Trading Days Have Forever, But They ded Much Excitement

sir-ee!

C. MEDFORD

got your tradin' y?" We knew right horse-traders met back down?" was a sort of feelingie that banter, we a trade.

e horses in this Then it was the experienced tradmpared with the old er could soon tell if there was any this fact is due the use to carry the trade talk any te disappearance of further,

pt speech, sly ways towit, the old-time tion and want to "rue back" in a The coming of auto- trade was considered "baby-tradand tractors along ing" and not sportsmanlike. And ways, has put these business, because ed himself defrauded in a hossenough horses left trade, went into court to get rea business.

rse Was The Sign a well-broomed,

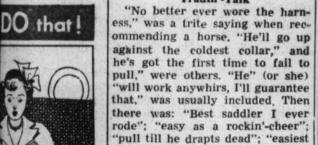
vas the thing, the That these old traders studied ing man was a-gittin' gal - and the old To own a good car sy as it was 60 years good horse and sad-

Art-Hoss-Tradin' d-time horse trader nown trade of busihat little it took; he ers, and so confided ept perhaps "the ol' the road pretty con-

"craps" might have if, perchance, he "git out and make ney'.

r hoss-traders ofe was a kind of subv knew not to go along their way. man with whom he

e a trade. Of course, match" there would unawares. But if while in his bed at night. "But," h an inexperienced said he, "when I got up the nex' me who was prob- mornin' an' went to change with why somebody was the man, he wouldn't talk about "skint alive", yes it."



"How'll You Trade?" "How'll you trade - an' not out approach or banter, which also carried with it a challenge.

For one to claim misrepresentawhen a person, who had considerdress, it was said that he was a bad looser.

Studied Their Business

their business was well known. es siree! Especially They would not only doctor, curry s a good glossy sad- and roach up their nags as to make rielian, that had a the best impression possible, but meak-squeak." Then the trader would also "map out" with an ornamented the best itinerary and try to meet extail and all, and up with the prospects he had in marks of a young mind, all the time trying to make hound to "go places", it appear that he "jist happened hanced him in favor to be over this way." To be wanting to make a trade and at the same time make it apepar to your prospect that you were somewhat reluctant, was an art within itself. We once knew a slick trader

who often brought in the "ol' woman," and maybe the "children." as he "dickered" for a trade. He imself. He had his would say that "they think so much of this hoss, him bein' so gentle an' all, that - well they'de prob'bly run me off if I went back without him." But, of course, he could probably make peace with them, **Everybody** Traded Uncle Cubby Justice of Fines

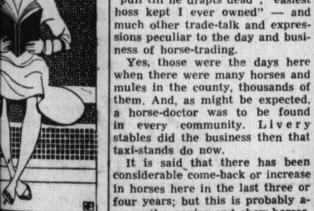
Creek and some of the Nolands, S. T. Bryson, Seborn Morrow, in extra nag when Pierce Kinsland, Tood Noland, on their rounds, Pierce Swanger, and John Queen, mean a distance of are just a few of the many old ten miles up to forty hoss-traders of this county. Nearly ring several days for every horse-owner made at least one or two trades in his time. the best traders all Trading was carried on everywhere - at the fairs, blacksmith shops, courts, rallies, on the roadder "eased up on sides, and sometimes, exchanges of his praspective were even made at the plow. Uncle Cubby Justice used to say that some of the best hoss-trades he ever transacted were made

> Tradin'-Talk "No better ever wore the harness," was a trite saying when recommending a horse. "He'll go up against the coldest collar," and



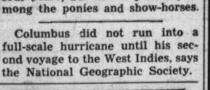
POL

EACH



AWL ... One of ssons of charm is sit gracefully. ires a posture

the National Geographic Society.



ming Teacher Won't re Child's Problem AND MYERS, Ph.D.

alld complains about is not abusive. Pass no judgment teacher's ways at then. Wait and pray sliently for Talk It Over It you believe it is

m methods of which disapprove. state, the parents apted right then and discuss with the teacher, go and talk things over, without suggesting blame. You may then learn information about reaction may make reaction may make your child which will be useful in suppose that the helping him.

been very wrong and his lively imagina-ht be encouraged to to make similar re-hasquent times. He pose he is very much chool and come to his teacher and the best if you encourage him in self-pity, his problem may grow worse. It is usually best to help this child see that he needs to be child see that he needs to be

he may have to be managed or could have grown work with persons who don't al-y small matter. It ways treat him as he would like to be treated. He may not be able ed from an the child was at to change this person, but can ly rebuked change himself to get on more this expectation.

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