

I have seen the successes and failures, and I can truthfully say without fear of contradiction, that had the operators been as competent as the machines themselves that the number of failures would have been reduced to a minimum. Three things are necessary, a good machine, a good operator and one who knows what his machine will do and what it will not do.

A few weeks ago I journeyed to Freemont, Nebraska, where a plowing demonstration was taking place. I saw half a hundred different makes of tractors in operation. I saw them pull plows, and discs, and harrows, and wagons and road grinders. I saw all types of machines. I saw one-cylinder machines, two-cylinder machines and four-cylinder machines. I saw three-wheeled machines. I saw machines with the caterpillar tread. I saw machines with the drum tread. In fact, one could scarcely imagine the lengths to which the designer had gone in the construction of light tractors.

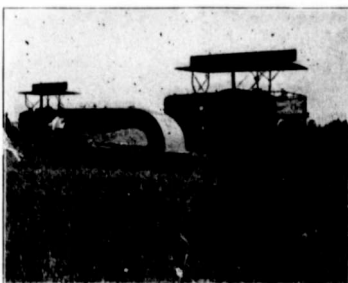
I spent three days carefully watching these implements and I am thoroughly convinced that the light tractor is here. I did not rely upon my own judgment entirely but I talked with hundreds of farmers who had been using these machines and their experiences convinced me that the light tractor has a place with the farm machinery equipment. I do not mean by this that every farmer should immediately place his order for such a machine without first studying the conditions carefully, but I am convinced that when he does look into the situation that he will sooner or later be in the market for a tractor.

The Freemont plowing demonstration to me was a wonderful sight. When you see an old veteran of the game, like J. B. Bartholomew, of the Avery Co., sweltering in a 104 degrees in the shade temperature in order to study the tractor situation, you, as a farmer, can rest assured that the mechanical end of your farm power requirements is going to be pretty well looked after. J. B. Bartholomew was not the only man on the grounds, because I likewise saw Mr. Brantingham, of the Emerson Brantingham Company. In fact the heads of practically all the concerns who are in the tractor business to-day were there, and they did not ride in limousines either, men who sweltered in the dust and grime of a plowing field in order that nothing in the way of tractor development might escape them, and not only were the manufacturers of the implements themselves on the field, but those who build motors, carburetors, magnetos, spark plugs were there in order to gather all the information as to what was required with a view to building the best possible tractor.

Without pretending to be a prophet, I predict that the light tractor is here to stay and that the next five years will show the light tractor used upon a scale that was never before dreamed of. Volume of business will have a tendency to decrease the price of the light tractor and within a short time they will be within the reach of nearly every farmer.

I love the horse and if it were for nothing more than a consideration of what he has done for the farmer in the past, I would not want to see him wiped off from the farm, but a careful study of the tractor situation convinces me that I need have no fear on this score.

You cannot compare the horse with the tractor. One is an animal with a certain amount of brains, and the other is a machine. They each have their place to fill and they



The Gray Tractor Company, Minneapolis, Minn., and Huber Manufacturing Company, Marion, Ohio.



"Hackney Auto Plow," Hackney Manufacturing Company, St. Paul, Minn.



A Good Job of Breaking by Aultman & Taylor's Tractor, Mansfield, Ohio.



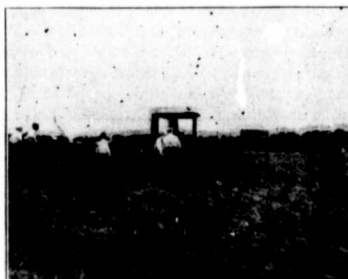
Nilson Tractor Company, Minneapolis, Minn.



Bates Steel Mule, Joliet Oil Tractor Company, Joliet, Ill., Using Grand Detour Plows.

are going to fill it. You as a farmer, with due regard for your future welfare and success, had better look into this light tractor situation very carefully. Study it from every angle, for if you do so I am thoroughly convinced that you will sooner or later want a machine.

One writer in discussing the light tractor



The Parrett Tractor Company of Chicago, Ill., with Grand Detour Plows.

has the following to say, which is so apropos to the situation that it is well worth repeating:

In the business of farming there is free competition. This is one of the facts that a man who would succeed on the land must accept.

He must conform his business to it or else discover some day that he isn't making any money.

Prices for farm products are made by the relation of supply and demand—world supply to world demand. It follows that the man who



The Bull Tractor preparing a nice seed bed near Headingly, Manitoba.

produces most economically and who has the largest economically produced crop to sell, makes the most money.

Under these circumstances the small farmer has been more or less handicapped. The basic principle of American agriculture has been and is yet, the highest production per man—not per acre. Labor in this country is expensive. Land is relatively cheap. The development of machinery for farm use has had in view, mainly the conservation of labor. It has multiplied the number of acres that one man might till and from which he might harvest. So the tendency has been toward the big farm, enormous aggregate production and consequently, lower prices. The small farmer, whose crops cost more to produce than does the crop of the big farm, feels the competition—feels it as the East felt it and as the European farmer felt it when the cheap rich land of the West came under the plow.

A Problem for the Small Farmer

This competition must go on even though land is disappearing and the problems of maintaining fertility of the big farm and of making the money invested in it earn dividends, must be given more attention. It ought not to mean the passing of the small farm, and it will not, because there are thousands of men who believe that the small farm affords the ideal farm life. They are going to find a way