VIRGINIA

Farm Management

RURAL SOCIOLOGIST

Annual Report 1942

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ANNUAL REPORT
OF EXTENSION WORK

OF THE

DEPARTMENT OF AGRICULTURAL ECONOMICS

AND

RURAL SOCIOLOGY

W. J. NUCKOLLS, JR.
J. L. MAXTON
K. E. LOOPE
G. H. WARD
AGRICULTURAL ECONOMISTS

FROM DECEMBER 1, 1941, TO NOVEMBER 30, 1942

Submitted by

Members of the Department

Blacksburg, Virginia

Jan. 16, 1943

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Extension-T.V.A. Unit Demonstration Farm Records Outside the Tennessee Valley

Specialist Employed on the Project:

W. J. Buckalls, Jr.

Purposes:

The purpose of this project is to demonstrate to the cooperating farmers and to other farmers in the community the effects of certain farm practices on farm profits and soil conservation when carried out over a long period of time. Efficient operations for continuous and increased profit is the aim of these demonstrations.

Methods Used:

Assistance was rendered county agents and farmers in keeping and closing out farm records on 490 farms covering six major types of farming in 21 counties. The work of opening and closing these accounts was done largely by county agents. The work of checking, obtaining additional needed information, and summarizing the records was done by the specialist. In many cases recommendations for future operations were made by the specialist and the county agent when the individual cooperators were visited to secure some additional information on their records.

Twelve meetings were held with unit demonstrators in 1942.

Results:

The majority of the records started were completed. This project has been of great value to farmers outside the Tennessee Valley Watershed in terms of the value of the phosphatic fertilizer received, the resulting increase in better cover on the land, in crop and livestock production on cooperating farms, and in the demonstrational value of the project to other farmers.

The success of this project is due primarily to the T.V.A. for making phosphate available to cooperating farmers, to the county committeemen for their careful selection of demonstrators, and to the cooperation of all agencies involved.

Plans:

This project was conducted in 1942 in the counties listed below.

Counties and Number of Records

County	No. of records	County	No. of records
Alleghany	7	Grayson	22
Amherst	1	Halifax	16
Appomattox	7	Hanover	16
Augusta	12	King & Queen	3
Bath	8	King William	4
Bedford	22	Louisa	11
Botetourt	8	Madison	17
Brunswick	7	Mecklenburg	9
Buckingham	11	Montgomery	7
Carroll	14	Nottoway	6
Charlotte	24	Orange	13
Clarke	7	Page	12
Craig	9	Patrick	12
Culpeper	25	Prince Edward	12
Cumberland	17	Pulaski	4
Fairfax	9	Rappahannock	9
Fauquier	14	Roanoke	21
Floyd	15	Rockbridge	10
Franklin	15	Rockingham	12
Frederick	11	Shenandoah	16
Giles	15	Total	490

Outlook:

It is intended that this project will continue in about the same counties in 1943. The work will be strengthened by a greater amount of follow-up work in the field. The specialist plans to assist the county agents in working out specific recommendations for the co-operating farms. These recommendations will then be carried to the farmers by the county agents. A number of the agents have requested that farm account schools be held in their counties in 1943.

Report on
Agricultural Extension-T.V.A. Unit Demonstration Farm Records
Outside of the Tennessee Valley Watershed in 1941

Results from the tabulation of Extension-T.V.A. farm records, outside of the Tennessee Valley Watershed, in 1937 showed average labor incomes of $428 received by 272 cooperators, in 1938 the labor incomes of 310 cooperators averaged $315, in 1939 labor incomes of 294 demonstrators averaged $369, in 1940 labor incomes of 324 cooperators averaged $434, and in 1941 labor incomes of 490 demonstrators averaged $805.28.

Average size of farms was 296 acres in 1937, 294 acres in 1938, 275 acres in 1939, 295 acres in 1940, and 263.6 acres in 1941.

The farms of demonstrators were divided into six types. Labor income according to types averaged as follows: (1) Orchard, $2300.36. (2) Dairy, $1551.90. (3) Tobacco, $900.21. (4) General, $512.53. (5) Livestock, $503.95. (6) Poultry, $346.85.

A comparison of the records by types of farming is given in table 1.

Table 1.- Comparisons of Agricultural Extension-T.V.A. Farm Records for Year of 1941, On the Basis of Type of Farming

Type of farming	Number of farms	Average number of acres	Average capital investment	Average total receipts	Average total expenses	Average farm income	Interest on average capital at 5%
Orchard	20	264.3	$28,433.12	$8384.75	$4662.61	$3722.14	$1421.78
Dairy	81	292.4	26,614.77	8032.90	5149.86	2882.64	1330.74
Tobacco	73	226.5	11,037.24	2990.61	1538.54	1452.07	551.86
General	123	220.3	12,639.96	2443.81	1299.28	1144.53	632.00
Livestock	173	300.1	19,539.28	3293.81	1812.95	1480.86	976.91
Poultry	20	232.4	12,997.69	3125.67	2148.73	976.94	630.09
All Types	490	263.6	$17,790.09	$4019.54	$2324.76	$1694.78	$ 889.50

-continued.

Table 1.- Concluded.

ype of farming	Number of farms	Average labor income	Average value of farm privileges	Average operator's earnings	Average value of operator's time	Average percent return to capital
rchard	20	$2300.36	$833.13	$3133.49	$620.00	10.9
airy	81	1551.90	802.60	2354.50	714.79	8.14
obacco	73	900.21	836.98	1737.19	498.08	8.44
eneral	129	512.53	665.07	1177.60	436.76	5.60
ivestock	173	903.95	802.74	1306.69	423.50	5.41
oultry	20	346.85	740.44	1087.29	408.25	4.51
ll Types	490	$ 805.28	$771.96	$1577.24	$493.49	6.75

Reorganizing Demonstration Farms

Specialist Employed on the Project:

E. J. Brodell, Jr.

The 1927 annual report gives the purpose of the project, "Reorganizing Farms in Tobacco Belt," in detail.

Mr. Brodell, Mr. Hawthorne, and the specialist, visited cooperating farmers in Charlotte County and secured a farm survey record of the 1941 crop year from each individual. Previous recommendations and plans for the future were discussed with the cooperator. Mr. Brodell summarized the records, and sent each cooperator a summary of his business for 1941. It was encouraging to note that most of the farmers were cooperating with the Soil Conservation Service and had replaced much-needed fences. They had begun cultivating their row crops on the natural contour and also were practicing strip-cropping.

The annual visit to these farms was made June 17-18. This project is conducted in Charlotte County.

Miscellaneous Activities of W. J. Buchelle, Jr., in 1942

At the request of Mr. Klean of the 4-H Club Department, the specialist spent five days in March summarizing and correcting farm account records kept by 4-H Club members. These records were entered in the International Harvester Company farm account contest.

In May and early June the specialist worked with Mr. Weitzell, of the Bureau of Agricultural Economics, United States Department of Agriculture, on 1943 War Production Goals.

During September and October twelve days were spent by the specialist in auditing and working up financial statements on the Holliday Lake 4-H Club Camp for 1942.

In October, Dr. Zimmerley requested the specialist to work up figures on the probable cost of producing Irish potatoes in 1943. He spent three days working on these figures and another day was spent in conference at the Virginia Truck Experiment Station in Norfolk. The specialist also spent two additional days in November attending a similar conference in Norfolk. These figures were worked up for presentation to the United States Department of Agriculture and to the Office of Price Administration, to be used in setting ceiling prices on Irish potatoes in 1943.

At the request of Miss Wallace, three days in November were spent auditing the records of the Virginia Federation of Home Demonstration Clubs, and making out a financial statement for the fiscal year of 1942.

Complete Cost Accounts

Specialist Employed on the Project:

Mr. J. L. Morton.

Purposes:

1. To obtain a continuous series of cost account data on the most important enterprises on Virginia farms by types of farming areas.

2. To obtain data which will assist us in determining the relative profitability of various farm enterprises, by types of farming areas.

3. To set up a number of demonstrations which, it is hoped, will illustrate to farmers the benefits to be obtained in thoroughly analyzing their businesses.

4. To assist individual farmers in making plans for the more profitable operation of their own farms.

Methods:

Detailed cost accounts were set up in the following counties: Culpeper, Fairfax, Prince Edward, Mecklenburg, Albemarle, Madison, Roanoke, and Botetourt, and in southwestern Virginia.

Each farm was visited as often as was thought necessary, and a check was made to see that postings, etc., were in order. At the end of the year the books were closed and analyzed.

Outlook:

It is intended that this work will be continuous. At present more demands have been made for the work than can be met. It is expected that 20 such accounts will be available for closing at the end of this year. These accounts have additional value at this time in supplying data in fixing price ceilings.

REPORT ON COST ACCOUNT RESULTS FOR 1941 WITH SUMMARY FOR PERIOD 1938-1941

By
J. L. Maxton
Associate Agricultural Economist
Agricultural Extension Division, V.P.I.

The Department of Agricultural Economics gave assistance to 10 farmers in 1941 in keeping and closing detailed cost accounts on their farms. At the close of the year 20 additional detailed cost accounts were set up for farmers in Southwest Virginia in cooperation with the Tennessee Valley Authority.

The cost per hour of man labor has steadily increased since 1938 and averaged 28.0 cents per hour in 1941. Horse work in 1941 had an average cost of 16.7 cents per hour. Machinery use had an average cost of 5.7 cents per hour and the cost of using tractors per hour averaged 41.4 cents.

The average yield of corn for grain was 40.6 bushels per acre and required an average of 50.7 hours of man labor. It cost an average of $40.11 to produce an acre of corn and returns to labor for producing corn in 1941 averaged 16 cents per hour.

The average yield of corn for silage was 11.5 tons per acre and required an average of 41.4 hours of man labor. It cost an averaged of $39.81 to produce an acre of corn for silage and returns to labor for producing corn silage averaged 51 cents per hour.

The average yield of wheat for grain in 1941 was 21.8 bushels per acre at a cost of $27.34. Wheat required an average of 13.5 hours of man labor per acre and paid 28 cents per hour for the labor used.

The average yield of barley for grain in 1941 was 24.5 bushels per acre at a cost of $23.58. Barley required an average of 9.9 hours of man labor per acre and paid minus 13 cents per hour for the labor used.

The average yield of oats for grain in 1941 was 46.5 bushels per acre at a cost of $20.12. Oats required an average of 5.5 hours of man labor per acre and paid 43 cents per hour for the labor used.

Alfalfa hay in 1941 yielded 2.0 tons per acre on the average at a cost per acre of $24.40. Alfalfa hay required an average of 31.3 hours of man labor per acre and paid 68 cents per hour for the labor used.

Lespedeza hay in 1941 yielded 1.0 tons per acre on the average at a cost of $11.72. Lespedeza hay required an average of 8.9 hours of man labor per acre and paid 79 cents per hour for the labor used.

Mixed hay in 1941 yielded 1.4 tons per acre on the average at a cost of $22.99. Mixed hay required an average of 11.9 hours of man labor per acre and paid minus 25 cents per hour for the labor used.

Dairy cattle on cost account farms in 1941 averaged consuming 2655 pounds of grain 1.7 tons of hay and 2.5 tons of silage per cow. These farms had averaged costs of keeping a cow of $159.50 and average returns of $228.36. Cows required an average of 134 hours of man labor and paid 80 cents per hour of labor used.

Hogs on cost account farms in 1941 averaged consuming 904 pounds of grain with a feed cost of $12.71 per hog. Hogs required an average of 21.3 hours of man labor per head and paid 71 cents per hour of labor used.

Chickens on cost account farms in 1941 averaged consuming 49 pounds of grain and 28 pounds of mash. Total costs for a hen averaged $2.41. Hens required 2.8 hours of man labor each on the average and paid 19 cents per hour for the labor used.

RESULTS FROM COST ACCOUNT RECORDS IN VIRGINIA IN 1938, 1939, 1940 & 1941

Man Labor Costs:

	Hours of work	Monthly value of: Wages	Monthly value of: Privileges	Yearly cost of extra labor	Average cost per hour for all labor
	No.	Dols.	Dols.	Dols.	Cents
1938 Average, 11 farms	9,161	47	31	88	18.2
1939 Average, 14 farms	11,625	39	38	485	20.2
1940 Average, 12 farms	12,830	44	49	662	24.8
1941 Average, 9 farms	8,226	37	45	372	28.0

Horse Work Costs:

	Horses	Value per horse	Feed fed per horse: Grain	Feed fed per horse: Hay & Fodder	Annual total cost per horse	Annual hours worked per horse	Net cost per horse hour
	No.	Dols.	Bushels	Tons	Dollars	Number	Cents
1938 Average, 12 farms	4	145	45	3.6	86	637	13.3
1939 Average, 14 farms	4	138	41	2.2	94	647	14.5
1940 Average, 11 farms	4	136	43	3.2	114	649	17.6
1941 Average, 9 farms	3	130	34	3.0	106	635	16.7

Farm Machinery Costs:

	Value of machinery	Annual cost of repairs	Annual cost of depreciation repairs, and interest		Annual hours of use	Cost per hours of use
	Dollars	Dollars	Dollars	Percent	Number	Cents
1938 Average, 11 farms	1,063	178.63	242.80	22.8	2,643	9.2
1939 Average, 14 farms	1,347	47.64	175.25	13.0	2,536	6.9
1940 Average, 11 farms	1,034	22.44	94.93	9.2	2,686	3.5
1941 Average, 9 farms	1,261	25.60	123.95	9.8	2,186	5.7

Tractor Costs:

	End of year value of tractor	Annual cash cost of repairs	Annual fuel and oil costs	Total cost per tractor	Annual hours use per tractor	Cost per hour of use
	Dollars	Dollars	Dollars	Dollars	Number	Cents
1938 Average, 7 farms	429	34.47	109.02	188.74	484	39.0
1939 Average, 11 farms	562	45.39	114.72	205.12	480	40.8
1940 Average, 9 farms	529	59.95	130.89	217.93	359	60.7
1941 Average, 6 farms	578	26.72	80.72	147.04	355	41.4

Cost and returns:
(Dairy Cattle)

	Dairy cows	Value per head	Feed fed per cow			Total cost per cow	Total returns per cow	Profit per cow	Labor returns per cow	Man hours per cow	Returns per hour man labor
			Grain	Hay	Silage						
	No.	Dols.	Lbs.	Tons	Tons	Dols.	Dols.	Dols.	Dols.	No.	Dols.
1938 Average, 7 farms	36	81	1,988	2.1	3.2	136.64	187.03	50.39	76.65	162	0.47
1939 Average, 6 farms	44	109	2,202	2.1	4.3	165.73	214.55	48.82	82.92	159	0.52
1940 Average, 7 farms	36	106	2,011	2.3	3.7	177.57	204.01	26.44	60.93	143	0.43
1941 Average, 6 farms	28	78	2,655	1.7	2.5	159.50	228.36	68.87	107.05	134	0.80

Costs and returns:
(Hogs)

	Sows, boars, and pigs fattened	Average per head for:				
		Grain	Cost of feed	Man hours	Labor returns	Returns per hour man labor
	No.	Lbs.	Dollars	No.	Dollars	Dollars
1938 Average, 9 farms	22	689	6.94	11	5.74	0.52
1939 Average, 11 farms	20	793	8.47	15	3.55	0.24
1940 Average, 9 farms	17	691	8.31	14	7.53	0.53
1941 Average, 7 farms	13	904	12.71	21	15.26	0.71

Costs and returns:
(Chickens)

	Chickens	Average per bird for:				Total returns	Labor returns per bird	Man hours per bird	Returns per hour man labor
		Grain	Mash	Cost of all feed	Total cost				
	No.	Lbs.	Lbs.	Dols.	Dols.	Dols.	Dols.	No.	Dollars
1938 Average, 8 farms	301	41	18	.85	1.41	398.03	.14	1.4	0.10
1939 Average, 10 farms	190	50	40	1.29	2.19	410.69	.42	2.9	0.14
1940 Average, 8 farms	211	30	35	.91	2.01	378.09	.27	2.1	0.13
1941 Average, 7 farms	164	49	28	1.35	2.41	368.29	.51	2.7	0.19

COST OF PRODUCING CROPS

Item.	Acres per farm	Yield per acre		Cost per acre	Returns per acre	Net Cost		Value		Labor returns per acre	Man hours per acre	Returns per hour of man labor
		Bu.	Tons			Bu.	Tons	Bu.	Tons			
	No.			Dols.	Dols.	Dols.	Dols.	Dols.	Dols.	Dols.	Dols.	Dols.
Corn for grain:												
1938 Average, 7 farms	16.0	53.0	-	29.52	36.40	.57	-	.69	-	15.13	45.0	.33
1939 Average, 12 farms	18.6	44.0	-	35.05	28.63	.80	-	.65	-	5.75	62.4	.09
1940 Average, 11 farms	19.5	43.2	-	39.94	27.89	.92	-	.64	-	2.85	63.9	.04
1941 Average, 9 farms	18.2	40.6	-	40.11	35.12	.99	-	.78	-	8.34	50.7	.16
Corn for silage:												
1938 Average, 3 farms	12.0	-	11.2	31.98	41.39	-	2.82	-	3.76	16.19	34.0	.47
1939 Average, 3 farms	9.2	-	10.7	28.39	55.49	-	2.65	-	5.17	33.54	34.1	.98
1940 Average, 3 farms	6.7	-	12.5	43.82	50.50	-	3.51	-	4.04	15.25	38.8	.39
1941 Average, 4 farms	9.8	-	11.5	39.81	48.97	-	3.45	-	4.24	21.16	41.4	.51
Wheat:												
1938 Average, 4 farms	18.6	19.3	-	15.63	14.47	.81	-	.75	-	.23	16.0	-.01
1939 Average, 11 farms	10.7	21.1	-	22.20	19.87	1.05	-	.94	-	.24	13.5	.02
1940 Average, 10 farms	10.8	21.6	-	27.40	21.43	1.27	-	.99	-	-2.81	13.7	-.20
1941 Average, 9 farms	10.2	21.8	-	27.34	27.57	1.25	-	1.11	-	3.79	13.5	.28
Barley:												
1938 Average, 2 farms	9.5	29.0	-	16.62	16.93	.56	-	.57	-	.47	6.0	.09
1939 Average, 5 farms	21.1	28.2	-	25.51	21.54	.91	-	.76	-	-1.87	8.5	-.22
1940 Average, 7 farms	11.9	26.7	-	22.34	17.87	.84	-	.67	-	-2.49	7.7	-.32
1941 Average, 6 farms	14.2	24.5	-	23.58	19.61	.96	-	.71	-	-1.33	9.9	-.13
Oats for grain:												
1939 Average, 5 farms	8.8	25.8	-	19.13	14.05	.74	-	.54	-	-2.65	9.9	-.27
1940 Average, 3 farms	4.0	48.0	-	22.60	19.97	.47	-	.42	-	-.80	7.5	-.11
1941 Average, 2 farms	7.5	46.5	-	20.12	20.85	.43	-	.43	-	2.37	5.5	.43
Hay, Alfalfa:												
1938 Average, 5 farms	15.0	-	2.0	15.47	24.73	-	7.91	-	12.65	12.20	11.8	1.03
1939 Average, 3 farms	20.3	-	2.2	37.49	30.04	-	16.82	-	13.47	-2.65	8.1	-.73
1940 Average, 5 farms	15.6	-	2.2	20.67	34.42	-	9.24	-	15.38	17.27	14.9	1.16
1941 Average, 4 farms	6.0	-	2.0	24.40	38.50	-	12.20	-	16.65	21.34	31.3	.68
Lespedeza Hay:												
1938 Average, 5 farms	32.0	-	0.5	8.78	7.21	-	15.94	-	13.03	.23	6.0	.06
1939 Average, 5 farms	10.5	-	1.0	10.25	10.23	-	10.71	-	10.69	1.35	10.2	.13
1940 Average, 5 farms	29.2	-	1.3	15.71	15.90	-	12.07	-	12.22	4.05	14.5	.28
1941 Average, 5 farms	15.3	-	1.0	11.72	15.13	-	11.56	-	12.85	7.08	8.9	.79

COST OF PRODUCING CROPS - (continued)

Item.	Acres per farm	Yield per acre		Cost per acre	Returns per acre	Net Cost		Value		Labor returns per acre	Man hours per acre	Returns per hour of man labor
		Bu.	Tons			Bu.	Tons	Bu.	Tons			
	No.			Dols.	Dols.	Dols.	Dols.	Dols.	Dols.	Dols.	Dols.	Dols.
Soybean Hay:												
1938 Average, 2 farms	13.5	-	2.0	20.00	14.63	-	10.19	-	7.49	-1.55	14.0	-.12
1939 Average, 2 farms	10.0	-	1.8	25.59	19.80	-	14.22	-	11.00	-1.64	12.2	-.13
1940 Average, 2 farms	12.5	-	2.0	41.83	21.12	-	20.51	-	10.35	-11.40	37.0	-.31
1941 (no data)												
Mixed Hay:												
1940 Average, 4 farms	30.6	-	1.5	15.95	18.61	-	10.39	-	12.13	.5.55	11.9	.47
1941 Average, 2 farms	30.0	-	1.4	22.99	16.58	-	16.0	-	11.16	-2.94	11.9	-.25

Other Farm Management Activities

Specialist Employed on the Project:

Dr. J. L. Horton.

Farm management plans were worked out for approximately 20 farmers in 1941. These plans were based on the changed economy now existing because of the war. In these plans emphasis was placed on a full utilization of existing land, labor, and machinery to secure the maximum contribution of farm products in greatest demand. The utilization of steep hillsides for cropping was discouraged and the more intensive use of level land near buildings was stressed. Some work was done in revising farm and home unit plans. A complete revision of the forms for farm-home unit farms was prepared. Articles on approved farm management practices were prepared. Several years ago special emphasis was placed on reducing expenditures for fencing. The war rationing has done in one year more than could be done in a decade by educational means alone, and, as a result, farm management plans and practices long advocated are now coming into universal use.

The dollar value of the farm management work is estimated conservatively at $5,000 for the farms on which new efficiencies are known to be introduced by direct contact. The value of the work done indirectly must have been several times this amount.

T.V.A. Unit Demonstration Farms Within the Tennessee Valley

Specialist Employed on the Project:

Mr. K. E. Loope.

Purpose:

The purpose of this project is to demonstrate to cooperating farmers and to interested groups the importance of farm organization and soil conservation on the successful operation of a farm over a long period of time.

Method:

During the past year K. E. Loope was employed as a full-time farm management specialist on this project, and he, with the help of the assistant county agents in each of the counties, has supervised the keeping of farm records of each of the demonstration farms. There were 762 farm accounts completed in the nine Virginia Watershed counties. The specialist employed on this project has made every effort to discuss each farm business analysis with the assistant county agents in their respective counties, and written suggestions for improving the farm businesses were made.

Time and Place:

The farm records were closed and checked during the first three months of 1942. An analysis was made in the office at Blacksburg. From time to time this information was presented to farmer groups and brought to the attention of the county agents and their assistants.

During the year of 1941 complete farm records were turned in on the number of farms listed in the following counties:

County	Number
Smyth	114
Scott	106
Lee	73
Washington	90
Wythe	44
Tazewell	44
Russell	236
Bland	55
Total	762

Results:

A large majority of the records started were completed. The farm record analysis is now being used in making farm organization adjustments. More farmers are realizing benefits from studying their individual farm accounts.

Suggestions:

The project should be continued along its present lines. The farm accounts should be carried in a little more detail in some areas, so as to be able to study the effect of soil types, rotation, Ph. and fertilizer applications on crop yields.

FARM RECORD ANALYSIS OF 762 UNIT AND AREA DEMONSTRATION FARMS IN THE TENNESSEE VALLEY DRAINAGE AREA OF VIRGINIA. (1941)

By
Kenneth E. Loope
Assistant Farm Management Specialist

The 762 farms studied in this analysis were located in Lee, Scott, Wise, Russell, Washington, Smyth, Wythe, Tazewell and Bland Counties, Virginia. Each of these records were kept by cooperating farmers and were office checked as thoroughly as possible. Inaccurate records were discarded. The analysis was made to attempt to find certain factors that affected farm profits in this area and to determine if possible the degree they affected it.

The net farm income on farms turning in farm accounts averaged about forty percent more in 1941 than for 1940. A big portion of this increase is due to the increase in farm prices but some is due to the increase in production, as well as the improvement in efficiency.

The general opinion of the farmers is that they are about as well stocked with livestock now as at any time in the past. Many of the farmers have found that by balancing the crop and pasture acreages they can stock more nearly at capacity as well as make more efficient use of land, labor, machinery and capital. At present, with the shortage of labor and machinery, it is particularly important to make efficient use of them.

During the year 1940, nine percent of the farms turning in farm records were selling more than $200 worth of milk per farm. For 1941 fifteen percent of the farmers turning in accounts were selling more than $200 worth of milk. This practice on the general farms will improve the labor efficiency since most of the work on this type cattle is done with family labor. This will also increase the production of a vitally needed farm commodity.

Labor Efficiency and Labor Income

Table 1 indicates the importance in the efficient use of labor and also shows that there is ample room for improvement in labor efficiency. There were 132 of the 762 farms analyzed securing less than 150 days-productive-work per man per year with an average cost of labor per man-work unit accomplished of $3.25. For the 156 farms securing 300 or more days-productive-work per man, the average labor cost per man-work-unit accomplished was $1.60. In studying the farms it became apparent that the farms operating more nearly at capacity were the most efficient labor users. Generally speaking the dairy farms and the general farms selling milk were securing better than average labor efficiency. This table also shows that there was a fairly consistant increase in farm profits as labor efficiency improved. The 132 farms that were the least efficient labor users made $482 less labor income than the 156 most efficient.

Table 1. Labor Efficiency and Labor Income. (1941)

Productive days work per man	Labor Income	Labor Cost per man work unit	Productive days work	Total Labor Cost *	No. Farms
Less than 150	$304	$3.25	225	$732	132
150 - 199	461	2.54	309	784	193
200 - 249	753	2.20	407	894	171
250 - 299	846	1.84	464	854	110
300 and over	736	1.60	416	664	156

* Includes Tenant's Share of Crops and Value of Operator's Time.

Percent of Investment in Livestock and Farm Profits

As in the analysis of past years records, the portion of the farmers investment that is in livestock materially affects his farm profits.

The portion of the farmers investment that is in livestock is a good measure of whether a farm is stocked or not. A farm with unproductive soil should be able to carry about as large a portion of the total investment in livestock, as a farm made up of productive soil. In other words, a farms value is determined somewhat by the amount of livestock that it can carry.

Table 2. Percent of Investment in Livestock and Labor Income. 1941.

Percent in Livestock	Labor Income	Productive days work per man	Acres-Pasture Per A. Unit Pastured	Livestock Rec. Per A. Unit	No. Farms
Less than 8	$ - 17	202	6.4	$ 50	58
8 - 9.9	246	199	4.6	52	89
10 - 11.9	359	213	4.3	55	131
12 - 13.9	558	208	3.7	53	139
14 - 15.9	813	219	3.5	54	115
16 - 17.9	686	224	3.2	49	73
18 - 19.9	978	227	3.6	51	56
20 and over	1283	245	2.8	48	101

Table 2 gives the relationship between the percent of the total investment that is in livestock and farm profits. The 58 farms with less than 8 percent of their investment in livestock averaged only $ - 17 labor income while the 115 farms with 14 to 15.9 percent of their investment in livestock averaged $813 labor income. There were 101 farms with 20 percent or more of their investment in livestock and which averaged $1283 labor income.

The efficiency in the use of pasture improved fairly consistant with the increase in the portion of the investment that was in livestock. Crop yields also increased which was probably due to the increased amount of manure returned to the crop fields. The better stocked farms made much more efficient use of labor.

