terests, is to use all its resources to furnish the *best possible products* that its unequaled facilities can bring to the markets.

Thirdly—That its *character, capital and material interests* are such as in the nature of things furnish the *surest* guarantee of the continued excellence of their Fertilizer, and entitles the Company to the highest claims to public confidence.

Fourthly—That a Company like this, involving the permanent investment of large capital; founded upon a solid basis; the operations of which are managed by men of the highest mercantile standing; the products of which are *adapted to the promotion of the most important of all branches of industry;* we think we may say, it will be conceded, that a Company such as this, sustains no unimportant relation to the agricultural interests of the country.

NOTE.—It is necessary for us to note the fact, that in consequence of the reputation acquired by the *Soluble Pacific Guano*, as brought into market by this Company, the same name has been given to Fertilizers of totally different character and quality, for which the Pacific Guano Company is in no way responsible, and it is not improbable some have been deceived. Hence, it is necessary for us to caution consumers to see to it that they procure the genuine product of this Company, the evidence of which is the *names of the undersigned, branded on each bag*, as agents for the Company, otherwise the article is not genuine.

JOHN S. REESE & CO.,

General Agents for the Pacific Guano Company,

BALTIMORE, MD.

TRUTH, EVIDENCE, TESTIMONY.

Truth, like *justice*, is not created by human agency; it is the subject of *discovery* and *revelation* to the human understanding. Truth is discovered by two methods, viz: first, by *rational deductions* from *known facts*, and secondly, by experience. The results of these two methods, constitute *evidence*. The revelation of truth thus discovered, is *testimony*.

Any proposition, the truth of which is sustained by evidence resulting from rational deductions from known facts, is entitled to the credence of mankind, unless the deductions are shown to be erroneous, by evidence of a superior character. When to this sort of *evidence* is added the *concurrent testimony* of a large number of *disinterested witnesses*, as the result of experience, there can remain *no doubt* as to the *absolute truth* of the thing *testified to*.

We have heretofore repeatedly given to the public our deductions as to the *truth of the proposition, that the elements of fertility*, as they are prepared and combined in SOLUBLE PACIFIC GUANO, constitute a *fertilizer* of the highest excellence. We have also, from season to season, laid before the public the *testimony* of a *large number* of *disinterested, competent witnesses*, the results of *separate individual experience*, as *additional* evidence to the truth of our proposition. Without repeating our deductions, we now present an array of testimony, in the form of evidence resulting from *recent experience*, which confirms all, and more than all, we have heretofore claimed. "TWO OR THREE witnesses" are usually assumed to be sufficient to establish truth; here we give many times two or three; hence, if it is *not true* that this Guano possesses the *highest excellence* as a concentrated fertilizer, *human testimony* and rational deductions combined, no longer constitute *evidence* of *truth*.

We invite the careful attention of all interested in the subject, to the following *voluntary, disinterested* testimony, in the form of

Correspondence.

FROM VIRGINIA.

CHARLOTTE Co., VA., July 9th, 1870.

Messrs. Allison & Addison, Agents Soluble Pacific Guano:

GENTLEMEN—Anything I may say of my own personal knowledge cannot have the effect, to any great extent, of adding to or detracting from the fame of this celebrated Fertilizer. I say celebrated, because some of the most successful and largest agricultural journals of the day have been using it for some time, are using it now, and after a thorough test side by side with other fertilizers of a higher cost, they continue their praises of the "Soluble Pacific Guano." In a conversation with one of my neighbors yesterday, who, by the way, is one of the most successful farmers in this whole section of country, he showed me a piece of land which three years ago, with the best season, would not have made two and a half (2½) barrels of corn to the acre. In the fall of 1867 and 1868 he seeded it in wheat, following with clover, using Pacific Guano at the rate of 200 lbs. to the acre. This year it is in a fine stand of clover, and he considers it in fine heart now for the growing of any crop. He also showed me some tobacco, now nearly in the top. One part of the lot manured with Soluble Pacific Guano, the other piece with a fertilizer of higher cost. The difference naturally in the land, he says, that where the higher-priced fertilizer is has the advantage. The tobacco where the Soluble Pacific Guano was put is undoubtedly the best *now*; what the *result* will be remains to be seen at the maturity of crop.

As to my own experience with your fertilizer, I think it but proper to state that I am just in the rudiments of the science of farming, and that the seeding of a wheat crop last fall was the beginning of my operations. I used the Pacific Guano upon a clover fallow, at about the rate of 200 lbs. to the acre. I am confidently expecting a yield of from 15 to 18 bushels to the acre seeded. I have a fine stand of clover, although I did not sow any.

I am, very respectfully, &c, JNO. WM. COLLINS.

PRINCE EDWARD COUNTY, VA., July 12th, 1870.

