

Britain, whether of the pedigreed or non-pedigreed sorts, make due preparation for the market that is thus opening up to them for non-pedigreed cattle? The chief fear is that the demand may exceed the supply. Those cows that are being thus sold in numbers so largely to city dairymen would serve a much better purpose by reproducing their kind in America. The time is nigh when they will want these cows. Can nothing be done to prevent them being thus sacrificed?"

### Try a Little Skill at the Fall Fair.

Exhibitors and judges should remember that our fall exhibitions and fall fairs are not essentially fat-stock shows. No animal should win simply because it is better fleshed and carries more fat than its competitor. Conformation, individuality and breed type are characteristics that mark one animal as superior to another. Exhibitors cannot infer from this, however, that animals poorly fitted should win in a show. Fitting should not commence two or three weeks prior to the show, but two or three months instead and in many cases before that.

As a general thing grades do not have the same chance in the show-ring as pure-breds, for the reason that the intense breeding and fixed type is carried from the parent to the offspring and the individuality and breed character is more pronounced in the pure-bred than in the grade. However, good grades will often win, but generally speaking the classes are different for each.

Many exhibitors become antagonistic to the judge on account of what they consider unwise judgment or placing. They often consider that their own animal is fatter than the competitor, and do not take into consideration that with all the fat it may have a poor constitution or weak back. It may lack spring of rib or smoothness and depth of quarter. Even if all these points are favorable yet it may have such a plain head, indicating the lack of breed character that it would not be purchased by any breeder to place in his herd. No judge can follow a scorecard in placing animals. It is the whole outline of the animal or the vision of the animal that must fill his eye, and although a heavy fleshing and much fat will go a long way to block out a beef animal yet if it still shows lack of constitution, lack of depth, or width it is even more worthy of a low place than a thinner animal with better type. Almost all of these points may be improved by a skilful exhibitor, and oftentimes a victory is won after a competitor has given in. The animal should be kept standing properly all the time, because one never knows when the judge will move his eye from one to another by way of comparison of the two that are competing for the same place in his mind. If one is caught in a sloppy position and even afterwards straightens up that first gaze may be the means of winning the place for the animal which is standing properly.

At our fall fairs, chiefly, it is disgusting sometimes to watch exhibitors showing their animals. They are led into the ring and allowed to have the length of rope without any attention given to making them stand properly or look right, the whole thing has a negligee appearance, and a judge is obliged to picture in his mind how the animals would appear were they in proper position. It helps the judge, it helps the show, and it helps the exhibitor if he pays particular attention to his animal and shows it correctly.

### Live-Stock Selling Methods.

Good stockmen grow animals to sell and the better stuff they produce, the more they pay for sires and the higher priced individuals they raise the more they will sell by mail. Low-priced animals are usually sold locally. The selling end of the business is quite as important as the feeding and producing, yet many of them sadly lack that qualification. Expert salesmanship is a trump card which many live-stock men have up their sleeve, while others are very indifferent to that end of the business. Some will go so far as to exhibit largely at fairs, and that is commendable, for it forms a basis for advertising both through journals and correspondence. Some stop there while others go further and advertise liberally in farm journals, and there is another class which stop at that. The business-like stockman goes the limit, and carries on an efficient correspondence as a sequel to exhibiting and advertising.

We know from experience that many live-stock men with good stock do not answer letters promptly, and sometimes they neglect to answer them at all. Advertising is not meant to sell, its function is to get enquiries about the article advertised. It then depends upon the salesmanship of the advertiser whether he makes the sale or not. This indifference on the part of stockmen to answer letters of enquirers about the stock results very often in a lack of sales, and no stockman should neglect this part of the business if he is going to make a success of the industry in which he has his money invested. Exhibiting at fairs and advertising in reliable farm journals go a long way in the disposal of pure-

bred stock, yet the producer or his agent must follow up this system with an efficient method of selling by mail. When a letter is received it should not be put on the mantle piece or on the window ledge until the haying is over or the harvest ended. A reply by the next mail means much, and oftentimes a long distance call or a telegram means the difference between a sale and no sale.

There are stock farms whose business system is as complete as that of any wholesale or manufacturing house in the country. Not only do they answer letters of enquiry but they have a follow-up system, as the buyer, not the seller, is the man who usually shows indifference to the letter. It is within the province of the seller to write the letter to prospective buyers, and if they do not reply at once send a follow-up letter referring to their communication of a recent date, and asking them for a second consideration if they have forgotten the former letter. This indifference to correspondence on the part of some recognized stockmen in Canada is aggravating to buyers who are looking for stock and who wish to make a purchase with dispatch rather than to put the matter off for weeks or sometimes months. It takes little time if one makes up his mind to answer these letters as they come in and set forth the good points and quality of his stock through a letter to a prospective buyer. Generally speaking one can do it better in a communication of this kind than he can through advertising. The function of a journal is to be reliable and to gain the confidence of its readers so they will communicate with the names mentioned in its columns. It is then more pleasing to the journal, used as an advertising medium, and more profitable to the advertiser as well if he will use some business acumen in connection with his selling and answer correspondence promptly.

## FARM.

### Parasites on Army Worms and Tent Caterpillars.

As there are still several questions coming to the office about the recent outbreak of the army worm in Ontario, we publish the following letter from Prof. L. Caesar, of the O. A. C., a reply to some questions which we asked him a short time ago:

Seeing that none of us were thinking of the army worm last year, but had our attention centered on other insect pests, no definite data was acquired beforehand as to the cause of the present outbreak; so anything that I can say is solely conjecture, based on what I know goes on in the case of such insects as the tent caterpillars.

