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DOMINION.

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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 exposé, 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 cases from the offering, but if by any chance one is included, let the real facts be known. Fair and honorable treatment is the due of those who incur the expense of attending a sale with the understanding 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.

An American's Advice.

At a large convention, recently held in Toronto, one of the speakers of the day, an American, Mr. C. N. Howard, of Rochester, N. Y., gave Canadians some wholesome advice. Having had good opportunities to contrast the conditions and achievements of Canada with Yankeedom, he unhesitatingly advised Canadians to pursue their course independently of the United States. Having clearly in his vision the moral and economic perils of that trust-ridden Republic, he declared: "You will make the biggest mistake you ever made in your lives if you ever become one of us. You ought to go it alone and work out the glorious destiny made possible for you to attain. God has made it possible for this great Dominion to be a beacon light for the nations, but don't mix up with the jobs we have to clean up on the other side." (Applause.)

The Massachusetts Ploughman declares that free trade with Canada would be ruinous to thousands of northern and eastern U. S. farmers. Well, the agitation for reciprocity is not on the Canada side of the lines. The Canadian farmer has found a better market for his products in Great Britain.

HORSES.

Relationship of the Show-ring to Horse Breeding.

That horse-breeding as an industry is influenced by the show-ring none will deny. There is, probably, no way in which a person who is breeding horses for the market can advertise so well and so cheaply as by exhibiting his stock in the ring. The main object in giving prizes for the different classes of horses is, or should be, to encourage the production of good animals of each class. The make-up of the prize list indicates the ideas held by the exhibition board, or the committee of the board whose special duty it is, year after year, to revise the horse list, as to what classes or breeds are of the most importance. It goes without saying that the larger the prizes are the more likelihood there will be for breeders to endeavor to produce animals good enough to win. While many exhibitors say that they do not care for the prizes, that all they want is the glory in winning and the advertising that they gain, it will be noticed that few forget to call upon the treasurer for their winnings, and, also, that where the prizes are large there is usually a larger and better field of entries than where they are small. The prizes should be given for classes that the market demands, and in stallion classes, for horses that by their individuality and breeding are likely to produce marketable animals. The personal prejudices of members of the revising committee should be laid aside when the prize list is being arranged. Prominence should be given to the classes that command the highest prices in the public market and that can be raised with profit by the producer. Care should be taken that the wording be such that no ambiguity as to the class intended may exist. For instance, in some prize lists we notice a class for road or carriage horses; in others, a class for carriage horses, Standard-breds and others; again, carriage horses, all breeds of light horses eligible, etc. Now, where the wording is such, neither the exhibitors nor judges (and, I think I may include the committee itself) can have any clear idea as to what kind of a horse is wanted or should win. The road horse and the carriage horse are essentially different animals, and cannot be judged by comparison. I have seen a large field of horses competing in such classes where there were stallions, geldings and mares, including all classes of light horses, as the Standard-bred, Thoroughbred, Hackney, French Coach, German Coach, Cleveland Bay, etc.

Such conditions as this cause a great deal of confusion and, in most cases, a great deal of dissatisfaction. While the class in the prize list calls for carriage horses, it also states that all breeds and classes are eligible, which implies that the judging may be done from any standpoint, and the awarding of the prizes will depend to a great extent upon the individual prejudices of the judge. If he should judge from a Standard-bred standpoint no reasonable objection could be taken, or he may select the carriage or any other standard with equal justice. Again, stallions should not compete with mares and geldings, but where the conditions do not state this, the man who chooses to exhibit his stallion can justly claim that he is eligible. In order to avoid dissatisfaction and confusion, the wording should be such that there can be no doubt about the breed or class that is wanted. Even in the prize lists of our largest exhibitions the wording of the classes for ponies is usually not sufficiently definite. The conditions generally read "Pony in harness, not over 14½." Now, this should be considered definite, but the question arises, "What is a pony?" Exhibitors will claim that any animal not over the specified height is a pony, and hence, eligible to compete. This certainly is wrong. An undersized horse is not a pony, but a little horse, a misfit, a freak of nature. Some of these little fellows are very handsome, smart, attractive and speedy, with good action—very desirable animals for certain purposes. They have, in many cases, better style and action than real ponies, and, we notice, they generally win the prizes over ponies that may compete with them. I have no fault to find if a society choose to give a class for these little horses, but I object to allowing them to carry off the awards that are advertised for ponies. In order that an animal may be truly eligible to compete in the pony class, he should be a pure-bred of some of the recognized classes of ponies, or a cross between pure-breds of two breeds where breed is not mentioned. Where it is desirable to make a class for the little horses, the class should read, horses under a certain height, and, of course, ponies would not be eligible, as if we insist that a small horse is not a pony, we must also