

order of the catalogue, unless there is some special and good reason for varying the order. As a rule, we believe it is good policy in arranging the catalogue to place them in the order in which it is considered they will sell best. In other words, sell first those you think will bring the highest price. They may not be the best individually, as sometimes a fairly good animal of a certain family or strain is likely to bring more money than a very good one of another and less desirable family. We are aware that there is apt to be some timidity on the part of the seller to putting up his best first, fearing it may be sacrificed before the spirit of the sale has been raised, but we are confident that any risk in that direction is more than offset by offering first an animal that is very desirable, as enthusiasm is by this means likely to be raised at the outset, and a good price made at the start fixes to a large extent the standard of prices for the day; besides, if the best are withheld buyers will wait for them, and the sale will drag, whereas if the most desirable are sold first those who fail to get their first choice may be content to try for the next best in their estimation. We have noticed that the English breeders in their public sales generally follow this rule, with the exception that they place a drawing card occasionally in the list, say about every tenth number, so as to cause a fluctuation in prices, and prevent what might otherwise seem an inevitable down grade to the end of the event. To economize time and keep up

the spirit of the sale it is of the utmost importance that sufficient help should be on hand to get the animals out in regular succession, the next in order being held ready to enter the ring without delay as soon as the one in the ring is sold. In order to do this a sufficient supply of halters should be provided, and these can be cheaply made of half-inch rope by any handy man. The sale ring should be convenient to the stable if suitable ground can be found. It should be dry and comfortable under foot, and if not naturally so, straw or sawdust should be liberally strewn around the ring, which should not be too large, as it is sometimes difficult for the salesman to catch the bids if his audience is too far away from him. It is right and good policy to frankly state any known blemish or defect in any animal offered as soon as it enters the ring. This will inspire confidence, and may save after trouble and unpleasantness, for which there will be no excuse if a fair understanding is had. A breeding list, giving date of service of each number and by what sire, should be prepared before the sale and posted in some conspicuous place in the barns or stables so that visitors may mark their catalogues with these data before the sale commences, which will save the trouble of asking and answering questions.

In regard to the selection of an auctioneer, we would say that as a rule if there is reason to believe the crowd and buyers will be mainly made up of local men, it will be as well to employ your local auctioneer, as he knows the people and they understand his manner of selling; but if the sale has been widely advertised, and there is a probability that buyers will come from a distance, it may be better to employ an auctioneer having a Provincial reputation, who has had experience in managing large sales, who knows the leading stockmen of the country, has a good idea of the value of high-class stock and of their breeding, and is himself a judge of such stock. Such a salesman will command the respect and confidence of the company, and if the stock is presented in good condition, and there are a reasonable number of buyers present, he will sell them for as good prices as any man can under the circumstances. Assuming that he is a man of good judgment, the sale should be left largely, if not entirely, in the hands of the auctioneer, as he will know best when the bids are exhausted, and whether there are buyers enough present to take the stock at living prices. If the bids offered in some cases are lower than the seller anticipates, and he is disposed to demur, let him possess his soul in patience, the next may bring more than he expected, and the average may be

satisfactory to him, all the more so from his sense of having acted in good faith with his patrons. In no case allow by-bidding from even a pecuniary standpoint, as it not only detracts from the faith of present buyers who discover it, but it also seriously mitigates against the success of future auction offerings.

With regard to advertising, we would say if the stock is good enough to justify bringing intending purchasers from a distance advertise liberally in the leading agricultural and stock papers having a wide circulation, making your announcements well ahead of the sale, so that prospective buyers will have ample time to write for catalogues concerning the stock and make all necessary arrangements. Readers of the standard agricultural papers are the men who appreciate good stock, and will be prepared to invest liberally. Advertise freely in your own and adjoining counties. There is inspiration in a well-conducted crowd, and it is well to have them, trusting to the auctioneer to interest and entertain them in a business way.

Two Noted English Horses.

In this issue we portray two very different types of English horses—the Hackney and the Shire—two celebrated stallions being chosen for the purpose, one being the three-year-old Royal Danegelt, the property of Sir Walter Gilbey, Bart., first prize and reserve champion at the Hackney Horse

shire Show he was not in the same class as Master Recorder, but the two were drawn out against each other for the championship, and the palm was awarded to Marengo. He gained another first prize at the Yorkshire Show at Harrogate, and Master Recorder did the same in the yearling class. These bulls, it must be admitted, are both very good, as likewise is the older animal, Master Ailsbury, which defeated Marengo at Peterborough. A bench of judges might be pardoned for placing either first if the three came before them as competitors. Weighing their various claims in the balance is rather an invidious duty, consequently none of the above remarks must be taken as censuring anything done at either show, except the degradation of Master Ailsbury to third position at Harrogate.

