

NEXT WEEK—REFERENCE SPECIAL

THE PROGRESSIVE FARMER

AND SOUTHERN FARM GAZETTE

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A MESSAGE TO THE ONE-HORSE FARMER

A READER asks: "What chance has the one-horse farmer in these days of improved machinery requiring two, three and even four horses for its operation? Isn't he an economic misfit, without any real place in our modern day farming system?"

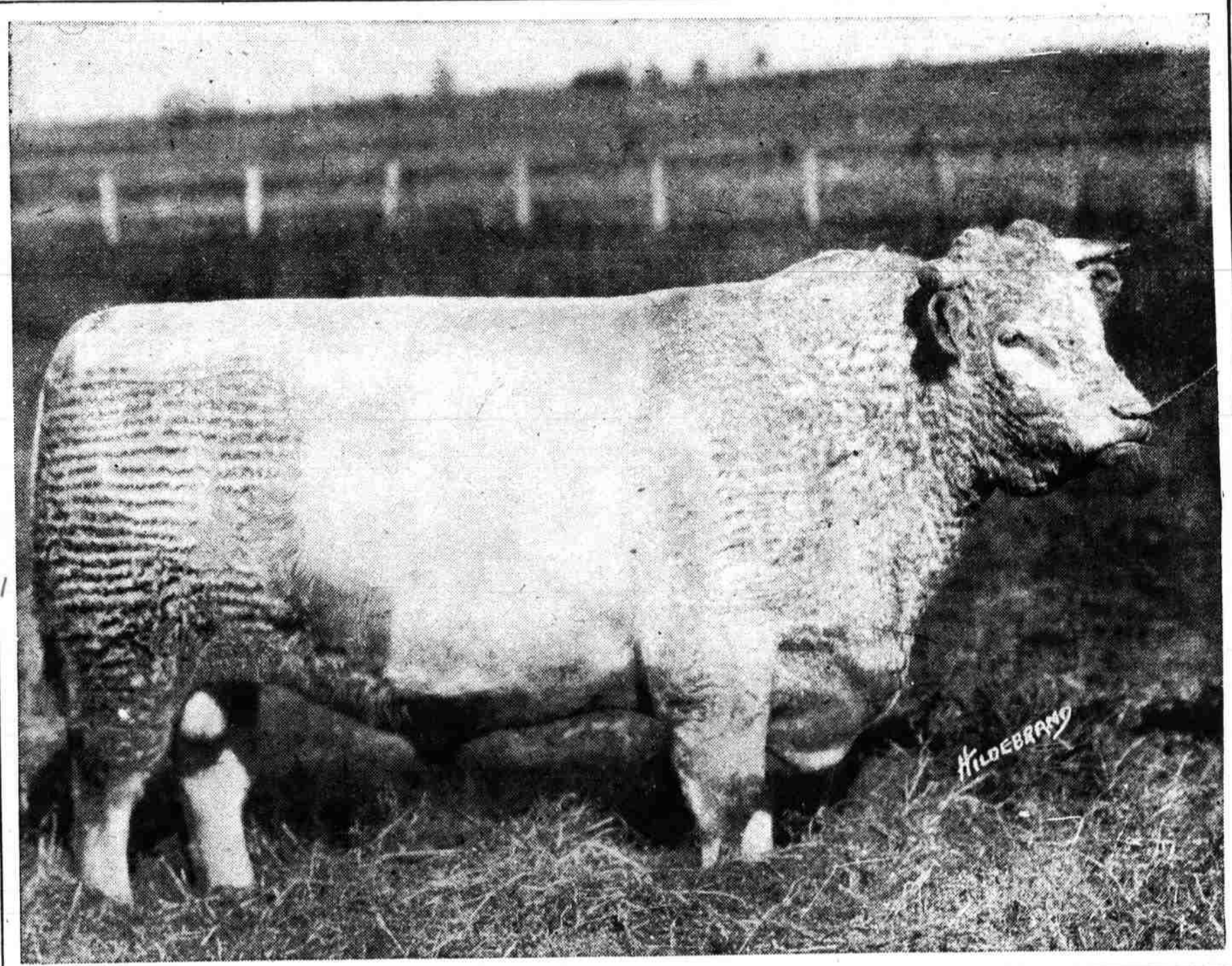
Our reply is that, while the two, three and even four-horse farm can be operated more efficiently and economically than the one-horse farm, it by no means follows that the one-horse farmer hasn't a "chance." In one of the states of the central South we know a farmer who, thirty years ago, possessed one gray mare, plus an ambition that was backed by plenty of dogged grit. Today this man is worth three hundred thousand dollars, all of it won from the soil. Numbered among the acquaintances of most of us are farmers who, beginning with practically nothing, are now independent, in so far as this world's goods are concerned.

Nor is it true that opportunities do not exist today as they existed a generation ago. Opportunities have existed in all times for all men, but the men of pluck and imagination, of grit and determination, have been the men to see them and use them.

And nowhere in America do we believe there are greater farming opportunities than exist right here in the South today. Land is cheap, and we have a climate that especially favors maximum crop production. These opportunities exist for the small farmer as well as the large, and for the tenant farmer as well. But opportunities mean nothing unless we seize upon and use them. How shall the one-horse farmer go about it?

1. *Thrift and economy* must be his watchwords. Unless a man has *the power to save*, he is without the first essential element that makes for material success. And he must save intelligently, not blindly; his thrift must be aimed at increased production and increased efficiency.

2. *He must be a soil-builder*, not a soil-waster. The farmer who does not look care-



CHAMPION SHORTHORN BULL, OWNED BY LESPEDEZA FARMS, HICKORY VALLEY, TENN.

fully and continually to his soil fertility is going to be a failure, whether he works one horse or one hundred. In truth, the one-horse farmer on rich land has, other things being equal, a far better opportunity to make net profits than the large farmer on poor lands.

3. *Absolute business integrity is essential.* In getting on in the world, few men are safe in relying entirely on themselves. Credit and confidence, an established character for honesty and square dealing—without these no man may travel far on the road to material success.

For the one-horse farmer who combines thrift with hard work, intelligently done, and builds at the same time a reputation for meeting squarely every obligation, there is indeed a great opportunity. The way may at times appear long and hard, but the road to success in any field of human effort is nearly always so.

Yes, the one-horse farmer with push, pluck and perseverance indeed has a chance, and a good one.

DON'T FAIL TO READ—

	Page
Errors to Avoid in Home-mixing Fertilizers	5
Will Potash Pay on Cotton in the Coastal Plain Sections?	6
"Resting Land"	7
Phosphorus: Sources, and Forms in Which Used	8
Water and Its Relation to Crop Growing	10
Florida Livestock Association Meeting	11
Advantages of Winter Dairying	12
Submarine Warfare and Prices of Farm Products	14
Ten Things to Do This Week and Next	14
A Success Talk for Boys	15
A Variety of Comment	15
Suggestions for a St. Valentine's Party	16