

inferior and unfit for his use, that moment he becomes in the highest degree an educator of those engaged in any given industry and will eventually compel them to quit the production altogether or furnish what is demanded. There will never come a time when meat will cease to be consumed ; somebody will always sell this product. But there will come a time when the inferior will go a-begging ; when the man who produces only this quality will have to hunt for a customer and take whatever he is willing to give.

A good animal of any breed or kind will sell itself, will find its own market. It will command attention when that which is bad is ignored and neglected. When the market is overstocked, who is it that still sells at a paying price ? It is the man who, in the midst of dullness, has still had an eye to perfection in his animals ; who has never looked back but has pursued an even course toward high merit from the beginning, no matter what his circumstances as to market may have been ; it is the man who has not studied so much what he is to receive, but who has been concentrating his powers on the production of animals of suitable merit.

There are those, and their number is too great, who, when the market drops, begin at once to lose interest in the quality of their animals, and who forthwith say, anything will do ; there is nothing in it anyway ; whereas they should double their energies if possible in the opposite direction ; they should say : Now that dullness reigns, I must take greater pains in my selection and management than before, and thus, as far as can be, produce such quality as will induce a demand. The old adage is still true ; there is room at the top although the bottom may be very much overcrowded ; and the man who reaches the top round will always find, not merely remunerative prices, but undoubted satisfaction as well in the prosecution of his calling.

In this country we may learn from the example given us by many of the breeders in Great Britain. It is in that country more than in any other that breeds have originated. How has this been done ? Not by men who have merely had the motive of dollars and cents, but by men who have been imbued with the ambition to produce an animal of peculiar characteristics. Those who have been following sheep husbandry have had the ambition, if I may use the expression, to

make a sheep with certain qualities of meat and wool. They have had a certain ideal before them, and year by year they have worked with the one object in view until finally they have accomplished their purpose. To some extent in Canada we have different surroundings ; we may have to cater to a different market ; but we ought to work somewhat on the same principles ; and we may be sure that the man who thus accomplishes his purposes in completing the ideal that he has before him will always be the man who makes most money in his business.

Now, if you agree with me in the propositions I have thus laid down, the question will immediately be asked :—What breed shall we obtain in order best to carry out this purpose ? That question I cannot for several reasons answer ; I must leave it to every man to answer for himself. If you desire to know my opinion, you must make enquiries as to what I do in my own practice ; and that is the only answer I can give you as to my opinion of the particular breed which is best adapted for this purpose. It will be at best only an opinion, and although you may profit by my experience and by the experience of others who have for sometime engaged in this business, I advise every young man in the land not to become a mere copyist in his calling ; I advise him to study his own surroundings and his own circumstances and to act independently for himself. It is quite possible that what is best for me may not be best for you, and therefore I ought not, if I so desired, to lay down hard and fast rules for any other man to follow. Because I choose for the purpose I have suggested one particular breed of sheep, that is no reason why I should quarrel with my neighbor who chooses another. Only I desire to urge that we should all keep before us the one common object, that of producing in the highest perfection that which is demanded by our common market. But if you insist on merely copying what I do instead of using your own powers of observation and your own judgment, we can never have much advancement in matters of this kind in this country. On the other hand, if our breeders will use the opportunities afforded,—take advantage of the experience of those who are older and then think for themselves,—there ought to be some among us who will carry this matter forward to a much greater extent than we have ever gone before. Prejudices ought not to be