

## *Energetic Agents.*

There are, however, a few live energetic agents who have reduced the business of selling Mowing and Reaping Machines to a science; the result is, such men virtually control all the trade in their territory. With an experience of more than twenty years in the manufacture and sale of Grain and Grass-cutting machinery, we desire to give you our ideas on the subject of how to sell Implements. We have carefully watched the rise and progress of this branch of industry, to learn how the largest number of machines can be sold in the most profitable manner.

## *First-class Implements.*

It is of course necessary that an agent should handle a first-class implement, one that is known to possess special points of excellence over all others. The Toronto Mower affords the best example of this kind known, and is recognized as such by competing manufac-