

Lisbon Farm April 24th, 1867

My Dear Andrew

It is a rainy day. and I am anxious to have a favourable opinion of my actions in your mind. so take up my pen to say a word about my affares. I ordered a copy of the Farm & Fire side sent to you with an article written by me asserting that Cranberries on mud natural ground are a very uncertain crop. but sanded bog is certain and produces two hundred bushel to the acre. as I have seen several times, and have some small places myself. It costs money to do it. and as I had not the money to sand extensively. I wished to sell my bog pay my debts and have money to sand some smaller bog. This sale I was not able to effect. Now large portions of my inclosure is grass meadow (as you know) It can be sanded & fixed for an hundred Dollars per Acre. whereas thousands upon thousands are being expended on land no better addapted that costs from \$250 to 600 per acre. and several have been rewarded with crops that have sold for \$800 to 1000 per Acre. with a certainty of an average crop of 100bu. per Acre. And as not more than one per cent of these Pines are addapted for this culture. and as here Long Island, Cape Cod, are the only places that thorough culture will pay. We do not fear competition. It must be a safe investment, with a good broad margin for heavy profits. The question then come up shall I sell my farm. and have the means to do these things. I spoke to you about. and decided to borrow money and go on again. and then how much do I want was the next question. An old note to a working man had to be paid this spring for \$642 and I had to go into Bank at ninety Days for this and \$346 of store bills. (nearly a thousand Dollars).

This must be paid. and then put in ten or twelve acres of berries on sanded ground with some repairs to Damms & With some underdrains manure. and six or seven Heifers on my Farm. would make an outlay of Three thousand Dollars. But then if my crops should come short this season as they did last. I should be in a worse fix than ever. the property so incumbered as to make it more difficult than ever to borrow. But by borrowing five thousand and investing some in convertible funds. this difficulty would be passed over. And with good crops. we could go on improveing the Bog according to the means on hand. and keep a better class of men about me there at the bog. by having something constantly to do. And then at the end of the third year. or fourth at most. I could look for a crop of berries. from the first sanded bog of 1500 bushels that would yield me at four Dollars per bu six thousand Dollars. deduct one third for freight, commissions barrels picking &c I should have four thousand Dollars. from these alone. and the natural Bog making any return would wipe out the debt. from the Cranberries alone. and the Home farm also must increase its average returns very much. It has been improved wonderfully by the drains. and it is self evident that the means. or a continuation of the use of the means that I have used this few years past is a necessaty. The sanding of the Bog of mine is now no experiment. I have closely observed. (and I feel that I have some powers this way.) not only mine own Bog but many others. and know for certain as anything in this world what to expect. The draining & manureing of the Farm also is now no experiment. a few years since I thought myself broken. or that I would have to brake up. because the meadows would not pay, but the use of the Pipe tile has changed my views. what have been put in have increased the income of from the meadows very much. and what is lacking in drainage I know exactly what to do. with certanty of success.

With fair prices for produce. and Cranberries at less than the average of years past. I have good reason to know that with the use of five thousand Dollars, in six years time. I could pay the debt and add twenty thousand

to my estate beside. and feel that this estimate leaves a large a margin. "There is a tide in the affairs of men which taken in its ebb leads on to fortune." and I should have begun last year. as I saw it then. but the loss of the crop by frost last years burned the impression deeper in than ever.

Mr. Carpenter has got much information from me about Cranberries. and soils for them. and has encouraged my intimacy. As a conveyancer I asked him if he could get this money for on Mortgage. I named the security. and he thought it might be obtained. I asked him about it before the twenty fifth he said he had tryed rather to get some one to go in with me. Trusting him. I delayed going out here to find any person that had it to loan too long. Mr. Sam Stockton. on the security being named said it was good enough. but he had promised all he had to let out &c and I have not got it. a smaller sum was offered to me which I refused. and so I am likely to pass an year without this fair prospect of advancing with a likely hood. of haveing trouble about the first of July with my notes in Bank. And now my dear Andrew you have shown in your talk to me that you had thought on my affairs. (although you say you know nothing about Farming) more than any other one some give advice without showing any consideration for my case in particular. I want your sympathy and if anything is suggest itself to your mind. your advice. and at any rate your good opinion that in good faith I have acted in this matter. I know about farming & Cranberries. but I am green in going into the market for money. and I thought you might suggest some other means or ways.

For two years past previous to last year my Cranberries have been good. (but still shortened by the frost more or less every year) my stock of wagons was low. and have been improved. the Meadows drained some. Bog improved some. My son kept in New York at consideragle expense. and certainly I have advanced in moneys' worth during this time.

Through a quarrel of those above him in his store. and the fact that business was dull he my son was without a situation for a time. but he now has one. and I trust will not be dependant on me any more. The month of March was a continual storm consiquently Farmers are behindhand with spring work. but April has been favourable. the prospect for grain & fruit this year are very favourable.

Respectfully your cousin

James A Fenwick