



Mr. Thresherman:

We started to tell you on this page about our Three-Quarters-of-a-Century's growth, without the marketing of a single share of stock or the floating of a single bond, and how we climbed up a step at a time, stopping occasionally to catch our breath. Just as we were turning these thoughts over in our mind, the office boy dropped a letter on our desk from our old friends and customers, Porter Bros. and Han-kee, Logansport, Ind. We repeat it here, word for word, because it tells WHY WE GREW, better than we can tell it, and makes plain what we wanted to say about the secret of our success being no secret at all, but just good machinery, satisfied customers and their repeat orders.



Write Gaar-Scott now in Nineteen and Ten, Lest some day you write, "it might have been --- The saddest words of tongue or of pen."

which, although over 30 years old, is still in the neighborhood and in good running order. In 1894 we bought a 13 h. p. traction engine and 33x52 separator. In 1905, a 16 h. p. traction engine and 33x52 separator. Last year (1909) we bought your 18 h. p. double-cylinder traction engine and 33 x 52 separator. This outfit, as well as all the others, has given satisfaction in every particular, both to ourselves and to our customers. In the 41 years that we have run Gaar-Scott machinery we have not worn out any of these outfits, but have sold them to replace them with our latest types. You will see that we have always been satisfied to go back to the old reliable "Tiger Line."

It takes more than one swallow to make a summer, and thousands of satisfied customers to build an immense factory like ours, make it go and keep it going. Mr. Thresherman, We want your orders, and you need our machinery if you want to make your business go.

Write to-day (not to-morrow) for our 75th Anniversary Catalogue and Plowing Circular **Gaar-Scott & Co.,** Winnipeg, Regina, Calgary, Man. Sask. Alta.