub sires eliminated."

"I think at the meeting at Toronto last week, they stated that only 25 per cent. of the bulls used in Ontario are pure-bred. I do not think it is as bad here, but we want to see that it does not get that far."

**Mr. Clarkson**—"I would like to say a word about pure-bred bulls and grade bulls. If you want to have a good class of cattle do not allow a scrub sire on your place under any consideration whatever. By all means get a good pure-bred sire, because if you have grade cattle, you will find a big improvement from year to year. I have shipped steers into Winnipeg, and Mr. Colvin has sold them on the Winnipeg market. I shipped cattle in a car with my neighbor. I had seven or eight head of cattle and my neighbor had 12. I got more for my seven head of cattle than he got for his 12. My cattle never had a bushel of grain, and were never in the barn, and were fed on straw. It makes a lot of difference to use a good pure-bred sire on grade cows."

In connection with the breeding of cattle, Mr. Freer pointed out that the company's campaign to supply better quality breeding heifers had resulted in more than 50 cars of such animals being sent out to the country. Last fall, the finest type of grade heifers came on the market in hundreds. These were sold largely for killing purposes and therefore, not at their real value. To get these back into the country, a plan had been worked out for taking orders for co-operative shipments through the secretaries of local associations. As soon as a secretary has sufficient orders to take up 20 head, which is the smallest number on which free freight can be obtained, that order is sent into the office. The order may not be filled at once as, if necessary, the livestock department waits until the better class of heifers come into the market. The idea is to take advantage of the market during times when there is a glut of good breeding stuff available, and to prevent it going to slaughter.

Mr. Rice-Jones called attention to the arrangement that could be made with the Union Bank to finance the purchase of heifers, and to the arrangement between the bank and the livestock department of the company in carrying out this policy.

**Mr. Jensen**—"Do the United Grain Growers make a profit on the feed supplied at the yards?"

**Mr. McMillan**—"We try to give you the feed absolutely at cost. It is very difficult always to do this and, for example, for the month of December, 1919, our feed account showed a loss of \$42.00 at the Winnipeg

yards. Another month it might show a small profit, but as far as possible, we try to feed your stock at actual cost."

Mr. McMillan went on to cite an experience of Mr. Smallman of Hohnfield, Manitoba, who had asked to have the matter brought up before the convention. Mr. Smallman had brought in a mixed car of cattle and hogs to the Grain Growers, and the same day a drover had brought in to another commission firm another car containing exactly the same number of cattle and hogs. They were sold the same day. When these men got back to the hotel, they compared their statements, and the drover had been charged with eight bales more hay and four bags more chop than had Mr. Smallman, on the same number of stock. Mr. Smallman had kept copies of the two statements, and invited anyone who wanted more information on the subject to write to him at Hohnfield, Manitoba.

**Mr. Thomas** - "I have had some experience with drovers, and have had the same experience as Mr. McMillan has outlined regarding Mr. Smallman's charges. I have never been ashamed to show the settlement of the United Grain Growers to any drover I meet. If any of you shippers wish to get a good one on any drover, just ask him to produce his statement showing feed charges made by any other firm on the yards. You can get him every time. The absolute honesty of the Grain Growers in charging only the actual feed that your livestock eats is in itself sufficient to warrant them getting all the farmers' business.

"We made our last shipment to the United Grain Growers at Moose Jaw, and I might just say that we were very highly pleased with the service we received and the prices obtained. They have also a splendid staff there."

Mr. Rice-Jones pointed out that the Federal Government had appointed Mr. Dan Johnson to be Supervisor of the livestock trade for Canada, and that Mr. Johnson was doing his best to make conditions right in the stock yards.

The question of selling hogs at off-car weights, or fed and watered, came up. Mr. Munro pointed out that there were some cases where hogs had only a short journey to market, when it paid to sell them at off-car weights. Hogs so sold would be 75 cents to \$1.25 more per hundredweight. As a rule it paid to sell hogs fed and watered, because the packers prefer them that way. The difference in price between hogs weighed off cars and hogs fed and watered, is consequently not as great as the gain in weight would warrant.