Messrs. Allison & Addison, Agents Pacific Guano Company:

GENTLEMEN—I am very much pleased with the effects of the Pacific Guano, I got from you last fall, on wheat and tobacco. I had a bag of Peruvian Guano, which was applied to a small strip of wheat, with Pacific on either side on like land. The Peruvian was put on much the heavier, by a raw hand: I saw no difference in the growth of the wheat; the whole crop was a very good one for this section; the stand of clover, if not perfect is almost so. I cut a very fine crop of clover last month from tobacco lots on which Pacific was applied year before last. The tobacco was followed by wheat, on which no Guano was applied. One lot was remarkably fine; many of the stems measured 4 feet 10 inches. I suppose the average height was 4 feet, and as thick as it could stand. This lot has been in cultivation seven years successively, to wit: 1st year, corn; 2d, oats; 3d, 4th and 5th, tobacco; 6th, wheat; 7th, clover. It has not had a particle of fertilizer except Pacific Guano, which was applied only on the three crops of tobacco. The last crop of tobacco was the best of the three; it was *large and uniform throughout, nearly every plant ripened at the same time.*

I have farmed in the immediate vicinity of Richmond, and have not seen a better piece of clover than that referred to.

Yours, truly,

(Signed) F. H. ANDERSON.

FLUVANNA Co., VA., July 11, 1870.

Messrs. Allison & Addison, Agents Pacific Guano Company:

GENTLEMEN—It gives me pleasure in saying I am very well satisfied with Pacific Guano. I used it on my wheat last fall, and made a fine crop. I am using it now on corn and tobacco. I have not used it long enough to state correctly its effects on grass on fallowing crops, but am satisfied it is very good.

Very respectfully, D. W. DOWLES.

HANOVER COUNTY, VA., July 9th, 1870.

Messrs. Allison & Addison, Agents Pacific Guano Company:

GENTLEMEN—So far as my experience with Pacific Guano goes, I prefer it to any fertilizer I have ever used. I used it on my wheat last fall; I have the best crop, by far, I have ever made. I used it on tobacco two years ago, I made a good crop. I used it this spring on tobacco; it took well at this time. I have used it on corn, side by side with Peruvian Guano. There was all the difference imaginable in favor of Pacific. It makes fine heads and large grains of wheat. Clover and other grasses grow well where it is applied. I never want to use Peruvian again. I am improving my farm. If a man wants to "put his farm through," he can do it with Peruvian very soon. I proved it to a neighbor uses Peruvian, I the Pacific; my farm is improving a great deal faster than his.

Yours, respectfully,

(Signed) M. C. CRENSHAW.

CHARLOTTE Co., VA., July 4th, 1870.

Messrs. Allison & Addison, Agents Pacific Guano Company, Richmond:

GENTLEMEN—I have been using Pacific Guano on my wheat crops for the last four years, and would like to continue to use it, as it is decidedly the most trustworthy of all the manures I have used. But I am offered another manure at less money on time. I much prefer the Pacific because I can return it, but the difference in cost is tempting. Will you let me have your views?

Hoping to receive a prompt reply, I am, gentlemen, yours, &c.,

(Signed) C. R. VAUGHAN.

BUCKINGHAM Co., July 8, 1870.

Messrs. Allison & Addison,

Agents Pacific Guano Company, Richmond:

DEAR SIRS—I have used Pacific Guano for four years, and I am well pleased with it. I have used it on corn, wheat and tobacco, and I believe it is the cheapest and best fertilizer we farmers use. I used it on wheat last fall, side by side with Peruvian, equal quantity per acre. The reapers, when cutting, could not tell where they got off the Peruvian was not the heavier, and the difference in the wheat. I expect to use nothing but the Pacific hereafter, as the grass and clover grows so much more abundant where it is used. I am fully satisfied that it is the best improver of any of the Guanos now in use.

Respectfully yours, ROBT. H. JOHNSON.

FLUVANNA Co., VA., July 9, 1870.

Messrs. Allison & Addison,

Agents Pacific Guano Company, Richmond:

GENTLEMEN—Yours of 4th inst. is received. In reply, say I used the Pacific Guano side by side with Peruvian in the same field on my wheat two years in succession, and the yield and quality was fully equal to that made with Peruvian, and the clover and timothy following the Pacific *better* than that following the Peruvian. I have not used Pacific on tobacco until this year, and cannot speak of its effects yet. Respectfully,

H. L. HERNDON.

FLUVANNA Co., VA., July 9, 1870.

Messrs. Allison & Addison,

Agents Pacific Guano Company, Richmond:

DEAR SIRS—I used Pacific and Peruvian Guanos side by side on my wheat. I used an equal quantity of each, and saw no difference in the yield, and therefore I have been unable to see which is the best. I have heretofore considered it second to Peruvian, but now I think it equal to it for wheat.

I am, very respectfully, your obedient servant,

R. S. CAMPBELL.

HANOVER Co., VA., July 6, 1870.

