

A SUGGESTED PLAN  
" "  
FOR  
COOPERATIVE ORGANIZATION WORK  
AMONG  
FARM BOYS AND GIRLS

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A Minor Thesis for the Master of Science  
Degree in Agricultural Education

By

Fenner  
F. X. Credle  
" "

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For the Degree  
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FENNER X. CREDLE

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Approved:

Head, Dept. of Agr. Education

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## ACKNOWLEDGEMENT

The writer has received valuable suggestions and criticisms in preparing this thesis from Professor Dabney S. Lancaster, head of the Department of Agricultural Education, Virginia Agricultural and Mechanical College and Polytechnic Institute; and has carefully studied the work of the Junior Farm Center as outlined by various instructors in vocational agriculture in the State of California, receiving valuable suggestions therefrom; various bulletins have also been gleaned for suggestions.

For the assistance thus rendered by various persons and agencies the writer wishes to express his grateful appreciation.

A SUGGESTED PLAN FOR COOPERATIVE ORGANIZATION WORK  
AMONG FARM BOYS AND GIRLS

There exists in Virginia an excellent field for setting up and using effectively cooperative organizations among farmers. In the central and western parts of the State tillers of the soil have opened their eyes in amazement at the extraordinary progress that is being made by farmers of the Eastern Shore of Virginia and Maryland, where nearly 100 percent of the farm products in that section is being sold through cooperative organizations. The efforts of the farmers in this locality in operating the Eastern Shore Produce Exchange, which markets the bulk of produce and truck crops, have been richly rewarded. In addition to providing themselves with comfortable homes, productive farms, incomes far above that of the average farmer of the State, a fine cooperative spirit and congenial social life has been built up; social community meetings are common, automobiles are seen and owned throughout the neighborhood; and what is still more striking is the fact that the land values of this section have risen from \$30, \$50 and \$100 to \$300 and \$500 per acre! This very fact has set "wheels a turning" in the brain of the central and western-state farmers. While land values throughout the State rose during the period of the World War, the farmers of the central and western parts of the Old Dominion have not known - on the whole - such unusual permanent increases as stand out before them in the Eastern Shore section. In fact the price of most

of the farm land of the State has receded to the pre-war valuation, while that of the Eastern Shore, under the protecting influence of the Eastern Shore Produce Exchange, continues at the extraordinary high valuation of \$300 to \$500 per acre.

Seeing the various and unusual advantages accruing from cooperative buying and selling efforts of the Eastern Shore farmers, the producers of farm products all over the State are ready to cooperate in every way that will aid them in the present economic readjustment which is sweeping the entire country. "The field is white unto harvest" and now is the time to establish cooperative organizations throughout the State.

While this is undoubtedly true, ineffecting cooperative organizations certain fundamental principles should be understood and closely adhered to. Some of these principles were enumerated in the preceding thesis, "Cooperative Livestock Marketing in Virginia," but others, with some repetition, should be briefly stated here. Cooperative organizations, when properly functioning, can (1) assist in standardizing farm products for marketing, and it is upon this standardization that any plan for extensive farm credits must eventually be built; (2) assist in improving, grading, and packing methods; (3) gather, disseminate, and use market information; (4) materially aid in establishing standard prices for products of known grade and quality; (5) develop and use old markets and find new markets; (6) effect enormous savings for the producers of farm products, both in selling and buying operations; (7) create a better system of advertising the products

of the farm; (8) help in improving marketing services and in financing farmers' marketing efforts.

These organizations should be built upon the following principles:

1. Before organizing a thorough canvass of the community or locality should be initiated, to determine the necessity for an organization. It has been wisely said that "necessity is the mother of invention". The principle brought out in this quotation should be the first consideration in the plans of those who are to establish a cooperative association. Without necessity, and without the people, of whom the organization is to be built, realize this necessity, it is futile to begin to organize.

2. The first point assumes the second which is: A sufficient volume of business must pass through the organization to permit of able management, ample insurance and a general protection for the component members.

3. The membership of the organization should be constituted, and the organization charter so arranged that loyalty to the organization is made inevitable. There should be no "slackers" in the ranks and this should be thoroughly understood first, last and always. This assumes incorporation of the organization and the drawing of contracts between the organization and its membership in such a way as to give both the organization and its contracts enforceable, legal standing. Disloyalty has undermined more than one cooperative organization and it will continue to bring ruin wherever it is found and countenanced. Before any organization of

this nature is attempted, an interest in it should be thoroughly aroused, by holding special meetings and by personal canvassing. The whole proposition should be discussed clearly, frankly and thoroughly. This is primary and fundamental. The need for the organization should be presented in the strongest terms and the possibilities of its achievement ought to be forcefully brought out, but to claim impossible results for its operation is to the organization what a huge dose of strychnine is when swallowed by a dog. It may run for a while, but will finally go down. The prospective member should be made to feel that without the completest loyalty to the organization it is doomed to failure, and that with this element present the victory is more than half won.

