

STOCK

Trading by Correspondence.

The practice of buying and selling purebred stock by correspondence, and without the buyer seeing his purchase before receiving it, has become so general that a very large per cent. of sales are now effected by breeders in this way. We do not say, nor do we believe it is, as a rule, the best or the safest course for the buyer. If he knows what he wants, and is a fairly good judge of the class of stock he desires to purchase, he had better, if it is reasonably practicable, see the animal priced to him, and decide for himself whether it is suitable for his purpose or not. If he has not confidence in his own judgment, and has no reason to doubt the integrity of the breeder with whom he corresponds, or if he considers that he will be justified in saving the time and expense involved in a journey to inspect the stock, he may, in most cases, fare as well by trusting the breeder to select for him. He should, however, in writing, state as fully and clearly as possible the description of animal he wants, and require from the breeder a statement of the breeding and description of the animal he purposes to send, should an order be given; also he should be requested to state whether his terms are cash before shipment or on delivery, whether the freight will be prepaid or not, and whether he will register the pedigree and transfer, naming the record, or will guarantee the pedigree eligible to registry, and will sign a transfer if required. All letters received in connection with the transaction should be kept on file, and copies made of those sent out. It pays to conduct business in a businesslike manner, and, when the correspondence is kept, any misunderstanding between the parties can be more satisfactorily adjusted, and any deviations from the conditions agreed upon successfully challenged.

In a long experience in doing business in this way, the writer had knowledge of singularly few unsatisfactory transactions, and the *FARMER'S ADVOCATE*, we are pleased to state, has received very few complaints of the conduct of its advertisers, it having been found necessary to cancel the advertisements of only two or three in the last ten years, owing to having received evidence of dishonest or discreditable dealings on their part. As a rule the man who values his business reputation will be more careful to be on the safe side in suiting and satisfying a customer who trusts him to make the selection than when the buyer chooses for himself, and he knows, if he is possessed with a modicum of business acumen, that a creditable animal sent out is a good advertisement for himself and his stock, and likely to bring him further orders, while an inferior one is a damage to his reputation and a warning to others to steer clear of him.

It may be well to remind buyers that they should not be too hasty in condemning an animal received after a long journey unattended, possibly unfed or watered for days, and it may be, confined in a cramped crate,—conditions all tending

to present it in the worse condition for making a favorable impression at first sight. Unless the character of the stock is palpably untrue to the description, reasonable time should be given it for rest and recuperation before being condemned. Shippers, however, cannot be too careful to see that stock is shipped in the most comfortable condition possible, with sufficient safe and suitable food and bedding sent along, and, as far as practicable, arrangements made for watering en route, so that the animals may arrive in as good shape as possible and impress the receiver favorably. To this end, where stock is shipped in crates, the latter should be neatly constructed, and sufficiently roomy to avoid cramping or crippling the animal, or chafing it in any part. By taking measurements and using good material, this can be accomplished without involving undue weight of the package. The shipper's business card should be tacked on the crate as an advertisement and an evidence that he is not ashamed to let it be known the stock is from his herd or flock, but rather that he takes a pride in the class of stock he sends out.

In a country where the distances are so great as in ours there is vast room for the extension and expansion of mail-order business in live stock, as in other commodities, and if prosecuted in a fair and conscientious manner, on the lines of the "golden rule," business, as a rule, may be successfully transacted in this way, to the mutual satisfaction of seller and buyer.

It goes without saying, however, that in a case where the stock shipped is, by the receiver, in a reasonably short time, and for a good reason, declared unsatisfactory, it is at least good business policy to make the transaction satisfactory, either by having the stock returned or allowing a rebate on the price, for a dissatisfied customer is the worst advertisement a breeder can have, and may do much harm to his reputation, even though there may not be good grounds for the grumbling. J. C. SNELL, Editor *Farmer's Advocate*, London, Ont.

Raising the Herd-Header.

Some bulls are naturally useless, some achieve that distinction and a still greater number have uselessness thrust upon them. We are forced to this conclusion from observing recently, a herd of future sires grazing in a pasture field adjoining that in which the cows were kept. The result was apparent. Instead of quietly devoting themselves to the important work of developing form and substance, they were studying the structure of barbed wire fences and trying to make trouble.

As soon as bulls begin to know themselves they should be separated from the other cattle and placed in a feed lot by themselves. Unless this is done a spirit of restlessness is engendered, which not only prevents the animal from making the growth he otherwise might, but gives to him a disposition that will cling as long as life itself. There is danger too of this affecting the animal's progeny. Not only is form inherited but also disposition, and the mental outlook of an animal affects to a large extent his feeding qualities. No one can imagine that a bull trained to a spirit of unrest will prove a useful sire. He will

be deficient in every quality that makes for easy feeding and early maturity, and that is what the market now demands.

Just about this season of the year there is frequently a scarcity of pasture and the flies make life uncomfortable. A little extra feed can be used to good advantage. Late sown oats cut green, a little alfalfa or fodder corn, and a shady shed in which to spend the hottest hours of the day will prove useful. These are factors in the make-up of a spirit of contentment that is essential to the proper development of the future head of the herd.

