

The Bradley Fertilizer Co -

Gentlemen:

Allow me to pre-
sent my compliments to you as
the most irritating, unsatisfactory
and generally unsatisfactory people
with whom I ~~have ever~~ ^{remember ever} to
have had any correspondence.

Some time in March I got the
notion that I would put about
1000. in use of your Potato
Fertilizer on a couple of acres
of potatoes. I wanted to try it be-
cause a friend in Massachusetts
told me some big stories about
it. I did not believe them but
being a literary man I rather
enjoy being lied to. So I thought
I would write to you and
get your little book with a lot
more of the same kind in

it. I wrote and knowing that
no ~~one~~ ^{one} could expect any
attention to be paid to his letters
by a Boston business man
unless he paid for a reply, I
enclosed three ^{postage} stamps - one
for a reply, one for postage
on the pamphlet and one to
pay for the ~~steam~~ ^{crew} and tear of
your politeness.

I waited two weeks and
heard nothing: then I wrote
again. You sent the pamphlet.
The stories it contained were
pretty hard to swallow but
I was not to be deterred and
was still determined to try the
Fertilizer. I inquired for it
about the town and found

and one here kept it. Then
I wrote you, ^{told you this was the case,} for prices and
to know if you had an agent
in Buffalo who kept it in
stock.

After another week's de-
lay I got a letter with an-
swering any of my questions
but simply, saying, that Horace
Hitchcock of this town was your
agent and would supply any
quantity of the fertilizer I
desired. I knew ~~Horace~~ Hitch-
cock had never had a thin-
gle of the fertilizer in his
life; but having started on
the trail ^{was} determined to run
the thing down. So I addressed
him a note asking the
price of the fertilizer. He

replied "I always use Guano
for Potatoes." Of course, I was
grateful for this information,
but as I had "Fertilizer" in
my eye and didn't care a
fig what ^{Hitchcock} ~~he~~ used, I wrote
again and begged him for
the love of Heaven to tell me
what you evidently considered
it an insult for me to ask,
the price of the ~~the~~ potent mix-
ture. †

I have just received his an-
swer. He says: "I don't know the
price of the Fertilizer; never
kept it; but if you will let
me know how much you
want I will send and get
it and let you have it at
a fair price."

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I give it up. I understand now why so many farmers become insane and why the Flourrier's Alliance is a necessity. It is evidently not consistent with the dignity of your company to let an intending purchaser know what he will have to pay for your goods in advance. I suppose if I could wait for ^{Hitchcock} ~~him~~ to write you, ^{and give a reply,} I take the chances of delay in shipment and the risks as to price, I might get my ton of fertilizer in ^{the course of} ~~ten~~ weeks. But I am now past fifty and judging by the time already consumed in learning nothing, I judge my expectancy of life not sufficient to waste farther time, temper, pen ink and paper on a concern evidently so far removed

from the flame of ordinary humanity
that they regard a desire to pur-
chase their goods as an affront
to their dignity. Besides, I wanted
to raise the potatoes this year and
seven weeks of industrious applica-
tion to learn the price of what
the fertilizer I wished
to use, is all I can afford
to give to that branch of the business.

Instead of potatoes, I will let the
land bear its ordinary crop of
wheat and taxes. At least I
shall not have to ~~apologize~~ apologize
either to principal or agent to
find out how much that will
cost. When next I want in-
formation I will apply to some
one who does not live in
Boston.

Yours very truly

Albin W. Parryer

per E.K.J.