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## Mr. Farmer, Stop Running Your Brain With One-Horse Power.

The plain truth is that, not even excepting the need of diversified crops and more attention to general stock raising the main reason why we are making only \$353 worth of salable products on each farm in this State as compared with \$1,152 worth on each Iowa farm is that down here the farmer works his brain with one-horse-power while in Iowa we find farming done by two, three, and even four horse-power brains.

What I mean is illustrated by the simple fact that if one man with a two-horse cultivator can cultivate two rows at a time, while with one-horse plows it would require two men and two horses, then it is plain that the one-horse man is operating his brain with one-horse power, the cultivator man with two-horse power.

I traveled out West last summer, and my friend Mr. C. C. Moore, of the Cotton Association, traveled all over the Southern States. Mr. Moore says that in a fourteen-day trip in the States between North Carolina and the Mississippi River he saw only three two-horse cultivators at work, while on the other hand, in the Middle West through which I traveled last summer, one of our favorite one-horse plows for land-breaking would be as much an object of curiosity as your grandfather's sickle for cutting wheat. I was in Iowa and needed little more to explain why they are making three times as much per farm as we make, when I was told that by actual statistics, with one-half the number of farm laborers we have, they work five times the number of horses. Down here where the farmer multiplies his brain by only one-horse power, he uses an eight-foot harrow and one horse; in Iowa, where the farmer works his brain with from two to four horse-power, he uses a twenty-foot harrow with three horses drawing it. In other words, he multiplies his own strength by that of three horses and does two and one-half times the work of the Southern farmer, this explaining in a large measure why



There is no possible improvement of any kind in Southern farming that The Progressive Farmer is more anxious to bring about than the use of more two-horse plows and cultivators, and more tools and machinery of all kinds—to stop running our brains with one-horse power, while Northern and Western farmers run theirs with two, three, or four-horse power. We want to see our farmers stop doing work (or running themselves to death to get hired men to do work) that sufficient mules and good tools and machinery can do, and would do, at half the cost that human labor can do it. This is just about the biggest reason why Southern farmer—in spite of having the immense advantage we have in our monopoly of the world's cotton crop—is poorer than the Western farmer—a fact which our Associate Editor Scherer hammers home on page 2, Prof. Massey on page 3, and which Dr. Knapp proves by unquestioned statistics on page 11.

he makes over two and one-half times as much salable produce.

A friend was telling me only this

week of seeing one of our big planters hauling fertilizer in six one-horse carts with six men, when two men

with one four-horse wagon would have done the work better.

Mr. A. L. French, in a striking article recently showed that on many of our big cotton plantations land is being plowed by the one-horse system at a cost of two dollars per acre, when the cost might be steadily reduced by increasing the number of horses until, with the gang plow system, the expense would be only seventy-five cents per acre.

Dr. Tait Butler told me only yesterday of seeing six one-horse plows at work one one of our largest farms, and said that this farmer had exactly three times as much labor as he needed.

And Dr. Butler agreed with me that the biggest problem in bringing Western profits to Southern farmers is to bring our farmers to do their executive work, their brain work, with two or four horse-power instead of one-horse power.

We may be just as capable as the Iowa farmer, but we are not using our capabilities—just as you may be as strong as I am, but if you use a frow in trying to cut wood and I use a sharp axe, there is no question as to which will have the biggest woodpile. We may have just as much brains as our Western brother, but if he runs his by three-horse power and we run ours by one-horse power—well, we shall find that our being too slow here meets the same punishment such slowness usually does in the West:

"He had sand in his craw,  
But was slow on the draw,—  
So they buried him under the daisies."

I repeat—and I would emphasize it above anything else in this address—what we need in the South most of all, is to get every farmer, who can do so, to stop running his brains with one-horse power, and substitute two, three and even four-horse power.—Extract from an address by Editor Clarence H. Poe, of The Progressive Farmer, before Sampson County Cotton Growers' Association.

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