Acres of Pasture Per Animal Unit Pastured and Farm Profits

Farm profits were influenced to a great extent by pasture efficiency during 1941. (Table 3.) By close grazing the farmers have not only been able to secure more net profit but they have also been getting higher returns per head of livestock. The 121 farms with less than 2 acres of pasture per animal unit pastured had an average labor income of $905 and an average of $56 livestock receipts per animal unit. The 97 farms with 6 acres or more pasture per animal unit pastured averaged only $198 labor income and $43 livestock receipts per animal unit. The farmers that graze closest, secure higher grass returns per head and this may be explained by the fact that close grazing gives the livestock more nutritious grass that analyzes higher in protein. Close grazing, to a certain point, will reduce weed growth and materially improve the sod as has been demonstrated at the Glade Springs pasture experiment.

Table 3. Acres Pasture Per Animal Unit Pastured and Labor Income. (1941)

Acres Pastured Per A.U. Past.	Labor Income	Livestock Rec. Per A. Unit	Crop Index	Percent of Investment in livestock	No. Farms
Less than 2	$905	$56	145	16.7	121
2 - 2.9	821	54	149	14.8	191
3 - 3.9	629	52	142	13.6	171
4 - 4.9	505	52	144	13.7	121
5 - 5.9	315	51	139	12.3	61
6 and over	198	43	129	10.6	97

Livestock Receipts Per Animal Unit and Farm Profits

Livestock receipts per animal unit is a measure of livestock Production. Table 4 shows that the 34 farms with less than $20 receipts per animal unit averaged only $107 labor income. The 132 farms with $50 to $59 receipts per animal unit averaged $850 labor income and the 80 farms with $80 or more livestock receipts per animal unit averaged $1089 labor income. Livestock receipts per head may be increased by better feeding, care and management; by carrying better quality of livestock and by more intelligent marketing of the finished animal.

Table 4. Livestock Receipts Per Animal Unit and Labor Income (1941)

Livestock Receipts Per Animal Unit	Labor Income	Productive days-work	Percent of Investment in livestock	No. Farms
Less than $ 20	$ 107	179	12.4	34
20 - 29	78	243	13.7	83
30 - 39	294	362	13.6	134
40 - 49	693	351	14.6	164
50 - 59	850	382	14.6	132
60 - 69	730	362	13.0	88
70 - 79	976	389	13.7	47
80 and over	1089	525	13.9	80

Crop Yields and Farm Profits, (1941)

Crop yields seemed to influence farm profits more during 1941 than for any other year studied. About 12 percent of the farms had a crop index of less than 110 and they averaged $174 labor income. (Table 5.)

Table 5. Crop Yields and Labor Income, (1941)

Crop Index	Labor Income	Percent of Investment in livestock	Livestock Rec. Per Animal Unit	Fertilizer Purchased Per A.Crops	No. Farms
Less than 110	$174	12.4	$42	$2.57	96
110 - 129	414	13.2	48	2.53	164
130 - 149	573	13.8	52	2.48	204
150 - 169	729	14.5	53	2.55	160
170 - 189	1001	14.2	60	2.69	86
190 and over	1321	17.2	64	2.67	52

There were 52 farms with a crop index of 190 or better which averaged $1321 labor income. There was very little difference in fertilizer purchases per acre of crops between the different yield groups. This indicates that something other than fertilizer affected the crop yields on these farms. Rotations, lime, or soil types may have been the explanation of this difference. In light of the present nitrogen shortage it may be all the more important to grow more of nitrogen in the form of legumes.

There was a consistant increase in receipts per animal unit as the crop yields increased.

Size of Business and Farm Profits.

The size of the farm operations limits the profit to a certain point. Obviously, a small well managed farm will not make as much profit as a large well managed one. Many farms are not small because of the acreages but because of the small amount of business carried on. Many farms could increase their size by increasing crop and pasture yields so as to enable the farmer to keep more livestock. For instance, a farmer increases crop and pasture yields by one-third, in most cases he will be able to increase his livestock by the same amount. In a time when certain farm products are needed for the war effort, farmers should take inventory of what is the practical limits to be production on their farm. This will not only be patriotic but will be profitable as well.

It is easy for one to see that by operating a factory at part capacity, the cost of production per unit will be higher than when operating at full capacity. There is no reason to believe this logic will not apply to the farm. There are a number of fixed expenses on a farm such as taxes, fire insurance, etc., that remain essentially the same regardless of how much livestock that is kept. From this, one would judge that within limits, the more production you can secure from a given acreage, the more profitable will be the operation.

Table 6. Size of Business and Labor Income. (1941)

Productive days-work	Labor Income	Productive days-work per man	Percent of investment in livestock	Acres Past. Per A. Unit	Crop Index	No. Farms
Less than 200	$198	163	12.5	5.0	128	192
200 - 399	453	197	13.3	3.8	143	340
400 - 599	851	237	15.0	3.3	152	128
600 - 799	1446	238	15.4	3.1	158	58
800 and over	1667	254	19.1	3.1	159	44

The 192 smaller than one-man farms had an average labor income of $198. (Table 6.) They were also the least efficient in the use of both labor and pasture, as well as having the lowest crop yields of either of the other classes. The 128 two-man farms had an average labor income of $851 while the 44 four-man farms or larger averaged $1667 labor income.

Labor and pasture efficiency increased consistantly with the size of business. The larger farms were also able to invest a larger portion of their total investment in livestock.

The Number Of Factors in Which the Farms Excells and Labor Income. (1941)

By dividing the farms on the basis of whether they were average or above on six different factors and keeping tabs on how many of the factors each group was average or above in, an indication of the combined effect of a number of factors was studied. (Table 7.)

Table 7. The Number of Factors in Which the Farms Excelled and Labor Income 1941

No. of factors Ave. or Above	Labor Income	Productive days-work	Productive days-work P.man	Acres Past. P.A. Unit Past.	Livestock Receipts Per A. Unit	Crop Index	Percent of investment in livestock	No. Farms
0	$ - 89	188	151	7.2	$30	110	9.4	44
1	130	201	188	5.5	44	128	10.7	119
2	268	227	219	4.1	45	132	12.7	163
3	692	349	233	3.6	55	146	14.1	183
4	831	489	268	2.9	58	157	15.6	142
5	1389	592	290	2.4	63	160	17.8	80
6	2014	810	333	2.5	72	173	20.1	31
Average	$ 621	361	219	3.9	$52	143	14.0	762

The factors studied were size of business, labor efficiency, pasture efficiency, livestock returns per animal unit, crop yields and percent of the total investment in livestock.

It was found that even though the prices received for farm products were good during the year, the 44 farms that were below the average in all six factors

studied made an average labor income of $ - 89. There were 183 farms that excelled in three of the six factors and they averaged $692 labor income. Only 31 of the 762 farms excelled in all six factors and the average labor income on these farms was $2014.

Each of the six factors improved consistantly as the number of factors in which the farms excelled increased. The farm profit increased much faster after the group which excelled in 3 factors was reached. This indicates that to be successful, even in a good year, the farmer must be average or above in at least three of the six factors studied.

Table 8

General Analysis of 762 Farms According to the Type of Business
(1941)

	24 Dairy Farms	116 General Milk	109 Beef Farms	382 General Farms	131 Crop Farms	762 Average All Farms
Total Investment	$24,488	$17,529	$29,719	$11,351	$8,654	$14,873
Land and Buildings	18,001	13,498	22,255	8,845	6,948	11,438
Machinery	1,459	632	642	354	250	453
Feed and Seed	1,268	1,018	1,429	623	446	790
Livestock	3,760	2,381	5,393	1,529	1,010	2,192
Cattle	2,980	1,575	4,139	954	595	1,507
Horses	464	428	606	300	237	359
Sheep	186	207	494	158	99	204
Hogs	70	87	99	56	31	60
Poultry	60	81	52	58	46	59
Bees	—	3	3	3	2	3
Total Receipts	$ 5,978	$ 3,205	$ 4,218	$ 1,904	$ 1,658	$ 2,517
Crop Receipts	468	664	623	548	981	650
Livestock Products	4,010	935	268	250	106	451
Livestock Increase	1,010	1,275	2,221	860	422	1,155
Feed and Seed Increase	301	140	176	125	76	132
Cattle Receipts	4,398	1,673	3,585	738	418	1,348
Sheep Receipts	187	238	562	166	93	222
Hog Receipts	136	176	172	105	34	114
Poultry Receipts	240	245	103	132	89	141
Tobacco Receipts	307	368	388	332	702	408
Total Expenses	$ 3,504	$ 1,501	$ 1,794	$ 849	$ 759	$ 1,152
Feed	1,149	220	160	77	22	135
Fertilizer	193	133	145	94	81	108
Tenant Labor	148	140	264	119	248	166
Day Labor	689	353	427	159	108	196
Family Labor	103	95	61	64	52	67
Feed and Seed Decrease	78	65	88	40	40	52
Farm Income	$ 2,474	$ 1,705	$ 2,424	$ 1,056	$ 898	$ 1,365
Interest at 5%	1,224	876	1,486	567	433	744
Labor income	1,250	828	938	488	466	621
Farm Products Furnished the Home	780	703	682	525	467	573
Value of Operator's Time	483	355	371	293	275	316
Percent Return on Investment	8.1	8.4	6.9	5.7	6.8	7.1
Productive Days Work	847	489	510	283	257	361
Man Equivalent	3.1	2.1	2.6	1.4	1.3	1.6
Total Acres	227	191	393	146	122	186
Acres in Crops	63	56	76	39	34	46
Acres in Pasture	122	91	228	73	53	96
Animal Units	49	34	71	22	14	30
Animal Units Pastured	48	32	70	20	13	29
Crop Index	160	152	152	139	139	144
Fertilizer Bought Per Acre of Crops	3.05	2.39	1.91	2.40	2.40	2.35
Days Productive Work Per Man	274	232	196	202	201	219
Livestock Receipts Per Animal Unit	102	65	35	48	36	52
Acres of Pasture Per Animal Unit P.	2.5	2.9	3.3	3.8	4.3	3.9
Percent of Capital in Livestock	15.4	13.4	18.1	12.8	11.6	14.2

Table 6 gives a comparison of the average types of farms during 1941, while tables 9 through 15 give the farm analysis of each farm type according to the least, medium and most profitable one-third. The effect of the different factors, as shown in the factor analysis, are brought out in a different way. Almost invariably, the most profitable group of farms of each type, show better labor efficiency, more efficient pasture use, higher crop yields, secure higher returns per head of livestock and have a larger portion of their total investment in livestock. These most profitable groups of farms usually were larger in terms of the amount of business carried on and have more livestock per 100 acres of open land. (Acres crops plus acres pasture)

Table 16 is an analysis of 220 farms that turned in continuous records from 1938 through 1941. The livestock investment has increased about 19 percent during these four years, with the total receipts increasing about 36 percent. The total expenses increased only 17 percent. Subtracting the total expenses from the total receipts we get net farm income which increased a little less than 60 percent.

According to the figures issued by the Bureau of Agricultural Economics the purchasing power of farm products increased only about 21 percent. The difference in the increase of 60 percent in net farm income on these farms and the 21 percent increase in purchasing power of farm products amounts to approximately 39 percent. If these farms in Southwest Virginia experienced the same increase in farm prices as the average farm as reported by the Bureau of Agricultural Economics, the 39 percent difference can only be explained by increased production, better quality of products or by improved farm management on these farms.

The labor income increased $605 on these 220 farms and the percent return on the investment increased from 3.7 percent to 6.8 percent. The animal units carried on these farms increased about 9 percent with crop yields increasing about 7 percent. There was a consistant improvement in the use of labor over the 4 year period. The receipts per animal unit increased one-third from 1938 to 1941.

Of the 220 farms studied, 153 farms increased livestock and due to the management or other unknown factor 51 farms decreased the number of livestock kept. On 16 farms the amount of livestock kept remained the same.

Table 9
The 8 Least and the 8 Most Profitable of 24 Dairy Farms
(1941)

	8 Least	8 Medium	8 Most	Average of 24	Your Farm
Total Investment	$31,113	$20,425	$21,925	$24,488	
Land and Buildings	24,343	15,898	13,764	18,001	
Machinery	1,644	1,151	1,582	1,459	
Feed and Seed	1,378	925	1,499	1,268	
Livestock	3,748	2,451	5,080	3,760	
Cattle	2,998	1,890	4,052	2,980	
Horses	473	346	574	464	
Sheep	131	109	319	186	
Hogs	56	58	95	70	
Poultry	90	48	40	60	
Total Receipts	$ 5,862	$ 4,813	$ 7,260	$ 5,978	
Crop Receipts	722	250	432	468	
Livestock Products	3,674	3,481	4,874	4,010	
Livestock Increase	1,047	551	1,431	1,010	
Feed and Seed Increase	290	390	222	301	
Cattle Receipts	4,281	3,515	5,398	4,398	
Sheep Receipts	170	85	306	187	
Hog Receipts	179	52	176	136	
Poultry Receipts	342	258	121	240	
Tobacco Receipts	414	188	320	307	
Total Expenses	$ 4,288	$ 2,812	$ 3,412	$ 3,504	
Feed	1,299	980	1,168	1,149	
Fertilizer	209	191	179	193	
Tenant Labor	321	12	112	148	
Day Labor	982	420	666	689	
Family Labor	50	188	72	103	
Feed and Seed Decrease	209	—	26	78	
Farm Income	$ 1,574	$ 2,001	$ 3,848	$ 2,474	
Interest at 5%	1,556	1,021	1,096	1,224	
Labor Income	18	980	2,752	1,250	
Farm Products Furnished the Home	1,050	600	690	780	
Value of Operator's Time	414	475	560	483	
Percent Return on Investment	3.7	7.5	15.0	8.1	
Productive Days Work	892	674	975	847	
Man Equivalent	3.76	2.86	2.8	3.14	
Total Acres	264	199	218	227	
Acres in Crops	63	62	65	63	
Acres in Pasture	135	111	120	122	
Animal Units	53	36	58	49	
Animal Units Pastured	52	35	56	48	
Crop Index	142	174	164	160	
Fertilizer Bought Per Acre of Crops	$ 3.32	3.08	2.75	3.05	
Days Productive Work Per Man	237	237	348	274	
Livestock Receipts Per Animal Unit	$ 89	112	109	102	
Acres of Pasture Per A. Unit Past.	2.6	3.2	2.1	2.5	
Percent of Capital in Livestock	12.0	12.0	23.2	15.4	

Table 10

The 39 Least and the 39 Most Profitable of 116 General Milk Farms

(1941)

	39 Least	38 Medium	39 Most	Average of 116	Your Farm
Total Investment	$18,869	$13,863	$19,856	$17,529	
Land and Buildings	14,821	10,913	14,759	13,498	
Machinery	669	542	666	632	
Feed and Seed	1,002	737	1,315	1,018	
Livestock	2,357	1,671	3,116	2,381	
Cattle	1,616	1,023	2,089	1,575	
Horses	419	371	494	428	
Sheep	172	133	315	207	
Hogs	79	69	113	87	
Poultry	67	74	101	81	
Bees	4	1	4	3	
Total Receipts	$ 2,481	$ 2,453	$ 4,684	$ 3,205	
Crop Receipts	388	544	1,060	664	
Livestock Products	710	718	1,377	935	
Livestock Increase	1,098	934	1,794	1,275	
Feed and Seed Increase	103	108	210	140	
Cattle Receipts	1,465	1,131	2,423	1,673	
Sheep Receipts	211	145	358	238	
Hog Receipts	113	143	273	176	
Poultry Receipts	197	227	310	245	
Tobacco Receipts	174	301	630	368	
Total Expenses	$ 1,508	$ 1,034	$ 1,962	$ 1,501	
Feed	196	148	316	220	
Fertilizer	139	104	157	133	
Tenant Labor	84	101	235	140	
Day Labor	340	172	548	353	
Family Labor	128	80	76	95	
Feed and Seed Decrease	85	68	42	65	
Farm Income	$ 973	$ 1,419	$ 2,722	$ 1,705	
Interest at 5%	943	693	993	876	
Labor Income	30	726	1,729	828	
Farm Products Furnished the Home	703	643	764	703	
Value of Operator's Time	310	337	418	355	
Percent Return on Investment	3.5	10.2	11.6	8.4	
Productive Days Work	461	375	632	489	
Man Equivalent	2.01	1.64	2.65	2.1	
Total Acres	197	148	227	191	
Acres in Crops	54	45	68	56	
Acres in Pasture	93	68	113	91	
Animal Units	32	24	46	34	
Animal Units Pastured	30	22	44	32	
Crop Index	146	145	166	152	
Fertilizer Bought Per Acre of Crops	$ 2.57	$ 2.31	$ 2.31	$ 2.39	
Days Prod. Work Per Man	229	229	238	232	
Livestock Rec. Per A. Unit	$ 56	$ 69	$ 69	$ 65	
Acres of Past. Per Unit Past.	3.1	3.1	2.6	2.9	
Percent of Capital in Livestock	12.5	12.1	15.7	13.4	

Table 11

The 127 Least and the 127 Most Profitable of 382 General Farms (1941)

	127 Least	128 Medium	127 Most	Average of 382	Your Farm
Total Investment	$9,723	$8,622	$15,707	$11,351	
Land and Buildings	7,938	6,932	11,665	8,845	
Machinery	317	228	514	354	
Feed and Seed	479	441	951	623	
Livestock	989	1,021	2,577	1,529	
Cattle	571	570	1,720	954	
Horses	239	235	428	300	
Sheep	92	121	261	158	
Hogs	35	47	86	56	
Poultry	49	48	77	58	
Bees	3	—	5	3	
Total Receipts	$1,022	$1,310	$ 3,383	$ 1,904	
Crop Receipts	283	349	1,012	548	
Livestock Products	176	167	408	250	
Livestock Increase	444	580	1,555	860	
Feed and Seed Increase	59	103	214	125	
Cattle Receipts	389	423	1,402	738	
Sheep Receipts	94	127	278	166	
Hog Receipts	61	78	175	105	
Poultry Receipts	95	107	193	132	
Tobacco Receipts	119	234	643	332	
Total Expenses	$ 731	$ 545	$ 1,272	$ 849	
Feed	51	47	134	77	
Fertilizer	72	72	139	94	
Tenant Labor	86	95	177	119	
Day Labor	129	78	271	159	
Family Labor	63	58	71	64	
Feed and Seed Decrease	63	19	39	40	
Farm Income	$ 291	$ 765	$ 2,111	$ 1,056	
Interest at 5%	486	431	785	567	
Labor Income	- 195	334	1,326	488	
Farm Products Furnished the Home	485	461	629	525	
Value of Operator's Time	254	278	346	293	
Percent Return on Investment	0.4	5.6	11.2	5.7	
Productive Days Work	222	224	403	283	
Man Equivalent	1.23	1.15	1.73	1.37	
Total Acres	125	119	195	146	
Acres in Crops	33	30	53	39	
Acres in Pasture	59	57	103	73	
Animal Units	15.2	15.5	34.6	21.8	
Animal Units Pastured	14.1	14.2	32.7	20.3	
Crop Index	128	140	150	139	
Fertilizer Bought Per A. of Crops	$ 2.18	$ 2.40	$ 2.62	$ 2.40	
Days Prod. Work Per Man	180	195	233	202	
Livestock Rec. P. A. Unit	$ 41	$ 48	$ 57	$ 48	
Acres of Past. P.A. Unit Past.	4.2	4.0	3.1	3.8	
Percent of Capital in Livestock	10.2	11.8	16.4	12.8	

Table 12

The 39 Least and the 39 Most Profitable of 116 Beef Combination Farms

(1941)

	39 Least	38 Medium	39 Most	Average of 116	Your Farm
Total Investment	$29,389	$18,511	$33,300	$27,067	
Land and Buildings	23,299	13,428	25,427	20,718	
Machinery	736	621	601	654	
Feed and Seed	1,267	971	1,688	1,308	
Livestock	4,087	3,491	5,584	4,387	
Cattle	3,104	2,702	4,097	3,301	
Horses	619	409	610	546	
Sheep	234	288	681	401	
Hogs	67	28	128	74	
Poultry	59	64	64	62	
Bees	4	—	4	3	
Total Receipts	$ 3,020	$ 3,137	$ 5,494	$ 3,883	
Crop Receipts	708	464	666	613	
Livestock Products	200	218	411	276	
Livestock Increase	1,987	2,112	3,885	2,661	
Feed and Seed Increase	40	122	287	149	
Cattle Receipts	2,614	1,946	2,974	2,511	
Sheep Receipts	278	326	707	437	
Hog Receipts	142	51	378	190	
Poultry Receipts	84	114	162	120	
Tobacco Receipts	379	297	297	324	
Total Expenses	$ 1,900	$ 1,167	$ 1,744	$ 1,604	
Feed	300	39	112	150	
Fertilizer	153	68	159	127	
Tenant Labor	379	211	177	156	
Day Labor	397	236	396	343	
Family Labor	90	72	142	101	
Feed and Seed Decrease	91	13	118	73	
Farm Income	$ 1,120	$ 1,970	$ 3,750	$ 2,280	
Interest at 5%	1,469	926	1,665	1,353	
Labor Income	- 349	1,044	2,085	927	
Farm Products Furnished the Home	754	629	789	724	
Value of Operator's Time	253	350	461	355	
Percent Return on Investment	3.0	8.8	9.9	7.2	
Productive Days Work	506	430	590	509	
Man Equivalent	2.02	1.77	2.43	2.14	
Total Acres	397	271	480	383	
Acres in Crops	72	57	81	70	
Acres in Pasture	198	197	230	208	
Animal Units	60	58	83	67	
Animal Units Pastured	58	57	80	65	
Crop Index	145	158	161	155	
Fertilizer Bought Per Acre of Crops	$ 2.12	$ 1.19	$ 1.96	$ 1.76	
Days Productive Work Per Man	250	244	243	246	
Livestock Receipts P.A. Unit	$ 36	$ 40	$ 52	$ 43	
Acres of Pasture P.A.Unit past.	3.4	3.5	2.9	3.3	
Percent of Capital in Livestock	13.9	18.9	16.8	16.5	

Table 13.

The 14 Least and the 14 Most Profitable of 43 Beef Steer Farms.

-1941-

	14 Least	15 Medium	14 Most	43 Average	Your Fa
Total Investment	$ 40,536	25,867	42,057	3o,153	
Land and Buildings	31,265	19,515	29,041	26,607	
Machinery	595	577	904	692	
Feed and Seed	1747	1447	2318	1837	
Livestock	6929	4328	9794	7017	
Cattle	5479	3322	7898	5607	
Horses	611	481	1003	698	
Sheep	715	393	627	579	
Hogs	87	83	221	130	
Poultry	3o	49	45	43	
Total Receipts	$ 3892	3o88	7815	5132	
Crop Receipts	488	527	1291	7o9	
Livestock Products	27o	339	412	309	
Livestock Increase	2686	2519	5523	3576	
Feed and Seed Increase	152	240	423	272	
Cattle Receipts	4o75	4287	9219	6027	
Sheep Receipts	789	492	969	750	
Hog Receipts	119	189	28o	198	
Poultry Receipts	41	91	118	83	
Tobacco Receipts	29o	315	812	474	
Total Expenses	$ 1914	1573	3071	2186	
Feed	132	153	344	210	
Fertilizer	184	137	199	173	
Tenant Labor	154	231	575	380	
Day Labor	646	415	653	571	
Family Labor	54	-	68	38	
Feed and Seed Decrease	77	11	26	28	
Farm Income	$ 1978	2115	4744	2946	
Interest at 5%	2027	1293	2103	1808	
Labor Income	-49	822	2641	1138	
Farm Products Furnished Home	641	589	719	650	
Value of Operator's Time	376	357	428	387	
Percent Return on Investment	4.0	6.8	10.3	7.0	
Productive Days Work	503	409	790	567	
Man Equivalent	2.o	2.1	3.2	2.o6	
Total Acers	517	317	538	457	
Acres in Crops	88	73	132	98	
Acres in Pasture	352	179	348	293	
Total Animal Units	85	62	129	92	
Animal Units Pastured	84	61	127	90	
Crop Index	148	156	155	153	
Fertilizer Bought Per Acre Crops	$2.09	1.88	1.51	1.83	
Days Productive Work Per Man	194	194	245	211	
Livestock Receipts per Animal Unit	$ 35	44	46	42	
Acres Pasture per A.Unit Pastured	4.2	2.9	2.7	3.3	
Percent of Capital in Livestock	17.1	16.7	23.3	19.0	

Table 14.
The 13 Least and the 13 Most Profitable of 39 Cow and Calf Herd Farms

	13 Least	13 Medium	13 Most	39 Average	Your Farm
Total Investment	$27,369	$19,131	$27,077	$24,726	
Land and Buildings	21,967	14,599	19,544	18,703	
Machinery	508	628	615	584	
Feed and Seed	1057	892	1270	1073	
Livestock	3837.012		5248	4366	
Cattle	2891	2044	4676	3204	
Horses	527	428	701	552	
Sheep	333	412	665	470	
Hogs	50	63	135	82	
Poultry	34	62	68	55	
Bees	2	3	3	3	
Total Receipts	$ 2651	2585	5201	3479	
Crop Receipts	305	350	770	475	
Livestock Products	128	207	325	220	
Livestock Increase	1992	1852	3820	2554	
Feed and Seed Increase	66	75	125	89	
Cattle Receipts	1538	1089	2308	1645	
Sheep Receipts	332	435	578	448	
Hog Receipts	62	78	253	131	
Poultry Receipts	50	13.)	156	112	
Tobacco Receipts	185	191	619	332	
Total Expenses	$ 1508	1038	1977	1508	
Feed	112	33	192	112	
Fertilizer	135	110	138	128	
Tenant Labor	150	143	336	210	
Day Labor	365	186	439	330	
Family Labor	69	81	27	59	
Feed and Seed Decrease	167	114	182	154	
Farm Income	$ 1143	1547	3224	1971	
Interest at 5%	1368	957	1384	1236	
Labor Income	-225	590	1840	735	
Farm Products Fur. Home	744	600	728	690	
Value of Operator's Time	358	346	393	366	
Percent Return on Investment	2.9	6.3	10.2	6.5	
Productive Days Work	419	401	536	452	
Man Equivalent	2.0	1.6	2.3	2.0	
Total Acres	359	321	315	332	
Acres in Crops	63	49	62	58	
Acres in Pasture	183	153	185	174	
Total Animal Units	49	46	63	53	
Animal Units Pastured	48	44	61	51	
Crop Index	139	143	161	148	
Fert. Bought Per Acre Crops	$2.14	2.24	2.23	2.20	
Days Productive Work Per Man	208	243	232	228	
Livestock Acc. Per Animal Unit	$43	45	66	53	
A. Pasture Per Animal U. Pastured	3.8	3.5	3.0	3.4	
Percent of Capital in Livestock	14.0	15.7	22.6	17.4	

Table 15.
The 44 Least and the 44 Most Profitable of 131 Crop Farms.
-1941-

	44 Least	43 Medium	44 Most	131 Average	Your Farm
Total Investment	$6,407	$6679	$10,877	$8,654	
Land and Buildings	7,145	5237	8,462	6,948	
Machinery	163	213	374	250	
Feed and Seed	364	374	602	446	
Livestock	735	855	1440	1010	
Cattle	418	502	866	595	
Horses	175	216	319	237	
Sheep	81	65	151	99	
Hogs	22	25	6	31	
Poultry	34	47	57	46	
Bees	5	-	1	2	
Total Receipts	$ 1112	$ 1323	$ 2537	$ 1658	
Crop Receipts	700	740	1503	981	
Livestock Products	70	101	147	106	
Livestock Increase	276	334	656	422	
Feed and Seed Increase	26	86	115	76	
Cattle Receipts	374	274	607	418	
Sheep Receipts	84	51	143	93	
Hog Receipts	21	24	58	34	
Poultry Receipts	44	100	124	89	
Tobacco Receipts	477	597	1031	702	
Total Expenses	$ 773	584	920	759	
Feed	16	23	27	22	
Fertilizer	69	74	101	81	
Tenant Labor	302	191	250	248	
Day Labor	101	72	150	108	
Family Labor	32	53	72	53	
Feed and Seed Decrease	77	13	31	40	
Farm Income	$ 339	739	1617	898	
Interest at 5 %	420	334	544	433	
Labor Income	-81	405	1073	466	
Farm Products Furnished Home	422	435	543	467	
Value of Operator's Time	220	252	354	275	
Percent Return on Investment	1.4	7.3	11.6	6.8	
Productive Days' Work	238	223	310	257	
Man Equivalent	1.1	1.1	1.6	1.3	
Total Acres	127	106	133	122	
Acres Crops	31	31	39	34	
Acres in Pasture	56	47	56	53	
Total Animal Units	11	12	20	14	
Animal Units Pastured	10	11	18	13	
Crop Index	129	136	152	139	
Fertilizer Bought per Acre Crops	$2.23	2.39	2.59	2.40	
Days Productive Work per Man	211	201	191	201	
Livestock Receipts per A) Unit	$ 31	36	40	36	
Acres Past. Per Animal Unit Past.	5.6	4.3	3.1	4.3	
Percent of Capital in Livestock	8.7	12.8	13.2	11.6	

Table 10.

