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Another Successful Sale

IT is our pleasure to record this week another successful public auction sale of pure bred stock, not Shorthorns this time but Yorkshires. As will be seen from the report to be found elsewhere in this issue the combination sale at Guelph last week was a pronounced success. An average of nearly \$40 each was obtained for 86 hogs sold, a very good record considering the number offered. The result of the sale is another tribute to the high standing of Canadian pure bred stock.

At a meeting of the Executive Committee of the Live Stock Associations last spring a proposal to hold a combined sale of the different breeds of swine was discussed. Several of the officers feared the experiment. A few Yorkshire breeders, with the consent of the board however, resolved to make the trial and with what success is well demonstrated on another page. That their successful effort will be followed by others we have little doubt. The sale on Thursday has shown that there is a big demand both in Canada and the United States for good breeding stock of the bacon type that it would be well for our breeders to cater to. A couple of these sales at least could be held in Ontario every year. It is time now that the sheep men were making a start. A joint public sale of sheep well advertised both in Canada and the United States should be a success. Americans will come to Canada to buy good stock if it is brought to one point for inspection as is the case at a joint public sale. We are glad to notice that Western sheep breeders have advertised a sale of rams at Medicine Hat, N.W.T., on Oct. 1st and 2nd at which between 200 and 300 head will be offered.

Dishonesty in Live Stock Dealing.

The permanent success of the public auction sale which is fast becoming a prominent feature of our trade in pure bred stock depends in no small degree upon how the regulations governing such sales are lived up to by both buyer and seller. We believe the majority of those identified with these sales have observed carefully these regulations, but all have not done so. We have heard of more than one case where the buyer at some of these sales has not been able to obtain what is due him, because of unfair and dishonest action on the part of the seller. These have not been made public, but have

been in several instances of such a character as to reflect somewhat injuriously upon the auction sale method. The sale itself is, however, in no way to blame for actions of this kind, but is taken advantage of by some unscrupulous individuals who use it as a means to dishonestly further their own ends.

A flagrant case of this kind was brought to our notice quite recently, particulars of which we give here as a sample of what some sellers at these sales consider to be fair and honest dealing with a purchaser. At the Ottawa sale last February, a Jersey cow, registered in the American Jersey Cattle Club record was offered for sale. This cow was sold under the rules and regulations governing the sale and knocked down to the highest bidder in accordance, it would seem, with the wishes of the owner. The cow was handed over to the purchaser, but was not properly transferred by the seller. The former has endeavored several times since to obtain the proper transfer, but without success. The purchaser recently received the following letter from the seller, and which reveals pretty well his motives for withholding information, which the purchaser of the cow is justly entitled to:

"I have had a lot of letters about your cow, and as the cows were sold at half what they were worth, I don't feel like giving you any information; but if you send me \$5.00 I will fill out the papers and send them to you immediately and will give you information what to do, as I understand the business. If not, you can find out the best way you can."

Considering that the cow in question was offered for sale under such rules and regulations as make the giving of a transfer and other information a buyer should have a necessary part of the transaction, the above letter would appear to us to be a case of black-mail, pure and simple. As we understand the transaction, there was no occasion for the cow being sold at "half what she was worth" if the owner were not satisfied. He allowed her to be knocked down to the highest bidder under the rules and regulations governing the sale and, therefore, should, without a murmur, give all the information to which the buyer is justly entitled. If he does not do so willingly he should be compelled to do so and without the payment of any \$5.00 black-mail money either. The only way to ensure the public against transactions of this unsavory nature in the future is to make an example of those guilty of

such actions. The proper authorities should look into this matter and compel obedience to the rules and regulations under which animals are sold at public or other sales. As we stated at the outset, the permanent success of the sale method depends in a large measure upon these rules being lived up to to the very letter.

Generally speaking, the reputable breeder who has large interests at stake, and whose future success is dependent upon maintaining a reputation for honest and fair dealing in all sales of pure bred stock is above this kind of thing. Many of these shady transactions are often traceable to the smaller breeders, who do so either through ignorance of what is required of them, or a wilful desire to make gain by fraudulently withholding information or misrepresenting the facts. These should be taught a lesson and the sooner it is done the better. There is no line of business in the Dominion in which honest and upright dealing is more required to make it a success than is that of buying and selling pure bred stock. To a very large extent the buyer is at the mercy of the seller, and especially so, if he be a beginner and knows little about live stock. Whether an animal is sold by public or private sale, the transaction should be carried out by the seller so as to retain the confidence of the buyer and through him other prospective buyers. The very success of the business depends upon this, and a breeder who countenances anything of a shady nature, whether at a public or private sale, is placing a handicap upon future business that may be difficult to overcome, even if he practise strictly honest methods forever after. There is nothing to gain and much to lose by fraudulent transactions of any kind, and especially so in the trade in pure bred stock. Let Canadian breeders, both large and small, be very careful of their reputations in this regard. They will be the gainers in the long run by aiming to maintain the strictest integrity in all transactions between the seller and buyer of pure bred stock.

Licensing Cheese Factories

The letter from Mr. Geo. H. Barr, cheese instructor, on the subject of licensing cheese factories, should be read by everyone interested in the welfare of Canadian dairying. Mr. Barr does not put the case any too strongly. There are numbers of factories running to-day that are in no way fit for the manufacture of such a fine article of food as cheese. Parties operating these factories have been