

THE FARMER'S ADVOCATE.

Further, if the record is commenced the day the animal is two years old or previous to that day, she must produce within one year from that date 250.5 pounds of butter-fat. For each day the animal is over two years old at the beginning of her year's record, the amount of butter fat she will be required to produce in the year will be established by adding .1 of a pound for each day to the 250.5 pounds required when two years old. This ration is applicable until the animal is five years old, when the required amount will have reached 360 pounds, which will be the amount required of all cows five years old and over. In addition to these butter-fat requirements the animal shall produce the following amounts of milk for the various classes: Class A, 9,000 pounds; Class B, 8,500 pounds; Class C, 8,000 pounds; Class D, 7,500 pounds; Class E, 7,000 pounds; Class F, 6,500 pounds; Class G, 6,000 pounds.

The report of A. H. Sagendorph, Chairman of the Advisory Board, showed that seven meetings of the Board had been held during the year, and through their efforts \$700 previously paid an advertising agency yearly had been saved, and the changes brought about by this committee was also responsible for turning a deficit of some \$300 per quarter in connection with the Ayrshire Quarterly into a small profit for each issue since April, 1918. They also recommended the appointment of a Field-man to take up and continue the good work left vacant by Mr. Watson when he became Secretary of the Association.

The Secretary's report showed the Association to be in excellent condition financially, with a balance on January 1st, 1919, of \$25,350.91, an increase of \$9,106.84 for the year. W. P. Schanck, of Avon, N.Y., was re-elected President, and J. G. Watson, of Brandon, Vt., was again chosen as Secretary by the Executive. The following new directors were elected: L. W. Newton, of Ashburnham, Mass., for three years; Wm. Hunter, of Freeman, Ontario, for two years; and H. W. Gossard, of Chicago; M. W. Davidson, Canister, N.Y., and W. P. Bliss, of Bernardsville, for a term of one year each.

The National Sale.

After almost a year of preparation the National Sale of Ayrshires has come and gone, and has justified its inception. The prices obtained were the highest on record, both in the way of high averages and individual prices—just one more instance of the buying public showing their appreciation when they see the good stuff being brought forward. When the Selection Committee, almost a year ago, were instructed to select some 40 or 50 head for the sale, which was to make a new record for the breed, they were also instructed to take only the best—the best of three countries practically. United States, Canada and Scotland, the native home of the breed. Sales of this sort are not gotten up in a day, and in mentioning the length of time the Selection Committee had been at work, it may be well to add that much of the success of the sale was attributed to this fact alone. Breeders were able to not only get their stuff in shape, but also breed for the sale, just the same as they would for the shows making all conditions as favorable as possible which is, at all times, a guard against disappointments. With this sale, however, the Selection Committee was exceptionally fortunate in getting both their own as well as the Canadian breeders to consign their highest class animals. To the owners, in several instances, there were disappointments. Champmanton Nell 3rd (imp.), an eight-year-old show cow, consigned by R. R. Ness, of Howick, Quebec, and her stamplate, Harleyholm White Rosie 5th (imp.), grand champion female at the National Dairy Show last October, were somewhat of a disappointment at \$7,100, the former going at a bid of \$4,100, and the latter at an even \$3,000. The sales management may well have shown a little more consideration towards this pair which should have, considering the way other good ones ran up, easily reached a \$5,000 average. The same also applies to Hunter Bros.' two-year-old bull, Lessnessock Buntie Lad (imp.), sold in the New England Sale the day following. This bull was the grand champion winner at the Canadian National in 1918, and was conceded to be one of the most popular bred bulls ever imported from Scotland. At the purchase price of \$1,325 he was probably the real bargain of the two days' selling. Nancy's Mint Master, also a two-year-old, and selling in the National Sale, established a new record price for a bull of the breed in America, going to T. J. Murphy, of Devon, Pa. Nancy's Mint Master is a son of the A. R. Sir Howie's Mint Master, and was junior and grand champion bull at the National Dairy Show in 1918. This bull was brought into the ring in wonderful condition and dropped down to twenty-five dollar bidding only after the \$3,500 mark was reached. From this figure on the competition simmered down to R. R. Ness, of Canada, and Mr. Murphy. The latter finally annexed the champion winner at \$5,200, establishing a new record for a bull of this breed in America. When it came to females, however, this record did not remain long, as a few minutes later the five-year-old cow Lotus Jean Armour went to C. H. Pevevill, of Waterloo, Iowa, at \$8,100. She was bred by Mrs. F. D. Erhardt, and consigned by W. P. Schanck, of Avon, N.Y., and her dam was Jean Armour 3rd, a 21,938-lb. 3-year-old daughter of Jean Armour, the breed's first 20,000-lb. cow. A general summary of the sale shows 44 head selling for a total of \$71,720, making a general average of \$1,630. Eighteen head consigned by Canadian breeders made an average of \$1,409. Following is a list of the Canadian consignments, together with the buyers and the prices paid:

