

August 9, 1932.

Mr. Dick Jacobs,
Kansas City, Mo.

Dear Mr. Jacobs:-

Thought perhaps I would write you in regard to my efforts to buy yoursome calves for immediate delivery. I have written, wired and called people in the best sections of Texas and New Mexico, in the hopes of finding someone that would be interested in selling now. It seems a hopeless task at present, since the ranges are fine, calves gaining weight each day, and the recent up-turn in the Stock market, together with the advances of grain and cotton, have created considerable confidence in the future, and they're acting independent in regard to selling them, other than, at their price. Of course, things could change their feelings in a week and they would all be anxious to sell. Nevertheless, there will be a few buys here and there that I can get for you.

Since returning to the Yards this morning, I've seen several loads of calves sell that made me feel as though I should have impressed those Strawn calves greater in my conversation last night with you.

A load of mixed steers and heifer calves sold to-day at five cents with four calves out, that, I think are no better than the Strawn calves I bid on yesterday. Numerous odd steer calves brought a nickle and heifers at \$4.50 to-day, which looks like these calves are going to work higher here. If that's the case, I believe the Strawn calves need buying. I worked on them again to-day, and they finally offered to let me tail out 100 head out of approximately 350, which will trim them up fine, making a nice set of dehorned white faced calves, with probably a small sprinkle of ring eyed and motley faced calves on them. The heifers are fat and the steers in good strong flesh. They are pretty well uniform for a calf crop, being dehorned and a small brand put on their jaw last April. They will weigh in the neighborhood of 360# to 370#. I can buy these calves for five cents for the steers, and

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\$4.25 for the heifers and no less for immediate delivery. The weights will be good, having driven the calves 10 miles worked, and stood 12 hours before weighing on tested scales.

If you are interested, wire me on receipt of this letter and I will buy them. It will take probably two days to gather and weigh, and then will be able to ship where you want them.

Enclosed you will find telegrams received to-day. The San Saba calves are choice and could have bought them for five cents awhile back. Probably can now. It is impossible to buy any good steer calves for less than a nickle. The wire from Lovelock, will explain what I was trying to tell you last night. Perhaps you can find through him where these buyers are, as he probably wants me to ship him the calves to sell, as I have had cattle up there before. I would rather stay here and buy the calves for you than handle the deal myself.

I know you expected me to jump out and get a good many calves for you, but I have tried to tell you how things really are on the class of cattle you want. There is numerous long headed and southern type calves for sale now, but I know what the cattle are before going to look. In giving me order Mr. Jaccobs, it don't excite me one bit, to give me leverage on the price, as I will try just as hard to squeeze off that last quarter as you would. I want to increase and expand my business rather than to just my pockets with commission. If I have at least a good market price to pay, I can cover as much territory and get as many cattle moving as the other fellow. These straight marks and brand of calves in the country are just worth more of anybody's money than the usual pick-up loads of stock yard cattle.

Hope to be able to find a cheap buy in the near future, and you can rest assured that I will be doing everything possible for your interest, and desiring to make you a satisfied customer.

Yours very truly,

T. B. Saunders & Co.

TBS :m