

In one consignment of seven horses the estate for which they were sold, at my sale, realized *net* \$2,550.00 *over and above their sworn appraised value*; another consignment of eight, \$2,100.00 over their owner's valuation; another, \$1,700.00, etc. I could mention many such cases, and I doubt if there have been twenty horses sold at all my sales whose owners would refund the amount realized and take their horses back.

The advantages offered buyers by public sales is this: They can find any kind of horse they want without spending time and money hunting the country over for him. It is the easiest thing in the world to spend \$100.00 or \$200.00 for traveling expenses in a fruitless search for a particular horse, but at a sale where so many are brought together, the right one is almost sure to be found.

All horses that are harness broken are shown to harness, and buyers can have every opportunity of testing them. This is an advantage to both seller and buyer, and one of the *features* of my sales, differing in that respect from most of the other sales, where all horses are sold led to halter, and their dispositions, speed and qualities simply a matter of guess work.

Consignors should have their horses on the grounds several days before the sale, in charge of a good attendant who can show them to intending purchasers and explain their qualities, thereby helping their sale materially..

Stabling is free; feed can be obtained at reasonable rates and the incidental expenses of the sale is therefore but a nominal amount.

Any of the trainers at the track, for a reasonable compensation, will take charge of horses, see that they are properly cared for and show them at the sale, thereby relieving the consignor of any care or trouble in the matter.

My annual sale is the largest and most successful one held north of Kentucky. *Developed speed sells for better prices here than at any other sale in the country, and there is more of it sold than at all the other sales combined. The public look upon it as specially a speed sale* and come here to buy what they want for immediate use.

The system of showing harness horses in harness, instead of leading them by the side of a running horse, is by far the most satisfactory way to both buyer and seller.

Carriage horses, nice roadsters, saddle horses and horses for all work are always in demand and bring their full value.

I shall make every effort to have the 1890 sale eclipse all former ones. Already some of the best known performers on the turf are entered, and I have every reason for believing it will be the most