

beginning to look around for the new tools necessary to gather the coming crops, then the best plan to open up the canvass is to set your sample Mower up in good trim, and load it on a light spring waggon, which can be nicely and easily done by backing it in, allowing the pole to extend over the rear end of the waggon, and you then start out. You now call upon the parties you had been talking to during March and April, and show them the machine all complete. If a farmer is interested and needs a Mower, unload your sample, (which is easily done by laying two boards on the rear end of the waggon, and pulling the machine down them,) then hitch your horses to it, and run the machine up and down the road, or around the barn-yard, showing him how well it can clear stumps and trees, how convenient it is to handle, and how light upon the horses, &c. If he really needs a machine, you will then have no difficulty in effecting a sale.