**Mr. Freer** - "I imagine most of you know that we carry with the Hartford Insurance Company a blanket transit insurance policy covering all co-operative shipments, provided they are billed out in a certain way. That provision is this: They must be consigned to 'United Grain Growers Limited, Union Stock Yards, St. Boniface,' and shipping contract must be signed 'United Grain Growers Limited,' per yourself as shipper. All shipments coming in billed in this way are automatically insured from the time they are loaded until unloaded. It protects you very fully in case of loss in transit from either crippling or death. In case of crippling, the animal is valued by our salesmen just the same as if the stock had been

sold. There is nothing to prevent any association or any agent getting his own insurance policy if he wishes it."

### RESOLUTIONS

The following resolution, moved by Mr. Fraser and seconded by Mr. Puse, was passed unanimously:

"That we, the co-operative shippers here assembled, express our confidence in the organization of the United Grain Growers' livestock department, also express our appreciation of and satisfaction with the services of the officials, salesmen and the yardmen of the company."

The following resolutions were drafted by the resolutions committee, and passed unanimously by the convention:

"We, the delegates assembled in this co-operative livestock shippers' convention, recommend all locals to exercise every care and consideration in the appointment of the most thoroughly competent men of their respective districts, who are prepared to furnish the necessary bond, and handle the shipments in an absolutely co-operative manner, no country buying being permitted."

"Whereas many of our country local co-operative shipping organizations have in the past, we believe, employed or appointed shipping agents at a salary or commission, or salary and commission, not in any way remunerative in comparison to the benefit derived by the members and shareholders of such organization. Therefore, be it resolved that, in the opinion of the delegates assembled in this convention, all shipping agents should receive from their local organization, all such salary or commission as would at least be remunerative in comparison to services rendered."

"Whereas much dissatisfaction exists at some points, owing to co-operative livestock shippers not receiving individual statements of the weight, grade and price of their livestock. Therefore, be it resolved, that we ask for legislation making it compulsory for detailed statements of all sales to be furnished."

"That we thank the United Grain Growers Limited for having made it possible for co-operative livestock shippers to get together on such an occasion, and ask that this convention be made an annual affair."



# How to Organize Co-operative Livestock Shipping

The first step to take in order to successfully carry on co-operative livestock shipping is to organize a Grain Growers' or Livestock Shipping Association, appoint a shipping agent and then support him loyally with your stock shipments. The shipping agent's duty consists of arranging date of shipments, marking and weighing of stock and, when the distance exceeds 100 miles, accompanying shipments to the Union Stock Yards or providing someone to do so. His remuneration for this work is a matter of local arrangement, and should be sufficient to pay him well for the work and time he puts on it. A great many associations are now working on the basis of 10 cents per cwt. commission for their shipping agent, and \$5.00 per day travelling expenses while en route with shipments, while some have adopted from 1 to 2 per cent. commission on the valuation of shipment. This, however, is a matter that should be decided locally and, of course, be adjusted from time to time as the work develops.

Stock should be delivered to the Shipping agent by the members promptly on date arranged for shipment, when he will issue a regulation scale ticket receipt for same. The cattle are marked by clipping a Roman numeral in the hair on their left hip or flank, each shipper receiving their own identification figure, thus:—

- "J. Smith—3 steers marked I."
- "J. Jones—2 cows marked II,"  
1 calf marked II."
- "H. Adam—1 bull marked III."

Other shippers receive marks, such as IV., V., VI., VII. and so on. This information is given on the scale ticket together with the weight when weighed.

In handling hogs, they are graded, each shipper receiving credit on his scale ticket for the home weight of his "selects." Settlement is made on the basis of the home weight less any shrink or plus any gain. In the case of "cut-outs" or off-grade hogs, these must be marked and marks shown on scale ticket in the same manner as cattle are marked. In marking the "cut-outs" use RED paint, pouring off the oil, adding varnish in order that it will dry quickly. By adopting this system of grading it avoids marking selects, and as selects represent 90 per cent. of every car load the reason is obvious.

