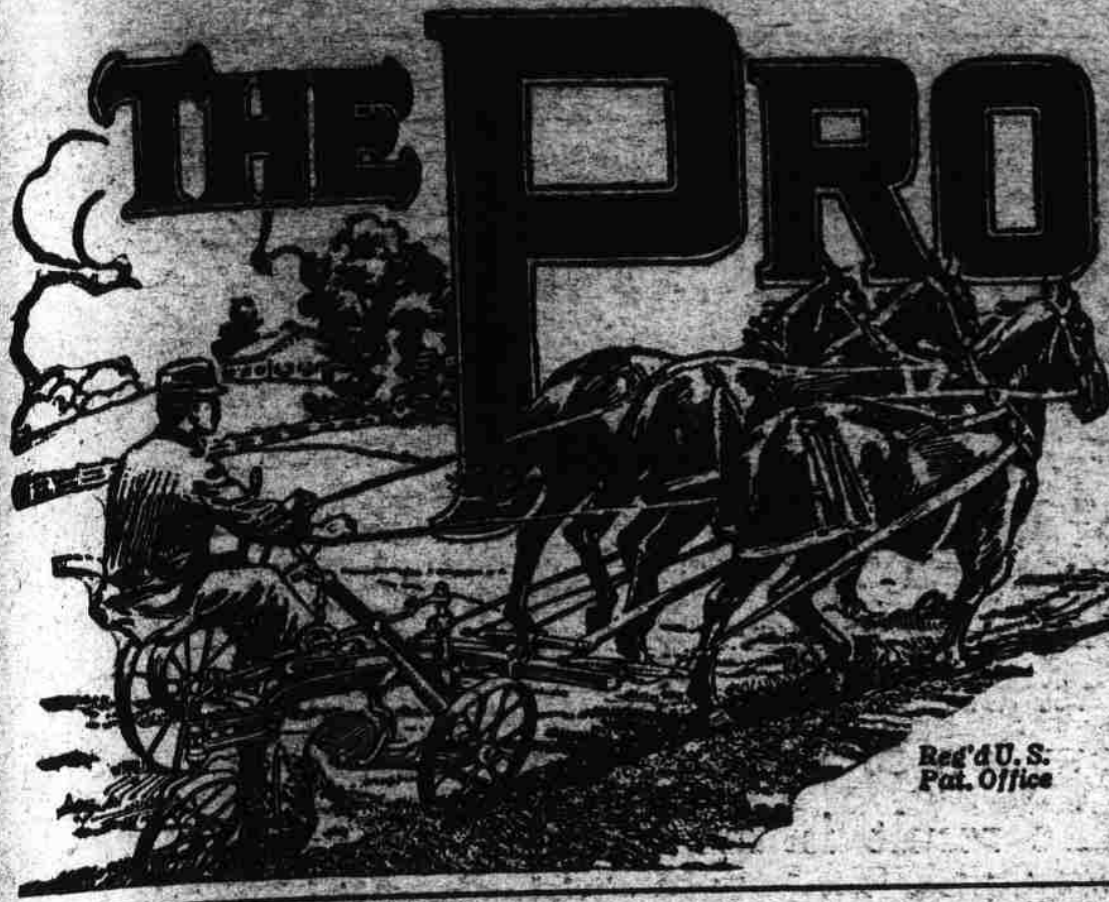


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CO-OPERATIVE MARKETING OF HOGS

THERE are many sections of the South where hogs could be grown profitably if markets were developed for the surplus. The local meat markets are easily glutted and do not furnish a steady and dependable market for any number of hogs, consequently there has been little stimulus to increased production of hogs beyond the needs of the farm meat supply.

By co-operative shipping a local market can be developed that will take care of any surplus, and farmers are assured that they can get the best market price regardless of local demands.

The first essential in making a shipment is to get a carload. The farmer growing hogs on an extensive scale may be able to ship a car at one time, but it is the man growing only a few hogs that is especially benefited by the co-operative shipping plan. By this plan either one hog or a dozen can be sold just as profitably as if each man could ship a carload.

