

How He Took an Agency.

Page Woven Wire Fence Co.:

AUGUST 1st, 1893.

DEAR SIR.—I wish to give you my experience with your remarkable fence and how I came to be willing to take the agency of this Company.

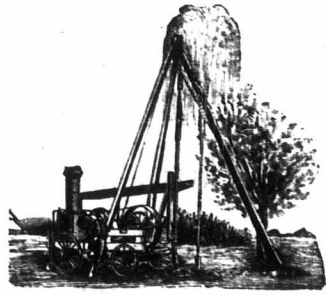
About a year ago I wanted to do some light fencing, so wrote all the woven wire fence companies I could find advertising in my farm papers for their price lists, thus addressing six different companies, all of which replied promptly, each claiming to have the best fence on the market, which left the question open for me to determine. I noticed that all except you used straight wires which required to be occasionally tightened by ratchet and other devices in order to keep them serviceable, and I knew what that meant from past experience. I at once put them down as no good for this climate of such extremes of temperature. Not fully understanding your fence, I classed it along with that kind that is claimed to be so wonderfully drawn that all the stretch has been taken out so that it cannot get loose. Therefore I decided to use boards and build a solid five-board fence. While considering the cost of the board fence, which was the best fence I knew of, Mr. A. M. Keeney drove into my yard and showed me a model of your fence, offering to sell me a neater, tighter, higher, stronger and more durable farm fence at 15c. per rod less money than my board fence would cost, not counting the extra labor of building and hauling of the board fence.

I objected to buy, saying that I did not like to try new patent things, whereupon he said it was not a new thing and that if I would loan him the ground on which to place his fence that he would send a man to put it up and let me try it for 60 days, then if I did not wish to buy I should write him a letter and he would come and take it away and pay me for the damage it had been to me during the time of trial. Well, to this I consented, so up went the 11-bar 5-ft. high farm fence around my barn. The fence had not been there long when my buggy team took fright and ran away, going into the fence at full speed. As they struck the fence it sprang out of line several feet, then back, lifting team, buggy and all clear back out of the line, so that I ran up and caught them before they recovered themselves. To my surprise neither horse was hurt, and not a wire of the fence was broken or sagged, and I could not even see the place that the team struck the fence. The buggy tongue being broken, I hitched the horses to the lumber wagon and drove them 16 miles. I at once sent payment for the string of fence and ordered a lot of the 2-ft. 7-bar hog fence which I placed around a young grove, with two new Glidden barbed wires above it, thus making a pig-tight, 4-ft. high, all-purpose fence. As winter came on the young grove stopped the drifting snow, which completely covered the fence, breaking the barbed wires in several places along the string and pressing your 2-ft. hog fence to the ground between the posts, which were 32 feet apart. I therefore concluded that I would find most of the wires broken under the snow, and that those that were not would be so stretched that they would have to be re-tightened, but, to my great surprise, one morning after a heavy night's rain I saw that the fence was released from the snow, erect, uninjured and apparently as tight as when first stretched there. This so convinced me as to the superiority of your fence over all other fences that I complied with Mr. Keeney's request to go and call on some of my neighbors morning, taking orders of three of my nearest neighbors for 200 rods, which they wished put up as soon as possible. This I did, and all being so well pleased with their fence, I then wrote Mr. Keeney to make me out a contract for Hancock County territory, which he had for some time been urging me to take. I also asked him to write me all particulars in regard to constructing and erecting a Royal Bunter, under which I proposed to try the fence, making a public exhibition at Garner, our celebrating town, July 4th. According to instructions, I stretched up 6 rods of 4-ft. high town lot fence, and erected astride of it a three-legged 20-ft. high derrick, from the top of which I swung a kerosene barrel filled with earth and hanging, while at rest, a foot above the ground and an inch from the fence. I then fastened a long rope to the lower end of the weighted barrel, with which to draw it back as far as I could from the fence and then let it go. I saw that the springs of the fence threw back the barrel, which soon enabled me to get a very high motion with my battering-ram, but finding that it made no impression whatever on the fence I began to offer the fence, free for all, to hammer. The first to try were three men at once, two of whom drew back the barrel with the long rope whilst the other expelled it with his hands each time it struck the fence. They soon got up a motion which fairly made things jingle, so that the bottom must have come with several tons weight against the fence, considering speed and high rapid motion under which the 500 lbs. struck. The men, finding they could make no impression on the fence, soon gave it up as a bad job, saying that it beat all the fences they ever saw. The next to try it were five fellows, two of whom climbed on top of the barrel and clung to its supporting ropes, thus adding 300 lbs. to the weight of the batterer, whilst the others worked it back as the previous three had done, but, to the amusement of the crowd, as soon as a good motion was gained, on striking the fence one of the men went sprawling headlong off the barrel and the other jumped and fell off, exclaiming, "That's too hard on my gizzard." Others going and coming tried the battering-ram all day, and at sunset there was not a wire of the fence broken, and all those who sighted down the line said that it was not sagged a particle between the posts, which were set two rods apart. I being so well pleased with my success in exhibiting the fence on July 4th, at once filled out and signed my contract for the county agency, returning it to Mr. Keeney the morning of the 5th. I have since been very busy stretching up fence, and have just got another machine, as I can plainly see that I have more work ahead of me than I can do with one stretcher. Every man that I have put up fence for so far is greatly pleased with it, and they all say they will want more as soon as they are able to buy it. I think my trade will call for a ten-mile carload this fall if it continues to increase as it now is. These close times for money I find to be a great drawback in taking orders. Please write me the longest time terms you can allow on a carload of fencing, to arrive here about October 1st.