Messrs. Allison & Addison, Agents Pacific Guano Company:

DEAR SIRS—* * * * I do not hesitate to add my testimony to the vast amount already before the public, confirmative of the excellence of Pacific Guano as compared with Peruvian. I use no fertilizer with more satisfactory results, *inveriably*, than the Pacific Guano, both as an improver and for its effects on the crop to which it is applied. There is no firmer believer in the efficacy of Pacific Guano than

Your humble servant,

(Signed.) N. R. JAMES, M. D.

HANOVER Co., VA., July 5th, 1870.

Messrs. Allison & Addison, Agents Pacific Guano:

The Pacific Guano I purchased of you last fall acted finely on wheat sown on common corn land, and came up fully to my expectations. I have not tried other fertilizers this year, but from the idea of its comparative value. I like it so well that I intend using it again this fall. Respectfully,

(Signed.) J. F. CARPENTER.

CHARLOTTE Co., VA., July 11th, 1870.

Messrs. Allison & Addison, Agents Pacific Guano Company:

DEAR SIRS—I used one ton of Pacific Guano on wheat last fall, and while I think the Guano paid for itself, still the increased yield was not as great as I anticipated. The Guano sent me was rather wet, and I fear it got not so good an article as I have generally found or me in 1867, which was then used on tobacco, with satisfactory results. The clover sown this spring on the wheat land where the Pacific was applied seems to be doing well.

Respectfully yours,

(Signed.) H. A. CARRINGTON.

*This objection is now entirely removed, and all the Pacific Guano hereafter sold will be *fine* and *dry*, and in admirable condition for drilling. A. & A.

HANOVER COUNTY, VA., July 5th, 1870.

Messrs. Allison & Addison, Agents Pacific Guano Company:

GENTLEMEN—My experience with fertilizers has not been very extensive in Virginia, but from past results I know of none that I would prefer to the Pacific Guano and Flour of Bone.

My wheat this season on which I used these fertilizers, obtained, as you, was very fine, said to be the best in that immediate section.

One of my neighbors, Mr. Joseph F. Hughes, to whom I recommended the Pacific Guano last fall, and who used it on wheat with me, states that he never had finer wheat, and that he does not intend to resume the use of Peruvian Guano. He is an experienced and successful farmer, and I attach much weight to his judgment. My clover is also looking very fine. I have no doubt of their being permanent improvers. So long as the Pacific Guano retains its present standard, I will always use it in preference to Peruvian, and especially in view of the comparative cost.

Very respectfully yours,

(Signed.) IRA AYRES, Jr.

FLUVANNA, July 11th, 1870.

Messrs. Allison & Addison, Agents Pacific Guano:

GENTLEMEN—I sowed Pacific and Peruvian Guano side by side on the same field, and on the same kind of land. The wheat was slow coming up on account of the cold, wet fall. From early spring until harvest I saw no difference in their crop except that where the Peruvian Guano was put, the wheat was a little taller. The crop would be about a fine one but for the rainy spell when the wheat was in bloom, which caused it to scald or rust very much. There was a fine crop of straw. The field of thirty acres was seeded in clover. Where the Pacific was used the clover and grass is looking very fine. Where the Peruvian was used it does not look so well. I never used Pacific Guano before last fall. I used on the poorest crop of corn, in the fall, at the rate of one hundred pounds to the acre, by the side of Peruvian and, Super Phosphate, and at this time the corn is looking very fine.

My neighbor used the Pacific Guano on his wheat crop. The crop was larger and earlier than where he used other fertilizers. From my experience with Pacific I expect to use Peruvian Guano for wheat, and a much better improver for grass and all spring crops, as its action is not so rapid, and does not exhaust so soon. I am satisfied with Pacific Guano, and will use it on wheat the coming fall, and more of it than last year. Yours, &c.,

(Signed.) NATHANIEL W. DIGGS.

AMELIA Co., VA., July 7th, 1870.

Messrs. Allison & Addison, Agents Pacific Guano Company:

DEAR SIRS—I sowed Pacific Guano last fall on wheat, the land being poor corn land. It acted finely, and produced a good crop. Its effects were visible early in the spring. Clover and other vegetation where it was applied looks well. It gave perfect satisfaction. I applied it this spring on tobacco; it is growing off finely. I think it stands better than it did last year, when I used Peruvian.

Yours very respectfully,

(Signed.) JAMES CHAPPELL.

NOTTOWAY COUNTY, VA., July 6th, 1870.

Messrs. Allison & Addison, Agents Pacific Guano Company:

GENTLEMEN—The Pacific Guano I purchased of you, through Messrs. Taliaferro & Co., was tried on poor land, on the tobacco crop, but, owing to the severe drought of last summer, did not act as all. The same land was sowed in wheat and clover the fall following, and an excellent crop of wheat has been just cut off clear. The wheat was much better than I thought could possibly have been raised on such land, and the clover surpasses anything in the vicinity, even where Peruvian has been used. I much prefer the Pacific to the Peruvian Guano that we have been getting since the war, both as a crop producer and an improver of the soil.