Selects, according to present grading, are well finished hogs weighing from 150 to 270 lbs.

When the stock is loaded the shipping agent makes out a summary of the scale tickets covering the shipment on a shipping manifest, showing all local expenses against shipment, such as bedding, car, partitions, etc.; together with rate of remuneration which he is working on. This manifest should be turned into this office as soon after arrival as possible, and no

## Organization Meetings

A Co-operative Livestock Organizer is available to assist any Grain Growers' Association, or district, that needs help in developing co-operative livestock shipping. His services for attending meetings, or helping to list and load the first shipment, are absolutely free. All we ask is that you give us plenty of notice in advance of the date that he is required, so that it will not conflict with other meetings, and also that we may try and arrange for meetings in adjoining territory at the same time.

UNITED GRAIN GROWERS  
LIMITED

trouble will be experienced in our selling each shipper's stock separately on their merit, and supplying each man a personal individual statement, showing the sale of his own stock, cost of handling, etc.. In addition to these individual statements, the shipping agent is furnished with a "Settlement" giving full details of the entire sale, together with list of itemized expenses such as freight, feeding, insurance, selling commission, shipping agents' expenses and commission.

All stock is unloaded by the stock yard company as soon as possible after it arrives, no matter what hour of the day or night. It is then delivered to the U. G. G. alley, when it is immediately put in pens that have already been fed and watered and is not offered for sale until thoroughly rested and recovered from the trip.

The minimum car-load weights are as follows:

Straight cattle	20,000 lbs.
Mixed cattle and hogs	20,000 lbs.
Straight hogs	16,000 lbs.

Any car containing cattle raises it to the cattle minimum, and it is advisable as far as possible to exceed the minimum by one or two thousand pounds (except in very hot weather) in order to be sure of having a full carload, and thus avoid paying freight on light loads.

## Market Letter



In these days of rapid price fluctuations it is well to inform yourself of market conditions before shipping stock. The U.G.G. market letter will help you and if you are not already getting it, send for it. Then before you are ready to ship send in a brief description of your cattle and let the Livestock Department give you the benefit of its advice.

## Health Certificate

Under existing United States regulations it is compulsory for all stock going South to be accompanied by a clean bill of health certificate. Therefore, in order that your stock upon arrival will be yarded into "clean area" pens and thus allow the Southern buyers to bid on them, giving us the advantage of their competition, we strongly urge all our shippers to be sure and see that health certificates accompany every cattle shipment, and that same is delivered to the Government Health Inspector, Union Stock Yards, St. Boniface, Man., IMMEDIATELY stock arrives.

If you do not know whom your Inspector is write us and we shall be glad to advise you.



# Better Beef Sires

## *A New Plan for Distribution of Pure-Bred Bulls to Farmers and Ranchers*

The Livestock Department are able to announce a new service—the distribution of pure-bred bulls.

Any farmer will now be able to get a pure-bred bull of any desired age and breed by simply placing his order with the Livestock Department of United Grain Growers Limited at St. Boniface, Moose Jaw, Calgary or Edmonton.

A farmer or rancher placing an order will be asked to specify what he desires and make a deposit of one hundred dollars with each order. The services of the experts of the Livestock Department will then be given in obtaining a bull that will meet requirements. Every farmer placing an order will be given full value for his money, and will get a bull of pure breeding backed by a pedigree certificate enabling the animal to be registered in the National Livestock Records at Ottawa.

The only charge for this service will be a fee of ten dollars for each animal. This charge, which is very small in proportion to the services rendered, is intended to cover the expenses entailed in the selection, purchase and loading of these bulls.

A farmer who is now using a grade or a cross-bred bull will be able to sell such an animal through the Livestock Department of the Company, and apply its value on the purchase of a pure-bred bull.

Anyone who has followed the commercial cattle industry from receipts at the different markets of Western Canada is convinced that the greatest need is the production of cattle of better breeding and quality through the use of better sires. The markets are overloaded with inferior cattle which bring disappointing prices, while the market is much more responsive on really choice stuff.