Yours truly, JNO. MARRIAGE, JR.

Gooell, Hancock Co., Ia.

For particulars of fence and agency address, THE PAGE WIRE FENCE Co., of Ontario, Limited, Walkerville, Ont.



WM. SHARP, Practical Well Driller,
184 Hamburg Ave.,
TORONTO, ONT.



THIS is an American Watch. The cut is 3/4 size. It will go and keep good time as long as it is well used. For \$2.00 we will mail it to any address in Canada.

THE SUPPLY COMPANY
NIAGARA FALLS, ONTARIO



M. Hammerly, a well-known business man of Hillsboro, Va., sends this testimony to the merits of Ayer's Sarsaparilla: "Several years ago, I hurt my leg, the injury leaving a sore which led to erysipelas. My sufferings were extreme, my leg, from the knee to the ankle, being a solid sore, which began to extend to other parts of the body. After trying various remedies, I began taking Ayer's Sarsaparilla, and, before I had finished the first bottle, I experienced great relief; the second bottle effected a complete cure."

Ayer's Sarsaparilla

Prepared by Dr. J. C. Ayer & Co., Lowell, Mass.

Cures others, will cure you

JNO. J. LENTON,

PARK FARM, OSHAWA, ONTARIO.

BREEDER AND IMPORTER OF

INDIAN GAMES, WHITE, SILVER AND GOLDEN WYANDOTTES.

Stock always for sale. Eggs, \$1.00 per eleven. 19-3-0m

World's Fair Highest Awards

Medal and Diploma on our INCUBATOR and BROODER Combined.

"Old Reliable" Leads

Reliable Incubator and Brooder Co., Quincy, Ill.

19-1-0m

STOCK GOSSIP.

MEETINGS OF LIVE STOCK ASSOCIATIONS.

CATTLE.
The fifth annual meeting of the Dominion Ayrshire Breeders' Association, for the presentation of the report of last year's proceedings, and the election of officers for 1894, and other business, will be held at Shaftesbury Committee Room, 26 Queen St. West, Toronto, on Thursday, the 8th of February, at 11 o'clock a.m. Interesting papers on Ayrshire subjects will be read. A meeting of the directors will be held at 10 o'clock a.m., at the office of the Association.

The eighth annual meeting of the Dominion Shorthorn Breeders' Association for the presentation of the report of last year's proceedings, and the election of officers for 1894, and other business, will be held at Shaftesbury Hall, 26 Queen St. West, Toronto, on Friday, the 9th of February next, at 11 o'clock a.m. Interesting papers on Shorthorn subjects will be read. A meeting of the directors will be held at 10 o'clock a.m., at the office of the Association.

HORSES.