4. The principle - and practice - of democratic representation is essential for best and lasting results. A democratic organization must be maintained, regardless of who furnishes the capital. Every member must feel that he has a direct voice in the management of his association. In large organizations this must be done through one or more representatives, but every safeguard should be used to avoid any possible feeling that an undue voice in the management of the organization is lodged with any special interest, or group of special interests. The one-man-one-vote plan is an excellent one to adhere to in such matters as direction and management of the association's affairs.

5. In the next place the principle of distributing all profits, or benefits of whatever nature or form they may take, among the membership on a strictly patronage basis, <sup>is essential.</sup> This is a

principle worth serious consideration and deserves widespread knowledge in organization work. It is true, nevertheless, that those who furnish the capital for operation should be paid for its use, but this payment should be limited to a liberal interest rate. Furthermore, all members should know what this rate of interest is and should be convinced that it is a fair and just compensation for service rendered.

6. Inefficiency is expensive at any price, and it matters not whether a man is a shoe cobbler or the president of the United States, this principle holds true equally in both instances. There is nothing that is calculated to undermine the interest and enthusiasm of a loyal organization membership more surely than loss through inefficient management. On the other hand there is scarcely any one factor more calculated to add cement, solidarity and permanence to an organization than efficient management of the affairs and business of the membership. The qualifications of a manager, which are important and many, are enumerated in the preceding thesis, therefore need not be enumerated here. Nevertheless, be sure that the manager of the association is a real, honest-to-goodness, wide-awake, straightforward man! It is not good business judgment to withhold liberal payment for the services of a real manager.

7. One important principle remains for brief mention: It is the all-important factor, publicity. The statement is ventured that if the farmers of Virginia had been informed monthly and yearly of the successful operation of the Eastern Shore Produce



Exchange during its twenty odd years of operation, every one of them possessing sound business judgment and a normal ambition to do things in the best way, would long ago have been organized on a substantial basis to sell their products, and to buy all necessities. The trouble is lodged in the fact that the producers of the State have not known what has been going on at Eastern Shore! Publicity of the right kind would have enlightenen them, which in turn would have produced very happy results. Is it any wonder that the babe knows not the words uttered to it, having never heard them before? Likewise is it to be marvelled at if the infant does not walk or even crawl, having neither the strength nor the knowledge necessary to the performance of such a function? Give the knowledge necessary for the proper functioning of cooperative effort to the Virginia farmer, show him the results to be expected from such effort, give strength to the sinues of his will by proclaiming convincingly the marvelous success of cooperative effort in the Middle West, in California, Washington, Oregon, and in the eastern part of his own State, and he will enter the cooperative arena and become the economically free man that he should be.

Once the cooperative machinery has begun to function, every member should be fully informed as to the essential points involved in the handling and marketing of his product. Full statements of the condition of his business and careful audits of all accounts should be made readily available to all members. The nature and essence of the general conditions of supply and demand based on reliable data, should be brought to the growers' attention so that

unfavorable returns from time to time may not come as an unexpected surprise, and so that he may know how much of a particular product to produce for market. Some think that it is sufficient if the business transactions of a cooperative organization are such as will stand public inspection, but those of long service in this work are convinced that all transactions must be brought to the attention of, and be open for inspection by, the membership, if suspicion and dissensions are to be avoided.

The recent cooperative movement in Virginia is in harmony with the above principles. It consists of Cooperative Livestock Marketing Associations; Livestock Improvement Associations; Virginia Cooperative Sheep and Wool Growers' Association; Pure Bred Livestock Associations, such as the Virginia Shorthorn Breeders' Associations, the Virginia Aberdeen-Angus Breeders' Associations; the Hereford Breeders' Association, the Virginia Poland China Breeders' Association, the Duroc Jersey Breeders' Associations, the Virginia Berkshire Breeders' Association, the Virginia Holstein-Friesian Clubs, and Associations, the Jersey Cattle Clubs and Associations; the Cooperative Dairy, Creamery and Cheese Associations; various Poultry Breeders' Associations; the Cooperative Peanut Growers' Association, the Cooperative Tobacco Growers' Association; and various Produce Exchanges.