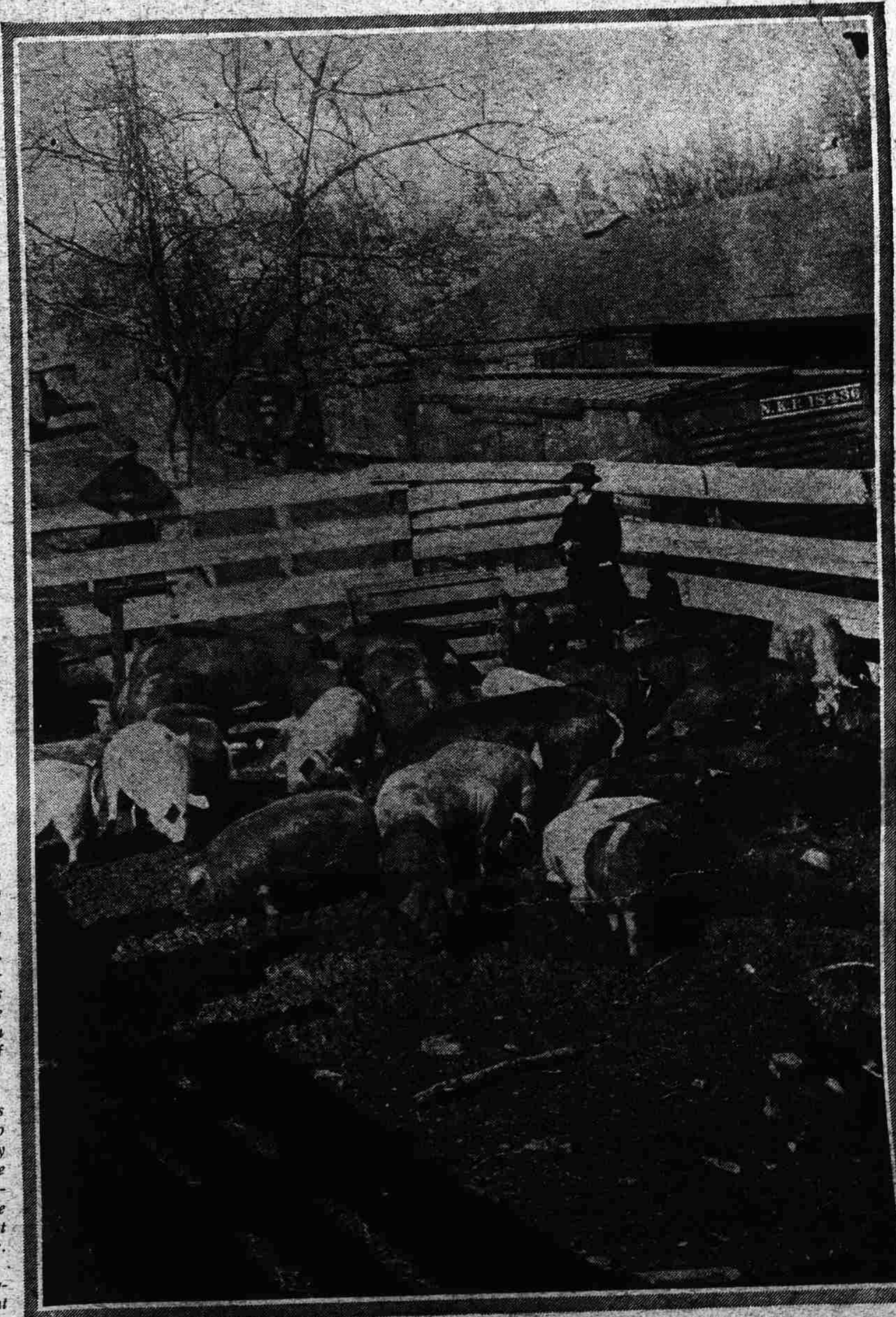
The state extension divisions have men who make a specialty of handling this particular line of work, and your county agent in co-operation with these men can organize a co-operative shipping association in your community that will take care of all the hogs that can be produced.

The method of handling these shipments is very simple. The hogs are brought to the shipping point on the appointed day. They are unloaded from the wagons, weighed and graded. The grading is usually done by the county agent or a specialist from the state college. Each farmer is given a receipt for his hogs showing the weights and grades. The hogs are now shipped to the market offering the best prices. The reliable markets are so regulated that shipments are absolutely protected against loss.

The shipment is consigned to a commission firm which does the selling. As soon as the hogs are sold the proceeds of the sale are sent back to the county agent, bank or whoever handles the shipment. The expenses are prorated according to the value of the hogs shipped by each man. These expenses include freight, commission, yardage, feed and water, and whatever other expenses are incurred in making the shipment. Shrinkage is also prorated according to the weight of each shipper's hogs. Settlement is made on the basis of the home weights and grades.

We have seen hundreds of cars handled by this method and every shipment was satisfactory to all concerned. The hogs are handled directly from the farmer to the packer or buyers on the stockyards, and go through exactly the same channels as if they were bought by someone at the shipping point. At the same time the farmers get the profit that would have gone to a buyer at home.

Shipments of this kind will encourage the growing of hogs more than almost anything else that can be done.



THE FIRST CO-OPERATIVE SHIPMENT OF HOGS FROM CALDWELL CO., N. C. (SEE ARTICLE ON PAGE 40)