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EDITORIAL.

Breeding and Selling Stock.

The farmer whose inclination or ambition is to own and breed pure-bred stock of any class, should, in order to a reasonable hope of success, first consider well the breed best adapted to his taste, to his farm and locality, and to the market for the produce, in the form of young stock for breeding purposes, and, in the case of a dairy herd, of the milk and its products. Having satisfied himself on these points, he will, if his surplus capital be limited, do well to commence cautiously by purchasing one or two or a few females, being careful to observe that they have the indications of sound health, strong constitution, and good feeding qualities, that they conform to the approved type of the breed to which they belong, and are registered or guaranteed eligible to registry in the recognized record of that breed. The next step will be the selection of a suitable sire to mate with the females procured, for the best results in the progeny. If it is considered that the purchase of a sire of the desired quality for so few females is not warranted, the latter may be taken from home to be bred to the best available, but, as a rule the farmer will have grade females of the same class to which the same sire may be used with profitable results in improving their produce and increasing the value of his general stock; and, in addition, some returns may be secured by way of fees for service in the neighborhood. In pure-bred cattle and sheep at least, it will be found, on the whole, more satisfactory and profitable to own the sire, as in the case of the former, if he cannot be disposed of to advantage for breeding purposes by sale or exchange, he can be fattened and sold for beef at a good price; and in the case of a ram that has proven a good sire, he can generally be well sold or exchanged for breeding. The foundation of a herd or flock being thus well laid, the process of building a herd simply consists in continuing the use of superior sires, retaining the female produce until a sufficient number is acquired, and selling the males as well as one can. In the case of the latter, it will probably be found more satisfactory to use the praning knife on such as are inferior or not likely to be salable at a good price for breeding purposes, but may grow into useful animals for the market for butcher's stock. A surplus of unsalable entire males is a source of vexation and loss, and should be avoided if possible, as they will soon "eat their heads off."

Success in the sale of seed stock depends largely on keeping the animals always in good condition. A beast in thin flesh or neglected condition, no matter how good its breeding or quality, will fail to make a good impression on the average buyer, or to prove attractive or sell for what it is really worth; while one that is less desirable to the expert, if seen in the best condition, will catch the eye of the less discerning buyer, making a favorable impression at first sight, and selling readily at its full value. Another medium of success in the business is advertising. In all cases where the foundation stock is large enough to afford any considerable surplus for sale, and even in the case of small herds or flocks, the male increase must be disposed of, and a sum equal to a commission upon each animal which it is expected to sell may profitably be spent in advertising the herd. The paper space having been decided upon, in the paper that reaches the class of readers most likely to become purchasers, it should be kept filled with announcements of the operations and breeding of the herd,

and of the special animals it is desired to dispose of. These announcements, supplemented by reading notices or gossip items, and an occasional illustration from a good photograph of a representative animal in the herd, or of one that is for sale, form an excellent method of attracting attention and securing purchasers. There is no question but that the most successful business men, in live stock as well as in other lines, in this day and generation are those who advertise freely and continuously, paying attention to making such changes in the reading matter as are likely to catch the eye of the prospective buyer. It is a slow process working up a trade without letting the world know that you are in the business, and no matter how good a class of stock one has, his field for selling will be restricted or enlarged in proportion as he gives publicity to his business.

Have a Money Value for Time.