The possibilities for development and achievement in cooperative effort in Virginia will be gauged, in all likelihood, by the earnestness with which present associations work toward successful operation, the speed with which the state cooperative leaders act in the present emergency, the soundness of the working

principles which hold the associations together, and upon which they are built, and the kind and extent of publicity given to successful associations. Unless there is established some publicity agency charged with the responsibility of making known outstanding examples of successful cooperative effort to the farmers throughout the State and especially to those organizations which are in need of encouragement, it is not likely that the greatest growth or success over large areas of the State will materialize as rapidly as conditions at present might indicate.

This all important function should be carried on by Virginia farmers through such fostering agencies as the Farm Bureau and the Farmers' Union. These organizations, and others formed for similar purposes, have been instrumental, since the recent cloud of economic depression has overshadowed the farmers throughout the length and breadth of the entire country, in aiding producers to solve their difficulties. They have pointed out the economic necessity for farmers to cooperate in buying the necessities of life, and to merchandise their products through cooperative organizations. They further pointed out to the farmer that all other great industries of the country are organized in all the essential things for self-protection and for profit. Going a step further, they have built the trunk lines of farmer organization work upon which producers may safely travel back again to prosperity.

If history repeats itself, and the assumption is that it will, the economic necessity which brought, and is bringing, so many cooperative farm organizations into being, will, in its direst form,

soon pass away. This will come to pass chiefly by two agencies, namely: (1) efficient functioning of present cooperative selling and buying organizations; and (2) the effective operation of extensive credit agencies adapted to rural credit needs.

Of the first agency there is sufficient evidence among Virginia cooperatives to justify the prediction based upon it. Already the Eastern Shore Produce Exchange is alleviating the economic burden recently placed upon farmers of the adjoining territory. Further evidence is found in the successful operation of the Southwest Virginia Produce Exchange and numerous Livestock Marketing Associations throughout the western part of the State. As for the second agency, recently the Comptroller of the Currency, after having made an extensive tour through the agricultural areas of the United States, for the purpose of studying the financial needs of the farmers, announced from Washington that a special form of credit should be immediately set up to meet adequately the needs of farmers. He pointed out the fact that existing credit machinery is not suited to taking care of the farmers' needs for credit, and that a special form of long time credit should and eventually would be set up to meet the producers' needs.

Granted that the present urgent need for economic assistance from cooperative marketing and other agencies may soon pass, then to a people untrained in cooperative buying and selling methods may come a subsided interest for the very means of present relief - the cooperatives - in direct ratio with the passing of the present period of greatest need. In other words it seems reasonable to

assume that when the present economic stress has been alleviated by the aid of favorable credit systems, cooperative methods and other contributing agencies, the farmers are likely to lose sight of the benefit to be derived from cooperative organizations composed of producers. If this shall be true, it, in all probability, will not result so much from forgetting the good resulting from cooperative endeavor, as from the fact that Virginia farmers as a whole have not worked cooperatively long enough to have had the principles thereof become part and parcel of their every day thought and yearly course of farm procedure. Therefore, it is ventured that to maintain the present cooperatives, machinery for educating Virginia farmers-to-be should be set up and run relentlessly until cooperative principles shall be thoroughly grounded in our young men and women on the farm. A plan for such training is suggested in the following pages.

A Plan for Effective Training in Cooperative  
Organization Methods

This training should be undertaken and carried on by two agencies, (a) by a course of instruction outlined and given by the High School Agricultural Instructor; (b) by cooperative organization work entered upon and conducted by Smith-Hughes High School pupils (carrying projects), in conjunction with other boys and girls in the community doing farm work who wish to join the organization.

Discussing the first agency, it seems reasonable to assume that pupils taking vocational agriculture should form a logical nucleus for making a careful study of cooperative principles. It should be their duty, however, to interest as many farm boys as

possible, whether taking the agricultural course or not, in this study and as many as can be interested should be lined up for this course of instruction. Of course the success of the work will hinge more or less upon the agricultural instructor. He should plan the course of instruction very carefully and should create as much interest in it as he possibly can. If he becomes really enthusiastic for the work, his enthusiasm will spread to his pupils and will carry on, no doubt, from them to other farm boys and girls in the community.

No detailed outline for such a course is attempted here. The plan of procedure will be governed by local conditions, which vary widely in different parts of Virginia. However, two or three points of general application are suggested:

1. Existing cooperative organizations in Virginia (and in other states, such as California, if it is deemed necessary) that have been successful financially or educationally, should be studied carefully. At least two big deductions should grow out of such a study; (a) what cooperative effort has done for such a locality financially; (b) what cooperative effort has done for such a locality educationally. There are many other important considerations which inevitably will be stressed, such as advertisement for the locality; the drawing of progressive citizens from other localities for settlement; general uplift and prosperity resulting therefrom, etc. A list of the names and addresses of such cooperative organizations in Virginia can be secured from the Virginia Division of Markets, Richmond, Va., by writing the Director and asking for the list of Cooperative Agricultural Business Organizations in Virginia, of which there are more than one hundred at present.

