

OREGON AGRICULTURAL COLLEGE EXTENSION SERVICE

RALPH D. HETZEL, Director.

MARKETING OF LIVESTOCK.

By R. E. REYNOLDS.

- I. **Two general classes offered for sale.**
 - (a) Pure bred.
 - (b) Market classes for food consumption.
- II. **Pure bred marketed in 3 different ways.**
 - (1) Private agreement.
 - (2) Public auction.
 - (3) Mail.
 - (A) Time of year important. Best time late fall or early spring.
 - (B) Place, should be centrally located and easily accessible.
 - (C) Have enough animals to attract buyers.
 - (D) Get auctioneer who thoroughly understands business.
 - (E) Start advertising 5 or 6 months before sale.
 - (F) Get out catalogs giving breeding before sale.
- III. **Through poor marketing often lose all that is made during fattening process.**
 - (a) Cooperative shipping one way for small breeder, in order to get his animals on the Portland markets.
- IV. **Ranges all taken up, and day of cheap meat past.**
 - (a) Present object is to get animal in marketable condition at earliest possible age.
 - (b) Cattle marketed as 2 and 3 yrs. old and usually fed about 4 to 6 months.
 - (c) Hogs marketed 6 to 9 mo. old and weighing 175 to 225 lbs.
- V. **Portland Markets.**
 - (a) Only open competitive market on Pacific Coast.
 - (b) Well equipped and able to handle all kinds of live stock, in large quantities.
- VI. **Commission for selling at Portland Stock Yards.**
 - (a) Cattle 60c a head, not to exceed \$15 a carload; 30 head to constitute a carload.
 - (b) Hogs, 20c a head, not to exceed \$10 for single-deck and \$15 for double-deck carload; 70 head carload.
 - (c) Sheep, 20c a head, not to exceed \$10 for single- and \$15 for double-deck carload; 140 head carload; 280 double deck.
- VII. **Yardage.**
 - (a) Cattle, 25c a head, not to exceed \$8 a carload.
 - (b) Hogs, 8c a head, not to exceed \$8 a carload.
 - (c) Sheep, 5c a head regardless of number.
- VIII. **Feed.**
 - (a) Hay, \$30.00 a ton.
 - (b) Grain, \$50.00 a ton.
- IX. **Shrinkage depends upon**
 - (a) Treatment before loading.
 - (b) Length of time held and kind of feed before loading.
 - (c) Weather conditions during trip and upon arrival at yards.
 - (d) Character of the run and time of arrival at yards.

The bulletins of the Oregon Agricultural College are sent free to all residents of Oregon who request them.