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AND N.-W. T.

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Public Sale Management.

While we are firmly of the opinion that, as a rule, breeders of pure-bred stock realize better prices by private treaty than at auction, there are times when it becomes expedient to call a public sale in order to dispose of a herd or a considerable number at one time. In that case, the best manner of procedure in order to make the venture a success is worth considering, for in all cases a public sale is a venture, the result of which cannot be foreseen, since it depends upon such uncertain contingencies as the weather, the character of the stock and the composition of the company secured by the announcement. If possible, it is best to take several months to prepare for a sale, since it pays well to have the stock in really good condition, and it is safer and better for seller and buyer that the animals be brought into that condition gradually, than forced by heavier feeding in a short time. Where the offering is all in good condition an appearance of uniformity of character is secured, which makes a favorable impression, and it goes without saying that animals of any class in good condition and well groomed are more attractive and will sell for more money than lean ones with staring coats and unthrifty appearance. The arrangement of the animals in the stables, well bedded, placing them in matchy pairs, or the larger ones at the far end of the stable and grading them down in size to the entrance door, gives an appearance of uniformity and has a pleasing effect, and where young things are shown loose in box stalls, having them near a uniform size and age in each lot helps to harmonize their appearance. Halter breaking and training to lead and stand in good position greatly improves the appearance and pays well for the time devoted to such preparation. An easily or untrained animal may upset the even tone of a sale, causing loss of time and interest, and consequently financial loss to the seller.

A well-considered order of sale is important, and this should be prepared and posted in the stable before commencing the sale, so that intending bidders may know what stock their favorites will be offered, and what they will have to bid for. It is wise to sell in the order in which the stock is presented, the animals will come the best

prices, as the setting of a high standard of prices at the beginning helps to maintain good prices throughout the disposal. The best in this case does not necessarily mean the best individually, as pedigree counts for much in the estimation of discriminating breeders, and should be taken into account in arranging the order of sale. There is apt to be a certain amount of timidity on the part of the owner to put up his best first, fearing that they may not sell as well as later, when the spirit of the sale is worked up, but is the spirit not likely to be more quickly reached and more steadily maintained by a start with the best. If the most desirable are kept back, many may be waiting for them and neglecting to bid on others on which they might bid if the best go beyond their reach. Patience on the part of the seller is a virtue, and providing he has a fairly sympathetic company, he will do well to exercise that virtue, as although some of the animals at the commencement may bring less than he expects, others may bring more, and thus make a satisfactory average, which is by no means an uncommon experience. It is important to have plenty of help and plenty of halters in order that the animals be brought out promptly, so that immediately one leaves the ring, another steps in, no time being lost nor the interest suffered to flag. Enthusiasm is necessary to the best success of a sale, and to this end the seller should support the auctioneer by having everything in order and the order promptly executed. If the interest of the crowd be not kept steadily on the stock to be sold, they will think and talk of other things, and are liable to become disorderly, which is the bane of a sale. The capable salesman will use tact and judgment in preserving order, and if necessary, will firmly demand it and insist upon it as a right in the interest of the exposor, for no man has a right to fill a place at the ring-side and engage in a conversation which distracts the attention of men who mean business and are there for that purpose.

The choice of an auctioneer depends largely upon the circumstances. If the stock is first-class and in first-class condition, and such as is likely to attract buyers from a long distance, the sale having been extensively advertised, it is well to engage an auctioneer of widespread reputation as a disposer of pure-bred stock, having a knowledge of pedigrees and of the value of high-class animals; who knows the principal breeders and may have influence in bringing together the best class of buyers. Such a salesman may easily make a difference in the sale of one animal sufficient to more than meet the whole expense of securing his services. If, on the other hand, the stock to be sold is not likely to draw breeders or buyers from a distance, the local auctioneer, if a capable salesman, may do better work than one far-fetched, since he knows the people and they know him and his manner of conducting a sale and waste no time in studying the style of the imported article.

A word as to advertising. In no case does a liberal and judicious use of printer's ink pay better than in the announcement of an auction sale. Use the papers most likely to reach the class of buyers you want, and if the stock is good enough to warrant the bringing of people from long distances, a quarter, a half or a whole page of space may be profitably used, according as the circumstances justify, the announcement being prominently displayed. The more bidders that are brought together, the more competition and the better prices will be realized. If the character of the stock to be sold is not such as to justify extensive advertising in papers having a provincial or national circulation, advertise freely in local papers, taking liberal space, and get out an attractive poster, which should be widely circulated. There is inspiration in a crowd, and it engenders interest and enthusiasm.