2. After the pupils have studied the working principles of these organizations, and have had their interest aroused by noting the accomplishments of organized effort, a careful study should be made of cooperation and marketing as outlined in Warren's "Farm Management", Clarence Poe's "How Farmers Cooperate and Double Profits", and other current literature suited to the purpose. It would seem to be wise to conduct such a study in both class room work and in special group studies. Where it is possible to have all who are interested in such a study come to the class room during regular recitation periods, this should be done, because then both the teacher and the pupil are in their natural place for instruction and study, surrounded by books, periodicals, and such literature as may have been accumulated for the purpose. The instructor has blackboard and chalk for illustrating and assisting pupils in various ways. This method would have the further advantage of interesting young men not in school, so that through this work as a medium they might be led back to school work. Nevertheless, if there should be those in the locality who are interested in studying cooperative principles and methods under the direction of the agricultural instructor, but cannot go to the school room for instruction, then groups for directed study and instruction should be organized wherever the need called for it and the work should be carried on in the best way possible.

The agricultural instructor should not hesitate to call upon individuals prepared to aid him if conditions warrant it. Furthermore, a great deal can often be accomplished by calling in the head of such organizations as the Farm Bureau, Farmers' Union, Cooperative

Shipping and Selling organizations, and the county agents for lectures, or narratives of successful experience in cooperative work.

3. Following this study a careful survey of the locality should be made to determine the possibilities for local cooperative organization work. If possibilities for a certain type of cooperative work are good from the beginning of this study, then this point should be stressed heavily so that at the proper moment an organization can readily be set up and put at some task which needs to be done.

Either in conjunction with the above outline of instruction, or after its completion, the second agency should be established and used for training purposes, which follows in general outline:

1. Local junior cooperative organizations should be formed, composed of, (1) high school boys and girls taking vocational agriculture; (2) boys and girls doing farm work who are not taking vocational agriculture, but who are interested in cooperative organization work.

2. These young peoples' organizations should take membership in local farmers' cooperative associations, such as cooperative livestock marketing associations, cooperative breeding associations, cooperative tobacco growers' associations, cooperative produce exchanges, etc. This, in case such senior associations will permit, can be done in at least two ways: (1) each member of the junior organization might take membership in the senior association (with possible modifications) in the same manner as a regular farmer becomes a member thereof, or (2) the entire junior organization might vote



to take membership in the senior association through its manager or president, in the same manner as a farmer becomes a regular member thereof, and transact all business of the junior organization which is to be handled by the senior association, through their manager or president whom they have instructed to take membership in the senior association.

3. The activities of such a junior cooperative organization should be as varied as the local needs might indicate. For instance, pupils of vocational agriculture who are members, in all probability would have farm products for sale resulting from their project work. In such case the junior organization should collect, grade, pack, or package, etc., such products under proper supervision or direction from the senior association, and should turn these products over to the senior association for sale. In this way the essentials of cooperative marketing would be driven home by actual experience.

In other cases there might be a need for educational or inspirational talks, in which case the junior organization should secure some person<sup>of</sup> suitable ability and qualifications to address the members; or there might be a need for an educational exhibit, say of farm products which would take the nature of a community day, where an organized program would be required, including farm exhibits, field meet, etc. This would mean that the organization should set itself in earnest to organize, train, advertise, and do definite organization work on a large scale for the success of such an occasion. Here would come in the needed cooperation of the parents, the agricultural instructor, the county agent, and various others who could

contribute to the success of the organization.

A paragraph quoted from a letter dated April 27, 1922, from Charles J. Booth, Ontario, California, will indicate what is being done in that state by junior organizations along this line:

"At the present moment the junior organization is planning a fair to be held on the 19th and 20th of May. Already more than 100 individual entries have been made and in addition to this the different classes in the high school will be represented. For example, there will be an exhibit by the class in pomology; another by the class in bee husbandry; a third by the horticultural class. The boys have undertaken a large task and are carrying out the details of preparation with a very fine spirit and with a regard for organization that will stand them very much in hand in later life."

Further, there are annual judging teams requested at Richmond each year in the preparation of which local organizations should be able to help in creating keen competitive spirit and in various other ways. By such operations the agricultural instructor would be able to produce not only better judging teams, but would be able to interest and influence practically every home furnishing a member to the junior organization.

Other worthy undertakings which the organization might undertake where local conditions indicate the need, are:

1. Backing club work, such as pig clubs, poultry clubs, and calf clubs.
2. Financing and promoting club exhibits.
3. Promoting debating and athletic contests.
4. Entering into any worthy community enterprise for either community or agricultural betterment.