Very respectfully,

(Signed.) J. C. ANGEL.

ALBEMARLE COUNTY, VA., July 11, 1870.

Messrs. Allison & Addison, Agents Pacific Guano Company:

DEAR SIRS—I take pleasure in giving the result of the application of the Pacific Guano to my wheat crop, this harvested. last fall I made a mixture of the Pacific Guano and plaster in equal quantities, bulk for bulk, and applied about 250 lbs. of the mixture to the acre, on indifferent land. On the opposite side of a road through the field I applied about the same quantity of plaster and ashes. I am satisfied that the yield of that on which the Guano was applied was *more than double* that on which no Guano was used. It had a growing, healthy appearance from the beginning, and, while my neighbors all complain that their wheat was badly killed, mine was unusually well filled, so that many of my neighbors have applied to me for seed wheat. I consider my experiment a perfect success.

Very respectfully,

(Signed.) A. K. YANCEY, Jr.

CUMBERLAND Co., VA., July 15th, 1870.

Messrs. Allison & Addison, Agents Pacific Guano Company:

GENTLEMEN—Just application of Pacific Guano was on corn last year. I applied it then we put the dirt to the corn; the result was all we could ask. We made a fine crop, notwithstanding the severe drought. We put at the rate of a hundred to every hill. We sowed a part of the corn land in wheat, with an additional application of 75 lbs. Pacific Guano to the acre. The crop of wheat surpassed the corn crop. Before going further I must say that three-quarters of the land, without fertilizer, would have produced no crop at all.

We have just finished our oat harvest. The land on which Pacific Guano was applied to the corn, with no further application, and very thin land, produced a fine crop. We had some bunch land on which no Guano was used. The oats were not so good as on thin, high land where Pacific had been applied to the corn.

We sowed no grass seed where Pacific Guano was used, but the vegetation on the wheat land is showing well. We did not use Pacific Guano on tobacco last year, but used it altogether this. The crop at this time looks very promising.

We think so highly of Pacific Guano, that we will use no other fertilizer so long as we can get that.

In conclusion we will say, that we believe Pacific to be *the Guano for the farmer.* Yours, truly,

(Signed.) FRAZIER & BRAZEAL.

CUMBERLAND COUNTY, July 15, 1870.

Messrs. Allison & Addison, Agents Pacific Guano Company:

GENTLEMEN—I have been using Pacific Guano for ten years, and, considering the success that has attended me, I feel no hesitancy whatever in saying it is the fine fertilizer I have ever used. I recommend it to my friends, and think everyone will do well to use it. Notwithstanding the rainy spring my wheat crop was far better than I had any right to expect. The crop of clover following is a good one, and I am convinced, so far as my experience extends, it is a permanent improver.

I am, very respectfully, yours, &c.

R. C. TONEY.

BUCKINGHAM COUNTY, July 13th, 1870.

Messrs. Allison & Addison, Agents Pacific Guano Company:

GENTLEMEN—The effects of Pacific Guano, used by farmers in this neighborhood, is very fine. It has acted finely on the wheat, and the clover is now looking very well indeed. We have used it several years ourselves, and prefer it to any we have ever used. We sold a good deal of it last fall, and, as yet, have heard no complaint of it, but all speak of it in highest terms and intend to use it again this fall. We don't think a ton of Peruvian Guano has been used in this neighborhood for three years.

Very respectfully, yours, &c.

(Signed.) WM. M. HALL & BRO.

CHESTERFIELD COUNTY, July 15th, 1870.

Messrs. Allison & Addison, Agents Pacific Guano Company:

GENTLEMEN—The seed Pacific Guano I used on wheat at the rate of 150 lbs. to the acre, on very poor corn land, which bid fair to make a good return until the spring rains set it, which caused the crop to be cut down, although it was applied early in the spring. I also seeded the same land in clover, which is at this time looking very well. In the spring of 1869 I applied 100 lbs. per acre on my wheat, and at the same time seeded the land in clover. The clover at this time is from 8 inches to knee high, which is much better than I expected it to be. This spring I used it on corn, at the rate of one spoonful with an equal quantity of plaster in each hill, and must say that I never had a better prospect for a good crop. From its effects on grasses I am forced to conclude that it is a good improver of the soil. Wishing I was able to use it more freely,

I am yours, very respectfully,

(Signed.) A. T. MARTIN.

ALBEMARLE COUNTY, VA., July 9th, 1870.

Messrs. Allison & Addison, Agents Pacific Guano Company:

GENTLEMEN—It affords me pleasure to say that the combination of Pacific and Peruvian Guano, which we applied to tobacco, proved *very satisfactory*. I think the Pacific Guano especially adapted for obtaining a sure stand of grass, and for this purpose I shall continue to use it.

Very respectfully and truly yours,

(Signed.) JOSEPH WILMER.

