

turers ; as a Grass-cutter it combines more "strong points" than any other implement of a similar character yet produced.

Energy and Perseverance.

But, "being the best mower in the world" will not always sell it ; energy and perseverance are necessary to bring it before the people, and when once thoroughly introduced in your neighbourhood, you will then reap the benefits from your early labors.

When to Canvass.

During the winter and spring months, when the weather is bad, and the roads almost impassable, much good work can be done by calling on the farmers of your district, making new acquaintances, finding out those who intend buying a machine the coming season, or the farmer who has an old machine that he considers it doubtful whether it will go through the harvest without breaking down. Give