Consigned by R. R. Ness, Howick, Que.:
 Champmanton Nell 3rd (imp.), Adam Seitz,
 Waukesha, Wis. \$1,100

Harleyholm White Rosie 5th (imp.), Wm. T. Tonner, Philadelphia, Pa.	3,000
Tower's Ceciley (imp.), Strathglass Farms, Port Chester, N.Y.	525
Hobsland Barbara (imp.), Stephen Bull, Racine, Wis.	1,000
Consigned by Hunter Bros., Freeman, Ont.:	
Netherton Grace, R. L. Taylor, Gwynedd Valley, Pa.	725
Chapelhill Beatrice (imp.), R. L. Taylor, Philadelphia, Pa.	1,125
Auchenbainzie Johanna (imp.), Wm. T. Tonner, Philadelphia, Pa.	3,000
Whitehill Mary Scott (imp.), R. R. Ness, Howick, Que.	1,225
Torr's Conny 5th (imp.), Wm. T. Tonner	1,375
Consigned by Gilbert McMillan, Huntingdon, Que.:	
Maple Leaf Jean, Hunter Bros., Freeman, Ont.	3,750
Maple Leaf Lily, E. B. McFarlan, California	825
Whiteside Rosebud (imp.), Wm. T. Tonner, Philadelphia	750
Consigned by Jno. W. Logan, Howick, Que.:	
Sunnyside Governess, E. B. McFarlane, Cal.	825
Sunnyside Ardyne 3rd, Fairlea Farms, Conn.	675
Consigned by D. T. Ness, Howick, Que.:	
Edgewood Vera, Wm. T. Tonner	425
Consigned by Wm. Brown, Howick, Que.:	
Hillhurst Milkmaid, R. L. Taylor, Gwynedd Valley, Penn.	825
Consigned by J. P. Cavers, Ormstown, Que.:	
Muirlaught Bonnie Annie, D. Gibson, Port Chester, N.Y.	525
Consigned by Hector Gordon, Howick, Que.:	
Stonehouse Milkmaid 2nd, Fairlea Farms, Orange, Conn.	700

The only other high price for the day was paid for Jno. R. Valentine's seven-year-old cow, Highland Polly. She held a semi-official yearly record of 15,715 lbs. of milk and 635.63 lbs. of butter-fat, and went to Stephen Bull, of Racine, Wis., at \$7,500. All animals were sold on a 90-day retest guarantee, which was said to be the first sale in America of any breed so guaranteed.

The New England Sale.

Of the sixty-two head catalogued for the New England Club Sale, 57 came forward, and for these a total of \$28,640 was received, making a general average of \$502 per head. It was pleasing to note the increase over the last sale, held under the auspices of the Club, when the average was \$386. The top price of the sale was paid by Major Jno. R. Valentine, of Bryn Mawr, Pa., for the seven-months imported bull calf Lessnessock Audacious, consigned by Hunter Bros., Freeman, Ont. This calf, an exceptionally good youngster, was sired by Bargaenoch Casabancia, and the purchase price was \$2,000. The 18 head consigned by Hunter Bros. made an average of \$717.50, and the entire 32 head consigned by Canadian breeders averaged \$602. The top price in females for the day was paid for Mahoning Belle, an 11-year-old cow, consigned by Wendover Farms Bernardsville, N.J., and purchased by T. J. Murphy, of Devon, Pa., who is said to be a new beginner and who was also the purchaser of the \$5,200 bull the day previous. Following are the prices paid for Canadian consignments, together with the buyers in each case:

Hunter Bros. consignment, Freeman, Ont.:	
Lessnessock Buntie (imp.), Barclay Farms, Rosemont, Pa.	\$1,325
Auchinbay Flossie (imp.), Pinehurst Farms, Narbeth, Pa.	775
Lessnessock Miss Forsyth (imp.), R. L. Taylor, Gwynedd Valley, Pa.	400
Netherton Battle Cruiser (imp.), Chancey Gleason, Haverhill, Mass.	300
Lessnessock Edith Cavell (imp.), Pinehurst Farms	1,030
Torr's Fanny 3rd (imp.), Major Jno. R. Valentine, Bryn Mawr, Pa.	850
Lessnessock Miss (imp.), W. T. Tonner, Philadelphia, Pa.	580
Torr's White Heather (imp.), Jas. Debbers' Sons, Berwyn	700
Oakland Belle Flower, Robert L. Knight, Hope, R. I.	210
Auchenbainzie Jessamina (imp.), Major Jno. R. Valentine	800
Auchenbay Lottie 2nd (imp.), Stephen Bull, Racine, Wis.	1,000
Torr's Salley 2nd (imp.), Jas. Debbers' Sons	625
Valleyfield Dandy 3rd (imp.), Chas. R. Webb, Shrewsbury, Mass.	525
Ella of Shannan Brant, G. W. Stowler, Johnstown, N.Y.	410
Lassie of Hickory Hill, A. E. Fish & Son, Ayres Cliff, Que.	425
Bessie of Meadowdale, Soapstone Farms, Gladwyn, Pa.	430
Frunlesshead White Tulip, Fairylake Farms	530
Lessnessock Audacious, Major Jno. R. Valentine	2,000
R. R. Ness consignment, Howick, Que.:	
Annie of Meadowdale, Robert L. Knight	375
Carleton Eugenia (imp.), Soapstone Farms	410
Cherry, Fairlea Farms, Orange, Conn.	330
Gilbert McMillan's consignment, Huntingdon, Que.:	
Midget 2nd, Willowbrook Dairy, Willow Grove, Pa.	300