SMITH'S MOUNTAIN, VA., July 14th, 1870.

Messrs. McIlwaine & Co., Petersburg, Va:

This is to certify that I have used Pacific Guano for two years, and the results are most satisfactory, having used it side by side with Peruvian Guano, and the tobacco was far better where the Pacific was used; and the difference was perceptible in favor of the Pacific Guano on the wheat crop that followed. Being so well pleased with the Pacific I have bought it again this year.

Respectfully, HENRY E. SMITH.

ST. TAMMANY, Mecklenburg County, Va., July 15th, 1870.

Messrs. McIlwaine & Co.:

I take pleasure in certifying to the worth of the Soluble Pacific Guano as a fertilizer for tobacco and wheat. I have used it for the last three years, and with the most satisfactory results. My first experiment was on wheat; it was sown on very poor corn land, and with 200 lbs of the Guano to the acre I realized more than ten bushels to one seeded. 1869 I used it on tobacco; although the season was exceedingly dry it acted finely; I used it on land that had been turned out as too poor to cultivate in anything, and with 300 lbs. to the acre made a very fair tobacco crop. Notwithstanding the drought this year (1870), with an application of 400 lbs. to the acre, and the same kind of land, I have every the prospect for a good crop of tobacco as I ever saw. A great deal of my tobacco has leaves on it now more than a foot across, and it is not more than 6 or 8 leaves high. I would say, the wheat crop on the land that I used it on last year was very good, will, I think, make twenty bushels to the acre. I would rate it in preference to Peruvian Guano at the same cost. Every man that used it in this section last year uses it again this year, and declare their intentions of continuing its use. Most respectfully,

WILLIAM H. JONES.

ST. TAMMANY, Mecklenburg County, Va., July 15, 1870.

Messrs. McIlwaine & Co., Petersburg, Va:

This is to certify that I have used the Soluble Pacific Guano for the last two years with the most satisfactory results, it being, in my opinion, equal, if not superior, to any fertilizer made, for tobacco and wheat. I used it last year on tobacco on thin land, by the side of stable manure. The manure from my horse stables was put on very heavily indeed, much more so than the farmers in this section generally do, but I was unable to see that the crop of tobacco was any better from the stable manure than from the Guano, and I am sure that no one could detect the difference in the wheat crop. Several of my neighbors saw it and pronounced it one of the finest crops in the county. I am using it again this year, and am well pleased with it so far, so far, it being the best prospect for a tobacco crop that I have ever had.

Yours, &c.

A. H. BRACEY.

New Kent County, Va., July 19, 1870.

Messrs. Allison & Addison, Agents Pacific Guano Company.

Gentlemen—It gives me pleasure to give you my testimony in favor of your Pacific Guano, as a fertilizer for tobacco and wheat crop. I consider it an active and permanent Fertilizer, and recommend it to all who are in want of such. It acted better on tobacco than any other fertilizer I have ever used, and on wheat land show the effects of the Pacific at this time, being much denser and more luxuriant than where the Guano was not used.

Yours, &c.,

(Signed.) JOSIAH HIGGINS.

Louisa County, Va., July 18, 1870.

Messrs. Allison & Addison, Agents Pacific Guano Company:

Dear Sirs—I am very well pleased with the action of the Pacific Guano purchased last fall. Where I used it I put a very small quantity to the acre, suppose about 100 pounds, and I have threshed my wheat yet, but think I will make 100 bushels from the use of half a ton of Guano. I did not sow any clover, but the grass and weeds are very good. I had a very fine crop of clover this year where I cut wheat last year, where Pacific Guano was used. I think it larger or grass and weeds showing the use of Pacific Guano, will improve the land. I expect to use it again this fall. Very respectfully, WARNER M. NOEL.

Pittsylvania County, Va., July 17, 1870.

Messrs. Allison & Addison, Agents Pacific Guano Company:

Gentlemen—I raised a very fair crop of wheat with Pacific Guano bought of you last fall—about as good as that raised with Peruvian. The Pacific was used on common land and the Peruvian on my tobacco lot. I didn't see any difference in view of the difference in the land. I did not use any clover, but have a fine cover of weeds and grass. I am entirely satisfied with the Guano.

Yours truly,

(Signed.) THOMAS SMITH.

Caroline County, Va., July 15, 1870.

Messrs. Allison & Addison, Agents Pacific Guano Company:

Dear Sirs—I used the Pacific Guano on my wheat last year, and, considering the season, it acted very well. I used it on my corn, and it acted finely. I used it on tobacco, and it acted finely. I have not tried other fertilizers this year, but from the idea of its comparative value, I like it so well that I intend using it again this fall. Respectfully,

(Signed.) J. F. CARPENTER.

CHARLOTTE COUNTY, VA., July 11th, 1870.

Messrs. Allison & Addison, Agents Pacific Guano Company:

GENTLEMEN—I sowed Pacific and Peruvian Guano side by side on my wheat. I used an equal quantity of each, and saw no difference in the yield, and therefore I have been unable to see which is the best. I have heretofore considered it second to Peruvian, but now I think it equal to it for wheat.

