

they solicit orders in their own name, and go into the market to buy where they can buy cheapest. By this means a class of middle-men has sprung up in the tree business, who supply purchasers with trees, the purchaser not knowing from what nursery his trees come, and the nurseryman equally ignorant of the person who plants what he has grown. This system of selling by men who do not grow the trees has now assumed a peculiar feature, and extensive co-partnerships have been formed by them, under the style of which they advertize themselves as nurserymen, issue catalogues like those of nurserymen, hire canvassers to go out and sell for them as though they were the growers, and by doing a large business, are able to buy a part of their stock in one nursery and a part in another, as they find most to their advantage.

This then is the present position of the tree agency business, and now we have representatives of all these different classes of tree agents at work among us; the agent who is sent out by the nurseryman, the agent who represents the nursery from which he buys at wholesale, the agent who does not in fact represent any particular nursery, but sells on his own account, and the agent who is selling for a firm of tree brokers styling themselves nurserymen.

Unfortunately there is no system of selling trees that can not be used by unscrupulous men to their own immediate gain, and the defrauding of those who purchase of them. The method of buying that is least likely to result in disappointment through dishonesty of the seller, is where the buyer purchases directly of the producer. It is usually found to be the fact that the desire to maintain a good reputation in his business transactions, for the sake of his business, if no better motive, will induce the nurseryman to deal honorably with the purchaser. Next to dealing directly with the nurseryman comes the purchasing through his accredited salesmen. The difficulty here lies chiefly in knowing certainly that he is truly an agent of the nursery. Most nurserymen supply their agents with a certificate to shew that they are sent out by them, but even these have been forged. In purchasing from those who are not representing any particular nursery, but are dealers or brokers in trees, of course confidence is reposed only in the agent himself, and the purchaser relies solely upon him to bring such trees in kind and quality as he orders.

That those who buy through tree agents are liable to be imposed upon by dishonest men has been true in the past, and will be true as