

years of hard labor and expensive advertising. No, we would advise you to set your grounds out mainly to five or six varieties of strawberries—*standard* sorts—that are raised in all parts of the country, and an equal proportion of other reliable fruits. Soon your shipments will commence, your business will first attract attention near home. Your neighbors will see the success you are having and they will buy plants of you. Gradually your reputation will widen and extend, until by patience and perseverance, and a determination to establish a character for honesty and uprightness, by selling no plant for another sort and keeping your plantations pure and unmixed, you will soon work into the plant trade, and then it will be time for you to keep an assortment that will supply all demands."

Such was our advice to him, and such it is to all who have an idea that they will go right into a flourishing business in selling plants. We admit that part of our success for the past few years has been in selling plants, as well as fruit; and we say to all, now, first be sure and SET PURE AND UNMIXED PLANTS, and when you trim your grapes, currants and gooseberries, save the cuttings and set them out, and as your neighbors and others see your fruits they will want some of them, and learning that you have plants for sale, will buy of you, and gradually, as you learn the secret of selling, advertising judiciously, &c., &c., your business will increase. Another point, when you find a fruit is of no value—no matter what it cost you—discard it and don't attempt to sell it, for such a course will surely work against you in the end.

The second point is—DON'T PLANT TOO MUCH AT FIRST, but what ground you do plant, *make it count*. If your means are small and you have but little land, sow among blackberries, raspberries, &c., plant out early potatoes, tomatoes, cabbages, &c.

Third—DON'T EXPERIMENT TOO LARGELY with new high-priced sorts; but leave that for those who have the money to lose.

Fourth—PLANT PURE UNMIXED SORTS. No person, who has not had the experience, can imagine the loss that will accrue from planting mixed varieties; hence, it is of great importance if such have to buy their plants, to get them of parties who not only have a reputation at stake, but who have had such experience with small fruit that