Following is a simple outline suggestive of what a junior organization should adopt as by-laws:

By-Laws of the Blacksburg Junior-Farmers'

Cooperative Organization

Preamble:

In order to promote active interest in cooperative methods among farmers of this vicinity, to become individually familiar with cooperative buying and selling methods, and to aid in the uplift of the social and economic interests of agricultural producers in Montgomery County, we, the undersigned hereby form a permanent organization under the following by-laws:

Article I - Name and Location

The name of this organization shall be the Blacksburg Junior-Farmers' Cooperative Association (only suggestive). The headquarters of this organization shall be at the place for instruction of pupils in vocational agriculture in the Blacksburg High School.

Article II - Object

The object of this organization shall be the promotion of cooperative methods in the interest of agriculture, community betterment, and the improvement of each member along the lines of cooperative effort by studying texts, bulletins, books, and periodicals treating of cooperative principles and by actual participation in various cooperative activities.

Article III - Membership

1. Any person residing in this locality or county engaged directly or indirectly in agricultural production, who is not old enough to become bonafide members of senior farmers' organizations, or who is under the age of twenty-one years, may become a member of this organization by agreeing to these by-laws and by paying the regular initiation fee of \$1.00 (or such amount as may be deemed necessary).

2. In case any member is suspended from the organization for any cause, twice during any one year, said member shall be expelled from the club and can be reinstated only by a majority vote of the members present at a regular or special meeting thereof.

Article IV - Officers and Directors

The officers of this organization shall consist of a president, first and second vice present, secretary-treasurer, who shall be elected by a majority vote, and a manager, who shall be appointed by the board of directors.

Article V - Duties of Officers and Directors

1. President. The president shall (a) preside over all meetings of the organization and of the board of directors; (b) sign as president all papers and contracts of the organization; (c) call special meetings of the organization and of the board of directors; (d) perform all acts and duties usually required of an executive and presiding officer; (e) attend and report on all meetings of the senior organizations as a member of the same, and to officially represent the junior organization. If the president is unable to attend said meetings he shall appoint a member of the junior organization to attend in his stead.

2. Vice-president. In the absence of the present, the vice-president shall perform the duties of the president.

3. Secretary-treasurer - shall (a) keep a complete record of all meetings of the organization and board of directors; (b) sign with the president all papers and documents of the association; (c) serve all notices required by the organization; (d) receive and disburse all funds and be the custodian of all property of the association; (e) Keep a complete record of all business of the organization and make a full report of all matters and business pertaining to this office to the members of their annual meeting, and make all other reports required by the organization; (f) perform such other duties as may be required of him.

4. Manager. The manager shall have charge of all grading, packing, inspection, etc. of all products handled by the organization. He shall cooperate with the senior cooperative organization of the locality in the preparation and sale of the association's products. He shall perform such other duties as may be required of him by the board of directors.

5. Directors. The board of directors, consisting of five members of the organization, elected at each annual meeting, shall manage such business and affairs of the organization that cannot be conveniently handled by the entire membership, and shall make any necessary rules for the betterment of the organization, and shall take the initiative in formulating plans of operation and the like which shall be submitted to the membership for their approval. They shall meet, as often as may be necessary, with the agricultural instructor for advice, and aid in performing their duties. The agricultural

instructor should be a general adviser for the entire organization.

Article VI - Meetings, Quorum

The regular meetings of this organization shall be held monthly on a date to be determined by the members. A quorum shall consist of one-half of the members in good standing, which may transact any business coming up for action.

Article VII - Fees and Finance

Membership fee shall be one dollar (\$1.00) (or such amount as may be deemed necessary) each year after the first year.

Additional finances may be raised by assessment or by commission on sales of the organization, or by any other rightful means.

Article VIII - Grading and Inspection

1. All products grown by the members for sale through the organization shall either be graded and packed on the grower's premises in accordance with the rules of the organization and the cooperating senior association, subject to inspection as may be established by the board of directors, or shall be delivered to the association (and this is preferable), as directed by the manager, in prime condition for grading, packing, and shipping.

After the products have been prepared for market the manager shall consign them to the manager of the senior cooperative organization (if there is one in the community in which the junior organization has taken membership) for sale.

2. All products offered for shipment and sale shall be inspected before shipment (or consignment) is made. If any product is not in good condition for shipping, it shall be sorted and prepared for shipment at the expense of the owner.

