

Back in 1877



MY grandmother lived with us on a Wisconsin farm of 120 acres. I was seven years old and had to mind a baby brother part of the day. But each year I had three days' vacation, and that was when the threshers (we called them threshers) did our job. That good grandmother took charge of the baby, because I was too excited to be of any account. It was mighty interesting to watch them "set up." And then there was that fellow with a long whip on the old sweep power. When those fellows ate their dinner—and my how they did eat—I used to crawl up on that old sweep power just for the purpose of handling that whip. And mother was always glad when the threshers were through, because she was afraid I would get caught in the tumbling rods. For weeks and weeks after the threshers left, the circular path that the horses wore around the sweep power, we boys would use as a circus ring. You can imagine my eyes pop out the first time I saw a traction engine. And then to think that some day I would be making lifting Jacks. And making the "Barth" Jack by the thousands every year. When my father was a thresherman he didn't know what a Jack was. In fact, there weren't any quick acting Jacks of this type. Nowadays it is seldom that a thresherman thinks his outfit is complete unless he has one or more Jacks, and nine times out of ten, it is a Jack of our make. We have been building Jacks since 1892. We are still at it, and selling more than ever. That means that we make a good Jack at a fair price.

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A WORD OR TWO WITH YOU AS A THRESHERMAN

By the time this number reaches you it will be threshing time in real earnest. You will be eating dust in shovelfulls and wallowing in grease and, we hope, enjoying it all. You of course have your outfit in good shape, or else you are working out a new rig—one that has cost you several thousand dollars. Now, how about it? Have you laid your plans so that you will make money. Have you counted the cost? Making all reasonable allowances for wear and tear, interest, depreciation, bad luck, rainy weather etc. are you reasonably sure that you can meet your payments and still have a little for yourself.

In your neighborhood (unless it is a striking exception) you have one or more price cutters. Like the poor they are always with us. They are men who know it all and are never in a position to be told anything. Some of them have new outfits but they are unexperienced in the business side of threshing, consequently a cent or two more or less on a bushel means very little to them. They are the men who work all fall and when it is all over they wonder why they can't make ends meet. They curse the business, they curse the Company that sold them the outfit and demoralize the business in general. They get lots of work to do but they

do not even make wages at it.

Then there is the man who has the old outfit. He has paid for it and he considers that anything he can make is velvet. True to a certain extent but he is just as much in error as if he considered a horse he owned worth less per day than one that he owed for wholly or in part.

Don't pay any attention to either of these men. They will both sooner or later dig their own graves in so far as the threshing business is concerned. No business can exist that is not run along proper business lines.

Don't worry about the few jobs that the price cutter may take away from you. Let him have them in welcome. Better let your outfit stand idle and let the company take it at the end of the season for if you work for a losing price they will get it in the end with all of your time and hard work thrown in.

Fix your price and stick to it. Western Canada's big 1911 crop would be worthless without the threshing machine to handle it. The country needs you and consequently must pay you for your labor.

This season will not be an easy one. The straw is long and it will be good and tough. The ground will be soft in a great many places and moving will not be easy or rapid. These things all help to reduce your profits and make your work harder, so don't cut your price. You can't afford to do it.

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