

**Symbiotic Relationships**  
By Glenn Knox – USABreeders.com

This is an open letter to rescue operations out there, and the customers they cater to. Shhhh... I am about to "out" a very closeted and tightly kept secret...

Rescues make money by buying animals at breeder auctions, then transporting them (most times ILLEGALLY – and they then have the audacity to claim that in their cases, it's just not fair that they need "licenses" for what they do) back to their home state(s) where they clean them up (or elaborately tell their customers this), then market them as "Puppy Mill Dogs" (playing on those heart strings as much as possible of course). Once they get back, their message boards and e-mail lists (yeah, I'm on most of them) get flooded with stories like "Oh my Lord, I could not even begin to describe" type of junk. Of course, they are doing their jobs. They are enticing their target customers with tales so horrid, that they will open their pocketbooks and hand them cash. I have attended a LOT of auctions. I have seen some of the best, and worst out there. Never, not once, have I EVER seen or witnessed any of the junk that these people are shoveling out on a daily basis. Of course, they are describing what they think their target audience wants to hear.

Tales of sorrow. Tales of death, horrible conditions, dogs and cats living together, MASS HYSTERIA!!!!

This sells rescues. This is what sells gullible people into "fostering" animals on these "rescue" lists. If they were to hear the truth, do you think that cash would be heading their way? HECK NO!! I have had many "off line" discussions with the owner of one rescue in particular who was quite frank in her reasons for doing what she does. "It's all for the money, honey" is an EXACT quote. She loved the fact that she could get dozens of people to "foster" a dog, then they send her cash for this, and they have a person that actually is taking "care" of the "foster". Then she sends them "some" money to help pay for the care. Of course, she will bleed this dry until people stop sending cash for a dog, at which time, she sells it to someone for full price. That's one heck of a business model if you ask me!

But, rescues need breeders to survive. It's how they live, it's what they live for. This is a symbiotic relationship. Rescues tend to drive prices at auctions higher, hence why auction companies cater to them. However, if the rescue goes home, and then completely trashes the auction company and the breeder where they got the dogs, then suddenly a dangerous line is drawn in the sand.

Rescues, you need to find another way to handle how you "sell" your merchandise to your target customers. Because the breeders, are getting tired of getting trashed by you, and this is going to escalate into something very bad if it continues. In most cases, when an animal sells at auction to rescue, a breeder really didn't want it anyway, so they let it go. The rescue then, plays an important part in the cycle. They get animals out of the system that don't need to be there any longer (in most cases). When they get the animals out, they need to respect (a NEW WORD for rescues) the source where they got it. Pull on those heart strings all you want, just keep the facts at least CLOSE to the truth, and trashing the industry should not be an option.

Remember, symbiotic. Without us, you won't exist either.