Article IX - Order of Business

The following shall be the order of business for all meetings:

1. Called to order by the president.
2. Reading of minutes of last meeting.
3. Reports of committees.
4. Unfinished business.
5. Communications.
6. Reports of officers.
7. New business.
8. Adjournment.

Article X - Amendments

These by-laws may be amended by two-thirds vote of the members present at any special or regular meeting. Notice of such a meeting must be given ten days in advance.

Other suggestions on by-laws may be had by a study of Department Bulletin No. 541, which is attached herewith.


Attention Patron:

The attached booklet can be found in a separate PDF:


LD5655.V855\_1922.C745a\_Booklet



**UNITED STATES DEPARTMENT OF AGRICULTURE**



**BULLETIN No. 541**



Contribution from Bureau of Markets  
CHARLES J. BRAND, Chief

Washington, D. C.



March 23, 1918

## COOPERATIVE ORGANIZATION BY-LAWS.

By C. E. BASSETT, *Specialist in Cooperative Organization*, and O. B. JESNESS,  
*Assistant in Cooperative Organization.*

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### IMPORTANCE OF BY-LAWS.

The founders of every cooperative association should have a definite plan of action mapped out before the organization actively engages in business, as the lack of such a plan has resulted in the failure of many cooperative enterprises. The importance of the by-laws of a cooperative association is readily comprehended when it is realized that the purpose of the by-laws is to serve as a working plan for the organization. The relation of the by-laws to the organization resembles the relation of the specifications for a building to the finished structure. The blue prints furnish the builder with a graphic representation of the work to be done and this is supplemented by the necessary descriptive material, so that he knows before the building operations are commenced what each room is to be like and how the entire structure will appear when finished. Satisfactory results are not obtained when the plans furnished the builder are incomplete or inaccurate. A person about to erect a building does not obtain a photograph of a structure, the appearance of which pleases him, and expect the workmen to be able to build one like it with no other guide than this photograph. Organizations on the

References and aids in studying cooperative organization work and marketing:

Department Bulletin No. 541, "Cooperative Organization By-Laws".

"Farm Management," by G.F. Warren, pages 417-426.

Farmers' Bulletin No. 1144, "Cooperative Marketing".

"How Farmers Cooperate and Double Profits", by Clarence Poe.

Farmers' Bulletin No. 718, "Cooperative Livestock Shipping Associations".

Bulletins on various phases of cooperative farmers' organization work may be secured by writing to the Division of Markets, not only in Virginia, but also in the various states of the Union where farmers' cooperative organizations have been set up.

The Agricultural Colleges through their extension divisions of various states, are publishing bulletins on cooperative organization work. Bulletins from the following should be helpful:

Colorado Agricultural College, Extension Service,  
Fort Collins, Colo.

College of Agriculture, Extension Division, Lexington, Ky.

Extension Division, College of Agriculture, Little Rock,  
Arkansas.

Extension Division, College of Agriculture, Madison, Wis.

Extension Division, University of Minnesota, University  
Farm, St. Paul, Minn.

Extension Division, College of Agriculture, Urbana, Ill.

Extension Division, College of Agriculture, Blacksburg, Va.

# MAP OF VIRGINIA

Prepared by  
**NATIONAL STATE & CITY BANK**  
 Richmond Virginia  
 Showing Natural Resources  
 and  
**PRINCIPAL 1921 CROP ACREAGES**  
**LIVESTOCK CENSUS, ETC.**

**CO-OPERATION AND SERVICE**  
 In their transactions with us our clients and correspondents are always conscious of that cordial spirit of co-operation which indicates our thorough understanding of what quick and complete service means. Our connections throughout the South and with the large financial centers of the North are unexcelled; and our service is the result of more than half a century of successful banking experience.

IF YOU WANT ADDITIONAL COPIES OF THIS MAP, OR MAPS OF NORTH CAROLINA OR SOUTH CAROLINA,  
 -WRITE TO-  
 THE NATIONAL STATE & CITY BANK  
 RICHMOND, VA.,

**WHEN CROPS ARE MARKETED**  
 WHEAT — FROM AUGUST 1<sup>ST</sup> TO APRIL  
 CORN — FROM NOVEMBER 1<sup>ST</sup> TO APRIL  
 TOBACCO — FROM SEPTEMBER 1<sup>ST</sup> TO APRIL  
 PEANUTS — FROM NOVEMBER 1<sup>ST</sup> TO MAY  
 COTTON — FROM NOVEMBER 1<sup>ST</sup> TO FEBRUARY  
 EARLY WHITE POTATOES FROM JUNE 1<sup>ST</sup> TO AUGUST  
 SWEET POTATOES FROM AUGUST 15<sup>TH</sup> TO NOVEMBER  
 APPLES — FROM SEPTEMBER 1<sup>ST</sup> TO DECEMBER  
 PEACHES — FROM AUGUST 1<sup>ST</sup> TO SEPTEMBER 15<sup>TH</sup>  
 CATTLE — FROM SEPTEMBER 1<sup>ST</sup> TO NOVEMBER  
 HOGS — FROM SEPTEMBER 1<sup>ST</sup> TO JANUARY  
 LAMBS — FROM JUNE 1<sup>ST</sup> TO AUGUST  
 WOOL — FROM JUNE 1<sup>ST</sup> TO AUGUST

