

Issued  
Each Week

# FARM AND DAIRY

&

## RURAL HOME

Only \$1.00  
a Year

Vol. XXXI.

FOR WEEK ENDING OCTOBER 17, 1912.

No. 42

### A YOUNG BREEDER WHO HAS MOUNTED TO THE TOP

**Started Out Without Money—Everything to Earn and Learn—Handicapped by Natural Disadvantages, but Triumphs in a Few Years. A Human Interest Story and Invaluable Information Gathered by an Editor of Farm and Dairy from Mr. Harry Davis, of Chester, N. Y.**

A MOST noteworthy success has attended Mr. Harry B. Davis, of Chester, N. Y., as a Holstein breeder. Mr. Davis is a young man, barely 30 years of age. One of the editors of Farm and Dairy recently, while visiting Holstein breeders in New York State, stayed a while with Mr. Davis, saw his cattle and gathered some information as to how he has made so great a success in so short a time by breeding the best in Holstein cattle.

Some years ago Mr. Davis had the ambition to go to Cornell University and take a college course. He was denied the opportunity of gratifying this ambition because of the untimely death of his father, being left with the farm to look after and his mother and two sisters to share the farm with him. As may be supposed, Mr. Davis for a time did not know what to do. His father for some years had not been strong, having been afflicted with Bright's disease. The cattle he had kept were of ordinary grade stock, and his revenue was made mainly from milk forwarded to the local cheese factory.

#### CREDIT ON FARM PAPERS

The son, Harry, had enjoyed the privilege of reading farm papers, and in these he had noted much about pure bred cattle, and how much more profitable they are than ordinary or scrub stock. About this time he attended some Holstein sales, and from what he learned at these sales, together with what he had been reading in the farm papers, he concluded that since others were making money out of pure bred Holsteins, they would do the same for him.

His first Holstein he bought six and a half years ago at a private sale. This was in August. The next animal he did not buy till the following April. His mother and sisters were all opposed to him investing in the expensive pure bred stock, and since the estate had not been divided, and he had no money, he gave his name of \$100 for the first cow, De Kol Paul Express.

#### A BIG AND IMPORTANT VENTURE

Shortly after he got fairly started in Holsteins, Mr. Davis had occasion to take a trip up to Mr. E. H. Dollar's, at Heuvelton, N. Y., to see him about breeding one of his females to a high class bull. While there, Mr. Dollar proposed to him that he accept a half interest in one of his herd bulls, "Pontiac Korndyke." On his way home Mr. Davis did some deep thinking on this matter, and he wrote Mr. Dollar for a price on the half interest in the bull. The price quoted was \$2,500. After arranging to meet the obligation,

since he had not the money available, Mr. Davis sent his acceptance of the offer, and purchased him, as well as for Mr. Dollar.

Needless to say Mr. Davis came in for some jocular criticism from his friends and neighbors who thought that he had been "done" in buying a half interest at so long a figure in an old bull upwards of 12 years of age. We imagine there was some grave concern over this deal on the part of his nearest relatives!

#### INVESTMENT TURNS OUT GOOD

The bull has turned out to be a remarkably good buy, and, as Mr. Davis said to us, "I'd like



**Pontiac Korndyke—The Greatest Living Holstein Bull**

This bull probably affords one of the best examples on record of the fact that it pays to give a good price for a bull and get a top notch good one. This illustration, made from a photograph taken by an editor of Farm and Dairy last summer while at Mr. Harry B. Davis' place in New York state, shows Pontiac Korndyke, a great bull, now nearly 17 years old. An interesting story is connected with the purchase of a half interest in this bull by Mr. Davis. Details are given in the adjoining article. Pontiac Korndyke has 15 daughters with records over 20 the butter in one week, and 17 with records of over 37 lbs. butter in 7 days. He commands a service fee of \$500.

to spend some more money that same way." The year following this purchase Mr. Davis sold three year calves from Pontiac Korndyke for \$1,900.

Mr. Davis had to buy all his first Holsteins on his note. He had hired the money at 5 per cent. One of his friends, who was instrumental in getting the money for him, chanced to figure out just what Mr. Davis had made on the deal, and it showed just 24 per cent. return. This was on a sum of \$2,000, which had been borrowed, and a friend said, "If you can keep that up you had better get out and get \$10,000."

#### A COMENDABLE RESOLVE

Speaking of his risks in this connection, Mr. Davis said, "I made up my mind at the outset that when my assets became less than my liabilities, I would call a sale. Any loss I would bear myself, and I resolved never to get anybody

else's money tied up where they could not get it. For this reason I have never involved any members of the family in my Holstein dealings, and the result is that these cattle, all of them, are mine. I have also a share in the farm. A man can soon get out into debt in this business, but he can soon get out of it again if he buys the right kind, since everybody wants to buy Holsteins."

#### A GREAT MONEY MAKER

How well Mr. Davis has done with his Holsteins may be gathered from the fact that he very conservatively estimates the value of his herd at \$35,000. (Remember he has been at the business only 6½ years!) Returning again to speak of his bull, Pontiac Korndyke, Mr. Davis remarked: "Mr. Dollar thinks that if the old bull lives for three years more he will make for each of us \$50,000 apiece. Holsteins with me have proved to be the best means of making money quick."

It is only three years this coming fall since Mr. Davis acquired the half interest in Pontiac Korndyke. This bull commands a service fee of \$500. Cattle are brought to him from great distances. While we were at Mr. Davis' place a cow was brought in by express, the express charges alone being nearly \$70.

We have mentioned these facts in some detail in order that our readers may come to appreciate how important it is when making selection of a bull to get a good one, the best one available, and to get something that the other fellow wants, and will come for, and pay the price to get it.

#### GOOD STOCK OVERCOMES NATURAL

#### HANDICAPS

The country about Chester, N. Y., is extremely hilly and rough. The farm is a difficult one to work, and were it not for the pure bred Holsteins, or something equally as good in the stock-line, it would be with difficulty that a man and a family could get a satisfactory living from it. Seeing Mr. Davis and his farm, and learning of his experiences as recited in this article, we became convinced more deeply than ever before of the wisdom of having good cattle and knowing how to take care of them. Mr. Davis expressed the idea well to us in this connection. He said, "If a man is in debt on a farm and has no money, he is foolish not to get good cattle first. Never mind about the land,—get the cattle and they will soon place him in a position where he can start after the land, and the buildings, if necessary. I sold an animal last week for \$1,000, and another one for \$3,000, and still another, which went to a neighbor, brought me \$1,200."

#### MAINLY ABOUT MR. DAVIS

To get all of this success with his Holsteins Mr. Davis, of course, had to work hard. He has not been able to employ the help that he should have liked to have around, and of neces-