

of tallow and cod oil, neat's-foot oil and tallow, or any or all of these with wool grease, in a paste of about the consistency of butter, is beneficial. Apply the grease lightly to driving harness and liberally to work harness. Rub the oil or grease, warm to the hand, thoroughly into the leather while it is still damp from the washing. After the harness has hung in a warm place over night remove with a clean, dry cloth any oil that the leather has not absorbed.

F. V. VEITCH and
R. W. FREY.

HAY Marketing Is Much Improved by Federal Inspection Increased use of United States hay standards and the Federal hay-inspection service last year had a considerable influence on the improvement of marketing conditions in the hay industry. During the year ended June 30, 1928, 29,343 inspections were made, an increase of 71 per cent over

Form HFS-683

UNITED STATES DEPARTMENT OF AGRICULTURE
BUREAU OF AGRICULTURAL ECONOMICS
Garden City, Kansas

No. 43

ORIGINAL.



COMPLETE INSPECTION CERTIFICATE

I certify that I inspected, on the date below, the following lot of hay and that the class, quality, and condition thereof were as stated below:

Located at Gillespie Switch, Kansas Date August 23, 1928
 Amount Carlot Identification Sante Fe 10498
 Grade and class U. S. No. 2 Leafy Alfalfa

Fees \$2.50 Charges none Total \$2.50

A. Hayman
Inspector.

This certificate is issued in compliance with the regulations of the Secretary of Agriculture governing the inspection of hay pursuant to the Act making appropriations for the U. S. Department of Agriculture, and is receivable in all courts of the United States as prima facie evidence of the truth of the statements therein contained. This certificate does not excuse failure to comply with any of the regulatory laws enforced by the United States Department of Agriculture. 5-4321

FIGURE 112.—Federal certificate for a complete inspection of a car lot of hay

the previous year. The full benefit of these facilities can not be obtained, however, unless their use is combined with sound business practices.

No set of standards nor any method of inspection can prevent business disputes or losses if sales contracts are loosely or improperly drawn or parties to the contracts are not careful to comply fully with all their terms. Sometimes parties to inadequate contracts call upon the Department of Agriculture for assistance in obtaining settlements. Usually the department can not be of much service in such cases, as it has authority only to promulgate standards of quality and condition for hay and to provide an impartial and disinterested application of these standards through the Federal inspection service.

The United States hay standards provide definite quality descriptions for most of the commercial classes and grades of hay. The addition of indefinite qualifying terms or statements should be avoided. Such qualifications are often susceptible of several interpretations, depending on the viewpoint of the individual. Contracts containing

them are frequently little better than those made on the basis of indefinite descriptive terms such as "pea-green leafy alfalfa" or "good feeding hay." Federal hay inspectors certificate the class and grade of lots of hay only according to the United States standards when such standards apply. Consequently a Federal hay-inspection certificate can not be of greatest value in settlement of disputes in connection with contracts if qualifying terms are added to the United States standards any more than when sales are made on the basis of descriptive terms.

Necessity of Precision in Contracts

The place at which the grade of a lot of hay is to be determined should always be stated clearly in the sales contract. Too often the contract merely calls for a certain grade of hay, without specifying the point at which the hay is to meet the requirements of that grade. Sometimes in such cases the shipper obtains and furnishes the buyer a Federal certificate of complete inspection at shipping point or at some point en route showing the hay to be of contract grade at the time the inspection was made, but when the hay reaches destination it is found to be of some other grade because it is musty or hot or for other reasons. Such cases usually result in controversies which are difficult of settlement because the contract fails to state where the grade was to be determined.

If the buyer is willing to accept shipping-point grades and assume the risk of a change of grade in transit, the contract should state that it is made on the basis of Federal inspection at shipping point or on shipping-point grades. If destination grades or inspection are to govern, the contract should be worded accordingly.

