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THE TUDHOPE CARRIAGE CO., Ltd.

ORELLA, Ont.

Gasoline Engines

Cheap, reliable power is desired on farms these days, when farm labor is high and hard to get. Gas engines are rapidly supplanting steam engines and horse power. The difference in the cost of operating and the advantage of starting at a moment's notice has advanced the popularity of gasoline engines on our farms in contrast with other power devices.

A few years ago we heard but little about gasoline engines for use on our farms, while today we find many of them on up-to-date farms. This growing interest has been brought about largely by the improvements that have been made by manufacturers during late years in simplifying the working parts of the engines so that the average farmer can operate them with the ease of an expert. The truth of the matter is, a bright boy can handle a modern gasoline engine without much teaching. Take a farmer who has never seen a gasoline engine and let him start and stop one for a few times and study a few of the principles for operating it and in a few days he will become as familiar with its workings as he would with a team of horses on a "bread-mill."

The general usefulness of a machine of this sort on a farm is apparent. There is ensilage to cut, wood to saw, feed to grind, corn to shell, in fact a multitude of things that can be done with a gasoline engine at small expense.

Farm Wagon Suggestions

A good-looking farm wagon appeals to farmers young or old, rich or poor, under any and all circumstances. A

large display of such wagons is more attractive than a small display. Utilize all the room you can spare for sample wagons. Farmer will reason that among so many jobs they can surely find one that suits in every way.

"I've got the best wagon on earth," said the dealer, and the farmer replied: "That's what they all say." There's no selling argument in that sort of talk, but there is a world of good points in the average manufacturer's trade literature. Read it; study it; learn it by heart. Emphasize the points the manufacturer emphasizes. You may have the best wagon on the market, but if you don't know its good points and how to present them you are not as well off as the dealer who has an inferior line but knows how to talk wagon.

A coat of varnish does wonders for a wagon, the finish of which has become dull by age or atmospheric conditions. Applying it is a task easily accomplished by the dealer or his help. Besides improving the appearance, even additional coat of varnish adds life to the paint. For the sake of appearance only a coat of varnish is worth many times its cost.

A loose spoke in the wheel of a sample wagon is a sale-killer. Did you ever see a prospective buyer who failed to take hold of a wheel and shake it? And doesn't he always get his hands on the wheel containing the loose spoke? Beware of wheels with loose spokes.

It is a good plan to have sample wagons completely set up, even to the tongue, if there is room. But if the tongue is attached, keep the boys and thoughtless men from making a teeter-totter of it by using a strong tongue-holder.

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October is a good month to trans- plant trees with the exception of the evergreens, says "Farming." The im- portant thing to remember are these: Keep the roots from drying out, prune off those roots that are bruised or broken, see that the soil is well packed around the tree, and cut back the head of the tree to balance up the loss in the root system. At first, cut- ting back the shrubby fruit trees is often seems to be a mistake, but the chance of having the tree live will be doubled if it is done.	