Analysis of 220 Demonstration Farms for Four Years.

	1938 - 1941				
	1938	1939	1940	1941	Average Year
Total Investment	$19,163	$19,195	$19,294	$19,680	$19,333
Land and Buildings	15,199	15,037	14,991	15,004	15,058
Machinery	578	594	592	644	602
Feed and Seed	908	952	1015	1087	990
Livestock	2478	2612	2696	2945	2683
Cattle	1571	1677	1782	2031	1765
Horses	503	504	482	457	486
Sheep	250	280	300	316	286
Hogs	87	80	64	72	76
Poultry	67	71	68	69	69
Total Receipts	$ 2388	2391	2532	3246	2639
Crop Receipts	403	545	535	740	556
Livestock Products	419	429	504	698	512
Livestock Increase	1106	1085	1124	1515	1208
Feed and Seed Increase	132	113	174	122	135
Cattle Receipts	998	994	1149	1805	1236
Sheep Receipts	219	248	258	340	266
Hog Receipts	122	106	80	134	110
Poultry Receipts	159	159	150	184	163
Tobacco Receipts	230	278	285	405	300
Total Expenses	$ 1333	1353	1328	1560	1394
Feed	90	107	119	199	129
Fertilizer	103	108	120	132	116
Tenant Labor	133	143	157	186	155
Day Labor	300	293	283	339	304
Family Labor	69	68	68	70	68
Feed and Seed Decrease	68	68	51	75	65
Farm Income	$ 1055	1038	1204	1686	1245
Interest at 5 %	958	960	965	984	967
Labor Income	97	78	239	702	278
Farm Prod. Furnished Home	618	630	643	686	644
Value of Operator's Time	357	322	341	353	343
Percent Return on Investment	3.7	3.6	4.5	6.8	4.7
Productive Days Work	448	443	446	459	449
Man Equivalent	2.3	2.0	2.0	2.0	2.1
Total Acres	248	255	257	239	250
Acres Crops	59	59	60	59	59
Acres Pasture	118	122	124	124	122
Total Animal Units	36.6	38.7	37.6	39.8	38.2
Animal Units Pastured	34.6	36.5	36.2	38.0	36.3
Crop Index	144	147	154	154	150
Fertilizer Bought per A. Crops	$ 1.78	1.80	1.98	2.13	1.92
Days Productive Work per Man	217	237	239	248	235
Livestock Receipts per Animal U.	$ 42	39	43	56	45
A. Past. per Animal Unit Pastured	4.1	3.9	3.8	3.6	3.8
Percent of Investment in Livestock	12.3	13.4	13.5	14.3	13.4

Table 17

Average Yields of Major Crops Grown on Demonstration Farms. (1941)

County	Average Yields per Acre of											
	Corn		Wheat	Oats	Rye	Barley	Soybeans	Hays			Tobacco	
	Grain bu.	Silage tons	bu	bu	bu	bu	Tons	Mixed Hay Tons	Alfalfa Tons	Lespedeza Tons	Yield Lbs	Returns Dollars
Tazewell	50.0	14.7	15.7	38.9	19.4	9.0	-	1.1	2.8	0.7	1480	$ 312
Wythe	48.0	14.3	18.0	32.4	18.6	24.6	2.4	1.1	2.3	1.0	-	-
Washington	48.5	15.1	17.7	27.2	13.7	25.5	2.0	1.2	2.2	1.3	1427	393
Scott	45.0	11.9	16.8	28.1	35.0	33.2	2.1	1.3	1.6	1.2	1430	403
Lee	42.4	13.5	14.9	19.0	17.3	28.6	1.4	1.4	1.3	1.3	1447	425
Smyth	45.4	13.5	16.1	26.8	17.2	22.5	1.9	1.1	2.3	-	1442	359
Bland	44.1	12.4	14.5	33.9	11.5	18.0	1.6	1.1	1.7	0.9	1717	477
Russell	42.1	19.3	14.3	27.9	14.3	27.1	1.4	1.2	2.4	1.0	1456	426
Wise	38.5	-	10.5	25.0	-	10.6	1.2	1.2	2.7	1.4	-	-
Average of 678 Farms	45.1	14.2	16.1	29.5	16.4	26.7	1.8	1.18	2.2	1.23	1419	410

[redacted]

Specialist Employed on the Project:

Dr. Gordon H. Ward.

Purpose:

To supply all interested groups of farm people and cooperative associations, together with their leaders and employees, with educational material regarding the philosophy, principles, and practices of cooperation; and to help cooperative associations with the development and administration of effective programs for the education of their members.

Time and Place:

During December the specialist visited cooperatives in Rockbridge, Augusta, Rockingham, Page, and Clarke counties, seeking to arrange for delegations to attend the American Institute of Cooperation in Atlanta. A small delegation from Virginia was taken to the Atlanta Institute January 11-17, 1942.

During the December visit to the cooperatives mentioned above, they were solicited to send delegations to the Co-op School, held for two days the first of January, in Richmond and in Blacksburg.

In February the specialist spoke at a conference of the staff of the Extension Division of the University of Virginia. In March he spoke at the Rural Life Institute of the Bridgewater College, and arranged for the joint meeting of the Institute of Cooperation with the annual convention of Virginia Farm Bureau Federation.

In August a study was made of the Neighborhood Councils in Ohio, and in September the Augusta Cooperative Farm Bureau was interested in undertaking to establish a few demonstration councils.

Methods Used:

Personal conferences with managers and officers of cooperatives were used in attempting to organize delegations to the American In-

stitute of Cooperation and the Virginia Co-op School. A committee of representatives of cooperatives in the Richmond area was organized to make plans and arrangements for the Institute of Cooperation held in Richmond in March.

After studying the Ohio Neighborhood Councils, a conference with the manager of the Augusta Co-op Farm Bureau resulted in his agreeing to help organize a few demonstration councils in his county, with the aid of the secretary of the Virginia Farm Bureau Federation. A personal conference with the secretary and president of the Federation secured the cooperation of the former in the project.

Results Accomplished:

Delegates from the Augusta Cooperative Farm Bureau, Washington Cooperative Farm Bureau, and Cold Spring Co-op Creamery accompanied the specialist to the American Institute of Cooperation in Atlanta in January. Subsequent contacts with these leaders revealed that they had brought back to their organizations many worthwhile ideas. Delegations from other co-ops were kept from making the trip to Atlanta by bad weather and unexpected developments in their organizations; in one case by the sudden death of the manager.

Attendance at the 1942 Co-op School in Richmond and in Blacksburg was curtailed by a combination of the developing farm labor shortage, suspension of tire sales, and an unusually cold spell developing on the heels of a snow storm that made travel very difficult. Attendance, however, ranged from 35 to 90 cooperative employees, officers, and directors. Several of the larger co-ops continued the practice of sending four or five employees to each of the sessions,as they have found this very helpful in improving the understanding of cooperative principles and efficient business practices by the employees. Delegates at each of the schools presented a skit written by H. P. Martin of Southern States Cooperative, showing antiquated versus up-to-date ways of serving farmers with co-op supplies. Many favorable comments were heard regarding the value of the School. Emphasis was given to ways in which co-ops could contribute to the war effort and get themselves in position to weather the adjustments that would accompany the war economy and the change back to peace conditions following the war.

Due to the travel and labor situation, cooperative leaders suggested suspending the Virginia Institute of Cooperation sessions usually held in February or March at Roanoke, Harrisonburg, and Richmond. However, it was decided to hold the Richmond Institute in conjunction with

the annual meeting of the Virginia Farm Bureau Federation. The topics considered centered around the most effective participation of cooperatives in the war effort. The state director of Selective Service explained the application of selective service to farm workers, and asked the co-ops to help their members to understand how they should cooperate with selective service in dividing farm workers between the armed forces and necessary farm production.

Due to the pressure of other work, the secretary of the Virginia Farm Bureau Federation has been unable to get started on the Neighborhood Council Project in Augusta County. Plans are under way to get this project started during the winter months.

Outlook for the Project:

The transportation situation and the extreme shortage of farm workers over the State has made it very difficult to get co-op leaders together for educational meetings during the year. The summer conference of directors and managers of electric cooperatives was suspended for the duration for this reason. The Virginia Co-op School for 1943 was similarly suspended, and for the additional reason that with so many employees called into the armed forces the remaining personnel can not take time away from their business to attend conferences and institutes. Most district and state co-op educational meetings are consequently suspended for the duration, while the co-op personnel devote their energies to helping with the war effort in every way possible.

Due to the transportation and labor situations, attendance at annual meetings of cooperatives is much reduced. This is making it more important than ever to develop other methods of reaching the rank and file of co-op members with educational material regarding cooperatives. The monthly publication of information about cooperatives in the Extension Division News is being continued. Each co-op is being urged to send some type of monthly letter or publication to its members and to include in it the Co-op Message sent out by the specialist monthly. Wherever possible, boards of directors will be encouraged to set up an educational committee to develop methods of reaching the members with educational material. Such a program will probably be difficult to carry through because of the time that local leaders are devoting to various phases of war work. However, it is important that farm people learn how the cooperatives are contributing to the war effort, and how cooperative principles can be applied in all phases of work to accomplish more to help win the war.

Assistance Needed:

The greatest need is for the work that should be done by an active educational committee for each cooperative association. The big job of the year will be to get these committees to functioning.

Location of Education Projects In Cooperative Education

(1) Rural Life Conference- Bridgewater College

(2) Richmond Institute of Cooperation

(3) Co-op Schools

(4) Co-ops sending delegates to the American Institute of Cooperation

COOPERATIVE EXTENSION WORK
IN
AGRICULTURE AND HOME ECONOMICS
STATE OF VIRGINIA

VIRGINIA AGRICULTURAL AND MECHANICAL COLLEGE AND POLYTECHNIC INSTITUTE AND UNITED STATES DEPARTMENT OF AGRICULTURE, COOPERATING

Blacksburg, Virginia
June 2, 1942

EXTENSION SERVICE

Dear Co-op Manager:

The success and progress of your cooperative depends upon a loyal membership, an attentive board of capable directors, and a competent manager. Each has his part to play in the efficient operation of the organization.

Managers of cooperative associations not only must be capable operators, leaders of their staff of employees, close buyers and effective sales managers; but must be membership education directors as well. You must be a first class business man plus an educator. You have a real job to do. How well are you doing that job?

As one means of determining how well various people are doing their work, efficiency experts draw up sets of questions relating to the job and get the individuals to answer these questions. The Co-op Digest has published a set of such questions covering the work of co-op managers. These questions are listed on the reverse side of this letter.

How do you stack up as a co-op manager? Are you a top-flight man that will rate a score of 90 out of 100? Or are you just a mediocre fellow with a passing grade of 60? This score card presents a challenge to you. Just for the fun of it, turn the sheet over and give yourself a score on the various questions. Then add up your total score. Where do you stand?

If you are really serious in your desire to improve your work, why not get each of your directors to fill out a score card on you at the next meeting of the board. Get your typist to fill in duplicate score cards on the typewritten, so you can't identify any of the scores and then make a study of those points on which you are given a low score. That should give you basis for studying out ways and means of making yourself a better manager for your co-op.

Cordially yours for Cooperation,

Gordon H. Ward

Gordon H. Ward
Ext. Agr. Economist

P.S. We will be glad to supply you the number of score cards you need to have your directors rate you as a co-op manager.

GHW

HOW DO YOU STACK UP AS A MANAGER?

		Good Score	Your Score
1.	Are you operating the association along sound co-operative lines, or on a competitive basis?	5	____
2.	Are you primarily interested in salary and security of position or in the program of the cooperative?	5	____
3.	Do you study to improve yourself or are you "in a rut"?	5	____
4.	Do you encourage or discourage suggestions from employees or board members?	5	____
5.	Are you fair and impartial to employees and patrons or do you have favorities?	5	____
6.	Do you give patrons a friendly welcome or the "cold shoulder"? .	5	____
7.	Do you wait for business to come in or do you go out and get it?	5	____
8.	Do you extend credit only in accordance with the policy of your board of directors?	5	____
9.	Do you send monthly statements and follow up collections on past due accounts?	5	____
10.	Do you attempt to get business by "price cutting"?	5	____
11.	Do you keep your stock of merchandise and your place of business neat and attractive?	5	____
12.	Do you see to it that books and records are complete and up-to-date?	5	____
13.	Do you submit a complete monthly report to the board or do you try to "cover up" mistakes?	5	____
14.	Do you insist on an annual audit or do you advise the board that an audit is an unnecessary expense?	5	____
15.	Do you operate under a budget and keep within it?	5	____
16.	Do you keep members informed about the services of their co-operative or do you depend upon their loyalty?	5	____
17.	Do you promote education about co-operative principles by meetings, personal contact and letters, or do you avoid "stirring them up"?	5	____
18.	Do you advise the directors on association problems, or do you wait to see which way the winds of opinion blow?	5	____
19.	Do you insist on having your way, or do you faithfully try to carry out the directors' policies as adopted?	5	____
20.	Do you co-operate with other co-operatives, or do you believe co-operation is limited to your own association?	5	____
			100

WHAT IS YOUR SCORE?

COOPERATIVE EXTENSION WORK
IN
AGRICULTURE AND HOME ECONOMICS

STATE OF VIRGINIA

VIRGINIA AGRICULTURAL AND MECHANICAL COLLEGE AND POLYTECHNIC INSTITUTE AND UNITED STATES DEPARTMENT OF AGRICULTURE, COOPERATING

Blacksburg, Virginia
December 12,1942

EXTENSION SERVICE

Dear Co-operator:

Everything considered, it seems best to postpone the next session of the Virginia Co-op School until the war is won and the peace-time conditions have returned. Every cooperative is doing all it can to help along with the winning of the war. With so many of the young men gone into war service every co-op staff member has more work than he or she can handle most efficiently. So the co-op staff workers cannot take time out to attend a co-op school and neither can the association officers and directors. A further factor is the necessity of conserving our transportation for essential war work.

Since we are not getting together for our usual discussion at the Co-op School this winter, there are two thoughts I should like to submit for your consideration. They both deal with preparing for the period after the war. The first deals with preparing for the financial shock that will occur in the transition from war to peace. The second concerns the role of the cooperative movement in the post-war period.

There is bound to be a period of serious unemployment when the fighting ceases and the production of armaments stops. Very few factory workers will be employed during the six months to a year that will be required to re-equip the factories to turn out consumer goods and peace-time products. A public works program will probably help us weather the shock, but unless Europe can finance extensive purchases of U.S. foods, there will be drops in the prices of farm products. As production of manufactured goods is resumed, prices of most supplies handled by co-ops will decline. It therefore appears to be the part of wisdom to set aside a portion of annual savings above the usual rate of patronage refund to offset the losses to be expected during the period of price re-adjustment. If these reserves for price fluctuation are not all used up covering losses during the adjustment period, they can be distributed as a supplement when the certificates covering patronage refunds are paid off at the time of retirement. Farmers will be glad to get some extra cash at that time.

What is to be the role of cooperatives in the post-war period? In Sweden the co-ops have found that by becoming an important factor in most of the major industries of their country they can exert a powerful influence for stabilizing prices and the economic system on a basis relatively favorable to farmers and to urban producer-consumers. Farmer co-ops in this country have demonstrated similar power in the feed and fertilizer industry and are now achieving similar demonstrations in the petroleum and several other farm supply industries. Will not farm people achieve permanent improvement in their welfare and standard of living by supporting cooperatives that enter the production of all the important farm supplies and consumer goods used by farm families? For the average American farm family, more of the total farm income goes for consumption items than goes for production supplies. Cannot cooperation in the consumption field achieve as much for farm people as it has in the production supplies and marketing fields?

Let us look forward to the time when we can again meet in the Co-op School to discuss the ways and means whereby cooperatives can most effectively serve farm people in the post-war period.

Cordially yours for Cooperation,

Gordon H. Ward
Ext. Agr. Economist

GHW:ml

Cooperative Marketing of Eggs and Poultry

Specialist Employed on the Project:

Dr. Gordon H. Ward.

Purpose:

To assist cooperatives marketing eggs and poultry with their operating and membership relations problems, and to assist interested groups to develop new cooperatives along lines that have proven to contribute to success.

Time and Place:

During January and February several conferences were attended in Washington and Richmond working with the AMA and the Division of Markets to work out the application of the AMA egg price support program to Virginia, and to apply the program in the State through cooperatives as far as possible. In March, three days were spent visiting local cooperatives and co-op feed service agencies in Washington, Smyth, Wythe, Grayson, Pulaski, and Montgomery counties, explaining the program and trying to interest them in the program. Conferences with the AMA and the Division of Markets were attended in Washington and Richmond to work out the application of the program to Virginia. In April the Producers Cooperative Exchange in Richmond and the Southern States Marketing Cooperative in Richmond and Roanoke, and the Rockingham Poultry Marketing Cooperative were lined up in the program by personal conferences with the managers. Efforts to work out an AMA egg buying agency in Danville were made in April by conferences with the agencies involved. During May two days were spent again in Southwest Virginia, developing the contacts interested in the co-op egg receiver program. In November, a further conference was held with the Division of Markets regarding the 1943 AMA egg price support program.

In January a conference was attended in Richmond to discuss with the Division of Markets, the county agent, and interested parties, the development of a co-op poultry dressing plant to serve the Richmond area. The project and its problems were discussed in a Richmond Poultry Institute in February. Also during February, three days were spent in attending and speaking at community meetings arranged by the Rockingham Poultry Marketing Cooperative, in Rockingham and adjoining counties.

Methods Used:

This project in egg and poultry marketing made an important contribution to the Food-for-Victory Program during 1942. The AMA sent contracts to all public cold storages in Virginia, asking them to become contract egg buyers at prices announced by AMA. Not a single warehouse responded and AMA then asked the agricultural agencies in Virginia to take over the application of the program in the State. A committee was set up composed of C. I. Dunn representing the Virginia State War Board, H. L. Moore of the Poultry Department, and G. H. Ward, Marketing Specialist of the Agricultural Economics Department of the V.P.I. Extension Division, and J. H. Hook of the Virginia Division of Markets to handle the program. The marketing specialist was called upon to do the field work. He got in touch with the managers of the Rockingham Poultry Marketing Cooperative, the Producers Cooperative Exchange, and the Southern States Marketing Cooperative. They agreed to cooperate in the program. The first two became contract buyers for AMA and posted AMA buying prices to purchase eggs offered in lots of 10 cases or more, on Tuesdays and Fridays. The S.S.M.C. agreed to buy eggs at Richmond, Roanoke, and Washington at AMA prices, and sell any surplus to AMA on the offer and acceptance plan.

Results Accomplished:

The AMA prices came out in time to start buying on a Friday, at prices two to three cents a dozen above prevailing prices. In Richmond the Co-op Exchange bought about 110 cases for AMA account, and the Rockingham co-op bought a few less. The next week the two co-ops purchased about 300 cases each, but the number offered the end of the week was dwindling as the market operators began raising their prices. The third week the AMA buying agents got less than 100 cases each, and thereafter were not offered any more eggs because the market price had gone up to or above the AMA price. With the purchase of fewer than 1000 cases of eggs in Virginia through these co-ops, the egg price level was elevated from 2-3¢ a dozen all over the State. This meant tens of thousands of dollars increased income to the farmers over the State, and gave them encouragement to proceed with plans to maintain and expand the number of chicks raised for meat and egg production during 1942-43. Prior to the AMA purchase program, hatcheries were facing cancellation of orders, and in Southside Virginia some hatcheries closed. After the egg price was raised to parity by the AMA purchases, the volume of chicks went up rapidly, so that for the year the number exceeded the previous year by about 12 percent, and Virginia met its egg and poultry production goal for the year as a result of cooperation between the agricultural agencies of the State.

During the summer, AMA called for suggestions for improving the program for 1943. The specialist proposed that the AMA purchases be placed on the basis of official retail grades so as to help build up, rather than tear down, the long time egg marketing program in Virginia based on retail grades for individual eggs. He also suggested that the cooperatives be made the major buying agents so as to assure that the farmers received the highest possible prices under the program. The grade suggestion was embodied in the preliminary AMA program for 1943.

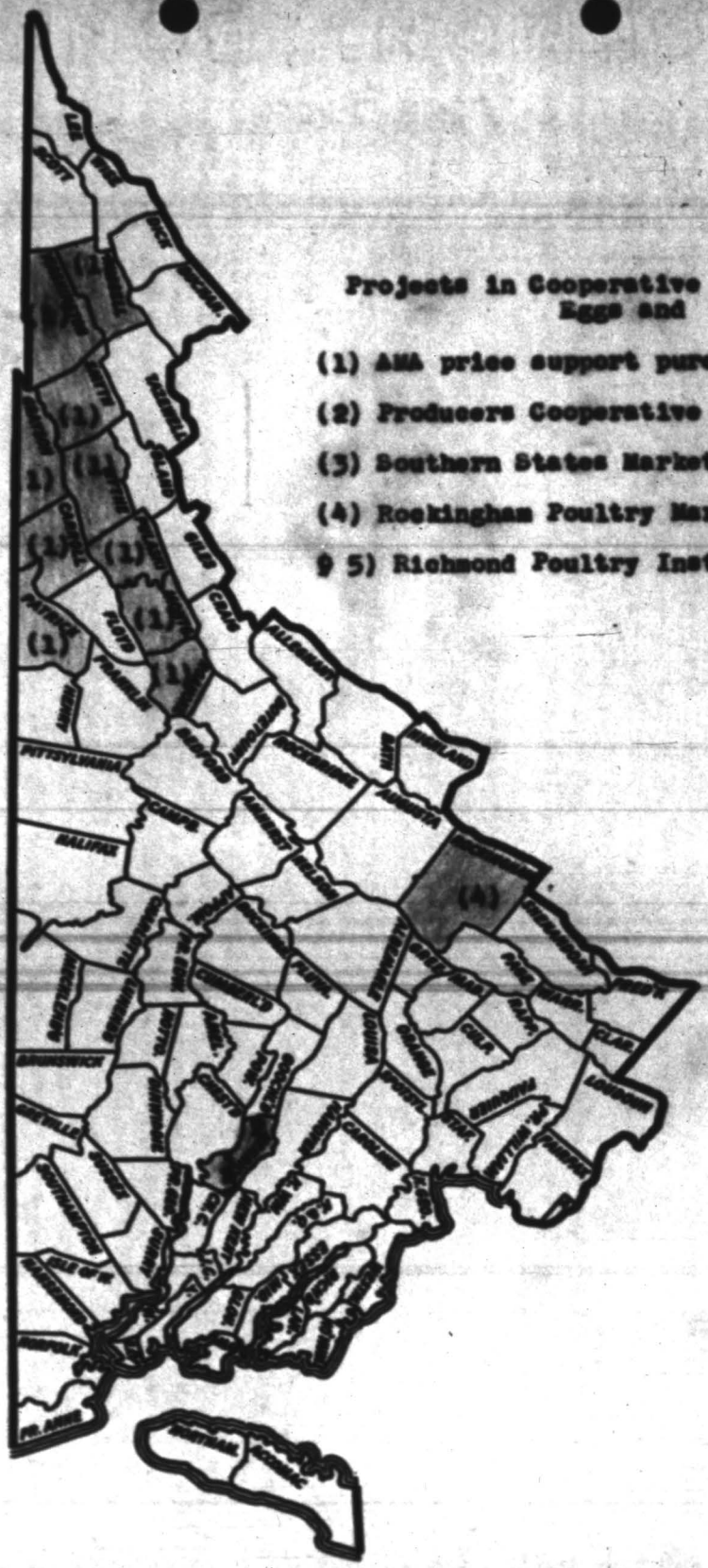
The State committee for handling the 1943 program was revised with the marketing specialist designated to represent the State War Board, and the State AMA representative was added to the committee. This committee has met and is ready to put the program into immediate operation as soon as AMA sends out the forms for signing up the agencies to participate in the program. We asked that the program be put in operation in December, so as to avoid the heavy losses to farmers that have occurred previously with prices dropping very low in January and February.

The Washington Co-op Farm Bureau, Galax and Pulaski SS Service Stores were influenced to become co-op receivers for the Southern States Marketing Cooperative. Along with the SS dealer agency in Stuart and the SS Floyd Service, these agencies offer egg marketing service to Southwest Virginia farmers on a graded basis when they have half a case or more to ship at one time, and offer a cash market for farm flock eggs. This is improving egg prices through the southwestern part of Virginia, probably by about 2¢ a dozen, and is encouraging producers to produce and market better quality eggs.

There was not sufficient producer interest to do anything with the dressing plant project for poultry in the Richmond area. The local meetings of the Rockingham Poultry Marketing Cooperative resulted in a substantial increase in producer support and patronage. The recommendations of the specialist to the directors and manager that wider margins be taken on poultry bore fruit during the year, with the result that indications pointed to sufficient net earnings to warrant a patronage dividend of 1/4¢ a pound on all poultry handled. This co-op has become firmly established and has become a life-saver for the broiler and turkey industry in the Shenandoah Valley through assuring the producers a permanent market for their poultry at prices bearing a fair relationship with central market prices.

Outlook for Continuation of the Project:

The committee is already set up for continuing the egg program on through 1943. The specialist is still working with the Rockingham Poultry Marketing Cooperative, and indications are that there will be more frequent calls for assistance. The project is likely to be a major contribution to the food-for-victory program through 1943.



Projects in Cooperative Marketing of Eggs and Poultry

(1) AMA price support purchase program

(2) Producers Cooperative Exchange

(3) Southern States Marketing Cooperative

(4) Rockingham Poultry Marketing Cooperative

(5) Richmond Poultry Institute

Cooperative Marketing of Fruit

Specialist Employed on the Project:

Dr. Gordon H. Ward.

Purposes:

To assist groups of producers desiring to market their fruit cooperatively to organize cooperative associations on a sound basis, and to assist established cooperatives with their operating and membership relations problems.

Time and Place:

During January, a conference was held with the Wages and Hours Division regarding the possible revision of the area of production as it affects the fruit packing wages in Virginia. This subject was followed up through the year.

In September, the specialist spent a day at Sperryville conferring with the managers of the fruit handling co-ops located there.

Methods Used:

The methods used in this project were personal conferences with the Wages and Hours Administration, co-op managers, and leaders. Correspondence was used in following up the application of the Wages and Hours regulations to fruit packing in Virginia with the secretary of the Virginia Horticultural Society.

