

HOW WE MAY COMPETE SUCCESSFULLY.

The man who thinks that Ontario and Quebec can go on in the future as they have in the past, shipping "feeders' store" or rough cattle to England, must be singularly ignorant of what is going on about him. The day when there will be any foreign market for our rough scrub cattle is rapidly passing away and the sooner our farmers recognize this fact the better. Year after year our leading shippers have been doing the best they could with such animals as they could pick up from farmers and local drovers, but from the first the business has been one requiring great care, skill, foresight and economy, and even when all these requisites have been brought to its aid it has proved a risky and in many instances a losing trade.

Again and again we have urged upon our farmers the desirability of improving their herds by the employment of thoroughbred bulls. Twenty years ago when Canadian and American farmers had a practical monopoly of the rough stock trade on this side of the Atlantic, scrub cattle paid the handler well enough, but that time is now past. Cattle that are far and away head of our scrubs and in the case of many herds, superior to our average grades, are being bred and reared in the limitless ranges of the far West for little more than the bare cost of herding and branding them, and is it to be supposed that cattle having to be fed five or six months in the year can be delivered at the Atlantic seaboard as cheaply as shipments from these limitless herds of range cattle? Conducting their operations on a very large scale the cattlemen of the far West will be enabled to reduce the cost of production and shipment to the minimum, and whatever may be possible in the way of Eastern competition just now, it is very evident that the day is close at hand when the Canadian farmer who tries to make beef out of scrub cattle will find himself undersold in every market.

With such a prospect before him his course ought to be very simple. Let him get out of his scrub stock as expeditiously as possible. Sell the males for what they will bring and breed the females to thoroughbred bulls.

Assuming that the production of beef be the object sought by the farmer, let him use Shorthorn, Angus, Galloway, Hereford, Sussex, or other improved bulls of beef-producing strains; but having secured pure bred bulls let him not imagine that the whole of the desired reform has been accomplished. High breeding must be followed by generous feeding. He is now no longer competing with the ranchmen who, as already stated, can easily beat him at his own game of rough stock production, but he must now see what he can do in competition with the Irish, Scotch and English farmer and feeder. His trans-Atlantic rival has the advantage of having a market at his own door, and of well-bred stock with which to operate, but on the other hand he has such enormous rents to pay that it may well be questioned if, on the whole, he has any real advantage over the Canadian or American farmer who breeds equally good stock. But if the Canadian farmer would keep abreast of his rivals in this new line of competition he must

rival them in making the most of his opportunities. It will not do to let a calf feed for two winters at the straw stack and then try to force him along so as to have him ready for the English market before the end of the third. That is not the way the Irish farmers have succeeded in forcing their way into the English market with marked success. Like other intelligent feeders they have fed their beef cattle from their infancy, forcing them along much after the fashion of their English rivals, and if our Ontario and Quebec farmers ever expect to build up an export trade on a sound and profitable basis they must do the same thing. They can grow feed much more cheaply than can their English, Irish or Scotch rivals, and this being the case there is surely no reason why they should not use it unsparingly. It is well known that every pound of feed which merely sustains life is so much thrown away. Every pound of feed consumed by an animal that is not increasing in weight is so much wasted. Keep the young things growing from the time they are calved till they are ready for the market and then every pound of feed brings some tangible return. The more rapidly the animal gains in weight the smaller the proportion of food spent in sustaining life, and therefore the greater the profit to the feeder.

It remains with the Canadian farmer to decide whether he will enter this competition where he has some chance of success, or remain in his present position of competing in the rough stock market, out of which he must be driven by the ranchman in a very few years at farthest and where even now his chances of success are extremely problematical.

One thing our farmers must remember, however, and that is, that there is no half-way ground upon which they can stand. They cannot make smooth marketable stock by wasting liberal rations on scrubs, nor by starving well-bred grades on rye straw and bass-wood browse. If they succeed in competition with their trans-Atlantic rivals, they must feed liberally from the beginning to the end.

STARVING THE FARM.

It is a well-known fact that in some portions of the Province of Quebec the *habitant* farmers make a practice of selling their barnyard manure to American speculators who actually ship it out of the country. Such a suicidal course on the part of the farmer need not be commented upon, as everybody who knows anything at all about farming must condemn it, but these poor *habitants* are not the only men who are starving their farms in Canada. Of course we know that there are some alleged farmers in Ontario who keep just enough horses to do the farm work, just enough cattle to supply butter and milk for the household, fatten barely enough pork to keep the family, and possibly keep a few sheep whose fleeces furnish wool enough to supply the farmer and his family with socks and stockings besides a dozen yards or so of home-made flannel or fulled cloth, while wheat, oats, barley, hay and even straw are marketed as the salable products of the farm. Of course such men can never work a farm up to more than a third of its producing

capacity, and it grows poorer every year one of them remains on it. But there is a presumably still more intelligent class of farmers who starve their farms. True, they would laugh at the idea of baling their manure and sending it out of the country, and they would feel like ordering a man off the place if he asked to buy a few tons of straw, yet they go on selling hay and coarse grain off the farm, tempted, possibly, by quick returns and exceptionally high prices. These men are more slowly, but quite as surely, starving their farms as our friend the *habitant* who bales his barnyard manure and sells it to the Yankee speculator. Why should the raw material be sold off the farm when the farmer has within his reach the means of manufacturing it? If his hay and coarse grain be fed judiciously on the premises the farmer has the manufactured article in the shape of beef, butter, cheese, pork, mutton, and wool to put upon the market instead of the raw material of which it is made. But this is not by any means all that he draws out of the transaction. He has all this, plus the manure from the animals fed on the place. By this means he is enabled to keep his farm up to a state of fertility and productiveness that under ordinary circumstances will secure for him uniformly excellent crops, while each year sees his land growing more and more productive and valuable.

Of course some farmers must supply the demand of the outside public for hay, oats and barley, but in the meantime it pays much better to feed these products on the farm than to sell them to be fed elsewhere, and this state of affairs will continue as long as farmers are to be found weak enough to starve their farms and sell the raw material for the sake of immediate returns, rather than realize more money for the manufactured product and at the same time be enabled to return to the land in the shape of manure all the plant nutriment taken from it through the crops.

THE NORFOLK TROTTER.

For many years the admirable qualities of the cobby English roadster have been very generally acknowledged. The Norfolk Trotter has been known as an animal of the very type required for service on the road. Though not tall, he covers plenty of ground, carrying a stout compact barrel and massive quarters on short, strong, clean, and sinewy limbs. He has fine "trappy" action, though his way of going cannot be characterized as of the flat-catcher type. He has weight enough to haul a fair-sized trap at a good rate of speed and he is credited with being a capital stayer with an abundance of courage and spirit. He is just the horse needed for the park cart, the light beach wagon, Gladstone or Surrey, while at the same time he has many of the qualities requisite to the saddle cob. In view of these facts it would look as though some of our importers might do worse than bring out a few mares and stallions of this admirable race.

But there is another and a powerful reason why the Norfolk Trotter should find favor among the horse-breeders on this side of the Atlantic. As we showed a few weeks ago by evidence which must be regarded as conclusive, he has played an impor-