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*ES file*

Sept. 24th/17.

E. Leonard & Sons, Limited,  
St. John, N.B.

Dear Sirs,-

-- RE TRACTORS --

Yours of the 14th and 17th in hand and we note what you say but times have changed and the real farmers are buying now and they are all so well off by reason of high price that they can pay cash for Tractors which as far as we could learn all are getting. The exhibit at New Market North of Toronto was on a Government Farm of a thousand acres and composed of 50 different kinds who had a portion set aside for those who cared to plow in competition. About 3000 people present and about 500 motors parked so it was a great sight from the centre elevation.

The machines ranged from machines capable of handling two to four plows each and was over hard clay loam an excellent testing place. We spent the best part of two days looking at what we thought was the best and concluded as per separate sheet. We found them ranging from 3000 to 5000 lbs. in weight and in price \$900.00 to \$1600.00 30 days F.O.B. Factory. Nearly all burn both gasoline and kerosene in fact they want both at times. The four cylinder motors run quietest and shadiest and the two cylinders opposed (Avery & Case) the lowest speed and most noise. The way they all turn and are handled is a revelation. Nearly all the firms make two plow and three plow machines to these another plow can be attached when soil admits. The two plow is adapted to a farm requireing 100 acres under grain and the three plow 100 to 200 acres of grain. The oil used per acre is less than  $1\frac{1}{2}$  gallons per acre. In the spring plowing can be done a week to ten days earlier in getting on the ground. A good tractor will plow from six to eight acres per day compared to  $1\frac{1}{2}$  acres per day with a team of horses. With the scarcity of labor this makes an appeal to an enterprising farmer.

When two ordinary farmers purchase a good 12 to 20 outfit it makes a paying proposition. The use of Auto by farmers makes their use almost a certainty in the next few years. The Tractor does all the work on the land after plowing and will also thresh grain, grind and saw (some machines were rigged with attachments for running a reaper) and does not eat its head off in Winter. So far every maker has an unfilled order list waiting execution. There are so far only two Canadian Manufacturers doing much, Sawyer & Massey and Gould, Shapley & Muir. The former is a splendid machine after four years experience. Nearly all the United States & Canadian makers buy their motors and it is claimed a tractor motor has to be of special design and construction.

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Nearly all the makers have to have an expert available for at least one season but it is remarkable how soon the farmer get to handle the machine.

Altogether we were very favorably impressed with the prospects of Canada requiring these in large quantities. The trade will be a growing one with the scarcity of farm help and the big crops now being put in to catch the 2.20 per bushel for wheat. It is estimated the crops in the North West will bring 500 millions into the section which comes from Mother Earth.