Most of our Canadian feeder steers go South to be finished in the Central States before being slaughtered. The American buyer will always pay a premium for animals with quality and breeding. He discriminates against common cattle because he knows they cannot be finished to the same advantage.

The day has long since passed when the value of a pure-bred sire as compared with a grade sire is questioned. It pays, pays in dollars and cents, to produce good calves instead of poor ones, to have calves that develop into top price market steers, and the kind that make creditable producing females. The personal satisfaction of raising better cattle is backed by actual cash advantages.

The new service for purchase of bulls is now available to anyone who will send in the required deposit to the Livestock Department of United Grain Growers Limited at St. Boniface, Moose Jaw, Edmonton or Calgary. Purchasers should state requirements as to breed and age and give an approximate idea of the price they are willing to pay.

# Dehorn Your Cattle

It is now an accepted fact that cattle with horns are discounted to a certain extent on the livestock markets of Canada and the United States. The packer discounts horned cattle on account of the fact that carcasses of beef from a load of horned cattle are more or less bruised. The American feeders, who absorb the great bulk of our stocker and feeder cattle market each fall, discriminate against horned cattle because they are meaner to handle in the feed lot, and show smaller gains than the dehorned cattle. This means that every class of trade to which Western farmers and ranchers enter discriminates against horned cattle. It is a fact that there is a premium on cattle without horns.

Cattle one year old or over should be dehorned by the use of a dehorning saw, or dehorning clippers. When cattle are dehorned in this way certain precautions are necessary. These may be summarized as follows:

Do not dehorn at any season of the year when flies are common. From March 15th to April 15th or May 1st, is a good time to dehorn during the spring season. If fall dehorning is practised, from October 15th to November 30th would be the most suitable time. In dehorning the cattle in this way do not apply any material to the sawed off portion of the horn. Some people apply pine tar and other substances to stop bleeding and heal the wound. This should not be done. Any such material simply closes the opening in the horn and prevents the discharge of any material which should escape. This means that an abscess is liable to form at the root of the horn, causing unnecessary suffering and often loss. Be sure and dehorn close to the skull. Do not leave stubs. They look bad, and in most cases make the cattle look staggy.

A more humane way of accomplishing the same results is to use caustic potash on calves while quite young. Caustic potash may be bought in stick form at any drug store, and should be rubbed on the nubbins of the young calf just before they come through the skin. Do not apply too much of the caustic, or it will run down over the calf's face and into his eyes, and frequently cause loss.

This latter practice is by far the most generally practised, and certainly the one to be recommended to accomplish the desired result.

# Results Count

## *An example of the service we are able to render in the purchase of stocker and feeder Cattle*

Did you ever stop to think of the assistance which the Livestock Department of United Grain Growers Ltd. can give in the purchase of stocker and feeder steers or breeding heifers? We have organized a special department for this service altogether outside our service in selling livestock consigned to us. So satisfactory has our buying service become that many farmers now prefer to place their written order with us and have the matter of selection entirely to our experts. In all cases entrusted to us in this way we give our very best attention to all details, so that complete satisfaction is assured.

Here is an example: In October, 1919 Mr. James, Turner, Carroll, Man., dropped into the Livestock Department of United Grain Growers Ltd. and left an order for 20 to 25 grade Angus steers that could be fitted to win the various groups of 15, 5, 3 and 2 at the Brandon Winter Fair in March, 1920. Full specifications as to ages, weights, etc., were left with us and the steers were selected according to specifications. Mr. Turner first saw his steers when he unloaded them at Carroll. He put them on feed early in November and showed them in Brandon in March. They won the following prizes:— First in car-lot group of 15; first and third in group of 5 over 1,100 lbs.; second in group of 5 under 1,100 lbs.; second and fourth for best pair of steers or heifers; first, second, third, fourth and fifth in class for 2-year-old steers (all breeds competing). This record of prizes won and prize money received at one show has never before been equalled by any one exhibitor of fat cattle in Canada.

