

Marketing of Livestock

BY STOCK EDITOR.

THE satisfactory results obtained by the various co-operative associations in marketing grain and fruits, leads many to believe that something might be accomplished through the use of like methods in marketing livestock. But up to the present little of a thorough nature has been attempted. One association in Wisconsin seems to have been successful and is able to show some satisfactory and tangible results. On 43 cars of stock shipped by them a net gain of 10c to 15c per hundred can be shown over selling at home.

The grain and fruit organizations have for their object the control of the entire output and, ultimately, the dictation of the price. With the livestock growers and feeders another object is in view at least for the present.

Livestock is marketed the whole year through. Stock is put on feed to be finished at a certain definite time and when that time comes and the stock is finished there is just one thing to do and that is to sell. The problem to solve under these conditions is to get the last possible dollar at that time on the open market. That market will be governed by demand and supply.

Getting to Market.

To many the steps in getting to market are familiar, but to thousands of small feeders it looks like a big undertaking. As a matter of fact it is simple. In the first place, get in touch with the market. Get a weekly market letter. Then as the time approaches write to your commission firm, describing your stock and saying what you expect to ship. They will gladly give reliable information and advice. The next thing then is to order the car for a certain date. When that day comes load the stock and consign it to the firm that is to handle it. Get in the caboose and go with it.

You will find upon arrival that the railroad has advised the firm handling the stock as to when it will arrive. They will be there to receive it and care for it from that time on. Men with daily experience will feed and water in a way to get the best possible results as to the fill. Finally, they will be sold by an expert in their particular line. A man who knows their worth and, what is more, who needs them and who will pay most. When sold the stock is driven to the scale and weighed by a disinterested party.

But one thing remains, then, and that is the check. The commission firm will deduct all charges and issue the check.

Now it seems that with matters so simple there is no good reason why any man should not ship his own stock. He can, and eventually he will. Then why the shipping association? An association will serve two purposes.

Way to Co-operate.

First—It will provide for a man at nominal expense to accompany each load to market, and thus save time for those who are too busy to go.

Second—It will provide for the small producer, the man with but a few head who, under any other plan must sell to a speculator. His stock can go along with that of his neighbor and realize for him its actual worth.

An association of this kind needs no hard and fast organization—simply an effort among individuals to get together for better results. The next time you have a part of a car of stock to market, call up your neighbors and see how long it will take to find plenty of stock of some kind to fill in. You will be surprised to find how many of them are anxious to take advantage of any opportunity to get full market value for what they have produced. It belongs to them.

Green Feed for Chickens.

Washington Star: Keep the oats sprouting apparatus going all the time at this season of the year. If a flat is used, keep the trays of sprouts coming on in succession. The hens can't have too much of this feed, in reason, during the winter months. It's a great egg inducer, and it economizes feed. After oats have been sprouted in the trays once or twice, scald each tray out with boiling water to which a little formalin has been added. One-tenth of 1 per cent. of the formalin is a strong enough solution. If formaldehyde is used, the solution may be one-half of 1 per cent. This will prevent the formation of mold in the trays and in the sprouting oats.

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Livestock Is the Money Maker

ONE need be much of a seer or prophet to foresee the tremendous demand the world will make on America for food supplies during the next year or two. The problem is how to meet the demand. The high price of wheat now ruling and likely to prevail for some time will boost the wheat acreage. The winter wheat acreage already sown establishes a new high record, with nearly 40,000,000 acres, and no doubt the Spring acreage also will be proportionately as large.

But wheat-growing is more or less of a speculative business on account of weather uncertainty, so the farmers who wish to play safe will continue to depend upon diversified crops, and those who go in strong for livestock and dairying will be the surest of good profits. The prices of livestock are high and bound to continue so for some time, regardless of all efforts to increase the supply. The bankers throughout the Northwest have now been active for several years in the work of promoting the livestock industry and helping the farmers to get more and higher-grade stock.

Summing up the livestock problem, W. E. Briggs, vice-president of the Northwestern National Bank of Minneapolis, recently said:

It is not a matter of trusts or com-

binations, notwithstanding that is what the Federal Government began to look for when first the fact became apparent that there was not meat enough to go around at old prices. It is not a combination of cattlemen, or butchers. It is the inevitable working out of economic laws. Legislation can't grow cattle.

Insofar as we can educate people to the situation and influence the producers, we may check the trend and even restore former conditions in part. But laws cannot bring it about and if the years of the immediate future show the trend continuing, even higher prices than any yet heard of will have to be paid by meat eaters. The simple fact is that the country, for several years, has not been producing meat enough to go around.

Marketing of calves is one of the great evils. How to check it is a problem. At South St. Paul, for example, of total livestock receipts for the last three years, nearly 25 per cent has been calves. The farmer who is dairymen finds it less troublesome to sell the calves. This has been a factor of adverse effect for several years. It is likely to be especially bad now that prices of farm products, corn especially, are so high. There will be less inducement to the farmer to feed his stock.

I am not pessimistic on the outlook. On the contrary I think much can be done. I look for the recent Government report to take its place as one of the most important of its kind. It makes plain to all who may care to

study it, and many will study it with the greatest interest, the causes for the higher meat prices, with facts and figures. It makes it apparent that we have to produce more cattle, eat less meat, or pay higher prices for it.

It is then a problem to be solved not by legislation, but by co-operation between the farmers and the bankers and other business men.

The prosperity of this great Northwest is closely linked with the development of the livestock industry. The days of the great cattle ranges are past and the possibilities for livestock on the ordinary farm of diversified crops are shown by the great state of Iowa. She leads all other states, according to the United States census reports, in the value of the livestock on her farms. The figures were \$393,000,000 in 1910, which is about 25 per cent greater than even the vast state of Texas can boast, with all its range country. Incidentally, it may be mentioned that recent reports of the Department of Agriculture give Iowa the first place in the value of all farm products, at \$353,000,000 per annum, Illinois being second at \$319,000,000.—Editorial in Commercial West.

Method.

"I suppose," said one wife to another, "that you never argue with your husband."

"Only when he is mending a puncture," was the reply. "When he is thoroughly irritated, he makes a much better job of it."