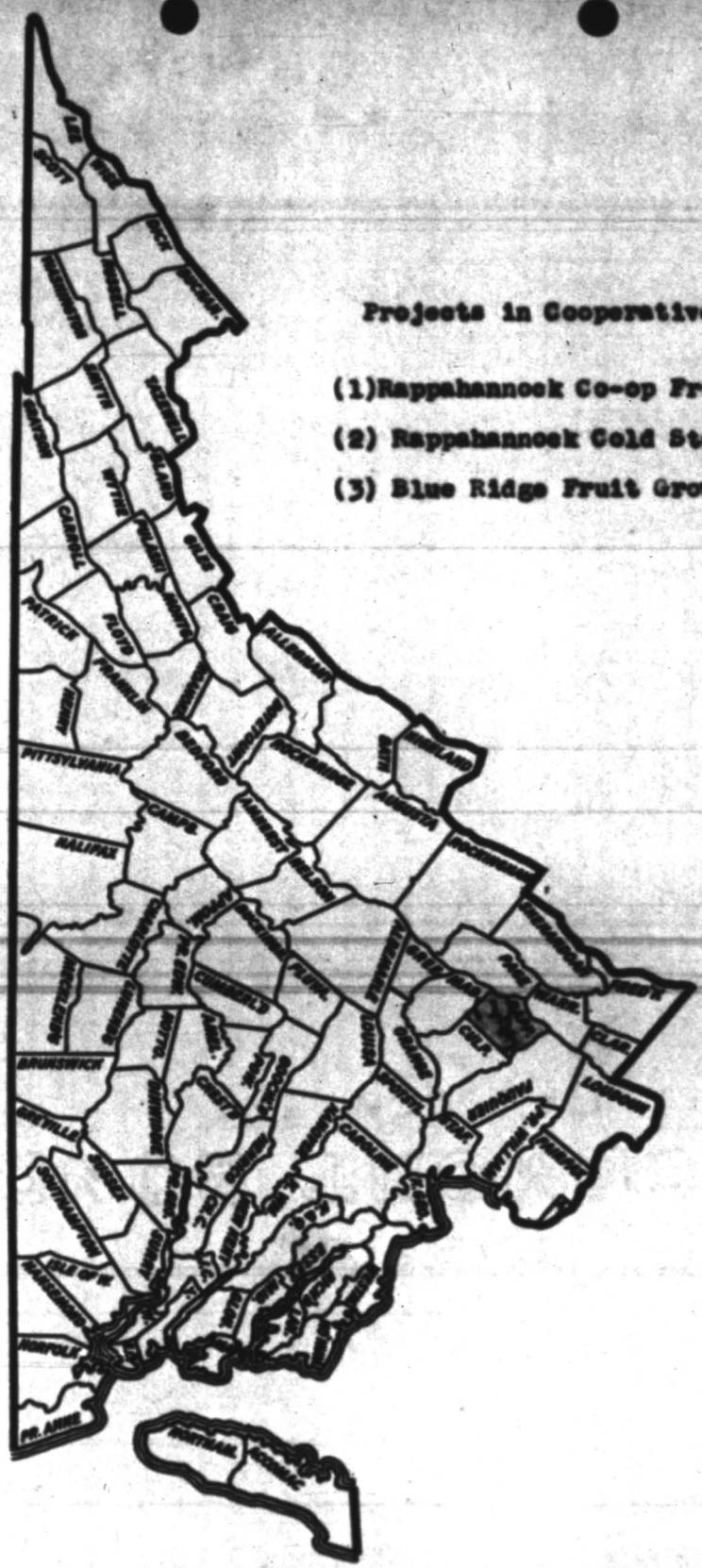
Results Accomplished:

Nothing was accomplished in inducing the Wages and Hours Administration to revise its definition of the area of production so as to exempt Virginia fruit packing houses located in the country from the wages and hours regulation. The general increase in farm wage rates during 1942 generally alleviated the hardship which would have obtained if community packing houses had had to pay higher wages than individual packing houses.

The Rappahannock Co-op Fruit Growers, the Rappahannock Cold Storage Co-op, and the Blue Ridge Fruit Growers were given information regarding the proper distribution of their 1941 net earnings, in compliance with their by-laws. In following policies recommended by the marketing specialist, these co-ops are developing stronger member support and are interesting non-members in becoming part of the respective organizations. Through the cold storage and apple juice plant, the co-ops are conserving most of the usable apples in their region, and making them available for the Food-for-Victory program.

Outlook for Continuation of the Projects

The co-ops at Sperryville could make a further contribution to the war effort by developing a dehydration plant for apples. The marketing specialist and horticultural specialist plan to work on this project jointly during 1943.



Projects in Cooperative Marketing of Fruit

(1)Rappahannock Co-op Fruit Growers

(2) Rappahannock Cold Storage Cooperative

(3) Blue Ridge Fruit Growers Cooperative

Cooperative Marketing of Livestock and Wool

Specialist Employed on the Project:

Dr. Gordon H. Ward.

Purpose:

To assist established cooperatives in an educational capacity with their operating and membership relations problems, and to assist, upon request, groups of producers interested in organizing associations to market their products cooperatively.

Time and Place:

In January, the specialist assisted the farmer committees that had been marketing wool, lambs, and calves jointly in Tazewell County to incorporate as the Farmers Cooperative of Tazewell County, in order to put the operations on a business-like basis and eliminate the personal liability of the members.

Similar assistance was given to the wool, calf, and strawberry marketing committees during February in incorporating the Lee Farmers Cooperative. In May the wool, calf, and lamb marketing committees in Grayson County were assisted in incorporating the Grayson Farmers Cooperative. During October, a set of books was set up for this organization and the system explained to the bookkeeper.

In March the specialist conferred with the county agent and the leaders of the Russell County Co-op Livestock Shipping Association, regarding expanding its operations through a phosphate supply contract with T.V.A. In October assistance was given the bookkeeper of this organization in straightening out some problems, and in preparing monthly financial reports.

In June the specialist met with the executive committee of the United Wool Growers and explained the plan for the co-op to establish a plan for indemnifying sheep growers for losses from dogs killing their sheep, worked out jointly with Dr. J. L. Morton. During August, the two specialists inaugurated the explanation of the program to sheep growers through a series of meetings in Rockbridge County.

Methods Used:

The specialist met with representatives of various marketing committees in the different counties and explained the advantages of incorporation to them. When the groups voted to incorporate, he explained the procedure of incorporation and helped them sign up the certificate of incorporation and secure their charter from the State Corporation Commission. The installation of the bookkeeping system for the Grayson Farmers Cooperative required personal instruction of the bookkeeper regarding the system. Individual instruction of the bookkeeper was also used with the Russell co-op.

The sheep indemnity plan for the United Wool Growers was drawn up from the documents of the sheep indemnity associations in Tennessee. The plan was incorporated in a new article proposed to be added as an amendment to the by-laws. When approved by the executive committee, the required application for membership and the membership agreement were drafted and sent to the county agents in the major sheep producing counties for submittal to the interested sheep producers.

Results Accomplished:

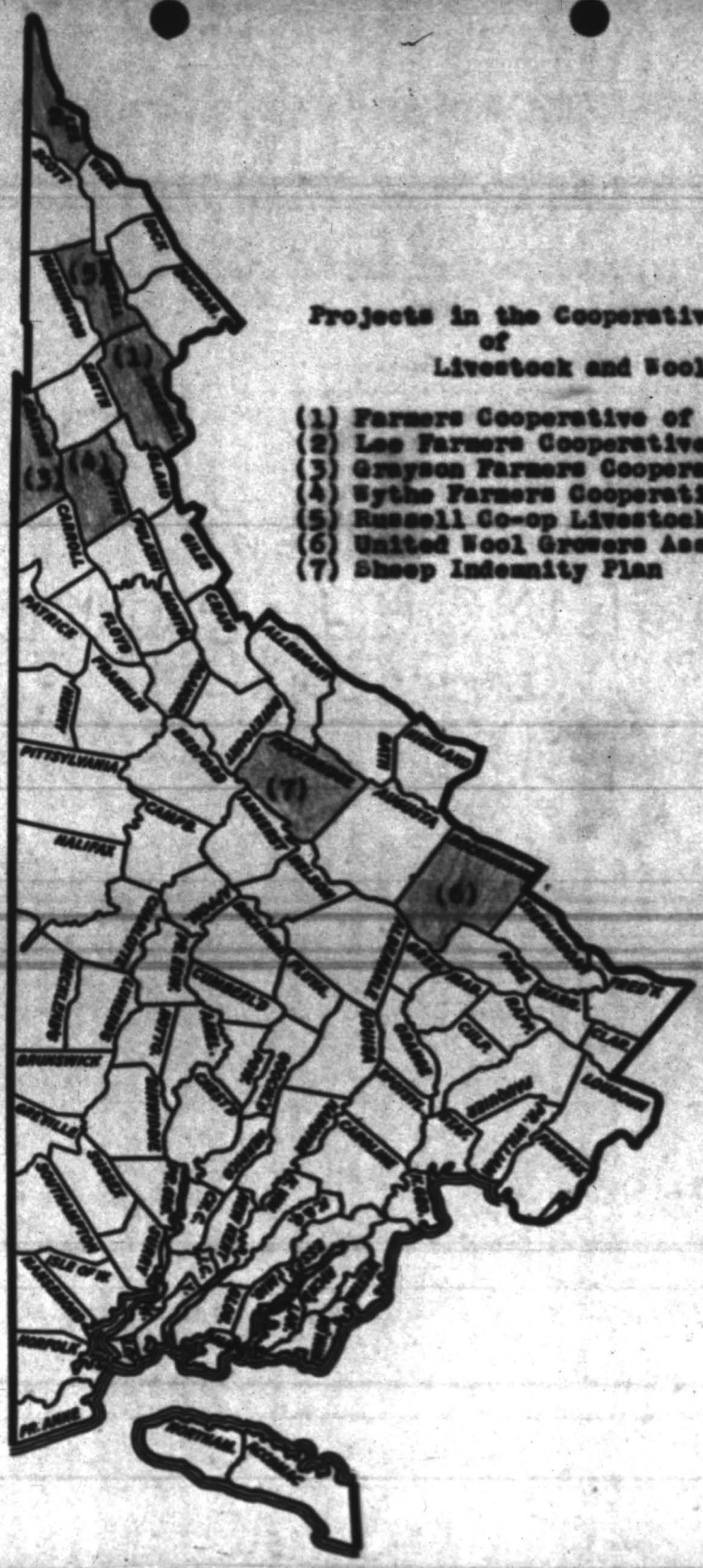
The livestock and wool marketing activities in Grayson, Lee, and Tazewell counties were placed on a business-like basis through incorporation as farm cooperatives, and the participants were relieved of personal liability for any loss or act of the group. This should stimulate further progress by these groups in serving the farmers of their counties. Their charters are broad enough that they can branch out into any field of service the members wish to enter.

The Russell Co-op improved the business methods used following the installation of the bookkeeping system by the specialist the previous year. If T.V.A. had been in a position to supply the phosphate fertilizer, the co-op would have become the principal handler of this essential fertilizer in the county with a contract with AAA. This co-op is winning the confidence of a growing proportion of the farmers in the county, and will be able to expand its services in the future as a consequence.

The progress made in explaining the sheep indemnity program resulted in some 7,000 sheep being enrolled in the program by November 30, 1942. It is expected that the plan will become effective early in 1943.

Outlook for Continuation of the Project:

There are informal livestock and wool marketing groups in other counties that need incorporation to limit the liability of the members and improve their business methods. These will be contacted throughout 1943. The sheep indemnity program should help to stimulate an increase in the number of sheep on Virginia farms and thereby contribute to the food and fiber supply for the war effort.



Projects in the Cooperative Marketing of Livestock and Wool

(1) Farmers Cooperative of Tazewell County
(2) Lee Farmers Cooperative
(3) Grayson Farmers Cooperative
(4) Wythe Farmers Cooperative
(5) Russell Co-op Livestock Shipping Ass'n
(6) United Wool Growers Association
(7) Sheep Indemnity Plan

Cooperative Marketing of Milk

Specialist Employed on the Project:

Dr. Gordon H. Ward.

Purpose:

To render educational assistance to milk marketing cooperatives in meeting their operating and membership relations problems, and to respond to requests from groups of dairymen to help them develop new cooperatives to operate on a sound basis.

Time and Place:

The specialist met monthly with the board of directors of the Cold Spring Cooperative Creamery in Roanoke, from April through November. He met with the board of directors of Early Dawn Co-op Dairy in December and February, and conferred with the manager in Waynesboro in November.

During July the specialist conferred with the manager of the Norfolk Co-op Milk Producers Association regarding tax problems, and in September regarding patronage refunds for non-members. In July he discussed various problems with the new manager of the Rosemond Cooperative Dairy, and in September went over the accounting system with the manager and new bookkeeper.

At various times during the year the specialist advised with the manager of the Petersburg Cooperative Milk Producers Association, and in April spoke at the annual meeting of the cooperative. During January and February several conferences were held with county agents and milk producers in Montgomery, Pulaski and Wythe counties, regarding the proposed Radford Cooperative Milk Producers Association. The specialist attended the annual meeting of the Richmond Cooperative Milk Producers Association, and conferred with the manager from time to time during the year. He also spoke at the member meetings of the Roanoke Cooperative Milk Producers Association in July and November, and conferred with the directors and manager three times during November regarding the milk hearing scheduled for December.

Frequent conferences during the year were held in Petersburg with the manager of the Southside Cream Cooperative. In January the specialist conferred with the Chesapeake Creamery in Baltimore regarding the cream co-op, and in January he conferred with the president in Charles City county. In November he conferred with the directors regarding management problems.

The county agent of Wise County called the marketing specialist and dairy husbandry specialist to the county to study the dairy situation relative to organizing a producers' association, and a meeting was held with the dairymen of Wise and Lee counties.

During April and May the specialist conferred with the county agent and a group of interested dairymen regarding the procedure for taking over the Baldeman Creamery by a producers' cooperative association.

Methods Used:

As will be noted from the statement regarding the location of the activities in this project, the main method employed was personal conferences with the managers and leaders of the various associations, and meetings with the boards of directors. Occasionally the specialist spoke at member meetings of the cooperatives. From time to time the specialist also conferred with the Milk Commission regarding the possible modification of regulations in some of the markets where co-ops were operating when requested to do so by the association involved. In many instances the successful experiences of one co-op were carried to other co-ops to help them in meeting their problems.

Results Accomplished:

The directors of Cold Spring Co-op Creamery have been assisted in learning how to interpret monthly financial reports so as to discern the trends in their business. This will enable them to make prompt decisions in improving the operating results. Meetings with the board of directors of the Early Dawn Co-op Dairy clarified their understanding of federal income tax regulations so as to adjust their method of handling patronage refunds to maintain their exempt operating basis.

Following conferences with the management of the Norfolk Co-op Milk Producers Association, the organization straightened out its tax

exemption status with the state tax commission. The method of handling non-member business and patronage refunds was adjusted to conform strictly with federal requirements so as to retain federal tax exemption and build up reserves to help finance the co-op milk handling operations.

The conferences with the manager and directors of the Petersburg Co-op Milk Producers Association helped that organization to develop closer working relations with the distributors in the market, and maintain a satisfactory supply of milk in the face of increased demand. Cooperative relations were maintained with the associations in Richmond and Norfolk.

Not a sufficient number of producers in the Radford area could see an advantage in organizing a co-op, so nothing developed in that area. The directors of the Roanoke association made careful plans for presenting an effect case for an upward adjustment of prices to producers at the hearing before the Milk Commission scheduled for December 15. The group in Winchester were unable to get a satisfactory price on the creamery and so postponed action until they can acquire it at a reasonable price.

With the directors of the Southside Cream Cooperative living at considerable distances from Petersburg, and the transportation situation preventing them from attending director meetings, the manager called upon the specialist frequently for advice on handling the many problems of this new co-op struggling for its existence. During the late winter when the volume of cream fell very low, it was impossible to cover operating expenses with the three-cent margin established when the co-op commenced operating the previous spring. The margin was therefore widened out to four cents, and this enabled the co-op to close the fiscal year on September 30, with a balance of about $50 in the current operating account, and about $500 in the adjustment fund which the Chesapeake Creamery paid to enable the co-op to equal the prices being paid by private cream buyers in the territory. The Co-op purchased a truck in February and began making monthly payments from the equalization fund. In July drafts were issued the shippers in the name of the co-op rather than in the name of the Chesapeake Creamery, and the Creamery was billed for each shipment of cream. This has materially improved the financial position of the co-op, so that it carries a bank balance of around $1,000 instead of being pinched financially. A new cream route was developed in southern Brunswick County to open a new section to dairy production. The volume of cream production over the territory has been stimulated by the co-op making prompt payment for each shipment and maintaining the price at about 4¢ below the Philadelphia butter price, which is 1¢-3¢ above the previous

level. The Co-op is therefore making a valuable contribution to the Food-for-Victory program in the dairy products field.

The specialist helped to develop cooperative supply relationships between cooperatives in different sections of the State to help meet the milk shortage in the defense and army camp areas of eastern Virginia. The Valley of Virginia Cooperative Milk Producers Association shipped several thousand gallons of Grade A milk daily from Rockingham County to the Norfolk Cooperative Milk Producers Association. Early Dawn Co-operative Dairy shipped its surplus milk from Waynesboro to the Colony Farms Co-op Dairy in the Newport News Market. Cold Spring Co-op Creamery shipped its surplus from Roanoke to the Hampstead Co-op Dairy at Suffolk, and to the Petersburg Co-operative Milk Producers Association. Encouragement has been given continually to developing such relationships to help meet the great need for more milk in eastern Virginia.

Outlook for Continuation of the Project:

There are new problems constantly arising in the milk marketing field. The specialist has demonstrated his ability to assist the cooperatives in meeting these problems, and so is constantly being called upon to advise with the managers and boards of directors. The problem of inducing OPA to make sufficient adjustment in the price ceilings on fluid milk in Virginia to permit a raising of the price to the producers sufficient to cover their increased costs of production, due to the war, has already caused the specialist to be called upon by several co-ops, with the prospect that attention will be required during much of the year ahead.

Assistance Needed:

The marketing specialist collaborates with the dairy husbandry specialists in many of the dairy products marketing projects. This collaboration will continue in the future. Further assistance will probably be needed from the Virginia Milk Commission in meeting the problem created by the OPA setting relatively high price ceilings on fluid milk by production districts in Virginia. Within these districts there is considerable variation in retail prices between different sized markets with varying costs of distribution. In order to make price control work equitably for producers and consumers, retail prices should be held below the OPA ceilings in many of the smaller markets in a given price ceiling district. The Milk Commission is the only agency that can do this, and the marketing specialist is already working on this problem with the Milk Commission.

Projects In The Cooperative Marketing of Milk

1. Cold Spring Cooperative Creamery
2. Colony Farm Cooperative Dairy
3. Early Dawn Cooperative Dairy
4. Hanesmond Cooperative Dairy
5. Norfolk Co-op Milk Producers Ass'n
6. Petersburg Co-op Milk Prod. Ass'n
7. Richmond Co-op Milk Producers Ass 'n
8. Roanok Co-op Milk Producers Ass'n
9. Valley of Va. Co-op Milk Prod. Ass'n
10. Pulaski-Radford Association project
11. Southside Cream Cooperative
12. Roanoke Valley Cheese Co-operative
13. Lee-Wise Milk Ass'n Project

Board of Directors of the Cold Spring Cooperative Creamery, with which the specialist advised frequently during the year.

Co-operative Marketing of Miscellaneous Products

Specialist Employed on the Project:

Dr. Gordon H. Ward.

Purpose:

To assist established cooperatives handling miscellaneous products with their operating and membership-relations problems, and to assist groups of farmers calling for assistance to organize cooperatives on a sound basis to market whatever farm products they desire to sell.

Time and Place:

During October two days were spent in Buchanan County with the county agent and vegetable gardening specialist, holding local meetings with potato producers on production and marketing problems.

In March and April assistance was given a group of farmers in Buckingham County to set up and incorporate the Buckingham Farmers Cooperative to can and market tomatoes. A bookkeeping system was set up for the co-op during the summer, and assistance given in training the bookkeeper in September.

In April two conferences were attended in Frederick County regarding the development of a curb market in Winchester.

During December, assistance was given the treasurer of Little Meadows Co-op Cannery in preparing the annual settlement and report to the members.

Two days in July were spent helping the Richmond Farmers Cooperative figure the settlement with the members for sweet potatoes, and prepare the annual financial reports.

Occasional conferences with the directors of the Virginia Rabbit Marketing Cooperative were held during the year, and assistance was given in February in preparing the annual report to the members.

Methods Used:

As indicated above, the principal methods used in this project were conferences with county agents, committees, and local leaders. Meetings of interested farmers were also addressed to explain the co-op setup, operating procedures, and cooperative principles. Personal instruction was given treasurers and bookkeepers in handling accounting problems and drawing up reports.

Results Accomplished:

Potato producers in Buchanan were helped to realize that successful marketing depends upon producing a volume of uniform, high-quality products that are graded and packaged according to U. S. standard grades. Foundations were thus laid for developing a potato production and marketing project in the county.

The Buckingham Farmers Cooperative signed up about 30 members to grow about 75 acres of tomatoes. Used equipment was purchased and installed in a rented building. About 6000 cases of tomatoes were canned. The best 1500 cases were sold to the Army at a premium price, and the balance were sold to the Surplus Commodities Corporation for lease-lend and other government uses. Most of these farmers had not grown tomatoes previously, so this project was a distinct contribution to the Food-for-Victory program, while at the same time providing a new source of cash income for the group.

The Richmond Farmers Cooperative has been plagued with a series of years unfavorable for sweet potato production, and for the past few years has not been able to more than half fill the house. This makes curing and storing costs high, and requires that depreciation and other overhead costs be figured carefully so as to make the returns as high as possible in order to encourage additional growers to enter the project. Some progress is being made in that direction. Plans are under way to use part of the facilities for a frozen food locker plant as soon as the refrigeration equipment can be secured.

The Rabbit Co-op got onto a sounder basis of operation as a result of having to borrow heavily to store rabbits during the summer of 1941. The members then voted to withhold payment until the rabbits could be sold and the money collected. They also voted to set aside a larger amount in the Revolving Capital Fund in order to accumulate funds with which to finance part payment for rabbits upon delivery.

Outlook for Continuation of the Project:

This will be a continuing project throughout the ensuing year. New marketing problems are continually arising in the various communities, and the county agents will call upon the marketing specialist for assistance in meeting these problems.

Several of the cooperatives assisted during the year, such as the Buckingham Farmers Cooperative, Richmond Farmers Cooperative, and Virginia Rabbit Marketing Cooperative will be needing assistance from the specialist on through the year ahead.

Assistance Needed:

When some phase of the project calls for special knowledge that is outside the field of the marketing specialist, the needed assistance is secured from other extension specialists. Some phases of the project, such as the Buchanan potato development, are carried on as joint projects with other subject matter specialists.

Projects in the Cooperative Marketing of Miscellaneous Products

1. Buchanan Potato Marketing Project
2. Buckingham Farmers Cooperative
3. Winchester Curb Market Project
4. Little Meadows Co-op Cannery
5. Richmond Farmers Cooperative
6. Virginia Rabbit Marketing Cooperative

Cooperative Purchasing

Specialist Employed on the Project:

Dr. Gordon B. Ward.

Purposes:

To assist established farmer purchasing associations with their operating problems and membership education programs, and to advise with groups of farmers endeavoring to develop cooperative purchasing associations on a basis that will serve them effectively.

Time and Place:

During September the specialist conferred with the manager of the Augusta Cooperative Farm Bureau regarding policies for the locker plant and the education program. He met with the directors of the newly-organized Montgomery County Farm Bureau in May.

In March he was called to confer with the directors of the Rappahannock Cooperative Farm Bureau, regarding the development of a farm supply store. In December, he conferred with the directors of the Pulaski Cooperative Exchange regarding the development of a county Farm Bureau, and later that month spoke on the subject at the annual meeting. The annual meeting of the Southern States Cooperative was attended in Richmond in November.

The specialist met with the directors of the Washington Co-op Farm Bureau in December, to consider current problems and interest them in sending a delegation to the American Institute of Cooperation. In March he conferred with the manager regarding undertaking the handling of eggs for patrons. In July he assisted the leaders in planning the annual meeting. In October he further met with the directors to consider current problems and the basis of affiliating with the Virginia Farm Bureau Federation.

Methods Used:

The principal method used in this project was conferences with the boards of directors, and personal conferences with the managers. Occasionally, meetings of members of the cooperatives were addressed on the subject regarding which the specialist was working with the co-op.

Results Accomplished:

The Augusta Co-op Farm Bureau is maintaining patronage records for the frozen food locker plant, which will permit accurate distribution of patronage refunds according to the earnings of the different types of service rendered by the locker plant. It was further agreed to undertake the development of an educational program through neighborhood councils.

The Nansemond Co-op Farm Bureau was advised not to start a store until they had sufficient capital subscribed by at least 200 members, to provide adequate volume of patronage for successful operation. They were unable to raise the necessary capital, so the project did not materialize. The calamity of a failure of a co-op purchasing undertaking was thus avoided.

The Pulaski Co-op Exchange decided to proceed with fostering a county Farm Bureau to take over the business of the Exchange and of the Southern States Pulaski Service. The advice of the specialist to confer first with the leaders of the Pulaski Service and make it a joint undertaking was disregarded. The result was that the Service group failed to support the project and very little has been accomplished.

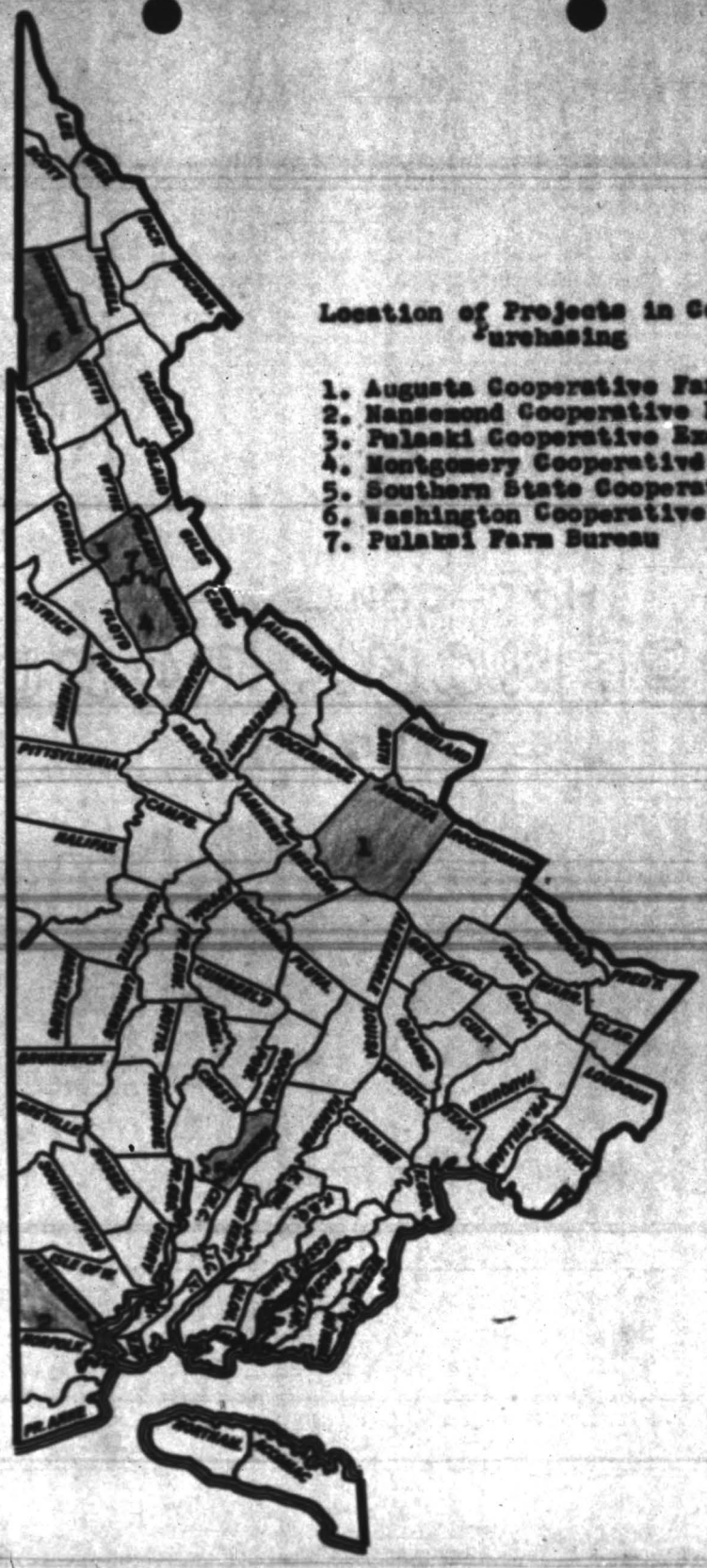
The Washington Co-op Farm Bureau sent its president to the American Institute of Cooperation in Atlanta, and he started to the Co-op School at Blacksburg but was prevented from reaching there by sleet on the highway. This Farm Bureau also rendered a valuable service through handling eggs for marketing on a graded basis through Southern States Marketing Cooperative in Roanoke. In October, the directors agreed to help sponsor the organization of a Washington County Farm Bureau as a general farm organization to affiliate with the Virginia and national Farm Bureau Federation. Some progress was made in signing up members.

