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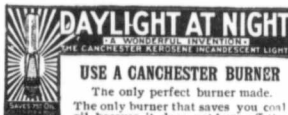
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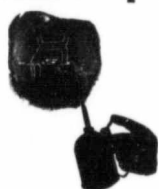
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evident within a short time, and principally among these I might mention the tendency towards skilled labor upon the farm.

The man who farmed thirty or forty years ago used only the crudest implements. He tilled the earth, so to speak, with a hoe and his seeds grew and flourished; but today it is different. The man who owns and operates a farm at the present time is or should be pretty much of a skilled mechanic. He operates complex machinery every day that requires accurate and careful adjustment in order that it may do its work properly.

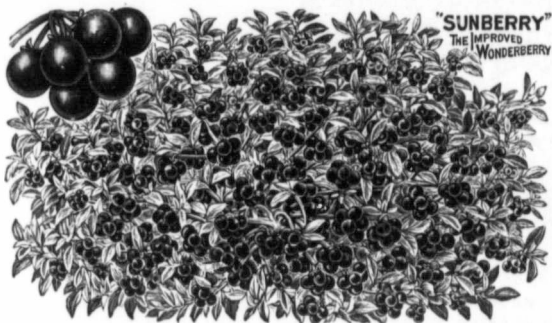
The gasoline traction engine is going to bring about this proposition of skilled labor more than any other one thing. The hired man of the future must be something more than a bundle of brute strength. He must be able to use his head as well as his hands. He will be required to run a traction engine and all of the machinery driven by it, and not only will he be required to run it, but he will be required to do it economically.

The farmer of the future will get down to a system of costs where every gallon of gasoline or of kerosene used must represent so much work, the same as it does in our large manufacturing establishments of today.

There is another thought that comes to me along this line, and do not think me visionary when I express it, and that is that skilled labor always has a common bond of relationship. At the present time there is no such thing as the "Hired Man's Union." There is no walking delegate that goes from farm to farm and dictates to the employer how many hours he shall work his men or how much per hour he shall pay them. But given skilled labor, and this same labor will band itself together into a Union, so to speak, that will control in a measure the farm labor situation.

There will not only be a regulation of hours, but there will be a regulation of wages, and when that time comes the farm and the manufacturing establishment will be placed upon the same basis, in so far as the cost of production is concerned.

Tractioning the soil is but the beginning. The farmer has only begun to realize what it means to him. He sees that it is something more than a passing fad. In the old settled portions of the country he sees in that comfort, larger crops through an increased acreage and a diversion from grinding toil. In the virgin portions of the country the land owner sees in the traction engine something that will turn \$10.00 an acre land into \$20.00 an acre land within a year's time. He sees in it something that during the first year of his on the home-stand a power that will turn over



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