I may say in the first place that last Monday, when I was examining the army worms that were still feeding in the corn, I was surprised at the large number of parasites of various kinds that were attacking them. These consisted of Tachina flies, Ichneumon flies, Braconid flies, and a disease either of a fungous or bacterial nature. I have not determined which. This disease is at present the least important control factor, though in moist lands, such as a swamp down at Whitby, which I visited, it had done considerable good.

Of the insect parasites mentioned above the Tachina flies are evidently the most valuable, as they are also the most conspicuous. They are of the size and general appearance of a house-fly, but have a bristly abdomen. These are most persistent creatures, and will wait for an hour, as we could see, to lay their eggs on the neck or back of the caterpillar. Anyone who gets a chance should watch this most interesting operation. The fly faces the side of the caterpillar, and sends its very long ovipositor right through between its legs and past its head until it reaches the back of the caterpillar and drops the egg in place. I counted several caterpillars with as many as 23 eggs on them, and on opening one side of one of these caterpillars counted 8 maggots alive inside and feeding on its juices.

The Ichneumons and Braconids are less conspicuous, the latter being very small, not more than half the size of a mosquito. There are apparently three species of Braconids and two of Ichneumons attacking the caterpillar. The Braconids increase very rapidly, and, as they have had plenty of material to feed upon, I have no doubt that there will be great numbers of them ready to attack the new brood of army worms which will begin to appear in September. The eggs of both Braconids and Ichneumons are laid inside the body of the caterpillars, and therefore are not visible.

I think it is probable that the very dry weather last year and this has been the favoring cause in the increase of the army worms, because moisture appears to favor diseases. There is, in my mind, no doubt that for several years these insects have been gradually increasing in the low marshy lands. The moths can be seen in considerable numbers almost any year. About four

years ago there were so many of them that I should not have been astonished if the outbreak had come sooner. I did not happen to be collecting any last year or the year before, so cannot say from actual experience how many there were, but as I said, I think there must have been very many.

The parasites meantime were not numerous enough to control them in their native feeding places. This is the reason why tent caterpillars have been so bad for several years but from some study I have made of these I feel satisfied that in at least Eastern Ontario, where the study was made, the tent caterpillars have been almost destroyed by the parasites. Nine out of every ten examined were parasitized or diseased. There will be a few next year, but scarcely one the next is my prediction. So it is in the case of the army worm, but as there are two broods of this in a year the parasites are able to increase much more rapidly than on the tent caterpillars with only one brood. After the army worms nearly all perish, the parasites will perish too, or all but a very few of each.

O. A. C.

L. CAESAR.

### Farm Book-Keeping.

Editor "The Farmer's Advocate":

In the Aug. 6th issue of your paper I noticed an article on "How a Farmer Keeps Books," by Walter M. Wright, which I read with great interest, as keeping a set of books on a farm has been a very puzzling task, and I would like to see more written on the subject.

There is one thing in which I differ with Mr. Wright, and that is where he says, "a man should value his work and that of his team at what he would have to pay if he hired them." Now, if a farmer did that I think he would find out at the end of the year that it would pay him better to sell out and let out his money at 5% to 6%.

A farmer should value his time and that of his team at what it cost him to live and clothe himself, and the feed and housing of his horses. The same thing applies to hay and other feed raised on the farm. If hay is valued at market price when fed to stock on the farm, why not buy all feed instead of growing it? Farm book-keeping is more complicated than the article leads one to believe, that is to keep books strictly correct as a city man in business does.

To start with a farmer would have to keep an account on his crops before he could put a value on feed fed to his stock. The only time full market value should be put on produce is when it is paid for in cash. I agree with the writer when he says, "No man can make his business pay if he does not know what it costs him to produce the goods he has to sell, for he cannot intelligently fix his selling price." As a general rule when a farmer has cattle to sell and a buyer comes around and asks the selling price, there are a few hums and haws, then the usual question "well, what's beef going at now?" A farmer should know and name his price, then stick to it. A price should be put at a fair percentage above cost of production. If a farmer cannot raise an article and make a profit on it at market price, don't raise that article, raise something that you can make a good profit on and still sell below market price, and you will have a larger demand for your goods as long as you have not sacrificed quality.

I should like to hear other farmers' views and opinions on farm bookkeeping and their methods. Muskoka District. ROY D. RILEY.

### War and Our Seed Supplies From Europe.

Editor "The Farmer's Advocate":

Next spring's seeding is many months ahead. In any event we have an abundance of seed in North America of cereal grains, clover and grass seeds, of all important sorts for field use. Of the garden supplies we raise seed of beans, peas, sweet corn, onions, and obtain small quantities of many kinds of garden vegetable and florist seeds from American growers, located principally on the Pacific Coast. They will probably be able to supplement their supplies, even from German ports, to meet all demands.

It is estimated that Canadian seedsmen have in stock from last year about thirty per cent. of the requirements for the 1915 crop. Farmers and gardeners may not be able to get the quantities they require of particular varieties in all kinds, and the prices of some kinds may be unstable, but all who know the agriculture of the Continent of Europe and the industry of the peasant women will rest assured that their seed crops of 1914 will suffer very little from the effects of the present terrific strife; Canada draws her supplies of field root and garden seeds from Germany, France, England, Denmark and the United States. If the war is continued into the new year contract growers in Germany may succeed in making delivery to Canadian seedsmen through the media of brokers in a neutral country. Supplies from France, England and Den-