Outlook for Continuation of the Projects

Established cooperatives from time to time have problems regarding which they desire to consult with the specialist. Such requests for assistance can be expected to continue on through the ensuing year. There is continuing interest in cooperative purchasing among Virginia farmers, and from time to time groups reach the stage of forming an organization and starting in business for themselves. Such groups frequently call upon the specialist for assistance in forming their cooperative.

Assistance Needed:

The assistance of the secretary of the Virginia Farm Bureau Federation is needed in developing the neighborhood council educational project with the Augusta Cooperative Farm Bureau on a demonstration basis. There are indications that this may be forthcoming.



Location of Projects in Cooperative Purchasing

1. Augusta Cooperative Farm Bureau
2. Nansemond Cooperative Farm Bureau
3. Pulaski Cooperative Exchange
4. Montgomery Cooperative Farm Bureau
5. Southern State Cooperative
6. Washington Cooperative Farm Bureau
7. Pulaski Farm Bureau

Miscellaneous Marketing Services of Dr. Ward

Purpose:

To respond to various requests from groups over the State for educational assistance in handling current economic and related problems confronting farm and rural people.

Time and Place:

During December the specialist discussed the 1942 Legislative Program with the executive committee of the Agricultural Conference Board, and during February met with the committee and the membership meeting of the Conference Board regarding the Legislative Program. The summer meeting of the Conference Board was omitted because of the war and the transportation problem.

From time to time during the year the specialist conferred with the auditor for the Division of Markets, regarding co-op audits and related problems. Several additional co-ops were interested in the service.

In September, the specialist spoke at the annual meeting of the Chesapeake Farmers Cooperative at Wilmington Church. In March, he explained to the bookkeeper for the Clarke Farmers Cooperative how to prepare the books and records for auditing, and during July and September trained a new bookkeeper for the cooperative.

In December assistance was given the Mecklenburg Terracing Association in closing its books for the fiscal year and recording the disposition of its equipment. Similar assistance was given the Bottoms Soil Conservation Association in March.

During December the specialist assisted producers and distributors on the Pulaski market to gain an understanding of the operation of the regulations of the Milk Commission, as applied to their market, and straightened out matters with the Milk Commission and local milk board. Conferences were had with the Milk Commission during the year, regarding problems in various milk markets over the State.

In December, assistance was given the Virginia Artificial Breeding Association in straightening out its books, and in January the bookkeeper was assisted in preparing annual reports for the membership meeting.

The specialist attended the conference on transportation problems called in Philadelphia in May, to consider the problems presented by suspension of truck manufacture and the shortage of rubber for tires. In October he attended the conference in Atlanta, called by AMA, to consider the problems of marketing perishable farm products.

Also in October, he participated in a panel discussion of the food problems occasioned by the war, held at Randolph-Macon Woman's College in Lynchburg.

In July, two days were spent with the Van Dandale Dairy at Williamsburg, assisting them in developing a simple bookkeeping system covering their milk handling and distribution operations.

Methods Used:

From the above exposition of the variety of projects worked on, it is evident that a wide range of methods were used, as occasioned by the circumstances. Personal conferences, speaking at meetings, personal instruction in bookkeeping, and conferences with county agents were all used in handling the problems involved.

Results Accomplished:

The Agricultural Conference Board developed a legislative program for the 1942 session of the General Assembly which received favorable action in most instances. The merchants opposed to cooperatives succeeded in passing a bill through the House of Delegates that would have harmfully restricted the operations of farmer cooperatives. The co-ops and the Conference Board defeated the measure in the Senate, so that no change was made in the law governing farmer cooperatives.

The Terracing Associations were forced to suspend operation for the duration of the war on account of lack of technical supervision from the assistant county agents, and lack of manpower to operate the equipment. They have done valuable service in helping to conserve the soil resources of the various Southside counties for greater food production. After the war they expect to secure improved

rubber-tired terracing equipment which can be operated with one man instead of two, and therefore do the work at less cost.

The Pulaski market has operated much more smoothly under the regulations of the Milk Commission, following the December conferences that enabled several important factors in the market to understand how the regulations operate. The specialist also assisted the co-op on the Petersburg market to work more harmoniously with the Milk Commission.

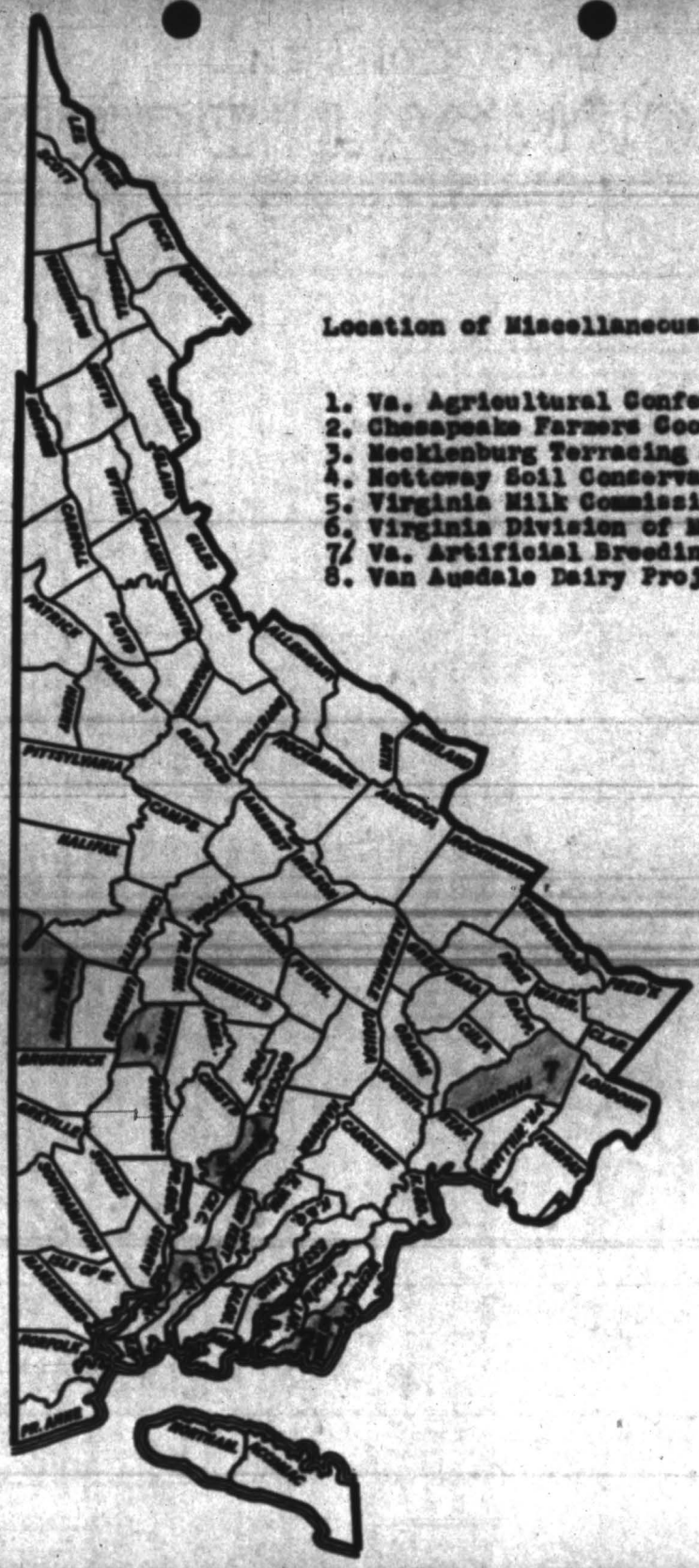
The Artificial Breeding Association was assisted in getting its books onto a basis where the bookkeeper could make monthly statements accurately, showing the operating position of the organization. The annual reports also showed the status of the finances of the organization to the members and helped develop confidence in their organization.

There were no discernable results from the transportation conference in Philadelphia other than passing along information about the need for conserving trucks and tires. Foundations were laid at the Atlanta conference for closer cooperation between state agricultural agencies and AMA in meeting problems connected with marketing farm products as these develop from time to time.

The students at Randolph-Macon College were given a better understanding of the food problems, and problems of farmers in producing an adequate food supply during the war.

Outlook for the Continuation of the Project:

This project will be continued throughout the coming year, in order to meet the variety of requests that continually come in for assistance in many aspects of the farm problem and the marketing of farm products.



Location of Miscellaneous Service Projects

1. Va. Agricultural Conference Board
2. Chesapeake Farmers Cooperative
3. Mecklenburg Terracing Association
4. Hottoway Soil Conservation Association
5. Virginia Milk Commission
6. Virginia Division of Markets Audit Service
7. Va. Artificial Breeding Association
8. Van Ausdale Dairy Project

Miscellaneous Marketing Activities of Dr. Hanlon

Assistance was given directly and indirectly to several thousand farmers in marketing crop and animal products. Further effort was made to secure improved facilities for fruit and vegetable marketing. Schools and demonstrations for proper sorting of tobacco were held.

Cooperative marketing of farm products was encouraged. Assistance was given leaders in setting up small markets for farm produce to overcome local surpluses. Work was done with the Division of Markets in quality food education for consumers. Cooperation was given the N. E. Vegetable Council and the Agricultural Marketing Administration in their program to stress consumer purchasing of farm products temporarily in surplus, and in the purchasing and distribution of food.

The market facilities for several cities proposed in 1941 were placed on a priorities list by city managers and councils to receive early consideration at the war's close.

Price forecasts were made to several hundred farmers as to the time when the most money would be expected from the sale of specific products. Educational work stressing proper grading and handling of farm products was continued.

The dollar value of this work is estimated at $5000 to those farmers known to have used the information supplied.

Post-War Planning

Specialists Employed:

H. H. Young, J. L. Horton, and representatives of the following agencies:

1. The Soil Conservation Service.
2. The Agricultural Adjustment Administration.
3. U. S. Rural Electrification Administration.
4. Virginia State Planning Board.
5. U. S. Forest Service.
6. Virginia Forest Service.
7. U. S. Farm Security Administration.
8. U. S. Farm Credit Administration.
9. Bureau of Agricultural Economics.
10. Virginia State Board of Education.
11. Virginia Agricultural Extension Division.
12. Virginia Agricultural Experiment Station.
13. Virginia State Board of Health.

Purpose:

To drew up plans and make recommendations for the utilization of rural resources in Virginia following the war.

Procedure:

The following work has been done: An estimate has been made of the probable condition of rural resources in Virginia at the close of 1944. This estimate includes the following:

A. A general description of the resource areas of the State.

B. A detailed description of the physical resources as they will probably be in 1944.
   1. Land and soil.
   2. Water.

C. Population, employment and income.
   1. Number and distribution of population.
   2. Occupational distribution.
   3. Stability and permanency of different types of employment.

4. Fertility and natural reproduction.
5. Mobility and migration.
6. Income: sources and distribution.
7. Rural savings and ownership of bonds.

D. Agriculture.
1. Number and size of farms.
2. Use of farm land.
3. Value of farm property.
4. Farm tenure.
5. Crop and livestock production.
6. Marketing facilities and methods.
7. Equipment, supplies, and technology.
8. Farm labor requirements.
9. Farm credit.
10. Prices of farm products.
11. Farm income.

E. Forestry.
1. Location, extent, and ownership of forest land.
2. Forest types.
3. Condition of forest stands.
4. Volume of standing timber.
5. Growth of timber stands.
6. Types of woodland management being practiced.
7. Forest labor.
8. Marketing.

F. Agricultural-Industrial Relations.
1. General view of industrial, trade, and service activities.
2. Labor and employment relations.
3. Industries processing agricultural products.
4. Influence of industry upon agricultural production.
5. Social conditions in rural industrial areas.

G. Rural facilities and services.
1. Public facilities and services.
2. Private facilities.

The following is yet to be done: A statement of long-time objectives and 1954 goals. This statement will represent the best judgment of those who are experienced in the various fields, as to what agriculture and related activities should look like in the long run, and as to the progress toward long-run objectives which can be expected by the year 1954.

The present phase of the work in post-war planning is made up of two parts:

A. A statement of ultimate objectives. This is the picture of how rural resources should, ideally, be organized and used in the long run in order to maximize the general welfare. No reference need be made to the length of time that will probably be required to attain these objectives. Some objectives may be possible to attain within a decade; others will take several decades; still others may be attainable only in the indefinite future.

B. A statement of 1954 goals. This is a statement of what agriculture and related activities will look like in 1954 if reasonable progress toward ultimate objectives is accomplished in the post-war period. The 1954 situation will be described as a bench mark along the path toward long-run objectives. It will provide something tangible to aim at in the not-too-distant future.

Each of the following fields is to be considered in this approach:

1. Physical resources.
2. Population, employment, and income.
3. Agriculture.
4. Forestry.
5. Agricultural-industrial relations.
6. Rural facilities and services.

The final step in over-all planning is the statement of adjustment needs for progressing from the 1944 situation to the goals set up for 1954. This is a statement of the physical size of the adjustment job — the number of acres of land to be converted from one use to another, and the extent of physical improvements to be carried out. This statement includes only what needs to be done.

The final stage in planning is a detailed statement of how the work may be done and by whom.

The work of over-all planning will be done by technical specialists in the various fields listed. The agencies listed on page 37 will contribute information and advice.

A small working committee under the chairmanship of the Head of the Department of Agricultural Economics of V.P.I. will act as clearing house in assembling information from the various technicians and in writing a final report.

Assumptions and Guiding Principles:

The particular objectives that can reasonably be set up and the progress made toward objectives will depend greatly upon the course taken by national and international policies after the war. They will depend also upon trends in social and economic organization. In order to frame post-war objectives, therefore, it is necessary to make some assumptions about the policies and organization of the post-war world. The following statement on Assumptions and Guiding Principles is designed for this purpose.

Within the last two generations there have been tremendous improvements in our systems of transportation and communication. Time and distance have been immeasurably shortened. From both the economic and military points of view a shrinking world is an accomplished fact. Because our world from a practical point of view is much smaller than that of our grandfathers, the lives of all of us are influenced by forces and conditions outside our frontiers to a much greater extent than was the case seventy-five, fifty, or even twenty-five years ago. It would seem, therefore, that consideration of the foreign policy likely to be followed by the United States is fundamental to intelligent post-war planning for agriculture. The following are three of the alternative policies which our government may pursue with respect to international affairs following the war:

1. A broad policy of international cooperation involving the gradual elimination of certain trade barriers, and the drastic reduction of others to such an extent that all countries in the world would be encouraged to specialize in the production of those products to which they are best adapted, and that exchange of commodities between nations would not only be permitted, but would be encouraged.

2. A policy of extreme nationalism similar to that in force from 1931 to 1939. Such a policy would be characterized by high tariffs, exchange controls, quotas, and other devices intended to keep imports at low levels. It would necessitate the production of many commodities, both agricultural and industrial, which in numerous instances could be produced more economically elsewhere. It would

discourage international specialization in many of the principal articles entering international trade. It would set up and would tend to perpetuate national "live-at-home" programs.

3. A middle-of-the-road policy somewhat similar to that followed by the British Empire from about 1843 to 1914, and which was accompanied by what might be called "Pax Britannica."

We are in favor of a broad policy of international cooperation because, in our opinion, it would seem to furnish the world with its best opportunity for permanent peace. We do not subscribe to the thesis that war is a necessary activity of the human race. On the contrary, it is our firm conviction that we can develop and maintain neither permanent economic prosperity nor a highly civilized culture under conditions which permit, and at times encourage, a series of devastating wars. The nations of the world must not expect, however, to be able to enjoy the fruits of peace through international cooperation without also participating in whatever responsibilities are necessary to bring about the desired results.

If, because of political reasons, a policy of international cooperation cannot be initiated and carried out, a middle-of-the-road policy would seem to be the next best alternative. The maintenance of such a policy, however, would place disproportionately heavy responsibilities on those few nations whose job it would be to maintain international police power. The burden would fall with great force upon the United States and the British Empire. In spite of the heavy commitments which a policy of this kind would demand, it would be even better than one of extreme nationalism which, in our opinion, would lead directly to a disastrous armaments race followed by another wide-spread and devastating war.

Assumptions.

1. That after peace has been established this nation will practice a broad policy of international cooperation involving a reduction of trade barriers to the point where all nations may easily trade with each other, and that no nation may be excluded from those raw materials essential to maintaining a modern civilization. Such a policy, when definitely established, would encourage the production of commodities entering international trade in regions to which each is best adapted. It would tend to lower average costs of production and to raise world standards of living. To make this policy fully effective, the United States would probably need to develop, among others, the following programs:

(a) Cooperation with other nations in the establishment and maintenance of whatever international legislative bodies, courts, and police force would be necessary to maintain order after this war is over.

(b) Cooperation with other nations in the reduction of trade barriers. Any other policy would be hypocritical on our part, and would lead very quickly to a general breakdown of the entire plan.

(c) The establishment and maintenance within our own borders of programs not inconsistent with our international policy. It would be inconsistent, for example, to maintain programs designed to increase prices of our principal export commodities. Maintaining a high domestic price while selling abroad at or lower than world price levels would be dumping. Such a practice would be construed as unfriendly and unfair, and would undoubtedly invite retaliation.

(d) Cooperation with other nations in the establishment of some type of international currency, or, if that cannot be done, an international agreement which will prevent one nation from taking advantage of another by changing the value of its monetary unit.

(e) Cooperation with other countries in the further development of their national resources, in the opening up of new areas to production, and in the development of industries adapted to the markets and raw materials available.

2. That barriers to trade between states and regions within the United States will be abolished.

3. Insofar as it can be done within the framework of our democratic institutions, that our government will continue to encourage the distribution of our national income so that it may be in proportion to contributions made by each segment of our population, and that each segment may be given a full opportunity to contribute.

4. That our agricultural program will lend encouragement to the utilization of our farm land in proportion to the intensity of use to which it is adapted; that increased efficiency in farming will be emphasized to the end that the output per worker may be increased, that costs of production may be lowered, and that our agricultural plant may be maintained and improved. Such a program should increase the income per farm, provide for more continuous profits, insure a permanent food supply, and spread the benefits of its increased efficiency to all segments of our population.

5. That our State will encourage such further industrialization as our resources will permit, to the end that we may have an agricultural-industrial balance that will best contribute to an adequate level of living for all people.

6. That our State and Nation will continue to expand and adjust our educational system, and to improve its quality to the end that an opportunity for an education may be made further extended, and that it may more accurately meet the needs of our people.

7. That our State and Nation will take steps to further improve and extend such other important public facilities and services as contribute to the health and general welfare of our people.

8. That, insofar as private enterprise may be unable to provide all able-bodied and willing workers with full and continuous employment at fair wages, our State and Nation will provide for such additional development of our productive resources as will secure such workers of full and continuous employment at fair wages.

Food-For-Freedom

Specialists Employed:

H. B. Young, J. L. Haxton, W. J. Buchelle, and G. H. Ward from this Department.

Purposes:

1. To obtain and present facts to farmers, farm leaders, and leaders of farm organizations concerning the needs for food and fiber necessary and desirable to feed (a) our growing armed forces, (b) our civilian population, and (c) to help feed and clothe our allies.

2. To make recommendations to state and federal War Boards as to feasible production goals.

3. To make suggestions for overcoming obstacles to the meeting of war production goals.

Methods Used and Results Accomplished:

The first work done by this Department on the Food-for-Freedom Program for 1942 was in connection with the program of the Virginia Bankers Association. In February, H. B. Young met with the Agricultural Committee of the Virginia Bankers Association to assist that organization in making plans for a state-wide and district meeting of bankers.

H. B. Young was invited to lead the discussion at one of the sectional meetings of the Credit Clinic in New York City on March 4. A severe snowstorm prevented him from getting to the meeting on time, but his paper was presented by a member of the conference.

The state meeting of the Virginia Bankers Association was held at Roanoke on March 18. Director J. H. Hutcheson and H. B. Young made talks on the Food-for-Freedom Program in Virginia. Other members of the Extension force led discussions in their special fields. The P.M. meeting was devoted to a round-table discussion of those phases of the program related to the part which it was felt that bankers could take in the 1942 program.

H. H. Young attended and addressed other meetings sponsored by the Virginia Bankers Association, at Lebanon and Christiansburg.

In March, 1942, a committee was set up for the purpose of making recommendations with respect to 1943 War Production Goals in Virginia. This committee was made up of the following persons:

S. W. Sandurant, S.C.S.
P. H. DeHart, A.A.A.
A. C. Hackendorf, B.A.E.
B. L. Russell, Va. Agr. Ext. Div.
J. L. Marten, Va. Agr. Ext. Div.
J. C. Stone, F.S.A.
E. L. Clarke, A.M.A.
W. H. Pippin, B.A.E.
Arthur Hauch, B.A.E.
K. E. Loope, Va. Agr. Ext. Div.
W. J. Buckells, Va. Agr. Ext. Div.
R. C. Weitzell, B.A.E.
H. H. Young, V.P.I., Chairman.

Basic data on production by counties for the years 1939, 1940, and 1941 were worked up by A. C. Hackendorf, Arthur Hauch, and H. H. Young. The committee was then divided into teams. Each team made a brief survey of certain key counties in each type-of-farming area of the State. The purpose of this survey was to obtain facts from farmers in order that 1943 suggested goals might be as near reality as possible.

On the basis of information obtained from the office of the Virginia Agricultural Statistician, and from farmers, a report on Wartime Farm Production Adjustments was written. This report contained recommendations with respect to 1943 war production goals which, in the opinion of the committee, seemed feasible. This report was completed and in Washington before July 1, 1942.

In the fall of 1942 the Director of the Virginia Agricultural Extension Division requested the various subject matter specialists and the Head of the Department of Agricultural Economics to draw up recommendations for 1943 war production goals. This was done, and placed in the Director's hands. The information was used later in a regional meeting held at Memphis in December.

At the request of the chairman of the State War Board, the Head of the Department of Agricultural Economics made recommendations with

respect to State goals for all the essential crops and livestock products and war crops. Recommendations were also made for breaking down these State goals into county goals for the spring pig crop, eggs, milk, Irish potatoes, peanuts, and soybeans. Assistance was also rendered in writing an extension bulletin entitled, "Virginia's 1943 Production Goals and Suggestions for Meeting Them," and a State War Board mimeographed folder, "Suggested Distribution of Crop and Livestock Goals Among Counties."

Some Criticisms of the 1943 Food-For-Freedom Program:

1. Those who are charged with the responsibility of establishing State goals were slow in doing so. At the time our report on Wartime Farm Production Adjustments was in process our State committee was repeatedly advised of the necessity of having our report completed and in Washington on or before July 1, in order to give those charged with the responsibility of establishing State goals the opportunity of doing so by September 1. Goals had not yet been established in Dec., 1942. This is too late to give farmers the time they need to plan to meet these goals.

2. Those in authority seem to be too complacent with respect to our food supply. As yet no definite policies seem to have been laid down which will give farmers exact knowledge as to what price supports to expect with respect to peanuts, tomatoes, and perhaps other commodities. There also seems to be little disposition to make certain that farm prices will be supported at high enough levels to induce farmers to produce enough oil crops, milk, and perhaps tomatoes.

3. Those in authority have been slow in recognizing the gravity of the farm labor situation, and as yet no effective means have been adopted to remedy the situation.

4. Those in authority have been slow in recognizing the seriousness of the farm equipment situation. Releasing steel for the manufacture of farm machinery at this late date will not help with this year's plowing and planting. Crops which have never been planted cannot be harvested.

5. There seems to be a considerable time lag between the time a decision is made in Washington until it can be carried out. If "red tape" is to blame, some way should be found of cutting through it.

6. Much of the so-called informational material originating in Washington is so saturated with legal phraseology and economic jargon that it is extremely difficult for ordinary human beings to understand what it means. If a deliberate attempt were made to confuse the public mind it could hardly be more successful. This seems to be especially true with respect to literature dealing with price supports. As a result, farmers and others have frequently interpreted a price support as a price guarantee. In the minds of many persons this places the Federal Government in the position of being a breaker of promises, which, of course, is extremely harmful to the morale of the farmers.

7. Some of the people in Washington would do well to recognize that those long in residence in a state are likely to know something about local conditions.

DECEMBER 1942 BULLETIN NO. 154

Virginia's 1943 Production Goals and Suggestions For Meeting Them

V

VIRGINIA AGRICULTURAL EXTENSION DIVISION
BLACKSBURG, VIRGINIA

VIRGINIA AGRICULTURAL AND MECHANICAL COLLEGE AND POLYTECHNIC INSTITUTE
AND THE UNITED STATES DEPARTMENT OF AGRICULTURE, COOPERATING
EXTENSION DIVISION, JNO. R. HUTCHESON, DIRECTOR
BLACKSBURG, VIRGINIA
ISSUED IN FURTHERANCE OF ACTS OF MAY 8 AND JUNE 30, 1914

FOREWORD

JOHN R. HUTCHESON, *Director*

As we go further into war, it is becoming increasingly evident that food and fiber will play just as important a part in the final outcome as will airplanes, guns, tanks, and ships. It is also apparent that there is neither enough labor nor enough raw materials to support an unrestricted output by either agriculture or industry. It is, therefore, necessary that we devote all available manpower and materials to the production of those things which will make the greatest contribution to winning the war.

With these conditions in mind, the United States Department of Agriculture in cooperation with Land-Grant Colleges began last spring a study of our food needs and our production resources. As a result of these studies, Secretary of Agriculture Wickard, who is now serving as National Food Administrator, has called upon the farmers of this nation to produce less wheat and less short-staple cotton in 1943 and to devote all available labor and materials to the increased production of dairy products, pork products, poultry products, oil crops, feed grains and certain vegetables of high food value.

Realizing just how difficult it is going to be for Virginia farmers with less labor, less machinery, and less fertilizer to produce their part of our total food needs, the Extension Division is setting forth in this publication information regarding the needs and goals with certain suggestions which we hope will be helpful to our farmers in meeting these goals. It is believed that if every Virginia farmer will follow the production and marketing practices used by our best farmers, our production goals will be met.

It is hoped that the suggestions outlined in this publication will be helpful to representatives of all agencies in their work with farm families.

Virginia's 1943 Production Goals and Suggestions For Meeting Them

At the beginning of 1942 American farmers were asked to do the biggest job they had ever done. The job was that of raising food and fiber for those at home, for our growing armed forces, and for our allies who are unable to produce all of their own requirements. Increases over 1941 of 8 percent for milk, 13 percent for eggs, 14 percent for hogs, 10 percent for chickens, 27 percent for canning tomatoes, 54 percent for soybeans, and 155 percent for peanuts were among those asked. As a result of hard work and unusually favorable weather, most of these goals have been met. It now appears that U. S. farm production in 1942 was 12 percent greater than the previous high record output of 1941. Crop yields in 1942 were the highest in our history, and 36 percent above the 10-year, 1923 to 1932, average. The production of livestock products also exceeded in 1942 the record output of 1941.

In spite of the fact that U. S. farm production in 1942 exceeded all previous records, our farmers are being asked to increase still further the production of essential foods. A national increase of 15 percent in hog production for 1943 is being asked. Increases of 9 percent in slaughtered beef and veal, 2 percent in milk, 8 percent in eggs, and 28 percent in poultry are also being called for. These livestock increases, if attained, will probably consume more than the record output of feed crops grown in 1942, and will further reduce the carryover of feed in the fall of 1943.

American farmers are being asked to increase production in 1943 with less labor, equipment, fertilizer, and spray materials, and with the probability of less favorable growing weather than in 1942. The farm labor situation is acute, and it is getting worse. Only about 20 percent as much new farm equipment will be manufactured as in 1942. The situation is actually worse than this because a year ago there was a considerable amount of new farm machinery in storage. The warehouses are now empty. We may have a sufficient supply of potash and phosphate fertilizers, but we shall be short of nitrogen. In spite of all these handicaps, American farmers will make every possible effort to meet the 1943 war goals.