Some Experts' Views on the Breeding of Shorthorns.

The name of W. A. Harris is indissolubly linked with Shorthorns and the Sunflower state, and a few excerpts from an address delivered by him are worthy of note, inasmuch as he deals with present day problems of the breeders of reds, whites and roans. We also place in juxtaposition some remarks of Arthur S. Gibson, manager of the famous Ruddington herd, on the same interesting problem, the breeding of high-class Shorthorns. Senator Harris said in part as follows:

"Mr. Cruickshank said a herd absolutely needs fresh blood, which means a new bull. No matter what a bull looks like, no matter how well you may be satisfied with the pedigree, there is still an immense amount of uncertainty. No man can tell how he will mate with his cows. He must try and experiment, and it is best to try the bull on one or two cows which represent the herd and watch results.

"We are almost staggered at the difficulty that attends the breeder. It is not easy to get a certain kind of a bull. Look at the top of the pedigree, and if you find that it looks pretty good, buy him and find out by experiment. The chances are you will not find what you want for nature's law is always pulling us down.

"The sage of Sittyton said he was an unknown young breeder away off in Scotland, that there was a war going on between the Booths and the Bates, so that the only thing left for him to do was to breed a class of bulls for the farmers. He did this. He wanted the farmers to feel that they could not afford to do without the bulls that he produced, and he did not care for finish as much as he did for constitution.

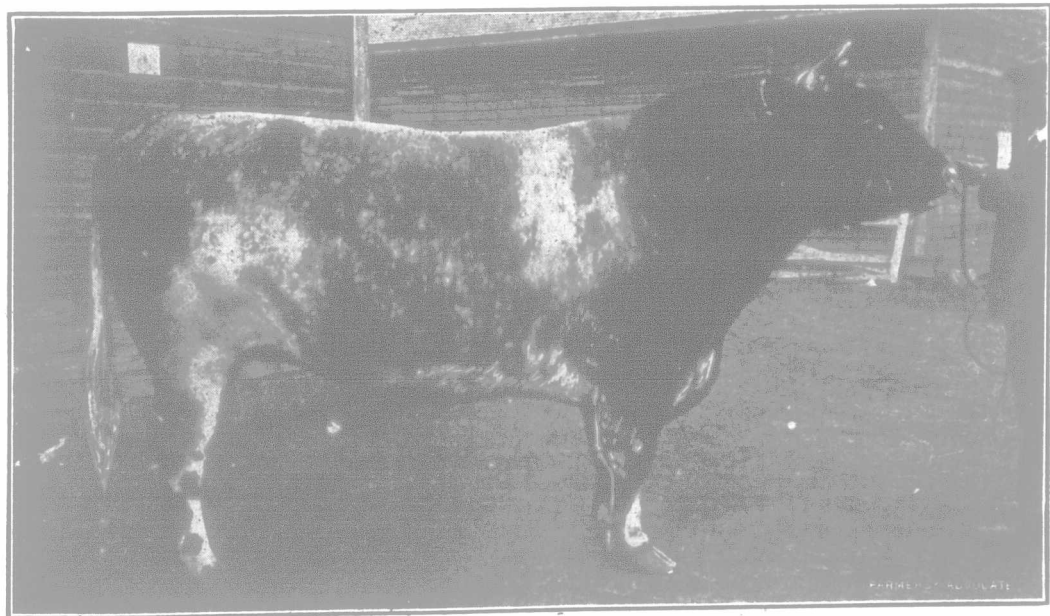
"This is a practical day. We have to know that cattle we produce will be a source of profit, or some other breed will be chosen. We must build up the cattle, and I do not think we have a right to say the Shorthorn bulls are all of a kind that will be a profit to use. We must concentrate our efforts in this direction.

"The Angus, the Devons, the Shorthorns, are each found in its particular shire of England, but there is a peculiar adaptability in the Shorthorn breed. They seem to adapt themselves to almost any locality. They seem to grow to fit the surroundings. The Shorthorns are now spread all over England. They seem to thrive everywhere; it is wonderful. From Argentina to Scotland, everywhere they seem to adapt themselves to the conditions which they find. And yet there are modifications. It seems to me that there are differences. There is no single type that will fit every condition, and we must allow for the difference of climate and surroundings.

MILKING QUALITIES NEED ATTENTION.

"We must pay greater attention to the milking qualities. Everything must be turned to profit. We must have an animal in which the sum total of qualities yield a profit. A great deal has been said and written in regard to type. There are some men who run things at our agricultural colleges who are very good, while others are long in theory and short in experience. They say absolutely that two and two equals four. Things won't always work out that way. There are many secrets of gestation and reproduction which we can never know. They insist upon a type which they call the dairy type and say that nothing can be a great producer of milk except that type.

"The Jersey is considered a good milk cow, but it does not follow that it is a great milker. I think I can find ten that are not to one that is profitable. I have seen hundreds of Holsteins that nobody could afford to keep; the milk was so poor that it was almost useless. That type does not always mean profitable production of



SHORTHORN BULL, LUCERNE (IMP.)

Second in Aged Class, Calgary, at the head of John Ramsay's herd, Priddis, Alta.