“Mr. Brierley's three cows, Jewell 2nd, Rosedale Cowslip, and Queen of Hearts, have also been variously placed at the leading shows. We have just mentioned them in the order they were placed at the Royal, only Lord Polwarth's Wave Mist came after the former two for third prize, Queen of Hearts having only barren honors, and coming fifth on the prize list. Yet at the Oxfordshire and Shropshire Shows she was placed first, and preferred to Rosedale Cowslip. In fact, at Shrewsbury, all three being in competition, the ruling was Queen of Hearts first, Rosedale Cowslip second, and Jewell 2nd reserve. Again, at the Yorkshire Show the latter could only get reserve,

her herd companion, Rosedale Cowslip getting first honors, and Lord Polwarth's Wave Mist third prize. At Peterborough, and also at Lincolnshire, the ruling of the Royal was confirmed in respect to Jewell 2nd getting pride of place. There would seem to be not the slightest doubt that she is very superior in character as well as even form to the wealthy Queen of Hearts, but it is not so easy to declare whether she or Rosedale Cowslip should have preference, the latter having more extended scale and typical cowlike character.

“The decisions of the judges at the Royal in regard to some of the younger classes failed to give general satisfaction. The ruling in the yearling bull class was in particular very much criticised, and several animals which only received barren honors have been much more highly appreciated since. The two-year-old heifers Dewy Morn 2nd and Bapton Daisy have had very varied fortunes since the summer of 1896, when they ran such even courses together. At Lord Tredegar's Show last November they were both for the first time seriously degraded below the high positions they had the Royal Manchester

previously taken; but at the Show the former could only get reserve, while the latter stood about seventh on the prize list for h. c. Captain Duncombe's Sea Gem, which usually came third to them in the yearling contests, had so much improved that she got into pride of place, and has sustained her position tolerably well throughout the season. Dewy Morn 2nd won third prize at the Lincolnshire and second at the Yorkshire. Mr. J. Thorley's beautiful heifer Ringdale Bella 2nd can claim not to have been beaten anywhere this season, and to have gained the first prize wherever shown. Among the curious incidences of the season must be mentioned the fact of her herd companion, the three-year-old heifer Jeannette, at the Royal Counties Show having been preferred to Mr. Brierley's Rosedale Cowslip in the elder class for females. Mr. Willis Bapton Daisy was first at this show, as well as at the Bath and West Southampton Exhibition.

“Other breeds have had some remarkable reversals of showyard decisions likewise. For instance, at the Highland Society's Show at Glasgow the champion prize for best Aberdeen-Angus was awarded to Sir G. M. Grant's very stylish bull Prince Ito, which had been first in his class at the Royal Manchester. Yet this decision has since been reversed. In the Devon breed Mr. Mucklow's bull Whitstone Magna Charta held his own throughout, and at the Royal was not only first in his class, but had the champion position as best Devon. Mr. E. Kidner's Harold 4th got nothing, although he was preferred to the first winner, Mr. A. C. Skinner's Duke of Pound 27th, at Southamp-



THE CHAMPION ENGLISH HACKNEY STALLION ROYAL DANEGELT.

Society Shows, London, 1896 and 1897; also first and champion at the Royal Show at Leicester in 1896. In striking contradistinction with him is the four-year-old Shire stallion, Markeaton Royal Harold 15225, the property of Mr. Alex. Henderson, Buscot Park, Faringdon, Berks., winner of Challenge Cup as best stallion at the Shire Horse Society Show, London, 1897. The illustrations we have reproduced from the fine summer supplement issued by the *English Live Stock Journal*.

Reversals of the Showing.

It appears that even in Great Britain, where, if anywhere, one would suppose competent judges of stock may be secured, frequent changes are made in the placing of the honors in the competition of the same animals at different fairs, as indicated by the following editorial article in a recent issue of the *Mark Lane Express*:

“In the Shorthorn class at the Royal Show at Manchester the judges scarcely knew which to place first in the oldest bull class, Mr. Atkinson's Master Ailsbury or Mr. Handley's Leonard. They gave the palm to the former, but at the big Yorkshire Show the latter was not only preferred to the Royal victor, but Master Ailsbury could only get third prize. In the class for two-year-old Shorthorn bulls there was an equally keen contest between Mr. Heaton's Master Recorder and Mr. P. L. Mills' Marengo. The judges gave preference to the former, and likewise made him champion Shorthorn bull, but Marengo's fortunes have altered very considerably since. At the Lincoln-