INCREASED FOOD PRODUCTION VITAL

For nearly a generation we have been talking about over-production of food, and during the last six years we have had the largest farm output in our history. It is not surprising, therefore, that the public should have adopted an attitude of complacency regarding the food situation. This attitude of taking for granted an abundant supply of food is dangerous. As a matter of fact, we are confronted with a serious food shortage. There is a critical need for all we can produce as long as the war lasts, and probably for a year or two afterwards. The following are some of the causes of the present critical situation:

1. Our population is nearly ⅛ larger than at the beginning of World War I. In spite of the fact that we have obtained our largest agricultural production during recent years, production per capita was 5 percent less from 1937 to 1942 than from 1910 to 1914.

2. A high percentage of our population is engaged in military operations and industrial production.

3. War with Japan has cut off about 1/7 of our sugar supply, and a much larger proportion of vegetable fats and oils. This necessitates a larger acreage of sugar

beets and a very large increase in the acreage of oil-bearing crops, such as peanuts and soybeans.

4. This war is being fought on many fronts. Our supply lines are long, and more mechanical equipment must be transported than in World War I. Shipping space is at a greater premium. The necessity of using the shortest possible supply lines places a heavy burden upon American agriculture.

5. The fact that Britain is cut off from the European continent places an additional burden upon American agriculture as a source of supply of food.

6. Livestock numbers have been drastically reduced over most of Europe. This will increase the relief problem after the war.

7. We are committed to the feeding of civilian populations in countries which we invade. An ample supply of food must be available for this purpose.

8. It is probable that food shortages may develop in Russia and China. If we wish to continue to hold these countries as effective fighting allies, we must be prepared to help make up their food shortages.

VIRGINIA'S 1943 PRODUCTION GOALS

Increases over 1942 production have been requested of Virginia farmers for all livestock products, and for all major crops except wheat, cotton, and certain types of tobacco. We have been asked to increase our 1943 production of milk 4 percent, eggs 9 percent, beef and veal 7 percent, mutton and lambs 2 percent, pork 5 percent, chicken meat 12 percent, and turkeys 15 percent. We are expected to increase our acreage of soybeans 22 percent, peanuts 38 percent, Irish potatoes 14 percent, and to have a good vegetable garden on every farm. Some of these goals may be slightly changed before they are broken down by counties and individual farms.

It is recognized that because of labor and material shortages some farmers may not be able to increase their crop acreages and animal units. It is believed, however, that every farmer can increase his per unit production through careful planning, use of improved practices and cooperation with his neighbors in the use of labor and equipment.

DAIRY PRODUCTS

It has been requested that in 1943 the milk production goal for Virginia be increased by about 4 percent over the probable production of 1942. To attain this goal it is proposed that the number of milk cows on farms be increased from 435,000 to 452,000, and that the yearly rate of milk production per cow be maintained at about 5,938 pounds. If skilled laborers are maintained on dairy farms in sufficient numbers, it may be possible to meet this goal. The possibilities of increasing production are much greater in the central and western parts of the State than near Washington, Norfolk, or Richmond.

Milk for manufacturing purposes is in great demand. In view of the more liberal sanitary requirements in the production of this milk, and of the fact that milk can be produced to advantage on small farms and in areas remote from large cities, it is recommended that major emphasis be placed on the production of this type of milk. The following suggestions should be of value in helping Virginia farmers meet the 1943 milk production goals:

1. Because of a shortage of labor, greater efficiency is imperative. Labor shortages may be alleviated by better planning on the part of individual dairymen, and by cooperation between neighbors, particularly in hauling milk, filling silos, and doing other farm jobs which require heavy work.

2. Increased milk production must come largely from existing herds, present feed supplies, and existing labor and facilities. Good beef prices make this an excellent

time to cull out low-producing cows. Feed and labor saved in this way may be applied to higher-producing cows which, in many instances, can be milked to advantage three times daily. A cow having real milking ability may produce as much as 25 percent more if milked three times a day.

3. Dairymen who have home-grown corn, wheat, barley, or oats may often purchase high-protein ingredients, such as soybean oil meal, peanut oil meal, or cotton seed meal to mix with the home-grown feed and to supplement the roughage available. Under no circumstances should grain concentrates be fed at random. Best results are obtained when each cow is fed in proportion to her ability to produce.

4. Good pastures furnish the cheapest feed. Liberal fertilization of pastures this winter and spring may save expensive hay next fall.

5. Dairy farmers lacking summer pasture, and who are short of labor, may well consider the feasibility of planting a succession of crops which the cows themselves can harvest throughout the summer.

6. Every dairyman should take an inventory of his needs for labor-saving equipment and place his orders well ahead of the time needed. A good milking machine at least doubles the efficiency of milking. A farmer with 12 or more milking cows, at present wage rates, will probably find it profitable to own a milking machine.

7. Every Virginia farm family may well consider the keeping of at least two good milk cows to insure a constant supply of milk for the family, and to provide some surplus milk or cream for sale. The cows may well be supplemented with enough pigs, poultry and calves to make profitable use of home-grown feeds and surplus skim milk left after the sale of cream.

PORK PRODUCTS

The 1943 pork production goals for Virginia call for a 5 percent increase in the spring pig crop over that of 1942 and a considerable increase in pounds of pork produced.

The increase in the spring pig crop can be brought about by:

1. **An increase in the number of sows farrowing.** Much of this increase might well come from the farms outside the commercial areas and particularly from small farms which have not had any heretofore, but which are able to carry one or more sows. Such farms could thereby produce their own meat supply and have some pork for sale.

2. **Better methods of production.** An increase in the number of good pigs saved per litter may be obtained by:

   A. Proper feeding of brood sows, using:

      (1) Adequate grain—usually 1 to 1½ pounds per 100 pounds liveweight is required, depending upon age and condition of sows.

      (2) A protein supplement—½ to 1 gallon of skim milk per head per day, or around ½ pound of a commercial supplement analyzing around 40 percent protein, part of which is of animal source.

      (3) A mineral supplement—made up of 4 parts ground limestone, 2 parts bone meal, 1 part salt.

      (4) A source of vitamin D—may be supplied by good pasture or leafy legume hay.

   B. Proper housing. Individual farrowing houses around 7 by 8 feet in size, equipped with pig rails, are satisfactory.

   C. Sanitation. Pigs should be started out on clean land, that is, land that has not had hogs on it for a year or has been cultivated since hogs were on it.

   D. The use of electric pig brooders where practicable.

E. Full feeding both sows and litters after pigs are two weeks old.

The marketing goal for 1943 may be reached by:

1. **Feeding for rapid and economical gains,** using:
   - A. Full hand-feeding or self-feeding methods.
   - B. Rations balanced with protein and mineral supplements.
   - C. Forage crops.
   - D. The use of government wheat, as long as it is available, where grain must be purchased. Also, the use of high protein supplements of vegetable source, such as soybean and peanut meal, which are particularly well adapted to finishing hogs for market when used with mineral supplements.
2. **Feeding to heavier weights.**
3. **Controlling parasites and diseases** through sanitation and treatment.
4. **Increasing garbage feeding** where such feed is available.

BEEF CATTLE

The 1943 beef and veal production goals for Virginia call for a 7 percent increase in marketings and farm slaughter of cattle and calves. This should result in a 7 percent increase over last year's production of beef and veal. The beef production goals for Virginia may be met by:

1. Culling out animals of inferior quality, and those which are near the end of their usefulness as breeders, from breeding herds.
2. Increasing the marketing of veal calves where such calves are of inferior breeding from the beef standpoint. More beef heifers might also be sold for slaughter when they have obtained sufficient weight and finish.
3. Better winter feeding of stock cattle to increase weights at the time of marketing.
4. Using high protein supplements where needed to balance beef cattle rations.
5. Controlling parasites and diseases.
6. Proper winter feeding and management of cow herds, so as to obtain good calf crops from which the future beef supply will come.

SHEEP

An increase of 2 percent over last year in the production of mutton and lamb is asked in 1943. This increase may be obtained from the same number of sheep by:

1. Feeding ewes an adequate winter ration with legume hay as a basis.
2. Giving proper attention at lambing time, so as to save every lamb possible.
3. Creep feeding early lambs.
4. Controlling internal and external parasites.
5. Avoiding the sale for slaughter of light, unfinished lambs.

POULTRY MEAT AND EGG PRODUCTION

Virginia poultrymen are being asked to produce about 9 percent more eggs in 1943 than they did in 1942.

In a few counties of the state, sufficient eggs are not produced for adequate home consumption. Every farmer should plan not only to produce eggs for the family needs, but should also try to produce some to sell. The following suggestions may be helpful in securing more eggs:

1. A balanced mash, water, shell and grit should be kept before the laying birds at all times, and sufficient grain should be given to maintain body weight. Special supplements and vegetable proteins may be used to replace animal proteins.
2. Suitable houses should be provided for all flocks, and overcrowding should be avoided. From 3½ to 4 square feet of floor space should be allowed each hen. Overcrowding will tend to lower egg production and increase disease. Houses not

being used for other purposes may be converted into temporary laying houses. Brooder houses may be used for laying stock when not being used to brood chickens.

3. A larger percentage of our farmers should keep chickens and all of them should produce eggs and meat for home consumption.

4. The advisability of producing hatching eggs, particularly of the heavier breeds, should be carefully considered.

5. Layers should not be sold until houses are needed for the pullets, but old hens should be kept laying during the spring and summer.

6. Chicks for pullet replacement should be obtained by March or early April to have the pullets laying in September.

7. Chicks should be obtained only from production-bred and pullorum-tested stock.

8. Pullets should be grown on clean range and under sanitary conditions.

Increases in chicken and turkey meat are also being requested. Raising one or two broods of chicks for meat, in addition to the replacement pullets, and raising a few additional turkeys will help meet this need. It should be remembered that turkeys will do better away from chickens and on clean ground.

FEED CROPS

To reach the milk, poultry, hog, and beef goals, it will be necessary to produce additional feed in 1943. Because of the labor situation, a material increase in the acreage of feed crops in most sections of the state cannot be expected; however, increased feed production can and must be obtained through higher acre yields. Such yields can be obtained by the use of high quality, adapted seed and proper fertilization and cultural practices.

Corn. An increase of 2 percent over the 1942 acreage of corn is requested in 1943. Labor shortages may make it difficult to reach this goal in certain parts of the state. Any necessary reduction in acreage, however, may be offset by using adapted hybrids or the best open-pollinated varieties obtainable, ample fertilizer, and the best known cultural practices.

The county agent in each county is in a position to recommend the hybrids and varieties best suited to the county. He will also be able to recommend the best fertilizer practice for specific conditions. In most instances, however, it will be advisable to use 300 to 400 pounds per acre of a 3-12-6 or 2-12-6 fertilizer at planting. In the eastern part of the State, and on thin soils elsewhere, corn should also be side-dressed with the equivalent of 125 to 150 pounds of nitrate of soda per acre, if obtainable.

Small Grains. Due to unfavorable weather at the proper seeding dates, a smaller acreage of wheat, barley, oats, and rye was seeded in the fall of 1942 than in 1941. The yield per acre will probably be less, since many of these crops were seeded so late. The yield of these crops can be increased by top-dressing with quickly available nitrogen at the same rate as for corn, if it can be obtained.

Total feed production can be increased by seeding spring oats. The land which could not be prepared for small grain in the fall will be ideal for this purpose. Another place where oats should be sown is on the land where late-seeded wheat and barley kills out during the winter. In either case, oats will not only furnish feed but will prevent washing and leaching, and will serve as a nurse crop for clover and grass or lespedeza and grass. With a normal season, the lespedeza will furnish a hay crop in 1943 after the oats are harvested, and both the clover and lespedeza will provide a hay crop for 1944.

When seeded in February or early March, Fulghum and Lee Cold Proof Oats are suitable varieties for all parts of the state. Fulgrain is also a good variety for the eastern part of the state, and Fulwin for the southwest. When seeding is delayed

until the latter part of March or first of April, Columbia is a popular variety.

Oats require a fertile soil, an abundance of plant food, and a cool, moist growing season for best results. Therefore, they should be planted early and 300 to 400 pounds per acre of a complete fertilizer, such as 3-12-6, should be used, if such a grade is approved by WPB for this purpose.

Meadows and Pastures. If the sod on either the meadow or pasture is thin or spotted, 10 to 15 pounds of Korean Lespedeza per acre should be sown on top of the sod in early February. When sown early, no preparation of the soil or covering of the seed is necessary.

If fertilizer and lime have not been recently applied, the land should be top-dressed with liberal applications of each. Four hundred to 600 pounds of 20 percent superphosphate and 1 ton of ground limestone equivalent will be sufficient for most sods. Some soils need potash, and for them a 0-14-7 fertilizer should be used. This treatment will increase the yield of hay and the carrying capacity of pastures, both of which will be needed on farms where livestock is increased.

Established stands of alfalfa should be top-dressed in early spring with 400 to 600 pounds of 0-12-12 fertilizer and 15 to 20 pounds of borax per acre. The land should be limed to keep the soil reaction at pH 6.5 to 7.0. When seeding alfalfa, 20 to 25 pounds of Kansas or Highland Utah seed, 2 to 4 tons of lime, 600 to 800 pounds of 2-12-12 or 0-12-12 fertilizer, and 15 to 20 pounds of borax per acre should be used. Early seeding on a compacted seed bed is advisable.

SOYBEANS AND PEANUTS FOR OIL

More information on these crops will be available before the seeding dates. Only a few reminders are listed here.

Soybeans. The 1943 goal for soybeans for oil has been set at 140,000 acres. This is a 22 percent increase over the acreage harvested in 1942. The following suggestions may be helpful in assisting farmers to meet this goal:

1. In the soybean belt, any one of the following varieties is satisfactory: Wood's Yellow, Wood's Early Yellow, Wood's Extra Early Yellow, Tokio, Haberlandt, Hollybrook, and Scioto. In the border counties, especially when the beans are to be followed by small grain, only the early maturing varieties, such as Wood's Extra Early, Wood's Early Yellow, Haberlandt, Hollybrook or Scioto, should be used.
2. The seed should be inoculated.
3. The crop should be planted early and cultivated once or twice to prevent weed competition.
4. Forty to 50 pounds per acre of the Wood's varieties or Tokio in rows 24 to 36 inches apart, or 6 to 8 pecks broadcast; or 35 to 40 pounds of Haberlandt, Hollybrook or Scioto in rows, or 5 to 6 pecks broadcast, should be sown.
5. About 300 pounds of 0-14-7 or 0-12-12 fertilizer per acre should be used.
6. Where harvesting equipment is not on the farm, available methods of harvesting should be considered before planting the crop.

Peanuts. The 1943 goal for peanuts has not been definitely set but will be between 170,000 and 220,000 acres. This is a considerable increase over the acreage harvested in 1942. The following suggestions may be helpful to farmers in meeting this goal:

1. In Tidewater section of the State, Virginia Runner and Small or Carolina Bunch should be used. Runner seed from Georgia, Alabama, and Florida are also satisfactory. For other sections of Virginia, such Spanish strains as 2-B, XL-2, or 18-38 should be used.
2. Seed should be inoculated and planted early: Virginia types, May 1 to June 10; Spanish types, not later than July 1.
3. Virginia types should be planted in rows 30 to 36 inches apart and spaced 9 to 16

inches in the drill; and Spanish types in rows 24 to 36 inches apart and 6 to 12 inches in the drill. Seed should not be placed more than 3 inches below the surface nor covered more than 1½ inches.

4. If lime is not used and the soil reaction is below pH 5.8, about 300 pounds of gypsum should be applied around July 15.

5. On light, sandy soils, 400 to 500 pounds of 0-12-12 fertilizer should be used, and on heavy clay soils, 500 pounds of 0-14-7. Fertilizer should be mixed thoroughly with the soil in the row one week before planting, or applied on top of the row as the plants break through the ground.

6. Cultivation should begin as soon as the plants begin to emerge.

7. Insects and diseases should be controlled by use of finely ground sulphur (see Virginia Experiment Station Bulletin 316).

8. Virginia types are ready to dig in about 150 days, while Spanish types are ready in about 135 days. Peanut diggers, or turning plows with mold boards removed, should be used to harvest the crop. The crop should be stacked around poles, and then the nuts should be removed from vines with a peanut picker.

VEGETABLE CROPS

In 1943, Virginia growers will be called upon for large supplies of food needed by the Army, Navy, lend-lease, and civilians. Substantial acreages of Irish potatoes, sweet potatoes, and canning crops are particularly requested. The Irish potato goal of 83,000 acres is an increase of 10,000 acres, or 14 percent over the 1942 acreage. Sweet potato growers are asked to plant 32,000 acres, the same acreage as last year. Canning crop goals have not as yet been announced, but indications are that growers will be asked in total to plant the same high acreage as last year. In the case of tomatoes, this 1942 acreage was an increase of 42 percent over 1941, while the acreage of canning peas was 20 percent above the 1941 acreage. Growers of canning crops, however, are advised to plant only such acreage as they can definitely contract for with the canner.

In addition to the acreages requested above, Virginia will be called upon to produce a large amount of miscellaneous vegetables for market. The following table shows the requested acreages of these crops:

Crop	1943 Suggested acreage	1942 acreage	Increase or decrease from 1942
* Lima beans	1,200	1,050	14%
* Snap beans	12,600	10,600	19%
* Beets	400	300	33%
* Cabbage	5,600	4,900	12%
* Carrots	150	80	88%
Cucumbers	200	200	0%
Kale	1,100	900	22%
Lettuce	350	350	0%
Onions	1,050	1,150	—9%
* Green peas	1,100	1,100	0%
* Spinach	2,600	2,300	13%
	3,000	3,000	0%
* Tomatoes	4,200	3,700	14%
Watermelons	1,050	1,150	—11%

* A goal crop for which it is desired to maintain or increase acreage.

Virginia vegetable growers will need to obtain this production under still greater difficulties and handicaps than they faced in 1942. A large percentage of the problems will have to be solved by the initiative and wisdom of the growers themselves. Now, more than ever before, it will be essential to secure high yields per acre at a low unit cost of production. Among the factors for economical production which the wise grower will consider carefully are the following:

1. **Food for the family.** More attention than ever before should be given to the production of food for the family. The home garden will play an important part in such a program. An abundant supply of fresh vegetables should be available over as long a period as possible. Additional supplies of vegetables should be stored, canned, or otherwise conserved.

2. **Good seed.** High production per acre can be secured only with high grade, reliable seed. There may be seed shortages in certain items. As a whole, however, the grower should be able to secure high quality seed if he places his order for *needed* supplies early. Where plants are used, they should be of proper varieties, disease free, well grown, and of high yielding strains.

3. **Suitable soil.** Only those soils should be used for the production of specific crops which are capable of producing high yields per acre. Fertilizer and labor should not be wasted on soils incapable of economic production.

4. **Soil preparation and cultivation.** Thorough soil preparation should be practiced not only for the benefit of the crop but to reduce the amount of labor needed for later cultivation. Cultivation should be thorough and frequent enough to control weeds.

5. **Organic matter.** Special attention should be paid to building up the organic content of the soil through the use of manures and green manure crops. In view of the nitrogen shortage, particular consideration should be given to legumes.

6. **Liming.** Many vegetable crops are very responsive to lime. The commercial grower should determine whether or not his soil requires lime and act accordingly.

7. **Fertilization.** With a shortage of fertilizer, it is increasingly necessary to make proper use of the fertilizers we do apply. Special wartime recommendations for the fertilization of truck crops are available at your county agent's office.

8. **Pest control.** There are shortages of certain fungicides and insecticides. It will be necessary to use materials more sparingly and more thoroughly. Substitutes will have to be used in many cases.

9. **Marketing.** Increased demand for the product should not cause the grower to place less emphasis upon proper grading and attractive packaging. Possible container shortages may have to be faced.

HOME GARDEN

It is always important to plan the family food supply. Man must eat regardless of whether the country is at peace or at war. A proper diet is essential to good health and good health is essential to highest efficiency in any activity. In time of war, however, additional factors enter into the picture. The Nation is engaged in an all-out effort to win the war. Such an all-out effort involves the best use of manpower, transportation facilities, food supplies, and all other materials and equipment. In this total picture the family garden plays an important part, affecting not only the home front but the armed front as well.

Food used at home will build strong, healthy bodies to carry on essential activities. In total, this home production of food will also release a tremendous amount of needed transportation facilities. It will likewise permit the greater use of manpower in

the commercial production and processing of food for the armed forces. The garden goal for Virginia is a good garden for every family on every farm in the state.

The following suggestions are made to assist you in meeting this goal: (1) Locate the garden on fertile, well-drained soil convenient to the house. (2) Plow as early as possible and harrow thoroughly just before planting. (3) Make a definite plan of your garden. (4) Grow a sufficient number of vegetables to furnish food throughout the year. (5) Plant only good seed of suitable varieties purchased early from a reliable source. (6) Apply manure annually at the rate of 15 to 20 tons per acre. (7) Fertilize liberally with a complete fertilizer, thoroughly mixed with the soil a few days before planting. (8) Cultivate shallowly and sufficiently often to kill weeds. (9) Follow a thorough pest control program. (10) Consult your county extension agent concerning any of your garden problems.

FRUIT

The production of fruit cannot be varied from year to year as can annual field crops; consequently, no definite production goals have been set. It is necessary, however, that each grower produce the maximum amount of good quality fruit with the limited facilities at hand.

The estimated crop of apples for the United States in 1942 is 128 million bushels; that of Virginia, 14 million bushels. The 1942 crop was somewhat larger than that of the previous year and under normal conditions a smaller crop should be expected in 1943.

Peach production in Virginia was essentially the same in 1941 and 1942. The condition of the trees in Virginia indicates that there should be a similar, or even slightly larger, crop in 1943 if favorable growing conditions prevail.

Shortages of labor, spray materials, fertilizers, orchard equipment, packages, and transportation will be greater in 1943 than in 1942; therefore, the production, marketing, and preservation of the crop will be attended by even greater difficulties.

Maximum production may be attained by careful attention to the following:

1. **More efficient use of available labor.** Pruning should be started early, so that all of the trees may be pruned during the dormant season. Many orchardists have land not planted in trees and not otherwise being fully used. The production of a few extra hogs, milk cows or beef cattle would assist in the use of labor over a longer period without disrupting the general orchard program or entailing an excessive outlay of additional capital. It is not recommended that a wholesale expansion be made in such lines, but only a sufficient increase to use more effectively the available labor and land.

2. **Transportation.** All orchard owners having trucks should arrange to pool their transportation resources and haul spray material, fertilizer, and packed fruit cooperatively. Shortages of gasoline and tires make it imperative that every device possible be used to increase tonnage carried by each truck and to reduce mileage.

3. **Packages.** There will be a shortage of packages in 1943. With this in view, requirements on packages for market have been relaxed and growers are now permitted to use second-hand containers. Growers should contact chain stores, independent stores, and army camps to secure a supply of this type of package.

4. **Storage and preservation.** A portion of each year's crop has normally been canned. Tin is a critical war material and its diversion to war use will drastically reduce the amount available for use in containers for fruit.

Dehydration of fruit is one of the oldest methods of preservation. During the emergency due consideration should be given to this method as a replacement for canning. Growers who are located near commercial dehydrators and quick-freezing plants should utilize these facilities to the greatest possible extent.

Community canneries and small commercial canneries, conveniently located to serve a large number of families, may be converted into dehydrators and thereby assist rural families to conserve fruit which might otherwise be lost because tin or glass containers are not obtainable. A limited number of these plants will be eligible to secure priorities for material necessary to add dehydrating equipment to the present canning equipment.

5. **Conservation of critical materials.** Supplies of fertilizers and certain spray materials and equipment will be limited and every effort should be made to secure maximum benefits from the use of each. Nitrogen may be supplemented by the use of leguminous cover crops; careful spraying will conserve spray materials; proper care of machinery, including lubrication and replacement or repair of worn or broken parts, will lengthen the life of the equipment, and if done prior to the time of use, eliminate delays and result in the production of more fruit of good quality.

FOREST PRODUCTS

Wood has become one of the critical war materials. Threatening shortages are reported in pine lumber, airplane-grade spruce and poplar, oak ship timbers, fuelwood, tanning materials, dogwood and other specialty items. The 1942 lumber output for the United States fell 5½ billion feet short of what was regarded as necessary for our own needs and those of our allies. It seems likely that requirements will increase while production will continue to decline as the war goes on.

Virginia's lumber output for 1942 is estimated at 1,284,000,000 feet, approximately 3½ percent of the total United States production. This is a million and a half feet below the 1941 output and 62 million above that indicated for 1943, unless labor shortages can be relieved. Pulpwood follows a slightly different pattern, with 811,500 cords used in 1941, 856,000 cords in 1942, and 851,000 cords indicated for 1943.

Figures for fuelwood are less accurate, but 4 million cords is the approximate yearly consumption. Here it is a question of transportation to move coal and oil on one hand and of local labor to produce fuelwood on the other. If Virginia people are to be kept warm next winter, it seems likely that not less than 6 million cords of fuelwood must be available. This means that definite steps must be taken to produce more fuelwood locally, not only for use at home but for sale to rural communities, especially those not on railroads and those not served by established coal yards.

Prices on most standard items have advanced to a point where ceilings have been established. Special items, such as extra-large ship timbers and airplane-grade poplar, have not yet been subjected to price controls but conferences are now in progress to simplify government specifications. This should make it easier for the small operator to sell his product and for the establishment of ceiling prices if and when necessary. It is also reported that house building restrictions may be eased, thus improving the market for lumber grades that do not meet specifications for war industries.

Virginia, because of her location and unique harbor facilities, bids fair to become the hub of war activities on the east coast. She will be called on for all she can produce, even at the cost of overcutting her forests. It should be the responsibility of every land owner and timber operator to see that unnecessary depletion is avoided. To preserve a supply of growing stock, clear cutting should be replaced by selective cutting; fuelwood should come from slabs, tops of trees cut for logs, and from thinnings and improvement cuttings in the farm woods; and both fires and livestock should be kept out of the woods. Difficulties are apt to center around meeting requirements rather than prices, which are, on the whole, very good but subject to ceilings to avoid harmful speculations.

In this total war, wood steps into line with foods, fabrics and metals as an essential war material. And with Victory won it will still be necessary in rebuilding a

war-torn world. Never before was it so essential that full use be made of the forestry assistance available from the State Forestry Department and the Extension Service. The time to get the help is before the cutting is done, not afterwards. A mistake made with an annual crop can be corrected the next year; one made in the forest may require generations to correct.

FARM MACHINERY

New Order—L-170 restricts the manufacture of all farm machinery equipment and repair for the period November 1, 1942, to October 31, 1943. Quotas for new machinery will be held to 23 percent of 1940 production, while repair parts will be allowed 137 percent of the 1940 production. This means that there will be only about 1/5 of the amount of new equipment that was manufactured in 1940. There will be less repair parts available in 1943 than were available in 1942. The demand for repair parts will probably be much greater than the supply.

The big job ahead for agricultural leaders is to assist farmers in keeping their old machinery running and to suggest ways of making this machinery operate at the greatest possible capacity.

To keep the old machinery running at full capacity will require an organized action program on reconditioning, care, and maintenance of machinery. Machinery repair, training of new operators, the "lend-lease" or "share-use" of machinery, and the use of home-made equipment are important phases of this program. The following specific suggestions, if followed, will assist in helping to meet 1943 war goals:

Check machinery needs now. One of the most important things farmers can do to meet production goals is to put every piece of equipment in proper condition *now*, for its maximum use when needed. He should go over his equipment now, list the worn parts and itemize the work needed. All service weaknesses in his machinery should be checked and workable discarded implements put back on the job.

Order machinery parts now. The farmer should place his order for new parts with his farm equipment dealer at once. He should not be caught unprepared next spring when every working machine will be needed. His dealer will get the parts if given time.