I am, very respectfully, your obedient servant,

R. S. CAMPBELL.

HANOVER Co., VA., July 6, 1870.

Messrs. Allison & Addison, Agents Pacific Guano Company:

DEAR SIRS—* * * * I do not hesitate to add my testimony to the vast amount already before the public, confirmative of the excellence of Pacific Guano as compared with Peruvian. I use no fertilizer with more satisfactory results, *inveriably*, than the Pacific Guano, both as an improver and for its effects on the crop to which it is applied. There is no firmer believer in the efficacy of Pacific Guano than

Your humble servant,

(Signed.) N. R. JAMES, M. D.

HANOVER Co., VA., July 5th, 1870.

Messrs. Allison & Addison, Agents Pacific Guano:

The Pacific Guano I purchased of you last fall acted finely on wheat sown on common corn land, and came up fully to my expectations. I have not tried other fertilizers this year, but from the idea of its comparative value. I like it so well that I intend using it again this fall. Respectfully,

(Signed.) J. F. CARPENTER.

CHARLOTTE Co., VA., July 11th, 1870.

Messrs. Allison & Addison, Agents Pacific Guano Company:

DEAR SIRS—I used one ton of Pacific Guano on wheat last fall, and while I think the Guano paid for itself, still the increased yield was not as great as I anticipated. The Guano sent me was rather wet, and I fear it got not so good an article as I have generally found or me in 1867, which was then used on tobacco, with satisfactory results. The clover sown this spring on the wheat land where the Pacific was applied seems to be doing well.

Respectfully yours,

(Signed.) H. A. CARRINGTON.

*This objection is now entirely removed, and all the Pacific Guano hereafter sold will be *fine* and *dry*, and in admirable condition for drilling. A. & A.

HANOVER COUNTY, VA., July 5th, 1870.

Messrs. Allison & Addison, Agents Pacific Guano Company:

GENTLEMEN—My experience with fertilizers has not been very extensive in Virginia, but from past results I know of none that I would prefer to the Pacific Guano and Flour of Bone.

My wheat this season on which I used these fertilizers, obtained, as you, was very fine, said to be the best in that immediate section.

One of my neighbors, Mr. Joseph F. Hughes, to whom I recommended the Pacific Guano last fall, and who used it on wheat with me, states that he never had finer wheat, and that he does not intend to resume the use of Peruvian Guano. He is an experienced and successful farmer, and I attach much weight to his judgment. My clover is also looking very fine. I have no doubt of their being permanent improvers. So long as the Pacific Guano retains its present standard, I will always use it in preference to Peruvian, and especially in view of the comparative cost.

Very respectfully yours,

(Signed.) IRA AYRES, Jr.

FLUVANNA, July 11th, 1870.

Messrs. Allison & Addison, Agents Pacific Guano:

GENTLEMEN—I sowed Pacific and Peruvian Guano side by side on the same field, and on the same kind of land. The wheat was slow coming up on account of the cold, wet fall. From early spring until harvest I saw no difference in their crop except that where the Peruvian Guano was put, the wheat was a little taller. The crop would be about a fine one but for the rainy spell when the wheat was in bloom, which caused it to scald or rust very much. There was a fine crop of straw. The field of thirty acres was seeded in clover. Where the Pacific was used the clover and grass is looking very fine. Where the Peruvian was used it does not look so well. I never used Pacific Guano before last fall. I used on the poorest crop of corn, in the fall, at the rate of one hundred pounds to the acre, by the side of Peruvian and, Super Phosphate, and at this time the corn is looking very fine.

My neighbor used the Pacific Guano on his wheat crop. The crop was larger and earlier than where he used other fertilizers. From my experience with Pacific I expect to use Peruvian Guano for wheat, and a much better improver for grass and all spring crops, as its action is not so rapid, and does not exhaust so soon. I am satisfied with Pacific Guano, and will use it on wheat the coming fall, and more of it than last year. Yours, &c.,

(Signed.) NATHANIEL W. DIGGS.

AMELIA Co., VA., July 7th, 1870.

Messrs. Allison & Addison, Agents Pacific Guano Company:

DEAR SIRS—I sowed Pacific Guano last fall on wheat, the land being poor corn land. It acted finely, and produced a good crop. Its effects were visible early in the spring. Clover and other vegetation where it was applied looks well. It gave perfect satisfaction. I applied it this spring on tobacco; it is growing off finely. I think it stands better than it did last year, when I used Peruvian.

Yours very respectfully,

(Signed.) JAMES CHAPPELL.

NOTTOWAY COUNTY, VA., July 6th, 1870.