In the evolution of our more intensified systems of farming, one thing is being learned, slowly, but, nevertheless, surely, and that is the value of time. We are all coming to realize more fully that the secret of enlarging our profits lies in the elimination of work that is not productive or remunerative, directly or indirectly, and in the doing of work by which we shall obtain the largest returns. To operate successfully upon this principle, one must, by careful study and experience, learn what work will give remuneration, and the cash value of work that is done largely for convenience sake or simply from force of habit. For instance, how often, even in these days, we see men expending time and material upon the construction of fences where they are really not required, or, by the unfortunate arrangement of certain details, being compelled to do work by hand which otherwise might be done by horse-power, or because they have always been accustomed to it so, driving two horses to a plow, harrow or cultivator in a wide, clear field, when they might just as well have more horse-power engaged, and accomplish twice as much work in the same time. If success in farming is to be acquired in this age of competition, it is in filling the working hours of the day full of the most productive and profitable labor. This principle may be enlarged to include intensified methods in all farm operations. In the growing of crops it means the sowing of seed just as thickly as the soil will profitably stand, and of those varieties and mixture of varieties that will give not simply larger, but the largest yields. For from a crop must first be deducted the cost of the preparation of the land, seeding and harvesting, and this cost is in inverse ratio to the greatness of the yield, the profit lying not in the total returns, but in the excess over the cost of production. The principle may be similarly applied to the keeping of stock. Many farms carry a given number of stock, not because of the limited capacity of the farm, but often for no specific reason, when the numbers might be considerably increased at comparatively little expense, but with a largely increased proportionate remuneration. With dairy herds, it is the invariable but unfortunate rule that certain individuals are kept which do not return the cost of their keep, which cost frequently overbalances the profits from the more productive members of the herd. In marketing farm produce, or in purchasing supplies, how often is it the case that more time is spent in the town than the value of the products sold or bought are worth, and how much might be gained in a season by more systematic trading, with a full appreciation of the

value of time in mind? Success in farming may be obtained in violation of these principles, but the greatest success is sure to attend upon the intelligent use of time, the practice of intensified methods, and the elimination of work that is not remunerative.

Sheep in Demand.

The decided improvement in the market for wool, especially in Great Britain and the United States, the high price of lambs, and the prospect, if not assurance, that both sheep and lambs will go much higher in the very near future than in many years past, is already having its effect in creating an active demand for breeding sheep, and the indications are that all the salable surplus stock in the hands of Canadian breeders will be quickly taken this fall by United States breeders and ranchmen at improved prices. Already orders are being placed for carload lots of rams, as well as for smaller numbers. One breeder is said to have had an enquiry for one thousand rams of one breed, and there is every prospect of a genuine revival of interest in this industry, which has so sadly languished in late years.

Mr. Matheson, an expert sheep buyer of long experience at the Union Stock-yards, Chicago, gives it as his opinion that higher prices for butchers' as well as breeding sheep are assured for a long term of years, and bases his prediction on the fact that while consumption of mutton is increasing, production has been steadily falling off in the States, as in Canada, farmers being disinclined to breed sheep, although, as a matter of fact, no other farm stock requires so little attention or are so cheaply raised. Mutton and wool production has fallen to a low ebb in every part of the world, Great Britain not excepted. Wool is so scarce that it would be less difficult to corner than was cotton last year. Sensational advances are certain, and the indications, in Mr. Matheson's opinion, are that a mutton and wool famine is imminent, and that for five years at least, and probably for ten years to come, both mutton and wool will continue to advance in price, and that sheep-breeders now have the opportunity of their lives. While the United States tariff will continue to prevent Canadian flock owners from realizing to the full the benefits of the advance in wool values, yet prices will advance in proportion, as they have already done this season, but our best outlet will be for breeding stock, which is certain to be in great demand, and the pity is that now that prices are bound to go up our farmers have so sadly neglected this industry in recent years that they will have comparatively few to sell. The true policy now will be to hold on to the ewe stock, to keep all the best of the ewe lambs to increase the breeding flock, and to exercise care and good judgment in the selection of vigorous rams of the best type. And the earlier this selection is attended to the better, as the best rams are sure to be bought up quickly, and will be scarce later on. Those who are so fortunate as to have pure-bred flocks will do well to give good care to such as they can spare, keeping them on fresh pastures and in thrifty condition, so that they may be readily salable at any time. See that the burrs in the pastures are cut and cleared away before they are so advanced in maturity as to stick in the wool. Take advantage of a rainy day or other slack time to trim the flock, squaring the wool at the tail to ensure cleanliness and improve the general appearance, and if ticks are present have the flock dipped or treated by pouring with one of the advertised dips. If provision has not been made for a plot of rape for