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TWO WAYS TO SAVE MONEY ON FERTILIZERS

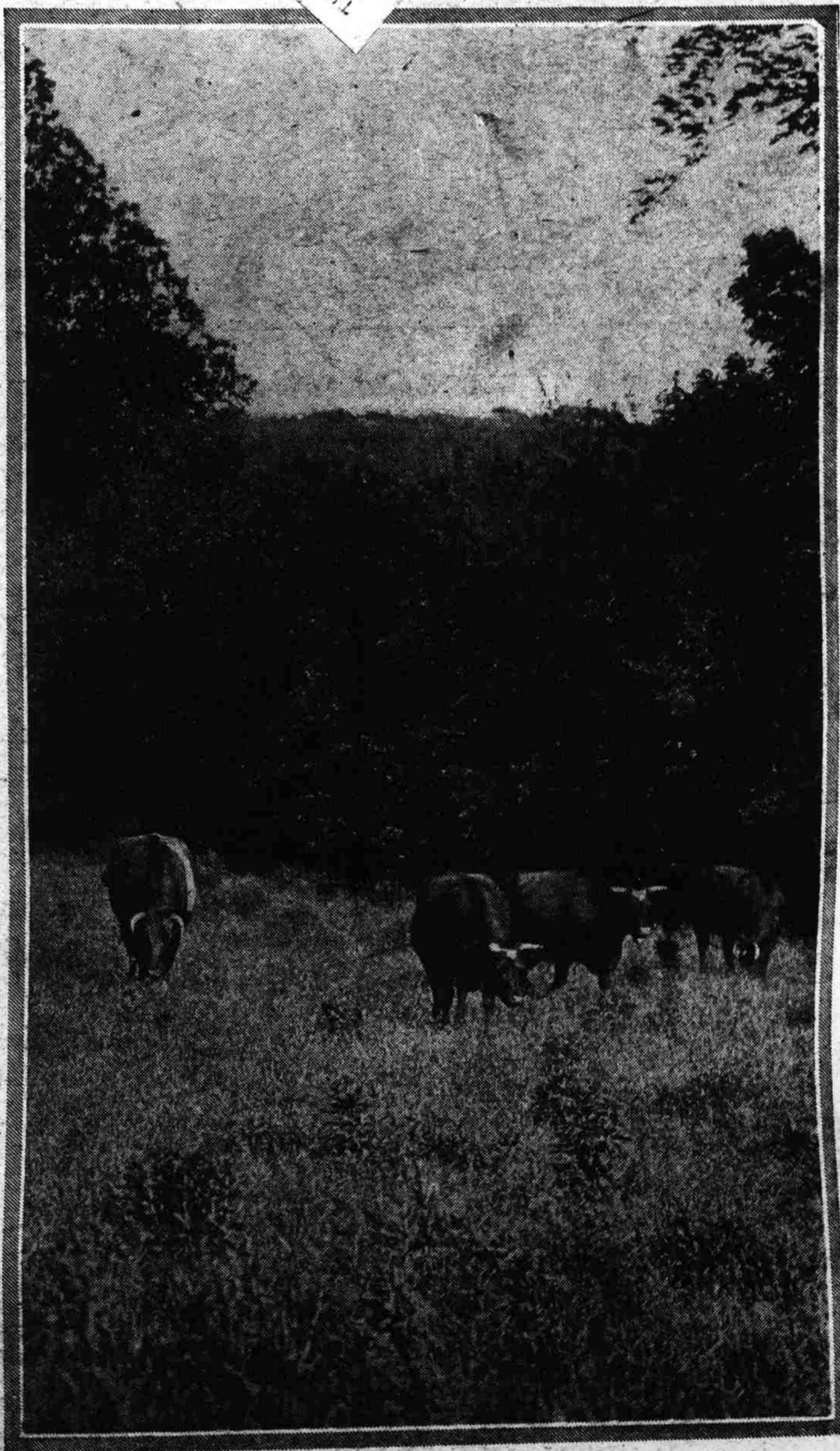
ROUGHLY, the South annually uses three to four million tons of commercial fertilizers, worth at present prices \$120,000,000 to \$160,000,000. On each ton of material used, we believe a saving of an average of \$10 is possible (1) through study of our soil and crop needs, so that we may give them what is actually required; and (2) carlot, cash buying, so as to get the advantage of wholesale prices and eliminate high time prices and exorbitant interest rates.

The first of these means of saving in the use of fertilizers involves the question of home-mixing. Too long the Southern farmer has been sold 10-2-2's, 8-4-4's and other more or less meaningless formulas, when he should have been thinking in terms of pounds of plant foods—nitrogen, phosphoric acid and potash. We hold that in three cases out of four the average factory mixture is a misfit for the soil or the crop getting it; for no manufacturer can possibly know the needs of the various soil types of varying degrees of fertility occurring in his territory. It is true the farmer himself may not know what his soils and crops need, but if he is the student of his business that he should be he will soon learn. Doing so is by no means difficult.

When the farmer knows what his soils and crops need, he can by home-mixing supply these requirements at a cost very materially under that of the hit-or-miss factory mixture. This matter of saving money by home-mixing is discussed in detail on page 6 of this issue, and the attention of every reader of *The Progressive Farmer* who uses fertilizers is earnestly invited to this article.

The second means by which we may effect material savings in the purchase and use of fertilizers is by buying for cash and in carlots. As an illustration, acid phosphate in small lots, fall payment, is now selling for around \$30 a ton; but by buying for cash in carlots, the same material may be had for about \$24.50 a ton. Nitrate of soda in carlots, delivered, is now quoted at \$72 to \$74 a ton, but in small lots we expect to see it sell for \$90 to \$100 a ton. If the individual farmer does not use enough fertilizers to buy in carlots, here is a fine chance for some profitable neighborhood co-operation.

It should not be inferred that we do not believe in commercial fertilizers. Rightly used, they are of great value in economically increasing yields. The point we would make is this: Be sure that for every dollar spent for fertilizers the greatest possible return is obtained. In doing this, fitting fertilizers to our soil and crop needs and carlot purchases for cash should have the consideration of every fertilizer-using farmer.



GOOD BEEF CATTLE ON GOOD GRASS