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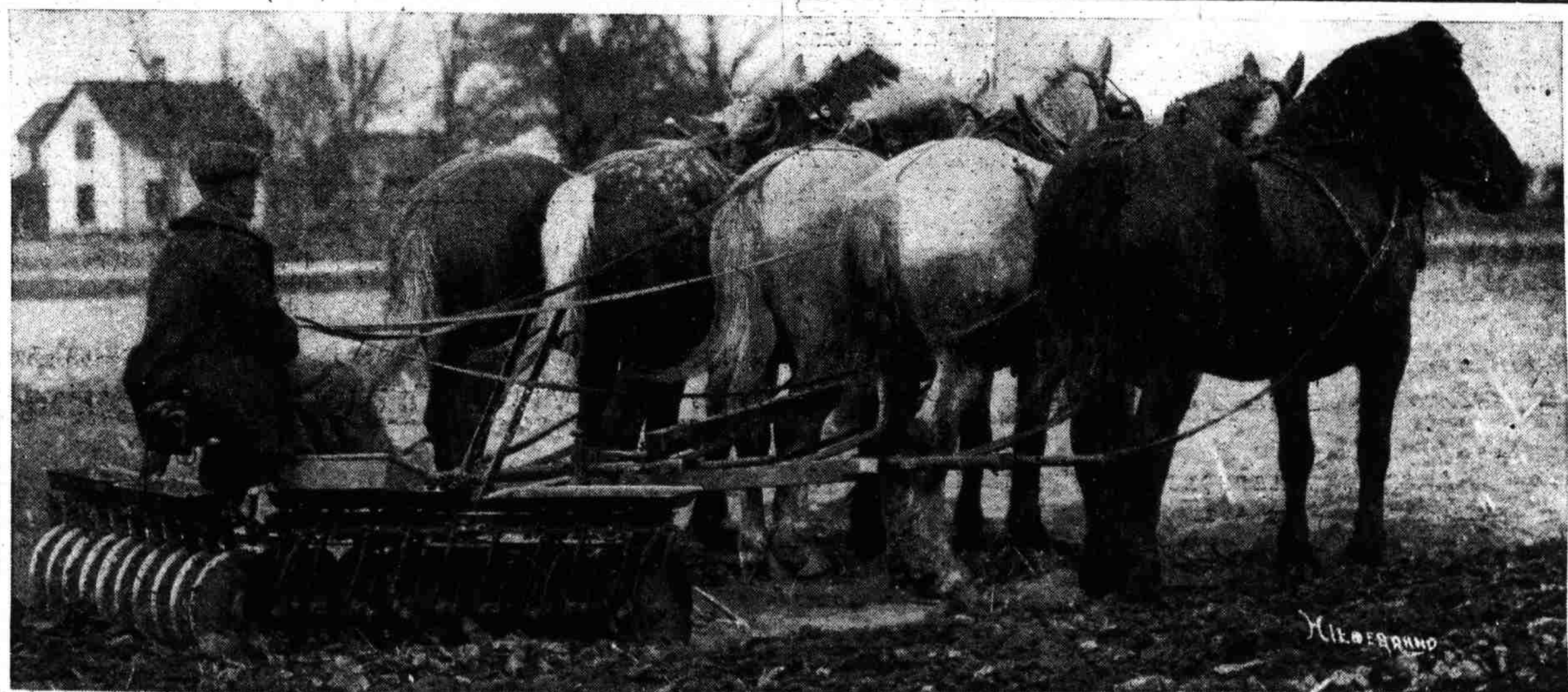
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Bigger Yields Per Acre Our Biggest Farm Management Problem

FARMING is a business, and as such must, no less than any other business, look closely to the matter of profit and loss. The margin between cost of production and the selling price of our products must be kept wide enough to insure an adequate return for our

gotten economically—that is, that while we are increasing yields we are lowering production costs per pound or per bushel.

Doing this is a farm management problem that calls for our best thought and effort—a problem, indeed, requiring as much study and



EFFICIENT POWER IS AN INDISPENSABLE FACTOR IN SUCCESSFUL FARM MANAGEMENT

effort. If this is not done, then our business will be losing money, and failure will be straight ahead.

In a farm management survey made in Sumter County, Georgia, the United States Department of Agriculture found that on farms averaging less than one-half bale of cotton per acre the net profits, after allowing fair wages for labor, were practically nothing. On the other hand, on a group of farms averaging between one-half and two-thirds of a bale per acre, the average net profits rose to a very fair figure, while on those farms averaging over two-thirds of a bale per acre, the average net profits were excellent.

These facts serve to emphasize anew a point to which we have long called attention, namely, that our average yields are too low, and that the very first step toward making our farming operations more profitable is to raise them. The sooner we grasp this fundamental truth and act upon it, the sooner will the South come into its own agriculturally.

But in doing this, in raising our cotton yields to two-thirds, three-fourths and even a bale per acre and our corn and oat yields to 30 and 40 bushels per acre, it is vitally important that these increases be

keen and accurate thinking as the law, medicine, banking, or any other calling or profession.

The key to its solution lies in a rich soil. If our lands are not rich we must make them so. "A legume on every acre every year" must become the watchword; every possible pound of farm manure must be

saved and put on the land; all straw, litter and other refuse must go back to the soil; and commercial fertilizers must be used liberally to supplement all these. Finally, scientific soil conservation must be practiced, that none of our soil fertility may be wasted by washing and leaching.

At present prices, the difference between 15 bushels of corn per acre and 30 bushels is a matter of some \$30; the difference between a half bale of cotton and a bale, some \$50 or \$60. Multiply these differences by the number of acres in the average farm, and we have the difference between poverty and prosperity; multiply them by the acres in all the South, and we have the difference between a poor country and one of the most prosperous countries under the sun. Is not the lesson plain?

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