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Trade Increases the wealth and glory of a country; but its real strength and stamins are to be looked for among the tultivators of the land — Lord Chatham. The Recognized Exponent of Dairying in Canada

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How To Sell a Farm for Full Value

Things To Do When You Put Your Place on the Market - By E. H. Chandler

AM acquainted with two small farms, each containing about forty acres, adjoining each other-Number 1 about one and a half miles and Number A Number I about one and a half miles and Number 2 about one and three-quarter miles from the county seat of 13,000 inhabitants, both abuteing the same stone road, with but little difference in the size and condition of the respective barns and outbuildings. If either is more desirable, it is Number I, because of the county of the county of the land and If exter is more costs size, it is full better 1, because or its location, southern exposure, lay of the land and soil conditions. The house on Number 1 is an old tumbling-down wreck, parts of it being supported by tunning down wroce, parts of it being supported by props to prevent it from failing; there set a sound fence on the place nor a clean fence row; the frost entrance from the road is closed by two strands of barbed wire, nailed to the post at one end and to a place of scanding at the other, by which it is swung open and shut.

Number 2 has an exposure to the north and west and a few acres of towland which have been under-drained with tile by the present owner; all the fences are in prime constition; the buildings and surroundare an prime constition; the buildings and surround-ing fences are well painted or whitewashed; the short lane leading from the highway to the build-ings is surfaced with crushed stone; the house is in perfect order and could be duplicated on Number 1 \$5.000 to \$3,500. A few years ago Number 1 \$300 to \$3,500. A few years ago Number 1 \$300 to \$3,500; the was in better order then than now; two years ago Number 2 sold for \$5,500.

two years ago Number 2 molt for \$1,500. Why is it that many farmers do not practice the same prudent business principles in the care of their real create that they bestow upon their irrestock? They will devote from three to four years resisting their purchers helifers and colds from black turity, give them the most thoughtful care, confidential confortable string quarters in order to get the top preiose for them when sold and to enjoy the reputation of being careful and reliable breeden; the reputation of being carried and releasible breeders; the reputation of being carried and releasible breeders; the reputation of the most approved methods, spending to the most approved methods, spending the properties of the most intelligent and untring attention and labor of which they are and untring attention and labor of which they are more than the properties of the most intelligence or more allowed the most intelligence of the most intelligenc the reputation of being careful and reliable breeders dollars' worth of the best products of the farm and deprecade its sealing value from five to twenty-five dollars an acce. They will whiteweak and distribed their stables and abrush to make a year, but will not buy a bushel of lime and a brush to whiteweak the exterior of the same etables and peres that shelter the stock; or the gates, shaces and posts that include the stock of the steel of the stock of the stock of the steel of th

Paint Increases Values

A prominent and successful real-estate agent re-cendy told me that an expenditure of \$100 for paint-ing and whiteweshing would make a difference of at least \$1,000 in the sealing values of nine out of every tending the property of the p

ten farms that are on the market.

Why is it that farmers who will devote years to raising helders and colts for sale, and months to fooding beere so got them in fine condition, will not enverse the enume businesse scene for earling for and hooping their men in the best salessible condition? I have bread farmers excuse their neglect and earlessment as their "Why should I seem of time and money to do something not should be seen the salessible of the salessib

work on a farm that is constantly demanding my

work on a farm that is constantly demanding my time? I do took wast to say farm."

The answer to this argument is you have no grammer, we have no grammer, we have no present the property in first-class solding or not, should keep his fore-constant of the property in first-class solding condition. Ordinary hope predence decades this. Death or disaster may also solding condition or the property always that the tweety farmer have been condition to the property always in the best condition to have his property always in the best condition to have his property always in the best condition to realize its full market value. This is a duty and conceideration he owes to his family—just as vital as insurance on his buildings or on his life.

Carelessness Cost \$1,740.

Three months age the owner of a 160-acre farm died. His family was physically unable to run the farm; he had been neglectful about repairs and slovenly concerning the appearance of the premises and the surroundings of the house and barn. The and the surroundings of the house and barn. The buildings were good and the farm a productive one. After heave the sold \$1,500 worth of grain, the success rated over the farm requirements. The farm was nodd the forty-six dollars an acre. The purchaser immediately began to clean up the premises, tore down and hanied away two old, unsightly and unclease-from the farm hand was to be successful and dring old trees from the lawn, laid a new porch droor and reading the roof and whitewashed the exterior of the house if told me he spent less than \$500, and I was precent when he was offered and refused sixty dollars an acre for his farm—an advance of \$2,240 within sixty days for an expenditure



Is Your Farm for Sale?

