

way to judge which of these machines will best perform the work is to be governed by the verdicts of users of them, or those who see both makes in actual operation.

To decide which is the cheapest is to learn which is most capable of making the covering capacity of the mixtures the greatest, accomplishing the greatest amount of work in the shortest time (thus reducing expense for time of help and team) and with the smallest amount of help, and then take into account their original cost and make comparisons. When this has been done correctly the point on which produces the most paying results will have been met and decided.

First, let me inform every reader of this article that Wallace Power Sprayers are not in the same class as the Little Giant. They are strictly air compressors, and are the only machines of that class now being sold or extensively used in Canada or having a resident representative here. They are leaders, and are so far ahead of such combinations as the Little Giant that the latter will have a long lap to cover in catching up. I intend to use, as much as I can, Canadian made trucks and tanks in mounting the 4-wheelers, and to make here in Canada many of the attachments for their various uses. We furnish these in sufficient variety to enable our customers to spray most thoroughly two grape row sides "at the same time" (this has been done by some of them with my own make of grape spars on the "Standard" machines during the past season, and I am credited with having the best design extant. I intend to further improve it for next year's work), or two rows of anything else that grows in the bushy row form, or four rows and upward of strawberries, potatoes, tobacco, etc., or twelve feet and upward in width when spraying to kill mustard, etc., and tree spars, which make it possible for one man to handle both the levers and spar and thoroughly spray largest apple trees without halting from start to finish of each row in doing the work. All he requires is a boy to drive the team for him. We design our own fixtures and improve them as we find necessary or of use to our customers. We will also get up for them any special arrangement of nozzles their work demands, and we guarantee every machine.

The Little Giant has not, and never had anything worth our while to attempt to copy or "imitate." My opinion is that this boot is on the left foot. At some of the fairs at which both of us were present I found this man making very close examinations of our "Junior" and "Duplex" machines. As these machines and their various improvements are protected by patents I trust his rashness will not lead him into attempting to adopt some of our patterns. The demand for Wallace Power Sprayers is such that the company have had to buy more yard and store room and enlarge their factory to cover one acre more.

Regarding Mr. E. D. Smith, let me say that he not only possesses a Little Giant, but also a Spramotor and a Wallace "Standard." He

uses the first named for nursery stock only, the Spramotor for vineyard work, and the "Standard" for all his heavy orchard work, of which he has a sufficient acreage to keep it steadily going during the spraying season. On receipt of request I will forward any of your readers a 20-inch circular on which will be found Mr. Smith's commendations of our machines and those of a number of others who own and use them here in Canada and some in the United States. On it, also, will be found a number of hard facts regarding our machines and other useful information along the same line. A postcard will bring it.

Regarding Toronto Fair. I happened to be a visitor there and saw other power sprayers than the Little Giant, and when I passed both exhibits the other exhibitors seemed to have "won more friends" by three times the number I saw around the latter. To a group of my acquaintances who interviewed the Little Giant man, he stated that a Mr. Orr said that he would give his present possessions in the line of sprayers for a Little Giant. My query is why he did not make the deal. Let us see. Mr. Orr and Mr. R. H. Dewar own both a Spramotor and a Wallace "Standard." (In my circular will be found an extract from their letter also.) Are we to infer that this man considered these machines too risky to venture his cash in? Here is Mr. Orr's reply to my questions regarding this: "It is utterly false. I made no such offer to any one; I am not quite so foolish. It is the veriest nonsense. It occurs to me that I met this man on the car one day and he gave me a glowing representation of the capabilities of his machine, the correctness of which I have yet to see verified. I may have said that I would give a good deal for a machine that would do all that he claimed for his, but I made no offer whatever. I have yet to be convinced regarding his machine." My own personal opinion leads me to view him as leaning too readily toward this style of talk. It is also strengthened by the fact that I personally overheard him making use of a statement in a manner calculated to make a most damaging impression regarding our machines, and my advice to him and the writer of the statements herein complained of is to comb down somewhat and be content with plain modest truth in regard to his representations of both his own and other makes of machines even if he does not wish to accord toward the latter the spirit of common fairness nor cares how he jeopardizes his own public reputation for veracity and the common self-respect possessed by all honorable dealers in so doing. In so far as I am personally concerned, his blusterations carry no weight nor cause me the least concern, because I am too well aware as to how much he knows about the whole spraying business, and how much he has yet to learn regarding it. I also estimate that the majority will very quickly learn the same things.

My object in dealing at all with this matter is as at first stated—I do not care to see the