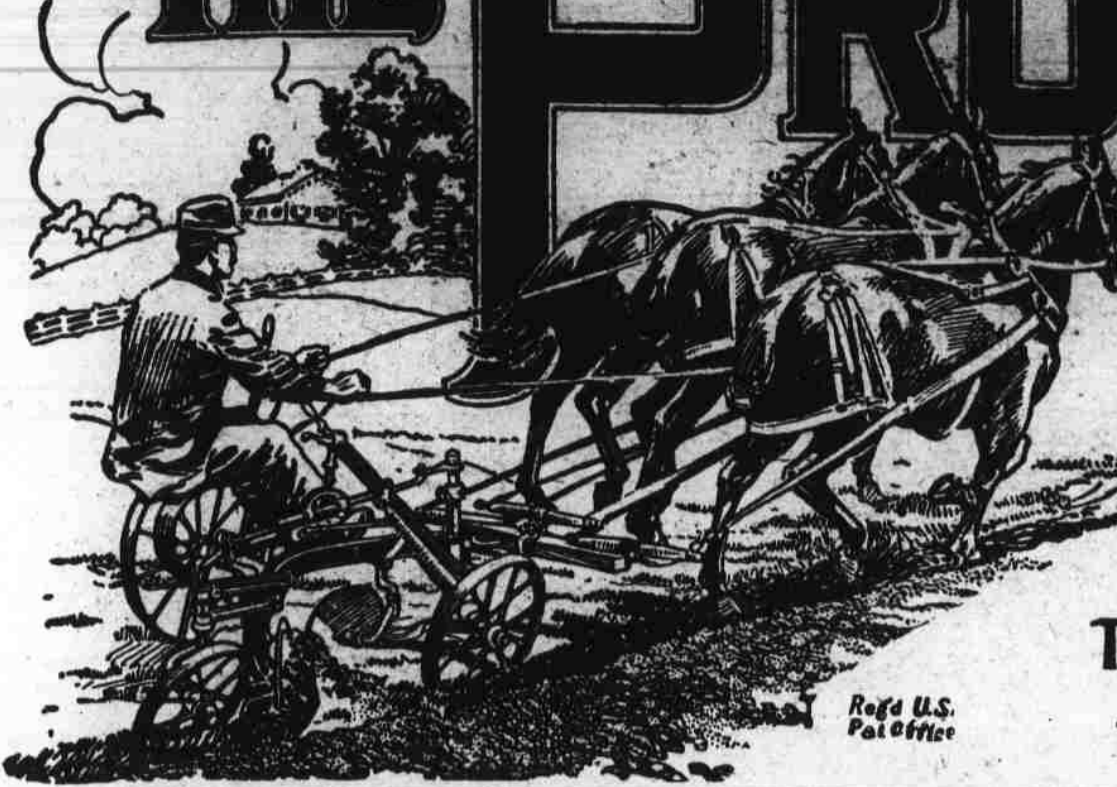


THE PROGRESSIVE FARMER

AND SOUTHERN FARM GAZETTE

A Farm and Home Weekly for
The Carolinas, Virginia, Georgia, and Florida.

FOUNDED 1886, AT RALEIGH, N. C.



Vol. XXXI. No. 37.

SATURDAY, SEPTEMBER 9, 1916.

\$1 a Year; 5c. a Copy

Getting Good Tenants: Four Suggestions for Landowners

ON this page one year ago we discussed "Three Essentials: Good Houses, Longer Leases, Intelligent Tenants." This time we are going to turn this phrase around and talk first about intelligent tenants.

Just as Mr. T. B. Parker said recently that we need to discriminate

needless risks, but you know that in any cases you can safely enough let him have money at 6, 8, or 10 per cent and save him from paying five times as much interest in the form of high prices." And such action will give a worthy tenant new heart in his work and bind him to you as a real partner.



FARM SCENE IN ENGLAND

Our Cousins Across the Water Long Ago Learned That Soil Fertility Is of Primary Importance, and Every Farm Lease Is Made With This Fact in Mind

between good and sorry farm laborers, so we need to discriminate between good, intelligent tenants and sorry, incompetent ones. "Thar's more in the man than thar is in the land," as Sidney Lanier put it. In fact, shiftless, incompetent tenants in ten years' time may reduce your acre yields to fifteen bushels of corn or 150 pounds of lint cotton, whereas intelligent tenants, properly encouraged, might carry the yields beyond a bale per acre on cotton and 50 bushels per acre on corn. Which will you choose?

It's not simply a case of *saying* which you will choose, however. The situation also calls for some *doing*, and here are four things to do. They will help you get and keep the intelligent tenants who will enrich your land and you instead of the shiftless, incompetent tenants who may actually injure your land \$2 worth for every \$1 they pay you in rent.

First of all, aim at longer leases. Get a renter you know and can trust and rent to him for three, five, or ten years instead of one. Wouldn't you take a keener interest in enriching and beautifying the place under such conditions? Very well; so will your renter.

Second, help your tenant about getting supplies. We don't suggest that you take

Third, beautify the tenant house. Our renters deserve better houses; and dissatisfaction of wives and children at this point has driven from the farms thousands of the best class of intelligent, industrious, white families. The house needn't be large or expensive, but it can be painted or at least whitewashed, the roof kept in good condition, and

the yard glorified with trees, vines, and flowers. Two or three grapevines, a pecan, a crape myrtle, and some fruit trees planted this fall may pay for themselves ten times over in the next ten years.

Finally, take an interest in your tenant's social life. A little friendly human interest here will be appreciated more than money. If you have a number of white tenants in your neighborhood, try to get other white tenants so as to get a more satisfactory community life. Letters from renters in this issue show how much concerned they are about this matter. And then get the renter into your Farmer's Union, get the renter's family interested in some church, and encourage the children to go to school.

Good tenants mean good farms; poor tenants mean poor farms. Take the steps that are needed to get the right sort on your place.

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