Make all machinery repairs this winter. The farmer should make his own repairs if he can. If he is not equipped to make the necessary repairs, he should have his dealer do it. If his dealer cannot do this work, or other commercial repair facilities are not available, he should contact his vocational agricultural teacher, who will aid him in getting the proper instruction in farm machinery repair. His shop is available and is well equipped. Farmers should make use of it.

Protect farm machinery. All machinery should be kept under cover when not in use. An implement shed is a good investment. Machinery should be repainted. Polished parts should be coated with oil, axle grease, or other material which will keep out moisture. Manufacturers' instructions for adjustment, operation, and care of machinery should be followed.

Custom work, etc. Custom work, "lend-lease," or the cooperative use of farm machinery, should be encouraged in communities where shortages exist.

Adjustment demonstrations. Few implements are properly adjusted for efficient operation. Field demonstrations to instruct farmers on proper adjustment and use are worthwhile. Dealers, vocational agricultural teachers, and extension agricultural engineers could be used to advantage in holding such demonstrations.

Training schools. Training schools for inexperienced farm machinery operators should be held where needed. Dealers, service men, vocational agricultural teachers and extension agricultural engineers will cooperate in such schools.

HOUSEHOLD EQUIPMENT

The careful use and maintenance of household equipment to conserve it for the duration is necessary. This is especially important since practically all such equipment is used basically as time and labor savers. The contribution of the farm women in meeting production goals on farms will be greatly curtailed if this equipment fails. The farm labor problem makes it imperative to keep all labor-saving equipment working. The fact that new equipment is not available for replacement makes care, maintenance, and repair of equipment now in use extremely important.

FARM STRUCTURES AND EQUIPMENT

With the curtailment of normal building supplies and hired labor, there will be a marked tendency to neglect essential and periodic building maintenance and repairs. Such practices, if continued, resolve themselves into abnormal rates of depreciation. According to census reports, the value of farm buildings in Virginia decreased over 41 million dollars from 1930 to 1940, in spite of considerable sums expended during the 10 years for repairs, maintenance, and new construction.

The rate of deterioration is at a minimum when and only when roofs are tight and plates and sills are both level and dry. Continued neglect may quickly render buildings not only unsuitable for future service but may force abandonment or wrecking. Such buildings probably cannot be replaced during the war and their loss or failure may seriously hamper food and feed production programs.

Normal supplies of labor and materials are not available at present and may become even more scarce in the future. However, much material that can be used for emergency repairs is available without priorities. These conditions call for an immediate and comprehensive program based on conservation and minimum use of labor and materials, avoiding critical materials as far as possible.

Essential repair work on all structures should be done at once to avoid more costly repairs later.

New construction should be confined to structures essential to the increased production program. Poultry, hog, dairy, and small storages are the types of new construction that may be encouraged where needed. Over-expansion of building construction should be avoided.

Plans for farm structures of all types are available free to farmers of the state through the Extension Service. A list of several hundred plans which are available is on file in the county agent's office. Farmers should be urged to secure approved plans before starting construction of new buildings.

SAFETY IN AGRICULTURE

Fighting an all-out war requires maximum effort by all farmers. We cannot afford to waste farm labor by allowing accidents to take a large toll.

The National Safety Council reports that accidents are responsible for over 4,000 deaths per year in agriculture. In addition an even greater number are temporarily injured, thus adding to the loss in productive effort. In time of peace the services of a doctor are not always easy to obtain. In time of war, it may be "too late" before the doctor arrives, for they, too, have gone to war.

Critical materials are wasted by farm accidents. Machinery manufacturers report that as a result of farm accidents many replacements and repairs are needed.

In most states, safety standards for industry are set up by law. The farmer makes his own regulations and they may not include the A B C of safety — "Always Be Careful."

As a war measure, safety should have special emphasis in order to conserve manpower and farm machinery. All professional workers should include safety in their program insofar as it relates to their field of work.

PRICE SUPPORT

The Department of Agriculture will support, under Section 4(a) of the "Steagall amendment" (as amended by the Act of October 2, 1942), until June 30, 1944, or in the case of hogs, September 30, 1944, a price for eligible producers of each of the following commodities at not less than the price level stated with adjustments where applicable for location, type, grade, and class:

Hogs: 90 percent of the parity price, but in no event less than $13.25 per hundredweight, average for good to choice butcher hogs weighing 240 to 270 pounds, at Chicago.

Eggs, chickens, and turkeys (excluding broilers or chickens weighing less than 3 pounds live weight): 90 percent of the parity price, but in no event a price for eggs purchased on an offer and acceptance basis equivalent to less than 30 cents per dozen in the spring and early summer and an annual average price of 34 cents per dozen, basis U. S. average farm price.

Butter, cheese, dry skim milk, and evaporated milk: 90 percent of the parity price equivalent but in no event less than 46 cents per pound for 92 score butter, Chicago basis; the equivalent of 27 cents per pound including subsidy for No. 1 American Cheese, Plymouth basis; 12.5 cents for roller- and 14.5 cents for spray-process dry skim milk, extra grade Midwest basis; and a comparable price for evaporated milk, f.o.b. plant basis, to be announced.

The 1943 crop of soybeans for oil: 90 percent of the comparable price calculated as of the beginning of the marketing year (October 1) but in no event less than $1.60 to $1.75 per bushel depending on oil content, U. S. average farm price, for yellow or green soybeans of high oil content. Prices for brown and black beans will not be supported.

The 1943 crop of potatoes: 90 percent of the parity price calculated as of the beginning of the marketing year, but not less than specified prices for certain grades of potatoes in specified commercial areas which will be announced about January 1.

In addition, the Department will announce specific support prices for snapbeans, corn, peas, tomatoes, beets, carrots, pumpkin and squash for processing, and cabbage for kraut, before February 1. In general, these support prices will be maintained through certification of canners agreeing to pay specified prices to growers and Government commitment to purchase the processed commodity at a level which will support grower prices at about the same level as in 1942. Specific support prices for dried apples, apricots, peaches, pears, prunes, and raisins will also be announced about February 1.

The Department of Agriculture is recommending a single price program for all peanuts, whether for edible use or for oil, which will assure growers an average return between 80 and 85 percent of the parity price for peanuts, which was $147.80 per ton as of October 15, 1942. Such a program would require new legislation. If a single price program or its equivalent is not possible, price support programs similar to the 1942 program will be continued in 1943 for both peanuts for nuts and peanuts for oil.

The Department also will endeavor to maintain feed prices, especially prices of corn, feed wheat, and oil meal, in 1943 at about the same level as in 1942, in order to encourage heavy feeding and increased livestock production. Loans will also be made to producers on grain sorghum and barley at rates slightly higher than in 1942.

FOOD FOR FREEDOM PROGRAM

VIRGINIA

1943

SUGGESTED DISTRIBUTION OF CROP AND LIVESTOCK
GOALS AMONG COUNTIES

1943 PRODUCTION GOALS

At the beginning of 1942 American farmers were asked to do the biggest job they had ever done. The job was that of raising food and fiber for those at home, for our growing armed forces, here and abroad, and for our allies who are unable to produce all of their own requirements. As a result of hard work and unusually favorable weather, most of the 1942 goals have been met. It now appears that farm production in 1942 was 12 percent greater than the previous high record output of 1941. Crop yields in 1942 were the highest in our history and 36 percent above the 10-year, 1923 to 1932, average. The production of livestock products also exceeded in 1942 the record output of 1941. In addition to the record-breaking production of livestock products, farmers increased their livestock inventories by about 10 percent.

In spite of the fact that U. S. farm production in 1942 exceeded all previous records, farmers are being asked in 1943 to further increase the production of essential foods. A National increase of 15 percent in hog production is being asked. Increases of 9 percent in slaughtered beef and veal, 2 percent in milk, 8 percent in eggs, and 28 percent in poultry are also being called for. These livestock increases, if attained, will probably consume more than the record output of feed crops grown in 1942, and will further reduce the carryover of feed in the fall of 1943.

American farmers are being asked to increase production in 1943 with less labor, equipment, fertilizer, and spray materials, and with the probability of less favorable growing weather than in 1942. The farm labor situation is acute, and it is getting worse. Only about 20 percent as much new farm equipment will be manufactured as in 1942. The situation is actually worse than this because a year ago there was a considerable amount of new farm machinery in storage. We may have a sufficient supply of potash and phosphate fertilizer, but we shall be short of nitrogen. We shall also be short of certain spray materials. In spite of all these handicaps, American farmers will make every possible effort to meet the 1943 war goals.

For nearly a generation we have been talking about over-production of food, and during the last six years we have had the largest farm output in our history. It is not surprising, therefore, that the public should have adopted an attitude of complacency about the food situation. This attitude of taking for granted an abundant supply of food is dangerous. As a matter of fact we are confronted with a serious food shortage. There is critical need for all we can produce as long as the war lasts, and probably for a year or two afterwards. The following are some of the causes of the present critical situation:

1. Our population is nearly one-third larger than at the beginning of World War I. In spite of the fact that we have obtained our largest agricultural production during recent years, production per capita was five percent less from 1937 to 1942 than from 1910 to 1914.

2. A higher percentage of of our population is engaged in military operations and in industrial production.

3. War with Japan has cut off about one-seventh of our sugar supply, and a much larger proportion of vegetable fats and oils. This necessi-

tates a larger acreage of sugar beets and a very large increase in the acreage of oil bearing crops such as peanuts and soybeans.

4. This war is being fought on many fronts. Our supply lines are long, and more mechanical equipment must be transported than in World War I. Shipping space is at a greater premium. The necessity of using the shortest possible supply lines places a heavy burden upon American agriculture.

5. The fact that Britain is cut off from the European continent places an additional burden upon American agriculture as a source of supply of food.

6. Livestock numbers have been drastically reduced over most of Europe. This will increase the relief problem after the war.

7. We are committed to the feeding of civilian populations in countries which we invade. An ample supply of food must be available for this purpose.

8. It is probable that food shortages may develop in Russia and China. If we wish to continue to hold these countries as effective fighting allies, we must be prepared to help make up their food shortages.

Increases over indicated 1942 production have been requested of Virginia farmers for all livestock products, and for all major crops except wheat, cotton and certain types of tobacco. We have been asked, in 1943, to increase our production of milk 4.7 percent; eggs, 3.4 percent; beef and veal, 7.0 percent; mutton and lambs, 2.0 percent; chicken meat, 12.0 percent; and turkeys 15.0 percent. We are expected to increase our acreage of soybeans 21.7 percent; of peanuts 42.0 percent; and of Irish potatoes 15.3 percent.

UNITED STATES DEPARTMENT OF AGRICULTURE

November 27, 1942

PRICE POLICIES AND PRICE SUPPORTS FOR 1943

During the year ahead farmers are being asked to produce as much or more than in 1942. One of the factors which will influence this production is prices, especially prices at which farmers expect to sell.

As a result, the Department will, insofar as possible, work out and maintain a price policy during the year ahead which will give maximum price assistance to the production program. At the same time, it must be recognized that the Department cannot assure a set price to every farmer for every class or grade of a given commodity for every day throughout a marketing season. There are also many problems in the agricultural field which cannot be solved by means of price alone, and this will be true over a much wider area in 1943 than ever before. Prices alone will not assure farmers of an adequate supply of labor, new machinery, or fertilizer, and a long list of other materials that are needed if the desired quantities of products are produced and marketed. But prices can help.

Agricultural prices are currently at a relatively high level and demand conditions are such that a strong market can be expected for almost all commodities through 1943. Consumer purchasing power is still increasing, while available supplies of consumer goods are being reduced. At the same time, the requirements, especially for food, for military and lend-lease purposes will be greater in 1943 than in 1942. In fact, the prices of many agricultural commodities are currently at or close to ceiling levels, and it should be realized that prices will be above the announced support levels for many commodities during 1943.

As a result of this and other consideration, the following general price policy and accompanying price supports are announced for 1943:

(1) So far as its resources will permit, the Department will endeavor through all the means available to it to generally support prices for dairy and poultry products, meat animals, and for those food crops which are most essential for domestic consumption and foreign shipment at a level sufficient to assure producers of attractive returns for the desired production. This general policy will of course be carried out through specific loan, purchase, or other programs which will be announced from time to time as needed.

(2) So far as its resources will permit, the Department will endeavor to maintain feed prices, especially prices of corn, feed wheat, and oil meal, in 1943 at about the same level as in 1942.

(3) So far as its resources will permit, the Department will endeavor to support prices for fresh vegetables and for fresh and canning fruits which are deemed essential, through such means as may be available with respect to each commodity for which such support is necessary in order to assure growers of reasonable returns or to obtain the desired utilization. Specific prices and means of support will be announced as programs to meet each specific situation are worked out.

(4) In the case of the basic commodities -- corn, wheat, cotton, rice, and tobacco -- loans will be available to eligible producers under the Agricultural Adjustment Act of 1938, as amended, at 85 or 90 percent of the parity price for the commodity on the fifteenth of the month preceding the beginning of the marketing year, provided producers have not disapproved marketing quotas in such referenda as may be held.

Loans will also be made to producers on grain sorghums and barley at rates slightly higher than in 1942.

(5) In the case of peanuts, the Department recommends a single price program for all peanuts, whether for edible use or for oil, which will assure growers of an average return between 80 and 85 percent of the parity price for peanuts, which was $147.80 per ton as of October 15, 1942. Such a program would require new legislation. If a single price program or its equivalent is not possible, similar price support programs for both peanuts for nuts and peanuts for oil will be continued in 1943 as in 1942.

(6) A series of specific support prices for dried apples, apricots, peaches, pears, prunes, and raisins will be worked out and announced about February 1, 1943. Support prices for these products will generally be maintained through the same means as used in 1942, and at about the same level as in 1942.

(7) A series of specific support prices for snap beans, corn, peas, tomatoes, beets carrots, pumpkin and squash for processing, and cabbage for kraut, will be worked out and announced before February 1. In general, these support prices will be maintained through certification of canners agreeing to pay specified prices to growers and Government commitment to purchase the processed commodity at a level which will support grower prices at about the same level as in 1942.

(8) In order to encourage production and assure farmers of certain minimum prices, the Department of Agriculture will support, under Section 4(a) of the "Steagall amendment" during the period ending June 30, 1944, or in the case of hogs September 30, 1944, through loans, purchases, or other operations, a price for eligible producers of each of the following commodities at not less than the price level stated for such commodity with adjustments where applicable for location, type, grade, and class:

Hogs: 90 percent of the parity price, but in no event less than $13.25 per hundredweight, average for good to choice butcher hogs weighing 240 to 270 pounds, at Chicago.

Eggs, chickens (excluding broilers or chickens weighing less than three pounds live weight) and turkeys: 90 percent of the parity price, but in no event a price for eggs purchased on an offer and acceptance basis equivalent to less than 30 cents per dozen in the spring and early summer and an annual average price of 34 cents per dozen, basis U. S. average farm price.

Butter, cheese, dry skim milk, and evaporated milk: 90 percent of the parity price equivalent but in no event less than 46 cents per pound for 92-score butter, Chicago basis, the equivalent of 27 cents per pound including subsidy for No. 1 American Cheese, Plymouth basis, 12.5 cents for roller and 14.5 cents for spray process dry skim milk, extra grade Midwest basis, and a comparable price for evaporated milk, f.o.b. plant basis, to be announced.

The 1943 crop of dry peas for the following varietal types: Alaska, Bluebell, Scotch Green, First and Best, and White Canada -- 90 percent of the comparable price calculated as of the beginning of the marketing year (August 1), but in no event less than $5.25 per hundredweight for U. S. No. 1 peas and $5.00 per hundredweight for U. S. No. 2 peas, in bags, f.o.b. cars at country shipping points. Prices for wrinkled varieties will not be supported.

The 1943 crop of dry edible beans of the following varietal types: Peas, Medium White, Great Northern, Small White, Flat Small White, Pink, Pinto, Cranberry, Light Red Kidney, Dark Red Kidney, and Western Red Kidney -- 90 percent of the parity price calculated as of the beginning of the marketing year (September 1) but in no event less than $5.35 per hundredweight for U. S. No. 1 beans and $5.20 per hundredweight for U. S. No. 2 beans, in bags, f.o.b. cars at country shipping points.

The 1943 crop of soybeans for oil: 90 percent of the comparable price calculated as of the beginning of the marketing year (October 1), but in no event less than $1.60 to $1.75 per bushel depending on oil content, U. S. average farm price, for Yellow or Green soybeans of high oil content. Prices for Brown and Black beans will not be supported.

The 1943 crop of flaxseed for oil: 90 percent of the parity price calculated as of the beginning of the marketing year(June 1), but in no event less than $2.70 per bushel, basis No. 1 Flaxseed at Minneapolis.

The 1943 crop of American-Egyptian Cotton: 90 percent of the parity price calculated as of the beginning of the marketing year (August 1), but in no event less than 45 cents per pound for No. 2, 1-1/2-inch American-Egyptian Cotton, or a price for such cotton which bears the same relationship to the loan rate in Arizona for 1-1/16-inch Middling Upland Cotton as the support price for American-Egyptian Cotton bore to the loan rate for such Upland Cotton in 1942.

The 1943 crop of potatoes: 90 percent of the parity price calculated as of the beginning of the marketing year, but not less than specified prices for certain grades of potatoes in specified commercial areas, which will be announced about January 1.

(9) Consideration is being given to the development of a series of price supports for cover crop and hay seeds in 1943, and if such a program is decided upon a definite announcement will be made as soon as possible. Hemp seed will be purchased at not less than $9.00 per bushel and hemp straw at prices ranging from $30 to $50 per ton, according to grade, for the crop produced in 1943. Purchase or support prices for other special crops will be announced as needed.

MILK PRODUCTION

County	Estimated Production (Thousand Pounds) 1941	1942 1/	1943 Suggested Goal (Thousand Pounds)	Percent Increase 1943 over 1942
Arlington	880	930	930	-
Culpeper	35,760	37,900	37,900	-
Fairfax	53,120	56,430	56,430	-
Fauquier	51,200	54,270	54,270	-
Greene	5,430	6,030	6,030	-
Loudoun	68,930	73,070	73,070	-
Madison	17,350	18,390	18,390	-
Orange	19,020	21,110	21,110	-
Prince William	26,090	27,660	27,660	-
Rappahannock	10,890	11,540	11,540	-
Spotsylvania	20,010	22,210	22,210	-
Stafford	6,980	7,400	7,400	-
	315,660	336,940	336,940	-
Albemarle	22,990	29,960	32,525	9
Amelia	12,970	14,400	15,595	8
Amherst	14,940	16,580	17,970	8
Appomattox	8,690	9,640	10,440	8
Bedford	45,950	51,010	55,325	8
Buckingham	9,370	10,400	11,265	8
Campbell	22,680	25,170	27,270	8
Cumberland	7,530	8,360	9,055	8
Fluvanna	7,350	8,160	8,840	8
Goochland	9,560	10,610	11,490	8
Louisa	14,720	16,340	17,705	8
Nelson	9,720	10,790	11,685	8
Nottoway	14,140	15,840	17,155	8
Powhatan	8,340	9,260	9,750	5
Prince Edward	12,530	13,910	15,065	8
Chesterfield	13,100	14,540	15,750	8
Dinwiddie	11,010	12,110	13,115	8
	249,590	277,080	300,000	8
Bland	9,100	9,370	10,098	8
Buchanan	15,250	15,710	16,931	8
Carroll	34,640	35,680	38,452	8
Craig	4,490	4,530	4,882	8
Dickenson	13,540	13,950	15,034	8
Floyd	23,730	24,440	26,339	8
Giles	11,350	11,690	12,598	8
Grayson	27,570	28,400	30,607	8
Lee	21,400	22,040	23,753	8
Montgomery	27,690	28,520	30,736	8
Pulaski	15,450	15,910	17,146	8
Roanoke	21,810	22,030	23,742	8
Russell	22,150	22,810	24,582	8
Scott	22,110	22,770	24,539	8
Smyth	18,770	19,330	20,832	8
Tazewell	21,720	22,370	24,108	8

MILK PRODUCTION (Continued)

County	Estimated Production (Thousand Pounds) 1941	1942 1/	1943 Suggested Goal (Thousand Pounds)	Percent Increase 1943 over 1942
Washington	43,930	45,270	48,786	8
Wise	16,050	16,530	17,814	8
Wythe	22,750	23,430	25,251	8
	393,500	404,780	436,230	8
Alleghany	9,140	9,230	9,230	-
Augusta	42,850	43,290	43,290	-
Bath	5,810	5,870	5,870	-
Botetourt	29,470	29,760	29,760	-
Clarke	7,050	7,470	7,470	-
Frederick	16,280	17,260	17,260	-
Highland	4,460	4,500	4,500	-
Page	9,150	9,430	9,430	-
Rockbridge	27,730	26,590	26,590	-
Rockingham	51,320	54,400	54,400	-
Shenandoah	21,690	22,990	22,990	-
Warren	6,700	6,930	6,930	-
	229,840	237,720	237,720	-
Caroline	7,333	8,127	8,760	8
Charles City	1,970	2,130	2,296	8
Essex	4,340	4,690	5,055	8
Gloucester	3,970	4,290	4,624	8
Hanover	17,197	18,823	20,576	9
Henrico	28,510	31,920	34,148	7
James City	5,820	6,280	6,769	8
King & Queen	6,030	6,510	7,016	8
King George	5,170	5,580	6,014	8
King William	6,430	6,940	7,480	8
Lancaster	3,160	3,410	3,675	8
Mathews	3,200	3,460	3,729	8
Middlesex	4,060	4,380	4,721	8
New Kent	1,970	2,130	2,296	8
Northumberland	5,000	5,400	5,820	8
Richmond	4,600	4,970	5,357	8
Westmoreland	5,930	6,400	6,898	8
Elizabeth City	4,810	5,190	5,594	8
Warwick	5,100	5,510	5,939	8
York	2,780	3,000	3,233	8
	127,380	139,140	150,000	8
Brunswick	11,040	12,140	12,990	7
Charlotte	14,430	16,160	17,291	7
Franklin	30,770	34,460	36,891	7
Halifax	26,230	29,380	31,437	7
Henry	13,730	15,380	16,457	7
Lunenburg	9,820	11,000	11,770	7
Mecklenburg	21,080	23,190	24,813	7
Patrick	19,560	21,910	23,443	7
Pittsylvania	42,340	47,410	50,728	7
	189,000	211,030	225,800	7

MILK PRODUCTION (Continued)

County	Estimated Production (Thousand Pounds) 1941	1942 1/	1943 Suggested Goal (Thousand Pounds)	Percent Increase 1943 over 1942
Greensville	4,560	5,020	5,020	-
Isle of Wight	6,600	7,260	7,260	-
Nansemond	7,240	7,960	7,960	-
Prince George	5,140	5,650	5,650	-
Southampton	9,990	10,990	10,990	-
Surry	2,670	2,940	2,940	-
Sussex	4,460	4,910	4,910	-
	40,660	44,730	44,730	-
Accomac	9,020	9,760	9,760	-
Norfolk	18,010	19,810	19,810	-
Northampton	3,460	3,740	3,740	-
Princess Anne	13,880	15,470	15,470	-
	44,370	48,580	48,580	-
State Total	1,590,000	1,700,000	1,780,000	4.7

1/ December Estimates

Dairy Products

It has been requested that in 1943 the milk production goal in Virginia be increased by 4.7 percent over the probable production of 1942. To obtain this goal it is proposed that the number of milk cows on farms be increased from 435,000 to 452,000 and that the yearly rate of milk production per cow be maintained at about 3,938 pounds. The number of skilled laborers maintained on dairy farms will be a big factor in determining whether or not this goal will be met. The possibilities of increasing production are much greater in the central and western parts of the State than near Washington, Richmond or Norfolk. For this reason no increases over 1942 production are recommended in 1943 in northern Virginia, the Valley of Virginia, the peanut and cotton belt and in the eastern vegetable area.

EGG PRODUCTION

County	Estimated Production (Thousand dozens) 1941	1942 1/	1943 Suggested Goal (Thousand dozens)	Percent Increase 1943 Over 1942
Arlington	17	19	20	3.4
Culpeper	1137	1286	1330	3.4
Fairfax	1252	1416	1460	3.1
Fauquier	1310	1482	1532	3.4
Greene	265	300	310	3.3
Loudoun	956	1081	1119	3.5
Madison	930	1052	1090	3.6
Orange	996	1126	1166	3.6
Prince William	916	1036	1071	3.4
Rappahannock	397	449	464	3.3
Spotsylvania	769	870	900	3.4
Stafford	689	779	808	3.7
	9634	10896	11270	3.4
Albemarle	804	909	941	3.5
Amelia	517	585	605	3.4
Amherst	629	711	736	3.5
Appomattox	558	631	653	3.5
Bedford	1186	1341	1386	3.4
Buckingham	446	504	522	3.6
Campbell	906	1025	1058	3.2
Chesterfield	1422	1608	1666	3.6
Cumberland	368	416	431	3.6
Dinwiddie	736	832	860	3.4
Fluvanna	556	629	651	3.5
Goochland	1130	1278	1322	3.4
Louisa	1200	1360	1404	3.2
Nelson	437	494	511	3.4
Nottoway	397	449	464	3.3
Powhatan	445	503	521	3.6
Prince Edward	397	449	464	3.3
	12134	13724	14195	3.4
Bland	421	476	493	3.6
Buchanan	397	449	464	3.3
Carroll	888	1004	1039	3.5
Craig	205	232	240	3.4
Dickenson	313	354	366	3.4
Floyd	924	1045	1081	3.4
Giles	483	546	565	3.5
Grayson	650	735	761	3.5
Lee	866	979	1013	3.5
Montgomery	682	771	798	3.5
Pulaski	279	316	326	3.2
Roanoke	601	680	703	3.4
Russell	769	870	899	3.3

EGG PRODUCTION (Continued)

County	Estimated Production (Thousand dozens) 1941	1942	1943 Suggested Goal (Thousand dozens)	Percent Increase 1943 Over 1942
Scott	1082	1224	1264	3.3
Smyth	601	680	703	3.4
Tazewell	474	536	555	3.5
Washington	1240	1402	1448	3.3
Wise	368	416	431	3.6
Wythe	728	824	851	3.3
	11971	13539	14000	3.4
Alleghany	275	311	322	3.5
Augusta	2168	2451	2536	3.5
Bath	387	438	452	3.2
Botetourt	699	791	818	3.4
Clarke	196	222	229	3.2
Frederick	851	962	995	3.4
Highland	195	220	228	3.6
Page	700	792	819	3.4
Rockbridge	950	1075	1112	3.4
Rockingham	3943	4459	4624	3.7
Shenandoah	2462	2785	2880	3.4
Warren	397	449	464	3.3
	13223	14955	15479	3.5
Caroline	850	960	1000	4.2
Charles City	327	370	383	3.5
Elizabeth City	162	183	190	3.4
Essex	456	516	533	3.3
Gloucester	885	1001	1036	3.4
Hanover	2115	2384	2460	3.2
Henrico	2022	2297	2373	3.3
James City	205	232	240	3.4
King and Queen	490	554	573	3.4
King George	651	736	762	3.5
King William	470	532	549	3.2
Lancaster	814	921	953	3.4
Mathews	785	888	919	3.5
Middlesex	392	443	459	3.6
New Kent	274	310	320	3.2
Northumberland	1217	1376	1426	3.6
Richmond	760	860	888	3.3
Westmoreland	1172	1325	1371	3.5
Warwick	108	122	126	3.3
York	133	150	156	4.0
	14288	16160	16717	3.4

EGG PRODUCTION (Continued)

County	Estimated Production (Thousand dozens) 1941	1942	1943 Suggested Goal (Thousand dozens)	Percent Increase 1943 Over 1942
Brunswick	423	478	495	3.5
Charlotte	724	820	846	3.2
Franklin	1050	1188	1228	3.4
Halifax	926	1047	1080	3.2
Henry	346	391	404	3.3
Lunenburg	387	438	452	3.2
Mecklenburg	724	819	846	3.3
Patrick	575	650	673	3.5
Pittsylvania	1164	1316	1366	3.7
	6319	7147	7390	3.4
Greensville	213	241	249	3.3
Isle of Wight	459	520	537	3.3
Nansemond	446	505	521	3.2
Prince George	323	365	378	3.6
Southampton	431	488	504	3.3
Surry	231	261	270	3.4
Sussex	283	320	331	3.4
	2386	2700	2790	3.3
Accomac	1230	1393	1441	3.4
Northampton	243	375	283	2.9
Norfolk	568	642	665	3.6
Princess Anne	504	570	589	3.3
	2545	2880	2978	3.4
State Totals	72500	82000	84819	3.4

1/ December Estimates

EGGS

Virginia farmers have been requested to produce 3.4 percent more eggs in 1943 than the probable production of 1942. It is expected that this increase will be obtained from about 4 percent more hens. With a few exceptions a uniform increase of 3.4 percent is recommended throughout the state.