The first, third and fourth prize car-lots of steers at the 1920 Brandon Winter Fair were selected by the Livestock Department, United Grain Growers Limited. The third prize load was fed and exhibited by Mr. H. O. English, Harding, Man., and the fourth prize load was fed and exhibited by Manitoba Agricultural College.

Our service is at your disposal at any time you wish to take advantage of it.

# What some of our Customers

COPY

Sharpwood P.O., Man.  
February 1st, 1920

The United Grain Growers Ltd.,  
St. Boniface, Man.

Dear Sirs

I received the letters on the 30th, also a statement of mine. I am highly pleased with them, and have to thank you very much for your good judgment in selecting them.

With kind regards

Yours truly,

(Signed) A. JONES

Sharpwood P.O., Man.

COPY

Honouba, Man.  
March 21th, 1920.

The United Grain Growers Ltd.,  
St. Boniface, Man.

Dear Sirs

Re our cattle we shipped you last week, I must say that all the farmers were highly satisfied with their prices and returns. You certainly struck a good market for both cattle and hogs. We have recently another car promised and when we ship I hope you will do your best with it, and prove to them that it is the only way to ship stock.

Yours truly,

(Signed) JAMES SCOTT

COPY

Poplarfield, Man.,  
January 10th, 1920.

The United Grain Growers,  
St. Boniface, Man.

Dear Sirs

In reply to yours of December 27th, 1919, the shippers are very well satisfied that they got fair prices for their stock. Mr. Swallo received \$48.80 more than he was offered at home from local buyers, and the rest just the same, from \$8.00 to \$10.00 each.

Yours truly,

(Signed) P. VERDANT

COPY

Chas. W. Robinson, Secretary-Treasurer, District Association, United Farmers of Manitoba and Vermilion Co-operative Live Stock Shipping Association,

Vermilion, Alta.,  
October 3rd, 1919.

United Grain Growers Ltd.,  
St. Boniface, Man.

Dear Sirs

I beg to enclose herewith manifests for eight cars cattle.

Kindly give us your very best service in this lot. The shippers are highly pleased with the last returns. There are a lot of cattle to go out of here yet, and your financial statements are having their effect.

Yours for co-operation,

(Signed) C. W. ROBINSON.

# have to say of our Service

**COPY**

Red Jacket, Sask.  
November 24th, 1919

The United Grain Growers Ltd.,  
Winnipeg, Man.

Dear Sirs:-

We have our second car of stock about ready to ship, and will be prepared to ship about the first week of December, unless you otherwise advise. Please advise me in this respect.

I might say that we have settled up with our members and patrons in the first car, and they are highly satisfied, everyone receiving more for his stock than he really expected. There was not a kick in connection with the whole car, and I expect a steady increase in business from now on.

Thanking you for your service, I remain,

Yours truly,  
Signed: D. D. McDONALD  
Shipping Agent

**COPY**

Montreuil, Alberta, Sask.  
March 27th, 1920

The United Grain Growers Ltd.,  
Livestock Dept.,  
Union Stock Yards,  
Winnipeg, Man.

Dear Sirs

Many thanks for check for \$267.02  
I appreciate your service and promptness.

I hope to make up another car for you this fall.

Yours truly,  
Signed: JNO. F. PETERS

**COPY**

Melbourne, Man.,  
April 2nd, 1920

The United Grain Growers Ltd.,  
St. Boniface, Man.

Sirs

Enclosed you will find a check for \$1,000.77 (nineteen hundred and forty-six dollars and seventy-seven cents), total amount less freight, for car of stock.

The steers arrived in fine condition, and we are well satisfied with your selection.

Thanking you for your courteous attention,

Yours truly,

(Signed) COLFART BROS.,

Per John Colfart

**COPY**

Arrow River, Man.,  
April 5th, 1920

The Manager,  
The Livestock Dept.,  
United Grain Growers Ltd.,  
St. Boniface, Man.