The annual meeting of the Shire Horse Breeders' Association will convene at 3 p.m., on the 6th of February, in Mr. Henry Wade's office, corner Queen and Yonge Sts., Toronto.

The annual meeting of the Clydesdale Association will be held on the 7th February, at 2 p.m., at the Albion Hotel, Toronto.

Persons attending these meetings should obtain from the R. R. agent, at the starting point, a Standard Certificate Receipt, which must be signed by the agent from whom it is procured. If a passenger travels over two separate R. R. lines, two certificates must be procured.

NOTICES.

One of the oldest American agricultural journals, and one of the best of our exchanges, is the Cultivator and Country Gentleman, published weekly by Luther Tucker & Son, Albany, N. Y. It always contains much well-written and carefully-edited matter relating to dairying, gardening and "intensive" farming. And those who are specially interested in these lines will always find much to interest and instruct them in its columns.

A NEW THROUGH SLEEPING CAR LINE FROM

CHICAGO TO SEATTLE.
Via the Chicago, Milwaukee & St. Paul and Great Northern Railways, has been established, and first-class sleeping cars will hereafter run daily from Chicago at 10:30 p.m., arriving at Seattle 11:30 p.m., fourth day. This is undoubtedly the best route to reach the North Pacific Coast. For time tables, maps and other information, apply to the nearest ticket agent, or address A. J. TAYLOR, Canadian Pass. Agent, C. M. & St. P. Ry., 37 York St. Toronto, Ont.

MACHINERY WHICH IS A VALUABLE INDIRECT

ASSISTANT TO THE FARMER.

In these days when thorough underdrainage is a necessity, if successful farming is to be practised, it only requires to choose what material is most suitable to be used in constructing drains. In this there is no shadow of doubt but that properly made and burnt tile are the most durable and satisfactory, and, in fact, the only material that it is at all suitable to put in the ground, with the hope of constructing successful working drains. But it may be contended by some that tile are not readily procured, that the nearest tile kiln is too far distant, or that cost of carriage or the labor of hauling adds largely to the bill of expense in tile draining in certain localities.

To this we would say that there are few industries that will yield surer or better profits for the amount of capital invested than tile making, if only the proper machinery is provided for their manufacture. For this variety of machines has been put on the market, which are by no means satisfactory, as they are neither turning out good, smooth tile, nor can they put them out in sufficient quantities to pay, but this is the fault of the machine, and not with the business. After examining some of those in use, a machine manufactured by H. C. Baird & Son, Parkhill, has attracted our notice. The fact that in the vicinity of their machine shops, where their tile-making machines were first introduced, the price of tile was first reduced to the present reasonable rate, proves how valuable an assistant this machine has become to those interested.

Doubtless one reason why Messrs. H. C. Baird & Son have made such a success of their brick and tile machinery is because they have made a specialty of building clay working machines, and have made a thorough study of this department, which beside the Kell's Combined Tile and Brick Machine and the Quaker Special Brick Machine, includes all the attendant supplies required in a first-class tile and brick machine. Kell's Combined Tile and Brick Machine can be changed in ten minutes from making tile to making brick, or vice versa. The proprietors claim that this machine will work almost any clay in its crude state just from the bank, thus avoiding the expense of handling twice, as all it requires is to have the clay conveyed directly from the bank to the tread. Their No. 1 machine makes tile from 2 1/2 to 12 inches, and will turn out all sizes as indicated as rapidly as they can be handled. The following quantities are claimed to be a fair day's work:

2 1/2 inch till, from eight to nine thousand.
3 " " " eight " "
4 " " " six " "
5 " " " four " "
6 " " " three " "
7 " " " two " "
8 " " " two and a-half thou'd "
10 " " " fifteen hundred to two thou'd "

Messrs. Baird say that many of their customers claim that they double these figures, but where moderately good working clay is obtainable they guarantee that the above number can easily be made. While the same machine, with 16 men and two boys, will make 15,000 brick in ten hours.

The Quaker, a special brickmaking machine which is also made by this firm, turns out a splendid quality of pressed-brick; it has a number of advantages. The Messrs. Baird will be only too glad to place either of their machines in competition with others in this line, as they are confident of favorable results. Those interested will do well to send for catalogue, which describes machines made by this firm.