

Topping the Market for Swine

(Continued From Last Week.)

NEVER speculate on the market. When your hogs are finished and are at a point where they refuse to put on profitable gains, it is always best to sell them, as the market is as apt to decline as it is to advance. I have offered \$9.25 for hogs which the owner was holding for a \$9.50 market and later bought the same hogs at 8c. The owner lost \$1.25 per cwt. and his hogs were not paying for their feed, as they were finished.

Value of Competitive Market.

I would also suggest that in disposing of your hogs you ship them to an open market. The most logical market for this locality is the Portland Union Stockyards. By consigning your hogs to one of the commission firms at the stockyards you will be assured of maximum results. There is double competition there. The commission men compete with each other to secure your business and will make a special effort to secure the extreme price for your hogs, as they know if they do not they will lose your business. Then, too, there are buyers there representing all the large slaughterers and most of the small killers in the Northwest. Competition is what you want, and it is here that you get it. This is the only open competitive market on the Pacific Coast, and it is entitled to your patronage. You must remember that the buyer who tries to buy your hogs at your ranch bases his price on the Portland market. You have the Portland quotations and he is compelled to use the Portland market as a basis on which to buy your hogs. You must also consider the fact that he would not be at your ranch unless he expects to buy them cheaper than he could at Portland, providing he represents a packer. If a country shipper, he must make a profit on the transaction and you are entitled to this profit. The country shipper is very essential in localities where the hogs are widely scattered and each rancher has only a few head. He collects them in car lots and ships them to market. But the rancher who has a carload or can consolidate with some of his neighbors and make up a carload, should consign them to the open market.

Community Shipments Popular.

I have purchased loads of hogs in the Portland yards made up of hogs owned by from 15 to 20 different ranchers. They are sorted up in the yards, sold on their merits and the expense pro-rated. Each owner gets all there is in his hogs in this manner. These community shipments are becoming very popular. It certainly looks like poor judgment to raise and fatten your hogs and then divide the profits with another.

Some producers carry the idea that the country shipper can get more for hogs on the market than he can. This is not the case by any means. The hogs are consigned to a commission firm. Their salesman sells the hogs at \$10 per car commission. He will probably have from five to 15 cars of hogs to show the buyer. The buyer does not look at the shipper; he is not buying the shipper, but the hogs, and it is immaterial to him who shipped them in. What he wants is quality in the hogs. It is not necessary to know the ropes. Merely ship your hogs to one of the commission men at the yards. He will feed your hogs, water them, sell them, see that they are weighed properly, and give you a check to cover the same day the hogs are sold. You have nothing to do but take the money. And if you are not with the hogs he will mail the check to you. He is giving you the benefit of his experience for a nominal charge, which amounts to less than 1 per cent on the transaction.

When a producer sells his own hogs the buyer has all the advantage. He is posted on the market; he does nothing else but buy day after day and naturally is in a position to make a better purchase than the producer is a sale. On the other hand, the commission man is on the market regularly. He can gauge the packers' requirements very closely and knows just when to ask a higher price or when to sell on a decline. Open markets are the life of the livestock industry and certainly deserve the support of the producers.

Raise Better Hogs.

I want to urge you to raise more and better hogs. Finish them. The average yield of hogs purchased on the Portland market is around 75 per cent. This compares with droves put up by packers on the Middle West markets, which yield 78 to 80 per cent, but they are all too few, but it

is encouraging to buy them occasionally, as it shows that it can be done here in the Northwest.

We have ideal conditions in the Pacific Northwest for hograising and should take advantage of these natural resources. It is a source of gratification to note the increased production of hogs during the past five years. This is evidence that the hog is coming into its own in this section of the country.

No Danger of Over-Production.

Some producers fear an over-production of hogs, but this is an impossibility. Consumption is increasing far more rapidly than production. We imported from 75 to 90 per cent of the hogs and hog products used in the Northwest from the Middle West up to two or three years ago; millions of dollars were returned to the Middle West in payment for these products, but there are no hogs being shipped in from the Middle West at present, and receipts of hog products are being steadily reduced. This means a great deal to the Northwest, as the money paid for hogs is returned to the producers here and put into circulation. The markets of the world are now at our door. Since the opening of the Panama Canal it is now possible to ship hog products to the Southern and Atlantic Coast states and also to Europe; the outlet is unlimited. We can ship hog products from Portland to Charleston, S. C., cheaper than the same products can be shipped from St. Joseph, Mo.

Market Your Hogs Alive.

It has been the custom for some producers, especially those in territory adjacent to some of the larger cities of the Northwest, to kill their hogs on the ranch and ship them in dressed to the butchers, or, as in Portland, to the front street commission merchants. If the farmer would only stop to figure, he would readily see that he is losing money by doing this. In warm weather he runs the risk of having the meat sour to such an extent that it is a total or partial loss; then, too, when the market is overstocked with dressed hogs the butchers and commission men have no facilities for holding or packing them and the price will drop from 50 cents to \$1.50 per cwt. in one day, causing heavy loss to the producer. Declines in the live hog market rarely are over 25 cents per cwt. in one day and the usual decline in price is 5 to 10 cents per cwt.

The Three Essentials.

Please remember these three essentials in your endeavor to "top the market": Raise purebreds, finish your hogs and ship them alive to the open market.

Canadian Express Co. Now Fifty Years Old

LAST month the Canadian Express Company, which operates on the entire Grand Trunk system, celebrated its 50th anniversary, letters patent being granted by the Federal Government to the forwarding company of that name in February, 1865. In reality the company is much older, for, as the British-American Express, it was established in the early '50s and operated stage lines in winter and steamboats when water navigation was possible. Although the Grand Trunk was the second railway opened on this continent, the express company now operating over its lines is many years older.

As early as 1858 it opened a branch office in Liverpool, and for years it was the only American express company with offices in Great Britain. Today it has branches in many cities of England and the Continent. It serves 9676 miles of railway lines, including the entire system of the Grand Trunk, the Grand Trunk Pacific, the Canadian government railways and the Central Vermont. Since October 1, 1911, when the late Charles H. Hays, who later went down on the Titanic, left the presidency of the company to become chairman of its board of directors, the company has had for its head John Pullen, formerly assistant freight traffic manager of the Grand Trunk system.

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