

are built with adjustable seats giving a passenger carrying capacity of ten to a dozen persons. These seats can be raised to a vertical position so they are out of the way and the loading space of the body of the car can be partially or entirely devoted to merchandise of some kind. They are built by some firms along the same lines as pleasure cars, artistic in appearance, their riding qualities fully up to the pleasure car and they will practically serve every purpose of a pleasure car.

This car will do on every occasion for carrying commodities to market and taking the family along. A motor car will readily pull a trailer load, far in excess of its own carrying capacity. So you can load your wagon with a hundred bushels of wheat or some other product, hook it on to this car and pull it to market in far less time than you would do it with a team of horses. Hook on two such wagon loads if distance be considerable and the car will handle them.

In almost every community there are some products which when ready for the market should be marketed with all possible dispatch; fruit of all kinds, melons, green vegetables, etc. How many farmers have gathered such produce during the day and started a wagon-load of it to market, travelling all night in order to be there early the following morning. It is hard on man and beast, and that means it is expensive. With a car such as is suggested such a load can be taken to a market twice as far away and in half the time. This means possibly a better market and far less wear and tear on horse-flesh and man. The car needs attention and involves maintenance only in proportion to the use made of it. It stands under its shelter from one trip to the next without involving any expense. The horse de-

mands daily attention and food whether at work or not.

With a car of this kind a great many farmers will find—during the winter months especially — uses to which it can be put with profit to themselves when otherwise they might be idle. It can be made to furnish power for various operations; for instance, cleaning wheat, clover seed, etc., shelling or grinding corn, chopping fodder, sawing wood, pumping water.

In fact the farmer who owns horses, buggies, carriages, light and heavy wagons for all kinds of road use will find it profitable and expedient to dispose of various items of such equipment and in place of them use a combination car. And when the tractor, which is rapidly being perfected, is added to the car of the combination type the average farmer may eliminate the horse entirely from his stable and in his farming operations and road work make use of the tractor and the commercial car instead, at less expense and with more satisfaction in every way.

Were you to engage in any line of manufacturing or merchandising, you would make a careful study of your production cost and your transportation expense, for by keeping both of these as low as possible you would contribute to the greatest possible profit. Why not consider your production cost and transportation problem on the farm in the same way? Conserve the product of your land, market it to advantage instead of feeding it to a stable full of horses that are unable in return to serve you as economically and efficiently as can a commercial motor car. As a tiller of the soil you have your problems and your difficulties. Whether it be cotton, wheat, corn, fruit, vegetable, or something else you have to be on your guard against some pest, some scourge