Dear Sir

I may say that I have got good satisfaction with the shipments I have made to your company with the Pape Livestock Association, and express thanks for the service.

Yours truly,

(Signed) A. M. BRADY (C)

# An Investment Department for Farmers

Use the Investment Department of United Grain Growers Security Company Limited when you need information and advice on financial matters. Don't let someone sell you stock in a gold mine or some kind of company until you have found out about it. No charge is made for the information and advice furnished by the Investment Department on all questions of stocks, bonds, mortgages, insurances and other financial matters.

**Victory Bonds** and other securities bought and sold for farmers at current market price.

**Farm Land Mortgages** handled. Investors with comparatively small amounts to place, are given as good facilities for lending on high interest mortgages as wealthy companies enjoy.

**Buying and Selling Land.** Get full information from the Security Company as to the best way to go about this.

**Insurance Policies,** Life, Fire, Accident or any other kind of insurance.

## INVESTMENTS

There is a special department of the company to give you special advice on such matters. Address all enquiries to

Investment Department

**UNITED GRAIN GROWERS SECURITY COMPANY LIMITED**

*The Organized Farmer in Business*

Winnipeg, Man.

Calgary, Alta.

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**SECURITIES**  
COMPANY LTD.

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algary, Alta

## There Are Many Farmers---

who intend to take out shares in United Grain Growers Limited this Fall if crop returns are satisfactory. They know they cannot invest their money to better advantage, and that every dollar and every man adds to the strength of the Organized Farmer in Business. It will help in making plans to know just where shares will be taken up this Fall.

If you are thinking of it, will you fill in your name and address on this form and send it in. Full information about taking out shares will be sent you.

And you can take plenty of time to think over the matter before crop returns are in. Address inquiries about this or any other investment to

**INVESTMENT DEPARTMENT**



*The Organized Farmer in Business*

**WINNIPEG**

**CALGARY**

INVESTMENT DEPARTMENT  
UNITED GRAIN GROWERS SECURITIES COMPANY LIMITED  
WINNIPEG—CALGARY

If the crop turns out satisfactory I may desire to take out some shares in United Grain Growers Limited. Please, therefore, send me full information.

Name \_\_\_\_\_

Address \_\_\_\_\_

Even if you already are a shareholder, please fill in the above if you are likely to want shares.  
Selling price of shares (par value \$25.00) is \$16.00. You can pay in full with application, or \$6.00 per share with application and \$6.00 per share on the first of September each year until paid for. You may hold from one to one hundred shares, but not more. Only farmers, their wives or the owners or lessees of farm lands may become members.

# Invest

Use the Investment Company Limited with confidence. Don't let any kind of company unit for the information on all questions of stock matters.

**Victory Bonds** at current market price

**Farm Land Mortgage** amounts to place, and mortgages as wealthy

**Buying and Selling** Company as to the best

**Insurance Policies**

There is a special on such matters. Address



The Organization  
Winnipeg, Man.



# Special Notice



Some Livestock Drovers and others interested in the old-fashioned method of marketing livestock have been circulating many malicious stories through the country. These stories are all designed to shake the confidence of farmers in co-operative shipping, and to bring back the old conditions under which the farmer did not get full market value for his stock, and drovers and dealers were able to make large profits by purchasing in the country.

There is an organized campaign of slander in process. To help in checking it, when you hear any stories of this kind please ask anyone repeating them to give full information, including the names and addresses of any farmers interested. Then if you will report the matter to the General Manager, United Grain Growers Limited, this information will enable us to investigate the story thoroughly. When particulars are refused you can conclude that the story is false.

Co-operation on your part in running down these stories will be a real service to co-operative shipping and to the farmers of the country. Will you help?



**UNITED GRAIN GROWERS**  
**LTD.**  
*The Organized Farmer in Business*

## *Notice*



**Plan now to  
attend the  
Second Annual  
Convention of  
Co-operative  
Livestock  
Shippers which  
will be held at  
Winnipeg  
during the  
month of  
February, 1921.**