Springburn Witch, M. Hannah, Brownsville, Vt.	610
Tedy's Style, Robert L. Knight	340
Blossom Again 4th, G. W. Stowles	255
J. H. Black's consignment, Lachute, Que.:	
Princess Pat, Soapstone Farms	350
Blossom Again 3rd, Stephen Bull, Racine, Wis.	1,025
Netherall Countermark (imp.), Jno. R. Valentine	500
D. T. Ness' consignment, Howick, Que.:	
Barcheskie Helen (imp.), Robert L. Knight	510
Barcheskie Viola 2nd, Robert L. Knight	535
J. P. Caver's consignment, Ormstown, Que.:	
May Blossom, Soapstone Farms	535
Hector Gordon's consignment, Howick:	
Hobsland Pansy (imp.), W. H. Brisbane, Delhi, N.Y.	365

It will be noted that practically all the high-priced stuff was purchased by American breeders, and with very few exceptions the better lots in the National Sale also were taken by breeders south of the border.

What Was Accomplished by Culling and Use of Good Bulls.

It is quite possible to make a decided improvement in the quality of the herd by culling out inferior animals and using the best sire available. An instance of what careful breeding and selection has done to improve a herd of dairy cattle is seen in the following paragraph, sent in by R. E. Ralch, of Speedwell Hospital at Guelph. Mr. Ralch writes as follows: "The barn and creamery were built in 1912 and a start was made with 103 grade heifers. Joe McCallum, who is still here, undertook with the help of prison labor to grade up this herd. Nicholas Posch and Lakeview De Kol Fayne were the first two bulls to be purchased. A very complete system of records was instituted, using a card index, by which each cow's history was recorded on her own card. The milk was weighed at each milking and periodically tested for fat, so that the exact amount of milk or butter produced by each individual could be calculated and the actual value of the animal made known. At first the average yield was not over 4,000 pounds per cow, but after six years, during which time Sir Hartog Hengerveld and Beverley Ormsby were used in the herd and all the boarders replaced by home-bred selected calves, production was raised to from 9,000 to 14,000 pounds per annum, and in one instance higher as one individual in the herd produced 17,000 pounds of milk. Last fall it was decided that the time was ripe for gradually replacing the grades with pure-breds. To-day over sixty head of registered Holsteins are to be seen in the herd at Speedwell, and a large number of these have R. O. P. records. The herd is headed by King Segis Pontiac Posch."

The above is an instance of where production was more than doubled in a period of six years. What was done in the Speedwell dairy herd can be done in most herds. Constructive breeding consists in knowing the poor cows and weeding them out, and breeding the best to a sire that has a lineage of high-producing cows. If the sire is not of higher quality and breeding than the females, it is doubtful if improvement can take place.

POULTRY.

Marketing of Poultry Products.

Marketing has much to do with the success or failure of any poultry plant. No matter how successfully the plant may be run, if the marketing end of the business is not properly looked after the whole enterprise will sooner or later, end in failure.

Every producer should get the best price possible for his products, and to do this it is necessary to pay particular attention to their quality, and the season at which the products are sold.

Eggs.—Eggs should be gathered regularly and often. All small and dirty eggs should be retained for home use or sold separate from the rest.

The eggs should be neatly packed—if for private trade, they are made more attractive if put into neat cartons.

The sooner the eggs are in the hands of the consumer the greater the satisfaction, and consequently the better the price received.

The pullets should be early so that production will be heavy. If at any time during season the eggs become so plentiful as to cause a glut in the market forcing down the price to the cost of production, it is often advisable to use a good preservative and put away the surplus for the period of scarcity which invariably follows.

TABLE POULTRY.—Immediately following "the spring lay" the flock should be gone over and all useless cock birds and those hens that show they intend to rest for the summer, should be put into crates and fed heavily for a week or ten days and then sent to market either live or dressed, according to market requirements. This culling should not all be done at one time but gradually as occasion requires, but it should be the aim to get the culling over with as far as possible before the time for marketing broilers, as the prices for fowl always drop after that.

BROILERS.—It will pay to market many of the early cockerels as broilers, depending on those later hatched for roasters as the season advances. All cockerels of