Messrs. Allison & Addison, Agents Pacific Guano Company:

GENTLEMEN—The Pacific Guano I purchased of you, through Messrs. Taliaferro & Co., was tried on poor land, on the tobacco crop, but, owing to the severe drought of last summer, did not act as all. The same land was sowed in wheat and clover the fall following, and an excellent crop of wheat has been just cut off clear. The wheat was much better than I thought could possibly have been raised on such land, and the clover surpasses anything in the vicinity, even where Peruvian has been used. I much prefer the Pacific to the Peruvian Guano that we have been getting since the war, both as a crop producer and an improver of the soil.

Very respectfully,

(Signed.) J. C. ANGEL.

ALBEMARLE COUNTY, VA., July 11, 1870.

Messrs. Allison & Addison, Agents Pacific Guano Company:

DEAR SIRS—I take pleasure in giving the result of the application of the Pacific Guano to my wheat crop, this harvested. last fall I made a mixture of the Pacific Guano and plaster in equal quantities, bulk for bulk, and applied about 250 lbs. of the mixture to the acre, on indifferent land. On the opposite side of a road through the field I applied about the same quantity of plaster and ashes. I am satisfied that the yield of that on which the Guano was applied was *more than double* that on which no Guano was used. It had a growing, healthy appearance from the beginning, and, while my neighbors all complain that their wheat was badly killed, mine was unusually well filled, so that many of my neighbors have applied to me for seed wheat. I consider my experiment a perfect success.

Very respectfully,

(Signed.) A. K. YANCEY, Jr.

Caroline County, Va., July 16, 1870.

Messrs. Allison & Addison, Agents Pacific Guano Company:

Dear Sirs—My position in regard to Pacific Guano is that it is the best fertilizer I have ever used. I am very much pleased with it; think it equal to any other kind of fertilizer. Clover grows very finely after it. Yours, very respectfully,

(Signed.) L. B. GATEWOOD.

Charlotte County, Va., July 16, 1870.

Messrs. Allison & Addison, Agents Pacific Guano Company:

Gentlemen—While my experience in the use of Pacific Guano is but little, my great confidence in the use of Pacific Guano to say its effects upon my wheat crop was decidedly marked and noticeable, both as regards yield and quality, and should its action be as favorable upon my growing crop of tobacco, we promise well. I shall feel no hesitancy in commending its value with the genuine Peruvian Guano. As to its effects upon my corn, clover, &c., following the wheat crop, I am not prepared to say, having so recently reaped my wheat.

Your obedient servant,

(Signed) R. F. GAINES.

Halifax County, Va., July, 1870.

Messrs. Allison & Addison, Agents Pacific Guano Company:

Gentlemen—I used some few bags of Pacific Guano last fall on remainder of my wheat crop, using Peruvian on the main portion of the crop. I could not see any difference in the wheat field, between the Pacific and the Peruvian. I raised a fine crop on a portion of land on which it was used—the yield being about one for one, on very poor land. The grass grows finely after it.

Yours respectfully,

(Signed) R. G. OWEN.

Prince Edward Co., Va., July 15, 1870.

Dear Sirs—I applied one hundred and fifty pounds Soluble Pacific Guano to the acre on thin corn land last fall, and I think it yield vastly superior to any crop I have ever had on the land. I am highly pleased with it, and prefer it to the Peruvian Guano. I used a little of the Pacific Guano this year on my own land on the hill; the corn is looking very well. I wish I had used more of it. Very respectfully,

(Signed) R. L. BRYCE.

Amelia County, Va., July 12th, 1870.

Messrs. Allison & Addison, Agents Pacific Guano Company:

Gentlemen—I sowed Pacific Guano on my wheat last fall, at the rate of 150 lbs. per acre. It made a fine crop. I think it will pay me a profit; but the land seems to be in much better condition where the Guano was used. I applied it on my poorest crop of tobacco; the crop is equal to that on which Peruvian Guano and a *popular tobacco fertilizer* were used.

Yours, &c.,

(Signed.) T. E. WHITWORTH.

Fluvanna County, Va., July 10th, 1870.

Messrs. Allison & Addison, Agents Pacific Guano Company:

Dear Sirs—The result of the application of your Pacific Guano, wheat, last fall, was entirely satisfactory. I harvested, this year, decidedly a better crop of wheat, with about the same quantity of your Guano per acre, than I have done since the war, with the quantity Peruvian Guano. I have a very fine stand of clover, which looks vigorous and well, and, judging from its present appearance, I am of opinion your Guano is a very good permanent improver. I am, gentlemen, very respectfully,

JUDSON M. KENT.

Fluvanna County, Va., July 15, 1870.

Messrs. Allison & Addison, Agents Pacific Guano Company.

