

**HOW IS THE FARMER WITH-  
OUT MONEY TO GET A START?**

He Must Practice Industry and Economy, Study His Work and Practice Good Farming Methods — He Should Also Buy a Home of His Own as Soon He Possibly Can.

"Yes," we can imagine some reader saying, "it is true enough what you say about the disadvantages of working with one horse and inefficient equipment, and about the little profit to be made from tending poor land. I believe all this, too. But, how am I, with a small, poor farm, or perhaps no farm at all, with only one mule, with poor equipment, with a family to support, with no surplus capital, to get ahead: what can I do to make the money I must have to get the things I need?"

This is a perfectly proper question to ask—even if it is not the sort of question anyone can answer with much precision.

There are a great many questions to which no confident answer can be given, and often they are questions like this one, of vital importance. Because we cannot from our own knowledge tell the inquirer just what to do, we are not excused, however, from trying to help him find out for himself what he ought to do.

In the first place, we feel safe in saying that any able-bodied man, who does not meet with some serious mischance, can by steady work and careful management get out of the one-horse class, and get a farm of his own. We do not say it will be easy for him to do this, for often it will not; but, barring unusually serious accidents, it can be done. This is the first thing necessary, for the man to have ambition and confidence in himself.

The next thing necessary, is

**\$36,875.10 LOST!**

**And Gone Forever! THIRTY-SIX THOUSAND DOLLARS! What Part Did You Lose?**

The Winston market sold during month of October 1912, 6,075,971 Pounds of Tobacco for \$990,793.58.

Brown's sold,	-	2023762 Pounds for	\$342272.64
All other houses sold	-	4052209 Pounds for	\$648520.94
		6075971	\$990793.58

**Brown's Average : : : 16.91 | Difference 91 Cents a Hundred.  
Other Houses Averaged 16.00**

Figure for yourself and you will see that the farmers that sold at other houses lost altogether \$36875.10. A big loss for independent people to lose. Won't you stop losing your part of this? And bring your tobacco to BROWN'S where you get the top every day. Breaks are not as large now and you should by all means stop this leak in your business. Come on to BROWN'S and we will see that every pile of your tobacco goes to the top. We sell it high every day and do not have a high sale occasionally.

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First Sale Days for November Every = = Monday, Wednesday and Friday.

for him to be willing to work. Good old-fashioned hard licks still count and always will. Yet we have all known men who worked hard and seemed to try hard to get ahead and still remained poor. Good management is necessary as well as hard work. The man who works his muscles to exhaustion and lets his mind idle is not likely to accomplish much.

A whole lot of farmers, too, to speak frankly, make this very mistake. They don't do enough down-right earnest thinking about their work; they imagine that the physical labor of farming is the only kind of which

they are capable. We do not believe this. Thought counts as well as action, and the man who, when he has a hard problem before him, does not put his mind to work on it, just like he puts his body to work when he has a log or a stump to get out of the way of his plow, is only half working. The mind grows by exercise just as the muscles do, and the man who is not willing to think "until his head hurts," to find out what is best for him to do is likely to have an undeveloped and flabby brain.

It is not necessary for the farmer to imagine, however, that he must work out all of his problems for himself. If he waits to do that, most of them will never be solved. The poor man who wishes to get ahead should be a reading man. He should read about his work—in farm papers, in experiment station and national department bulletins, in books on agriculture as he gets able to buy them.

Such reading, if done with judgment, has a direct cash value. It will bring in the dollars.

It is not a safe plan to depend on one crop alone; it does not pay to plant crops in poorly prepared seed-bed; you can get nitrogen for your corn and cotton by the growing of clover and cowpeas, much cheaper than by buying it in a fertilizer.

The man with little capital has these facts at his command. He wants to apply them. A man does not have to have two horses or improved implements to enable him to rotate his crops. They make it easier for him, of course, just as it is easier for him to make a good seed-bed or tend his crops properly with two-horse implements. Yet he can take his one-horse tools and do good work. The man with one horse and one pig needs as much to study how to feed these animals, and needs to care for them just as faithfully, as does the man with a barn full of stock. The horse and pig may mean more to the first man than whole herds and flocks to the other.

So again, it is just as important for the man with a ten-acre crop to buy his fertilizer to advantage as it is for the man with hundreds of acres. And, if he will study the subject, he can find right here a help to getting ahead, just as he will have here a hindrance to his progress if he is guided only by guesswork or force of habit.

So, once more, the man with only a few acres of land can care for that land, and feed and fatten it, and make it profitable to cultivate, just as readily as can the man with thousands of acres, and he needs to do it just as much.

In short, the way for the poor farmer to become a well-to-do farmer is for him to be a good farmer, too. He will not, of course, be able to do everything just as he wishes or to follow the very best methods always. Few people are. He can certainly pay attention to the essentials of good farming, and do what he does well and for a purpose.

Right here let us say that in our opinion, the ambitious man with small capital should buy a home if he possibly can. If he cannot do this, he can rent a place for a term of years. The man who has to move every year or two has a poor chance to get ahead, and, as one of our correspondents says this week, it is cheaper to pay interest than rent. This one definite piece of advice we can give along with the rather

general statement already made: The thing for the poor man to do is to buy a home of his own. If it is only ten acres, it will give something to work on and to put his savings into, as well as standing and credit in the community.

These suggest another thought. Our poor and ambitious farmer should avoid debt as he would the "Old Harry," if that debt be for luxuries or for living expenses. One of the great curses of the South has been the dependence of so many farmers upon a crop yet unmade for their daily subsistence. The man who would get ahead must not get in the habit of eating and wearing out things he has not paid for, and certainly must not mortgage his future for mere pleasures or dissipation.

This warning against debt does not apply, however, to debts of investment. Indeed, we believe in debts of this kind. If a man can buy a piece of land on credit, make enough off of it to pay the interest and something on the land, and can thus furnish himself a home which may be increasing in value all the time, he should certainly do it. Such a debt is a sign of thrift and enterprise, and the opportunity to make such a purchase is open to any man of good

reputation in almost any community in the South.

So, if a horse is needed, or an implement, or anything which will enable him to make enough more money than he could without it to be able to pay for it in a reasonable time, he should buy that thing, and not be afraid of the debt. A debt of this kind is an investment; one of the kind first mentioned is a burden which must be carried and from which no return can be expected.

Finally, let us say that there is, we believe, a chance for any man, however poor, if he has ambition, energy, and a good character, to start in farming, make a decent living and become financially independent. He cannot do this, however, unless he gives attention to saving as well as to earning, and unless he puts brain as well as muscle into his work, and adopts the methods and practices of good farming.

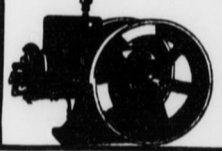
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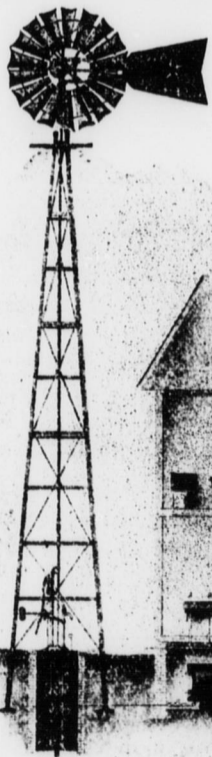
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