Railroad trackage conditions at many terminal markets and other consuming points are such that only partial or car-door inspections can be made of hay received. Partial inspections are of little value unless shippers load cars uniformly throughout. Unevenly loaded cars usually result in unpleasant recriminations. When partial inspection of a car of hay indicates that it is of the grade purchased and the buyer accepts it or forwards it to some other point and then finds on unloading that the hay in the ends of the car is of a lower grade than that in the doorway, he is inclined to feel that he has been imposed upon by the shipper regardless of whether the car was intentionally loaded in that way.

Complete Inspection Preferable

If hay is sold on the basis of shipping-point inspection, contracts should state that Federal certificates of complete inspection are to be furnished, unless both parties are willing to accept partial inspections. Failure to have a clear understanding on this subject often leads to trouble, and sometimes the buyer is compelled to accept hay, some of which is not at all what he wanted, on the basis of a partial inspection.

It is always best, if possible, to obtain Federal inspection on hay sold on the basis of United States standards, but sales can be made on the basis of United States standards without obtaining inspection. On September 1, 1928, there were 74 licensed Federal hay inspectors, stationed at important central hay markets, shipping points, and United States Army posts. Thus Federal inspection is available in connection with a large portion of the hay commerce of the country, but hay is shipped between many points where inspection service can not now be readily obtained. If such sales are made on the basis of United

States standards, the parties to such contracts have a clear, easily interpreted description of the quality of hay sold. Then, if any question is raised of whether the hay fills the requirements of the designated grade, the nearest Federal hay inspector may be called in at relatively small expense to inspect the hay and settle the controversy. Lists of Federal hay inspectors may be obtained from the Bureau of Agricultural Economics at Washington or from Federal supervising hay inspectors in Atlanta, Chicago, Kansas City, San Antonio, Salt Lake City, or Los Angeles.

K. B. SEEDS.

HIDES and Skins to Be Classified and Graded Under U. S. Standards

The simplest way to realize the reasons for standardized market classes and grades of hides and skins is to consider the present methods and practices of marketing these commodities. An established trade practice in marketing hides and skins is to attempt to describe them by naming their points of origin. This system involves the use of such terms as "big packer," "small packer," "city packer," "country packer," "city butcher," "wholesale butcher," "retail butcher," and "country." These and many other names in common usage can be combined under three general designations—(1) packer, (2) butcher, and (3) country hides and skins.

Packer hides and skins are taken off in establishments where the slaughtering is of a wholesale character. Men are usually employed exclusively to remove hides and skins; each worker has a specified task to perform, in which he becomes proficient. The resulting hides and skins are practically free from cuts and scores, are usually perfect in pattern (excepting those which are koshered or have the throat cut crosswise), are allowed the proper time for curing and are delivered out of the first salt in good condition, with a liberal tare allowance for moisture and manure.

Packer hides and skins are seldom allowed to freeze or to be exposed to excessive heat. Causes for decomposition are thereby reduced or minimized. They are salted a short time after their removal from the animals. These hides and skins can be procured in any desired weight and grade selections, which fact makes them attractive to the tanner. They form a superior product in dependable supply.

Butcher and country hides and skins are taken off by small butchers or by farmers in slaughterhouses and on farms. These men are usually not very proficient in skinning animals, so the hides and skins are frequently cut or scored and of an imperfect pattern. They are not likely to give the proper care and attention to the matter of cure or to have the proper facilities, and they frequently allow the commodities to be exposed to excessive cold or heat, which practice invites decomposition. Skulls, horns, tail bones, udders, sinews, dewclaws, and switches are not always removed. Dirty salt is often employed. Such hides and skins must be resalted and regraded by men engaged in the hide industry. This expense, as a rule, falls on the producer. As the relation of the raw hide or skin to the finished product is what determines its real value, the utmost care should be exercised by farmers and ranchmen in the process of skinning animals even at the expense of much time. Butcher and country hides and skins can seldom be procured in a variety of weight and grade selections unless the buyer goes to considerable trouble.