Gentlemen—From my experience with the use of the Pacific and Peruvian Guanos, I am fully convinced that the same amount of money invested in Pacific Guano will produce a larger yield, and of better quality, than that made with Peruvian Guano, and that its action (i. e. the Pacific) on all kinds of grass or seeds grown after wheat is much better than that of Peruvian. I believe the Pacific Guano a good improver of land, but as a general thing this section of the country, do not think a sufficient quantity used to make a good yield of wheat, and add much to the value of our lands. From 150 to 200 pounds to the acre, with from 75 to 100 of Plaster, is about the quantity used, whereas if 2 0 pounds of Guano, and a proportionate quantity of Plaster was used to the acre, I think the yield of wheat would pay much well, and our lands improve more rapidly. The crop of straw in this section is abundant, but the grain is deficient in quantity and quality, owing, I ve no doubt, to the excessive rains in the early part of this summer. Respectfully,

(Signed.) J. K. NOEL.

Goochland County, Va., July 15, 1870.

Messrs. Allison & Addison, Agents Pacific Guano Company.

Gentlemen—The Pacific Guano furnished me last fall came fully up to my expectations and your representations of it. It was used on thin land seeded late in wheat. In consequence of the unusually cold weather we had last October and November, the seed remained a long while in the ground, and was not up till winter, but the effects of the Guano were visible during the winter, and the show of wheat before and since harvest, exceeded my expectations. By the side of a popular Super Phosphate, Pacific Guano showed itself infinitely the superior. The stand of clover is remarkably good for the land. But for the well effect of the late continued rains, I think the crops where Pacific Guano was used would have been unusually good. From the character of the fall and that of this spring and early summer, I think the wheat crop in our portion of the State was greatly injured.

I am, gentlemen, very respectfully,

Your obedient servant,

(Signed.) WALTER D. LEAKE.

Charles City County, Va., July 7, 1870.

Messrs. Allison & Addison, Agents Pacific Guano Company.

Gentlemen—Pacific Guano last fall on wheat, at the rate of perhaps less than 100 pounds per acre, on land from which I had taken corn, and the crop, now shocked in the field, promises a very good one. From a bed left without guano, a thin place is doubled by its application. Its effects on the clover growing on the same land I think equally beneficial. I have used Pacific Guano on corn, with satisfactory results, and nothing but the want of money in hand prevented us using it freely for the fall crop on both corn and wheat. I feel it my duty to state that, in my judge, I have not found it inferior to Peruvian Guano, and I consider it a decided improver, and am only waiting for money to send my orders to you, to let you know I will add one more.

I am truly yours,

(Signed.) A. H. FERGUSSON.

FROM NEW JERSEY.

Hightstown, N. J., July, 1870.

Messrs. John S. Reese & Co:

Gents.—My corn field on which I used your Pacific Guano, is the admiration of the whole neighborhood. I left a part of it out, and had without any thing in it, but it looks very full where I connected with the Pacific Guano the corn is four times as large. It pays me well to use it Yours truly,

JOHN A. R. NORTON.

Hightstown, July, 1870.

Messrs. John S. Reese & Co:

Dear Sirs—I used your Soluble Pacific Guano on my crops last year in competition with No. 1 Peruvian Guano, and consider it far it beat the Peruvian at a much less cost.

Farmers think it is too large crops at a comparatively small cost, had better use your Guano. I don't want anything better.

Yours respectfully, GEORGE WEST.

Hightstown, N. J., August, 1870.

Messrs. Reese & Co:

Gents.—I have doubled my corn crop by using your Pacific Guano. Its reputation should be in the highest order, and it quite deserves it. I shall continue to use it in preference to any other. Yours truly,

D. F. HUTCHINSON.

Hightstown, N. J., July, 1870.

Messrs. John S. Reese & Co:

Dear Sirs—I never saw anything to equal your Soluble Pacific Guano on cabbages. My experience has, this far, been confined to truck, and on that it can't be beat. Yours truly,

CHARLES H. FERRINE.

Hightstown, N. J., July, 1870.

Sir—The Soluble Pacific Guano I bought of you works like a charm. Where I used it on my corn it is now far timeward of that where I used other fertilizers. Its character as a manure is here is first-class. I shall use it again this fall.

Yours truly, C. PIFFER.

Hightstown, N. J., July, 1870.

Messrs. Reese & Co.:

Gents.—Your Pacific Guano beats my best stable manure side by side on my crops. I know its value as a fertilizer in comparison with others, and shall use it as a matter of dollars and cents.

Yours truly, G. W. FIELDER.

Rancocas, N. J., June, 1870.

Messrs. John S. Reese & Co:

Gents.—I feels to tell you what I think of your Pacific Guano. I think it is a *first-rate* article for wheat and potatoes, and as long as its present standard is maintained it will do well to use it. We are glad to have an article in our place that gives such universal satisfaction. Yours truly,

ABEL TROTT.

Rancocas, N. J., June 1870.

Messrs. John S. Reese & Co:

Gents.—I have used most all kinds of Manures, Phosphates &c., but after an unprejudiced trial, I find your *Pacific Guano* to be the best. My experience has been on wheat and cabbage. I pronounce it an article that cant be beat. Yours truly,

THOMAS DENNIS