The best interests of both seller and buyer are conserved by a frank and fair statement as to any animal concerning which there is a doubt regarding its condition of soundness or fruitfulness. This is another case where the golden rule of doing as one would be done by should prevail. It is better to exclude all doubtful stock from the offering, but if by any chance a weak individual let the real facts be known. Fair and honest treatment is the due of those who incur the expense of attending a sale with the modern man-

that the stock will be sold on the highest legitimate bid, which is the established rule at disposals by auction, and which should prevail unless the right to a reserve bid is stated in the announcement, or the consent of the company present to withdrawal is secured, which under special circumstances may be deemed necessary in order to avoid an unreasonable sacrifice.

A word to those who attend the sale. Don't go with the object of legally stealing the vendor's stock, should a favorable opportunity present itself. Put yourself in his place; think of the expense he has incurred in making the sale, and his right to a fair price for his property; and act accordingly. If you cannot speak well of the offering, say nothing disparaging of it, and remember when the sale is in progress, that this is not the time, nor the place, for talking politics or other gossip. Business is business—that is what people are supposed to be here for, and if you cannot help, do not hinder it. In the case of sales of pure-bred stock, breeders of the class being sold do well to show their interest in a practical way by bidding to somewhere near their value on any animals that they can safely handle should they fall to their bid, as they are interested in keeping up the standard of prices for that class of stock. It is especially desirable that starting bids, if only half the value, be promptly given, which is an important economy of time, saving a sale from lagging and the appearance of a lack of interest. A spirited and successful sale leaves every one attending it in good humor, and is cause for general congratulation.

The Food Value of Oats.

A great deal of misapprehension exists regarding the selection of oats as food. The characteristics of a good oat are (1) its condition which is denoted by its sweetness and hardness of the kernel; (2) the strength of its husk, whether it is thick or thin; (3) the weight per bushel and purity, by which we mean freedom from material of any other kind, whether dirt or seeds. It is scarcely necessary to say that there is more food in a bushel of hard oats than in a bushel of the same variety which is softer in the kernel—the one contains less moisture than the other, and consequently more food.

In judging a sample, if we take the apparently thinnest and lightest grains and find kernels within we may rest assured that all the oats contain food; but it constantly happens that many grains in the handful are nothing but husk. Sometimes the oat is harvested before the last formed grains are filled with kernels. It is usually safe, therefore, to examine the thin kernels in estimating the value of a sample. Next, the husk may be examined, and we shall often find that in a heavy and more costly oat this is thick, so that the buyer pays rather for worthless fodder in the husk than for additional food as compared with a lighter oat with a thinner husk.

To those who are able to pay close attention to this matter we would suggest a simple experiment. Two samples may be selected, a heavy home-grown oat and a lighter and cheaper oat with a comparatively thin skin or jacket. In each case the husks may be removed from a hundred grains and weighed on a delicate balance. It will probably be found that in one case the husks will weigh considerably more than in the other, and if the figures are worked out as applicable to a bushel or a quarter, the full measure of the difference will be better understood. This plan has been adopted in comparing the values of different oats, and sometimes with most extraordinary results. Again, if we take a clean sample at a higher price than a second sample of apparently equally good oats, and from a given weight, which may be 1 ounce to 10 ounces, collect all the waste material, including the empty husks or kernelless grains, we shall find that by weighing we are paying, in all probability, a good deal more for the cheaper sample than for the more costly one, which after all may be the most economical.

Suppose we take two samples at present market prices, and having decided the weight of husk in each case, and subsequently by testing the samples the relative proportions of dirt and other impurities, we arrive at the conclusion that the more costly sample provides a smaller weight per bushel of feedable matter than the cheaper sample. It follows that we shall not only be saving several dollars as between the respective weights per bushel, but still more owing to the difference in the proportions of food present.—[Farmers' Gazette.]

Don't feed, when feeding young and growing stock, that foods capable of producing muscular and bone essential. If these be not present, the rain cannot take place. Feed the proper and you will be rewarded.