**CROP AND LIVESTOCK TOTALS**  
 -PRINCIPAL 1921 CROP ACREAGES-

CORN — 1,904,000  
 WHEAT — 847,000  
 TOBACCO — 167,000  
 PEANUTS — 149,000  
 COTTON — 33,000

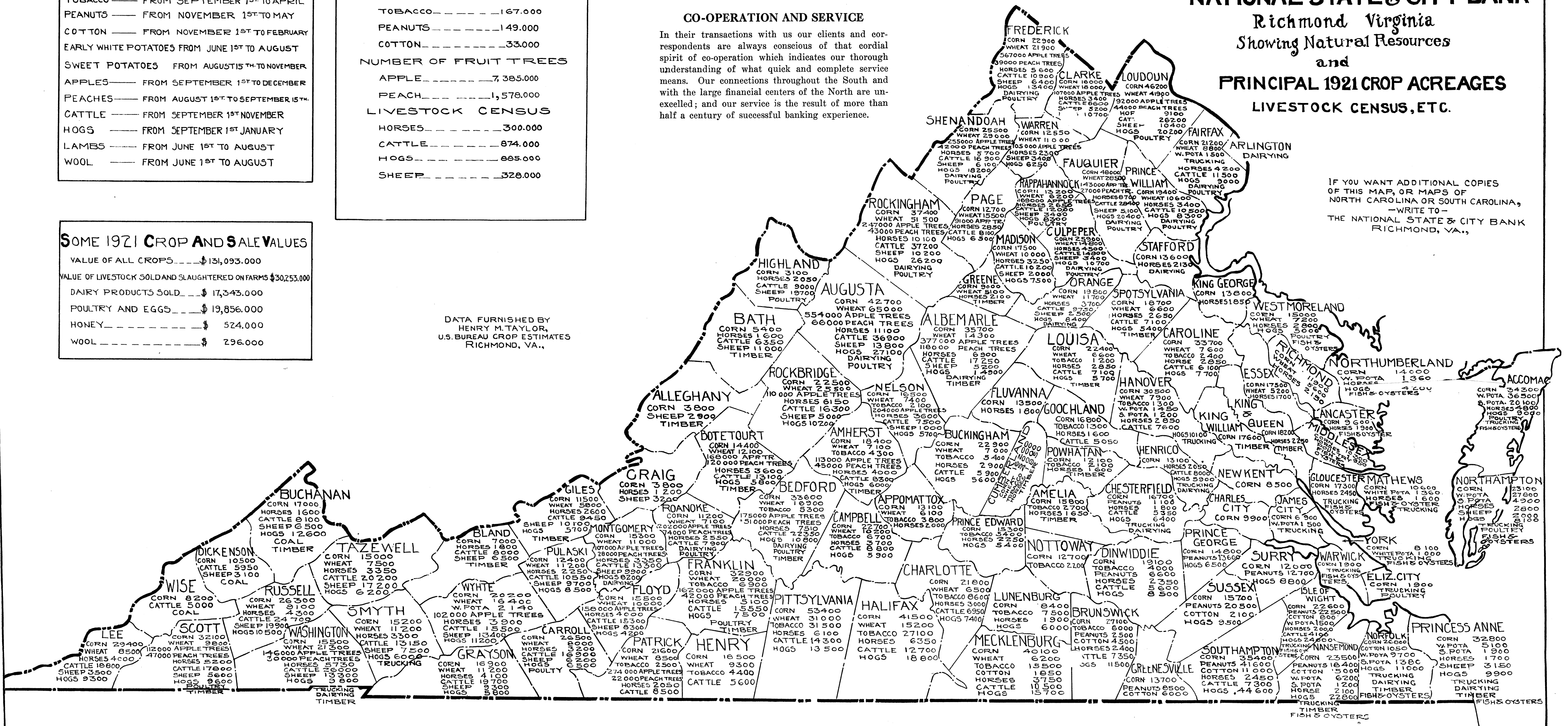
NUMBER OF FRUIT TREES  
 APPLE — 7,385,000  
 PEACH — 1,578,000

