

to solve a problem, to be the master, to have something to think of that makes a position or job worth while to anyone, and not the monotony of physical work in a mechanical way as in the old order. Physical labor is giving way to mental work. Women find life on a farm more attractive through the introduction of electricity in housework, in adding to the comforts and conveniences of housekeeping, and a thousand and one ways that go together to make housekeeping on the farm as pleasant as the modern city home.

#### Farmer's Part in Progress

No farmer, therefore, should neglect the opportunity to make his place more attractive to experienced farm workers, be they of his own family or hired. And the interest on the investment in modern equipment will justify the expenditure of the necessary capital.

The motor truck and the tractor are the most valuable assistants the government has at the present time, and their use by farmers is recognized as action towards a fuller co-operation with the government in furthering its war programme.

#### A TRACTOR WITHOUT BELT PULLEY ONLY FIFTY PER CENT COMPLETE

IT is a peculiar situation, but one that is apparently very true, that many dealers who are supposed to be conversant with tractor uses, do not feature the belt work of the tractor as it deserves. It is even more peculiar that some manufacturers put out a machine without any belt pulley on it, selling this part of the tractor as an accessory—a thing to be put on by the dealer or user.

When it is realized that from 50 to 60 per cent of the work of the tractor is on the belt, it is most astonishing that any manufacturer should consider belt arrangements as an after-thought. It is a part of the machine itself and a very vital part. Any tractor that is put out without it is only 50 per cent complete.

"Why is it put on the market in this incomplete fashion?" you ask. The answer is simple. It enables the maker to put it out at a greatly reduced price, but conversely, it costs a great deal of money for the unfortunate user after he gets a tractor of this type to supply the proper belt pulley to complete the machine, the cost of installation to the purchaser sometimes amounting to as much as 20 per cent of the total original cost.

The enormous versatility of the tractor which has made it a multi-purpose machine on the farm is largely due to the belt. In

fact, the belt work of the tractors already in use has been so considerable that it has already effected, in a large measure, the sale of stationary engines for farm use.

From an engineering standpoint, we believe that the method of coupling up the belt pulley is almost as important as the design of the final drive itself and that a tractor which does not have the belt pulley in the proper location and properly driven, will not be a successful machine from a commercial standpoint and should be avoided by the dealer who has business acumen.

#### ACTUAL FACTS ABOUT SALE AND DEMONSTRATION OF FARM TRACTORS

By Franklin N. Supplee in "Chilton Tractor Journal."

NO one doubts that the farm tractor is the coming thing.

No one really argues that it has to be the coming thing, but both the manufacturer and his representative in the field, and the farmer have and to a certain extent still are making the tractor business harder than it should be. First, I would like to take the premise of the manufacturer. Of all the makers to-day of tractors, I doubt if there is one but what is making good, conscientious products, and is selling them at what is considered a good conscientious figure; in other words, their product is honest all the way through.

In their enthusiasm for this great labor saving and aid in production device, impressions may get abroad that are not what the manufacturer would have them to be.

The manufacturer from his end has built a machine based on the laws of mechanics. If he is a successful manufacturer, he knows the limitations of mechanical power, endurance and construction. It might be said here, that no man can grow to any size in the tractor game unless he is good and unless he knows positively the possibilities and the limitations spoken of.

We now have the machine as produced. We place it in the hands of the advertiser, the distributor, the dealer and his salesman. Here mistakes have occurred, through their enthusiasm let us say. Many machines have been overrated either as to power or as to possibilities. In order to close a sale or create a demand, statements have been made or impressions created that the machines could never live up to.

Every one must realize that the tractor of the light and the heavy type, and the cultivator, each have their place just as the light



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are the practical heavy load scale for the farm as well as for contractors, builders, hay and grain dealers or coal merchants. They combine convenience, simplicity and accuracy. Fairbanks Wagon Scales fill every weighing requirement in

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