F it is, a local man who knows it well will probably pay you what it is worth-if there happens to be a local man who wants your particular kind of a farm. you have to sell to strangers, then appear-ances count for much and a few improve-ments that represent little outlay may add hundreds of dollars to the selling price. any case it may be profitable to appeal to the wider market. What commends itself the wider market. What counted by E. H. to this market was discussed by E. H. Chandler recently in The Country Gentleman and his article is reproduced on this page of Farm and Dairy for the benefit of prospective farm sellers, in which class, as Mr. Chandler contends, we all, consciously or unconsciously, belong.

The illustrations of this article are not The illustrations of this article are not overdrawn; we know of one Ganadian farmer who sold a coat of paint for \$1,000—by selling the farm along with it. We know of multitudinous cases where slovenly surroundings have spoiled the sale of otherwise most farms. At present there are a wise good farms. At present there are as many farms offering as there are buyers looking for farms; so it behooves us to "put our best foot foremost" when our property is offered for sale.

of \$500. The original owner, by neglect, robbed his heirs of \$1,740 through carefeesness and disregard of fundamental business prudence and because he didn't want to sell.

Whother you want to sell your farm or not, if it is not in good-order and condition in every particular, is not in good-order and condition in every particular, start now to got it in the best possible state of productively and physical appearance. If it is not in this condition, do not offer it for sale until it is.

Unless he wants a very apparent bargain, no pros Unless he wants a very apparent bargain, no pros-pective buyer with purchase a run-down farm. A practical and successful farmer wants a farm that has been operated successfully, that presents all the eigns of property, and one on which every possible minor improperty, and one on which every possible minor improperty and one on which every possible income these programments is manifested by several outward minor supportances, but they all count in helping to self minor in the buildings are in good repair and the root unit, if the fence are all in place, even if not new, if the fence rows are clean and free from briens, at the fence rows are clean and free from briens, at the fence rows are clean and free from briens, at the fence rows are clean and free from briens, at the order, the frames un-broleon, on their binges, not engaging or dragging on broken, on their hinges, not sagging or dragging on the ground; the latches and hinges greased and operthe ground, the access and ninges greased and oper-ating freely; if the barnyard fence or wall is in good repair; if there are no broken lights in the sashes in the various buildings; if the stable fixtures are in the various buildings; if the stable fixtures are in order, the stanchions and partitions in place and repair; if the stables are clean and properly drained and without an accumulation of manure in them; if the manure is haused out as made, or otherwise protected by a shed or stored in a pit; if the farm implements are clean, in repair and housed from the weather; if the walks, drives and lanes about and leading to the preprise above that share weather. the weather; if the wake, drives and lanes about and leading to the premises show that they receive regular attention and are in good physical condition; if the fruit trees show that they have been trimmed If the fruit trees show that they have been trimmed and are not overgrown visuases of suckers and water sprouts, nor full of limbs dead and infected with scale; if, at the appear of the barn is well filled with well-cured have season, the barn is well filled with well-cured have reaw and fooder and the granaries and order with grand own, all of which speak for themselves; if the apples and of which speak for themselves; if the apples and of which speak for themselves; if the apples and such as the cellar are of good size well-cropped season, scale, knots, worms and blemselves; if the speak for the cellar are of good size well-cropped season, scale, knots, worms and blemselves; if the well-cropped season is a speak of the season of the lawo, ordencing thought, care and some attention; if the Hvestock, horeas, cowe, loops and positive are in the Hvestock, horeas, cowe and beauting ordered bleral feed-ing and comfortable living condense; if, in the fall or winter, there is an abundant legislative of firewood housed in a dry shed; if the springs prof of fivewood housed in a dry shed; if the springs house of the springs clear of mud, leaves and fifth, the outbeen pers and the water running freely; if the low and and an and awampy places are drained by suitable ditches.

Pride in Workmanship.

Have I mentioned a single item that a farmer who has a proper pride in his work and his properly should not be a niclose to have realized, and it is should not be a niclose to have realized, and it is should not be a factor in bringing about a send to be a factor in bringing about a send to be a factor in bringing about a send to be a factor in bringing about a send to be a factor in bringing about a send is so that the send in the se

To learn and understand the best farming methods To learn and understand the best farming methods and be in touch with them, you must keep abreast of the times, subscribe for, real and trudy one or more farm journals; in no other want myou get so much valuable information that is what to your success. It is just as vital to the success meaning the subscribe of the success to the success the subscribe of the subscribe to fine use to date in all price to the companion of the business to the use to the price for his crops and his lands.

(Continued on page 7.)