LIVESTOCK CENSUS  
 HORSES — 300,000  
 CATTLE — 874,000  
 HOGS — 885,000  
 SHEEP — 328,000

**SOME 1921 CROP AND SALE VALUES**

VALUE OF ALL CROPS — \$131,093,000  
 VALUE OF LIVESTOCK SOLD AND SLAUGHTERED ON FARMS \$30,253,000  
 DAIRY PRODUCTS SOLD — \$17,343,000  
 POULTRY AND EGGS — \$19,856,000  
 HONEY — \$524,000  
 WOOL — \$796,000

DATA FURNISHED BY  
 HENRY M. TAYLOR,  
 U.S. BUREAU CROP ESTIMATES  
 RICHMOND, VA.,



**BUCHANAN**  
 CORN 17,000  
 HORSES 1,600  
 CATTLE 8,100  
 SHEEP 6,500  
 HOGS 12,600  
 COAL  
 TIMBER

**DICKENSON**  
 CORN 10,500  
 CATTLE 5,950  
 SHEEP 3,100  
 COAL

**WISE**  
 CORN 8,200  
 CATTLE 5,000  
 COAL

**SCOTT**  
 CORN 32,100  
 WHEAT 9,800  
 HORSES 4,000  
 CATTLE 17,800  
 SHEEP 5,600  
 HOGS 9,600  
 TIMBER

**LEE**  
 CORN 29,400  
 WHEAT 8,500  
 HORSES 4,000  
 CATTLE 18,600  
 SHEEP 3,500  
 HOGS 9,300

**WASHINGTON**  
 CORN 15,500  
 WHEAT 21,300  
 HORSES 5,200  
 CATTLE 17,800  
 SHEEP 5,600  
 HOGS 9,600  
 TRUCKING

**WYTHE**  
 CORN 20,200  
 WHEAT 18,200  
 W. POT. 2,140  
 HORSES 3,900  
 CATTLE 15,500  
 SHEEP 13,400  
 HOGS 11,200

**SMYTH**  
 CORN 15,200  
 WHEAT 11,200  
 HORSES 3,300  
 CATTLE 13,150  
 SHEEP 7,500  
 HOGS 6,000  
 TRUCKING

**GRAYSON**  
 CORN 16,900  
 WHEAT 11,200  
 HORSES 4,100  
 CATTLE 19,700  
 SHEEP 9,800  
 HOGS 7,800

**PATRICK**  
 CORN 21,600  
 WHEAT 8,500  
 TOBACCO 2,500  
 HORSES 2,050  
 CATTLE 8,500

**HENRY**  
 CORN 18,500  
 WHEAT 9,300  
 TOBACCO 4,400  
 CATTLE 5,600

**HALIFAX**  
 CORN 41,500  
 WHEAT 15,200  
 TOBACCO 2,710  
 HORSES 6,350  
 CATTLE 12,700  
 HOGS 18,800

**MECKLENBURG**  
 CORN 40,100  
 WHEAT 6,200  
 TOBACCO 1,550  
 COTTON 1,850  
 HORSES 3,750  
 CATTLE 15,500  
 HOGS 15,000

**LUNENBURG**  
 CORN 8,400  
 TOBACCO 7,500  
 HORSES 1,900  
 HOGS 6,000

**BRUNSWICK**  
 CORN 27,100  
 TOBACCO 6,000  
 PEANUTS 2,500  
 COTTON 4,500  
 HORSES 2,400  
 HOGS 11,500

**SOUTHAMPTON**  
 CORN 3,540  
 PEANUTS 41,600  
 COTTON 11,000  
 W. POT. 1,500  
 HORSES 2,450  
 CATTLE 7,300  
 HOGS 44,600

**GREENSVILLE**  
 CORN 13,700  
 PEANUTS 8,500  
 COTTON 6,000

**ISLE OF WIGHT**  
 CORN 22,600  
 PEANUTS 22,500  
 COTTON 800  
 W. POT. 1,500  
 HORSES 2,000  
 CATTLE 4,100  
 SHEEP 1,100  
 HOGS 2,200  
 TRUCKING  
 FISH & OYSTERS

**NORFOLK**  
 CORN 26,600  
 COTTON 10,500  
 W. POT. 9,700  
 HORSES 1,380  
 HOGS 11,000  
 SHEEP 3,150  
 HOGS 9,900  
 TRUCKING  
 DAIRYING  
 FISH & OYSTERS

**PRINCESS ANNE**  
 CORN 32,800  
 W. POT. 510  
 S. POT. 1,900  
 HORSES 1,700  
 SHEEP 3,150  
 HOGS 9,900  
 TRUCKING  
 DAIRYING  
 FISH & OYSTERS