SPRING PIG CROP
(No. Sows Farrowing)

County	Estimated Number Sows Farrowing				Suggested Goal	Per cent Increase Spring 1943 over
	Spring 1941	Fall 1941	Spring 1942	Fall 1942	Spring 1943	Spring 1942
Arlington	---	---	---	---	---	---
Culpeper	980	1062	1284	1320	1284	---
Fairfax	922	999	1208	1250	1208	---
Fauquier	1504	1630	1976	2020	1976	---
Greene	398	431	521	535	521	---
Loudoun	2115	2292	2777	2850	2777	---
Madison	621	673	814	840	814	---
Orange	630	683	825	850	825	---
Prince William	805	873	1055	1085	1055	---
Rappahannock	621	673	814	840	814	---
Spotsylvania	427	463	559	575	559	---
Stafford	204	221	267	275	267	---
	9227	10000	12100	12440	12100	---
Albemarle	960	1042	1464	1485	1485	1
Amelia	320	348	488	500	500	2
Amherst	330	359	503	515	515	2
Appomattox	204	222	311	320	320	3
Bedford	805	875	1228	1250	1250	2
Buckingham	310	337	472	485	485	3
Campbell	407	442	620	635	635	2
Chesterfield	300	326	457	465	465	2
Cumberland	175	190	267	275	275	3
Dinwiddie	680	739	1037	1050	1050	1
Fluvanna	340	369	518	525	525	1
Goochland	281	305	428	435	435	2
Louisa	320	348	488	500	500	2
Nelson	310	337	472	480	480	2
Nottoway	350	380	533	545	545	2
Powhatan	262	285	399	410	410	3
Prince Edward	272	296	415	425	425	2
	6626	7200	10100	10300	10300	2
Bland	514	558	630	731	745	18
Buchanan	165	179	200	234	240	20
Carroll	854	926	1040	1215	1240	19
Craig	146	159	180	208	210	17
Dickenson	126	137	160	180	185	16
Floyd	824	894	1020	1173	1200	18
Giles	446	484	550	634	645	17
Grayson	718	779	890	1022	1045	17
Lee	495	538	610	705	720	18
Montgomery	737	799	910	1048	1070	18
Pulaski	795	862	980	1131	1150	17
Roanoke	301	327	370	428	435	18
Russell	582	632	720	828	850	18
Scott	475	516	590	677	690	17
Smyth	543	590	670	774	790	18
Tazewell	630	684	780	900	920	18

SPRING PIG CROP (Continued)
(No. Sows Farrowing)

County	Estimated Number Sows Farrowing				Suggested Goal Spring 1943	Per cent Increase Spring 1943 over Spring 1942
	Spring 1941	Fall 1941	Spring 1942	Fall 1942		
Washington	892	968	1100	1270	1300	18
Wise	87	94	110	124	125	14
Wythe	2095	2274	2590	2988	3050	18
	11425	12400	14100	16270	16610	18
Alleghany	136	148	177	187	187	6
Augusta	3110	3388	4059	4303	4303	6
Bath	436	475	567	600	600	6
Botetourt	398	433	517	546	546	6
Clarke	1057	1151	1374	1453	1453	6
Frederick	1280	1394	1664	1760	1760	6
Highland	427	465	555	588	588	6
Page	582	634	757	800	800	6
Rockbridge	1067	1162	1387	1466	1466	6
Rockingham	2328	2535	3041	3220	3220	6
Shenandoah	1853	2018	2409	2550	2550	6
Warren	456	497	593	627	627	6
	13130	14300	17100	18100	18100	6
Caroline	233	256	320	310	310	—
Charles City	165	181	227	220	220	—
Elizabeth City	30	33	41	40	40	—
Essex	233	256	320	310	310	—
Gloucester	204	224	280	275	275	—
Hanover	378	416	519	507	507	—
Henrico	300	329	412	400	400	—
James City	146	160	200	200	200	—
King and Queen	252	276	346	335	335	—
King George	165	181	227	220	220	—
King William	378	416	519	510	510	—
Lancaster	165	181	227	220	220	—
Mathews	116	127	159	155	155	—
Middlesex	194	213	266	260	260	—
New Kent	223	245	306	300	300	—
Northumberland	427	470	586	580	580	—
Richmond	281	309	386	375	375	—
Westmoreland	350	384	481	470	470	—
Warwick	60	66	82	80	80	—
York	70	77	96	93	93	—
	4370	4800	6000	5860	5860	—
Brunswick	330	363	506	550	550	9
Charlotte	301	331	468	500	500	7
Franklin	553	608	848	920	920	8
Halifax	815	897	1248	1360	1360	9
Henry	291	320	446	485	485	9
Lunenburg	291	320	446	485	485	9
Mecklenburg	912	1014	1397	1545	1545	11
Patrick	291	320	446	485	485	9
Pittsylvania	388	427	595	650	650	9
	4172	4600	6400	6980	6980	9

SPRING PIG CROP (Continued)
(No. Sows Farrowing)

County	Estimated Number Sows Farrowing				Suggested Goal Spring 1943	Per cent Increase Spring 1943 over Spring 1942
	Spring 1941	Fall 1941	Spring 1942	Fall 1942		
Greensville	815	944	1090	1150	1150	6
Isle of Wight	2677	3100	3580	3760	3760	5
Nansemond	3200	3712	4282	4500	4500	5
Prince George	515	596	689	725	725	5
Southampton	4875	5651	6522	6835	6835	5
Surry	1360	1575	1818	1910	1910	5
Sussex	1660	1922	2219	2330	2330	5
	15102	17500	20200	21210	21210	5
Accomack	436	506	632	610	610	—
Northampton	252	273	342	330	330	—
Norfolk	660	716	896	860	860	—
Princess Anne	1570	1705	2130	2040	2040	—
	2948	3200	4000	3840	3840	—
State Totals	57000	74000	90000	95000	95000	5.0

PORK PRODUCTS

The 1943 pork production goals for Virginia call for a 5 per cent increase in the spring pig crop over that of 1942 and if possible a large increase in pounds of pork produced. On account of a shortage of labor and the possibility of no increase in feed crops, it was not thought advisable to recommend any increase in northern Virginia, eastern Virginia, and in the southeastern vegetable growing area. To ask for more than a 5 per cent increase in the peanut belt, it is felt would not be justified. It is believed that the largest percentage increase is possible in southwestern Virginia because of the probability of ample feed and enough farm labor.

PEANUTS

County	Estimated Acreage 1939	1940	1941	1942 1/	1943 Suggested Goal (Acres)
Spotsylvania					500
Stafford					500
Amelia					600
Chesterfield	525	562	509	400	1,100
Cumberland					500
Dinwiddie	5,577	5,950	5,310	6,900	8,500
Goochland					500
Louisa					500
Nottoway	16	17	10	30	1,100
Powhatan	3				500
Prince Edward					500
Caroline					500
Charles City					600
Elizabeth City					300
Essex					500
Gloucester					900
Hanover	33	35	32	20	500
Henrico					600
James City	94	101	90	30	500
King and Queen					500
King George					500
King William					500
Lancaster					500
Mathews					500
Middlesex					500
New Kent	163	175	156	100	600
Northumberland					500
Richmond					500
Warwick					500
Westmoreland					500
York	84	90	80	70	500
Brunswick	2,260	2,411	2,152	3,300	5,000
Charlotte	6	6	5	10	1,100
Halifax	17	18	16	20	1,100
Lunenburg	10	11	10	10	1,100
Mecklenburg	500	533	476	700	2,000
Greensville	11,910	12,706	11,338	13,400	16,100
Isle of Wight	22,850	24,271	21,658	21,400	27,000
Nansemond	20,450	21,818	19,469	21,200	26,000
Prince George	7,850	8,375	7,473	7,300	9,500
Southampton	43,207	46,196	41,224	45,300	55,000
Surry	10,900	11,629	10,377	13,300	15,300
Sussex	21,230	22,650	20,212	21,000	24,500
Accomac					4,500
Northampton					3,500
Norfolk	304	324	289	300	1,500
Princess Anne	23	25	22	160	1,500
Other	50	97	92	50	
State Total	148,062	158,000	141,000	155,000	220,000

1/ December Estimate

Peanuts

In the report on Wartime Farm Production Adjustments which was completed in the early summer of 1942 an acreage of 171,000 was recommended as being feasible for Virginia in 1943. On account of the unusual importance attached to the production of oil crops, Virginia has been asked to grow 220,000 acres of peanuts in 1943 or 49,000 acres more than was considered feasible six months ago. Suitability of the land to the crop, harvesting and marketing facilities available or likely to become availabl farmer experience in growing the crop, competition with other crops, the prospectiv labor supply, and prices likely to be paid were some of the factors considered in alloting the extra 49,000 acres. In the final analysis, allotments were made in those counties where there seemed the greatest likelihood of getting the increase in acreage asked for.

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SOYBEANS FOR BEANS

County	Estimated Acreage 1942 1/	1943 Suggested Goal (acres)	Percentage Increase 1943 over 1942
Culpeper	200	500	150
Fairfax	100	500	400
Fauquier	50	-	-
Loudoun	70	-	-
Madison	50	500	900
Orange	300	500	67
Prince William	30	-	-
Rappahannock	20	-	-
Spotsylvania	1500	1500	-
Stafford	600	600	-
	2520	4000	37
Albemarle	270	500	85
Amelia	700	600	-
Amherst	100	500	400
Appomattox	200	500	150
Bedford	600	1000	67
Buckingham	200	500	150
Campbell	800	1200	50
Chesterfield	600	500	-
Cumberland	400	400	-
Dinwiddie	900	800	-
Fluvanna	100	500	400
Goochland	630	500	-
Louisa	750	700	-
Nelson	100	500	400
Nottoway	400	400	-
Powhatan	900	800	-
Prince Edward	250	200	-
	7900	10100	28

1/ December Estimate

SOYBEANS FOR BEANS (Cont'd)

County	Estimated Acreage 1942 1/	1943 Suggested Goal (acres)	Percent Increase 1943 Over 1942
Alleghany	20	-	-
Augusta	50	500	900
Bath	30	-	-
Botetourt	50	500	900
Clarke	120	500	317
Frederick	50	500	900
Page	20	380	1800
Roanoke	150	500	233
Rockbridge	100	500	400
Rockingham	100	500	400
Shenandoah	150	500	233
Warren	140	385	175
	980	4765	386
Caroline	1200	1200	-
Charles City	2000	2000	-
Elizabeth City	200	200	-
Essex	2400	2600	8
Gloucester	2500	2600	4
Hanover	2500	2600	4
Henrico	2000	2200	10
James City	1200	1300	8
King and Queen	1800	2000	11
King George	1900	2200	16
King William	2000	2200	10
Lancaster	2000	2200	10
Mathews	1800	2000	11
Middlesex	1800	2000	11
New Kent	1800	2000	11
Northumberland	3800	4300	13
Richmond	1700	2000	18
Warwick	200	200	-
Westmoreland	2600	3100	19
York	1000	1000	-
	36400	39900	10
Brunswick	900	1000	11
Charlotte	300	370	23
Franklin	50	-	-
Halifax	800	985	23
Henry	30	-	-
Lunenburg	900	1100	22
Mecklenburg	1700	2000	18
Patrick	20	-	-
Pittsylvania	700	1800	157
	5400	7255	34

1/ December Estimate

SOYBEANS FOR BEANS (Cont'd.)

County	Estimated Acreage 1942 1/	1943 Suggested Goal (acres)	Percent Increase 1943 Over 1942
Greensville	1400	1725	23
Isle of Wight	2800	3450	23
Nansemond	4100	5050	23
Prince George	4800	5600	17
Southampton	3000	3690	23
Surry	2000	2460	23
Sussex	3200	3315	4
	21300	25290	19
Accomack	6000	7380	23
Northampton	800	980	23
Norfolk	15000	18200	21
Princess Anne	18000	22130	23
	39800	48690	22
Others	300		
State Totals	115000	140000	21.7

1/ December Estimate

Soybeans for beans

Virginia is being asked in 1943 to increase her acreage of soybeans for oil 21.7 percent over the harvested crop of 1942. To meet this goal the following increases are recommended: the Valley of Virginia, from 980 to 4765 acres; Northeastern Virginia, from 36400 to 39900 acres; Middle Virginia, from 7900 to 10100 acres; the flue-cured tobacco belt, from 5400 to 7255 acres; the peanut and cotton belt, from 21300 to 25290 acres; the eastern vegetable area, from 39800 to 48690 acres; and Northern Virginia, from 2920 to 4000 acres.

IRISH POTATOES

County	Acres Harvested 1939	1940	1942 1/	1942 Allotments (Acres)	1943 Suggested Goal	Percent Increase 1943 Over 1942
Arlington	2	2	2		10	500.0
Culpeper	197	205	201	28.9	205	1.9
Fairfax	330	335	329		335	1.8
Fauquier	145	150	147		150	2.0
Greene	129	134	133		134	0.8
Loudoun	177	200	196		200	2.0
Madison	82	89	88	7.2	89	1.1
Orange	188	195	194		195	0.5
Prince William	74	78	77		78	1.3
Rappahannock	122	140	138		140	1.4
Spotsylvania	256	270	268	195.0	270	0.7
Stafford	304	330	324		330	1.9
	2006	2128	2097		2136	1.9
Albemarle	338	350	347		350	0.9
Amelia	178	185	184	10.0	185	0.5
Amherst	302	315	313	24.9	315	0.6
Appomattox	186	195	194		195	0.5
Bedford	379	389	386		389	0.8
Buckingham	316	325	323		325	0.6
Campbell	384	395	392		395	0.8
Chesterfield	250	260	259		260	0.4
Cumberland	104	108	107		108	0.9
Dinwiddie	263	266	284		266	-
Fluvanna	144	145	143		145	1.4
Goochland	202	210	208	30.0	210	1.0
Louisa	312	325	323		325	0.6
Nelson	384	395	392		395	0.8
Nottoway	154	165	161		165	2.5
Powhatan	111	116	115	45.0	116	0.9
Prince Edward	224	232	230		232	0.9
	4231	4376	4361		4376	0.3
Bland	208	210	207		210	1.4
Buchanan	1157	1170	1154		1200	4.0
Carroll	902	912	899	14.5	1000	11.2
Craig	122	130	128		130	1.6
Dickenson	620	625	616		640	3.9
Floyd	636	640	630	4.8	650	3.2
Giles	300	305	301		305	1.3
Grayson	440	450	443	3.1	450	1.6
Lee	599	615	607		615	1.3
Montgomery	349	360	355		360	1.4
Pulaski	278	285	281		285	1.4
Roanoke	261	270	266		275	3.4

IRISH POTATOES (Continued)

County	Acres Harvested 1939	1940	1942 1/	1942 Allotments (Acres)	1943 Suggested Goal	Percent Increase 1943 Over 1942
Russell	423	430	424		430	1.4
Scott	817	835	823		835	1.5
Smyth	318	335	331		335	1.2
Tazewell	425	460	453		460	1.5
Washington	600	640	630		640	1.6
Wise	858	870	858	14.9	870	1.4
Wythe	468	495	488	7.3	495	1.4
	9781	10,037	9894		10,185	2.1
Alleghany	315	320	315		320	-
Augusta	557	570	561		570	1.6
Bath	219	225	221		225	1.8
Botetourt	359	370	364	8.0	370	1.6
Clarke	38	40	39		40	2.6
Frederick	296	314	308		314	1.9
Highland	234	240	234		240	2.6
Page	273	312	307	11.3	312	1.6
Rockbridge	388	416	409	19.4	416	1.7
Rockingham	642	700	688	11.0	700	1.7
Shenandoah	436	480	471		480	1.9
Warren	166	188	185		188	1.6
	3923	4175	4104		4175	1.7
Caroline	537	555	370		370	-
Charles City	40	41	42		42	-
Elizabeth City	106	109	111	50.0	111	-
Essex	58	60	61		61	-
Gloucester	404	418	425	295.0	425	-
Hanover	447	465	462		465	0.6
Henrico	368	377	375	19.3	377	0.5
James City	613	634	645	667.8	668	3.6
King and Queen	170	175	178		178	-
King George	142	147	150		150	-
King William	134	139	141	5.5	141	-
Lancaster	95	98	100	18.9	100	-
Mathews	230	234	236	275.0	275	16.5
Middlesex	304	314	320	235.0	235	-
New Kent	393	407	414	167.5	414	-
Northumberland	164	170	173	3.5	173	-
Richmond	91	94	96		96	-
Warwick	36	37	38	22.5	38	-
Westmoreland	150	156	159	16.7	159	-
York	345	356	362	350.0	362	-
	4827	4886	4858		4820	-

IRISH POTATOES (Continued)

County	Acres Harvested			1942 Allotments (Acres)	1943 Suggested Goal	Percent Increase 1943 Over 1942
	1939	1940	1942 1/			
Brunswick	324	312	334		334	-
Charlotte	277	300	294		300	2.0
Franklin	916	990	970		1000	3.1
Halifax	728	740	725		740	2.1
Henry	490	505	495	23.0	505	2.0
Lunenburg	286	299	293		300	2.4
Mecklenburg	484	492	526		526	-
Patrick	726	760	744		760	2.1
Pittsylvania	941	1141	1118		1141	2.0
	5172	5539	5499		5606	1.9
Greensville	189	187	201		201	-
Isle of Wight	405	404	433	87.2	433	-
Nansemond	2522	2366	2530	2600.0	2600	2.8
Prince George	149	148	158	13.7	158	-
Southampton	568	571	610		610	-
Surry	105	108	116		116	-
Sussex	164	167	179		179	-
	4102	3951	4227		4297	1.7
Accomac	21027	19495	17808	21900.0	22900	28.5
Northampton	14771	13689	12923	17500.0	17500	35.4
Norfolk	2055	1970	2107	2100.0	2100	-
Princess Anne	4040	3854	4122	4885.0	4885	18.5
	41,893	38,908	36,960		47,385	28.2
State Totals	75,936	74,000	72,000		83,000	15.3

1/ December Estimates

Irish Potatoes

Virginia has been asked to increase her crop of Irish potatoes in 1943 to 83 thousand acres. This is a 15.3 percent increase over the 72 thousand acre crop harvested in 1942. To meet this goal it is recommended that each county take as its goal the largest acreage planted since 1939 or the 1942 allotment, whichever is greater. It is recommended that the goal in Accomac County should be 1000 acres larger in 1943 than the 1942 allotment. It is also recommended that small increases in acreage over the largest since 1939 should be made in Buchanan, Dickenson, Carroll, Floyd, Roanoke, and Franklin Counties either because of favorable soil and climatic conditions or proximity to good local markets. The acreage goal of Caroline county was reduced from that harvested in 1940 because a large part of the county has been purchased by the federal government.

In general it is recommended that most farmers should produce what potatoes the farm family is likely to need in 1943. It is also recommended that farmers

having favorable soil and who live near town should attempt to supply as large a part of local market needs as possible. To the degree that local markets can be supplied with potatoes grown nearby to that extent will our over burdened transportation system be relieved of the necessity of hauling bulky products long distances.

CANNING TOMATOES
(Tentative 1943 Goals)

County	1943 Goal (Acres)	County	1943 Goal (Acres)
Accomac	8,860	Lancaster	1,022
Amherst	73	Louisa	270
Appomattox	84	Mathews	30
Bedford	3,066	Middlesex	1,075
Botetourt	730	Montgomery	365
Campbell	200	Nelson	190
Caroline	330	Northampton	5,058
Cumberland	75	Northumberland	2,817
Essex	1,090	Page	756
Floyd	440	Patrick	80
Fluvanna	290	Princess Anne	50
Franklin	319	Pulaski	146
Frederick	182	Richmond	1,384
Gloucester	30	Roanoke	416
King and Queen	70	Rockingham	511
King George	40	Shenandoah	289
King William	72	Westmoreland	2,190
		Total	32,600

Tomatoes for Canning

The Bureau of Agricultural Economics estimates the 1942 tomato crop for canning at 32,600 acres. Estimates from other sources indicate a somewhat larger acreage. These county estimates from other sources were adjusted downward to conform to the 32,600 acre B.A.E. estimate for the State which is assumed as the tentative State goal for 1943.

CANNING PEAS
(Tentative 1943 Goals)

County	1943 Goal (Acres)
Essex	160
King and Queen	590
Lancaster	55
Middlesex	780
Northampton	2,470
Northumberland	45
Total	4,100

Canning Peas

The tentative State goal for 1943 is 4,100 acres or the same as that estimated to have been planted in 1942. The county goals are also tentative. Adjustments between counties may need to be made later.

Beef and Veal

The 1943 beef and veal production goals for Virginia call for a 7 percent increase in marketings and farm slaughter of cattle and calves. It is estimated that there were 3 percent more cattle and calves on Virginia farms January 1, 1943 than one year earlier. If the 1943 goal in beef and veal slaughter is met it will need to be at the expense of increased inventories or even some reduction of cattle on farms or by marketing at heavier weights.

Mutton and Lamb

The 1943 mutton and lamb goals for Virginia call for a 2 percent increase over that of 1942. This increase will need to be obtained from the same number pf sheep. If this goal is met we shall need to save a larger proportion than usual of our spring lamb crop and we shall need to avoid the sale of light, unfinished lambs.

Chicken and Turkey Meat

A 12 percent increase over 1942 in the production of chickens and a 15 percent increase in that of turkeys are the 1943 Virginia goals in these products. It is estimated that there were 4 percent more hens and pullets on farms January 1, 1943 than one year earlier. A large percentage of the increase desired in chickens will need to come from the raising of more broilers.

Feed Crops

An increase of 2 percent over the 1942 acreage of corn is requested in 1943.

Due to unfavorable weather at the proper seeding dates, a smaller acreage of wheat, barley, oats, and rye was seeded in the fall of 1942 than in 1941. The yield per acre will probably be less, since many of these crops were seeded so late. Total feed production can be increased by seeding spring oats.

In view of recent inventories of livestock on farms and the certainty of of a continuation of high livestock numbers throughout 1944, it is extremely desirable that Virginia farmers raise the largest amount of feed crops possible in 1943 and also save in good condition all the hay that will grow. That we go into the winter of 1944 with large supplies of feed and roughage for livestock is particularily desirable in Virginia because this State normally consumes more feed than is produced here.

Vegetable Crops

In addition to increases requested in the production of potatoes, Virginia will be called upon to produce a large amount of miscellaneous vegetables for market. The following table shows the requested acreages of these crops:

Crop	1943 Suggested Acreage	1942 Acreage	Increase or Decrease from 1942
Lima beans	1,200	1,050	14%
Snap beans	12,600	10,600	19%
Beets	400	300	33%
Cabbage	5,400	4,800	12%
Carrots	150	80	88%
Cucumbers	200	200	0%
Kale	1,100	900	22%
Lettuce	350	350	0%
Onions	1,050	1,150	-9%
Green peas	1,100	1,100	0%
Spinach	2,600	2,300	13%
	3,000	3,000	0%
Tomatoes	4,200	3,700	14%
Watermelons	1,050	1,150	-11%

Home Gardens

The garden goal for Virginia is a good all year around garden for every family on every farm.

Miscellaneous Activities of H. H. Young

Approximately one-third of the extension time of H. H. Young was spent in conferences with members of this and other departments, concerning the economic phases of extension work. The remainder of his extension time, not included on the work of the projects described above in this report, was spent on the following:

(1) Prepared and gave monthly radio talks on the economic situation.

(2) Attended four meetings of the Virginia State Planning Board.

(3) Attended the National Outlook Conference, and wrote, for publication, the farm part of the Virginia Outlook Situation.

(4) Attended and addressed the district county agents' meetings.

(5) Spoke at the Rural Electrification School.

(6) Talked at several local farmers' meetings.

(7) Attended and took part in the Seminar Meeting of the Virginia State Bankers Association. (September).

(8) Attended a conference in May at Asheville, and spoke briefly on the topic of Inflation Control.

(9) Helped prepare a pamphlet on controlling inflation.

(10) Several conferences with banks concerning credit relations with farmers.

Miscellaneous Activities of Mr. Maxton

County Boards of Agriculture.

About a month's time was devoted to reorganization and completion of County Boards of Agriculture in some thirty Virginia counties. In this reorganization process communities and neighborhoods were further subdivided so a man and a woman neighborhood leader could be secured for each neighborhood of 12 to 20 families. These reorganized County Board of Agriculture community and neighborhood leaders handled numerous war jobs in 1942, including scrap collection, bond sales, victory gardens, etc., among others. Considerable work of a cooperative nature has developed through this neighborhood leader plan in the use of farm machinery, use of trucks, and automobiles and similar factors to fully utilize existing facilities and materials, and yet at the same time to practice the utmost conservation in order to contribute the maximum to the war effort. This organization, functioning as it does, is worth several thousand dollars in every county in which it operates.

Extension Statistical Reports.

Assistance was given the Assistant Director of Extension Work in Virginia in the checking of county extension statistical reports, and in the preparation of a State statistical report. These reports are necessary to show what has been done by extension workers for the money expended, and are the basis for future appropriations by Congress for extension work.

Victory Gardens.

The Victory Garden program was pushed in 20 counties in the Valley and northern Virginia, through County Boards of Agriculture.

Other Work.

Other work performed in 1942 included the writing of 556 letters regarding various work of an economic nature. Work was also done on

preparing crop goals for 1943 as a member of a Post War Planning Committee. Crop records on the cost of producing soybeans and peanuts for oil were set up and an analysis of these costs was prepared. Assistance was also furnished a number of T.V.A.-Extension cooperators in changing over their record keeping to that of detailed cost accounts.

The first half of the year a part of the pay was received through the General Education Board for the specific duties of teaching and research in land classification.

News Articles Were Prepared on the Following Subjects in 1942.

1. Price Ceilings for Farm Products.
2. Price Movements in World War I and World War II.
3. Weather and Crop Production.
4. The Page County System of Rural Organization for Victory.
5. Ways to Conserve Tires and Reduce Costs of Retail Milk Distribution.
6. American Farmers and the War.
7. Farm Cost Accounts for 1942.
8. Agricultural Prices and the War.
9. Man Labor Requirements on Crops.
10. Production, Transportation, and War.
11. Food for Victory.
12. Imports of Certain Agricultural Products and the War.
13. Suggestions for Increasing Production in a Post-War Program.
14. Progress Made Toward Inflation Control.
15. Report on Cost Account Results for 1941.
16. Income Tax Returns from Farmers in 1942.
17. Fire Prevention on Farms.
18. Pastures in a Wartime Farm Economy.
19. Returns from Sheep in Virginia.
20. The Agricultural Situation.
21. Minimum Prices Currently Supported by U. S. D. A.
22. Credit Costs Paid by Farmers.
23. Highlights of the Outlook Conference for 1943.
24. The Outlook for 1943.

Statistical Summary - H. H. Young

Month and Year	Days in office	Days in field	Miles traveled	Ext. agents visited	Extension organization committee meetings attended	Other meetings attended No.	Other meetings attended Attend.	Individual letters written	News articles prepared
1941									
Dec.	20	3	506	-	1	1	50	41	-
1942									
Jan.	18	8	770	-	1	3	825	56	2
Feb.	20	4	775	-	-	3	141	54	2
March	19	7	2026	-	-	2	1100	66	-
April	6½	17½	2040	-	-	1	200	47	-
May	11	15	2508	4	-	6	282	55	-
June	24	2	702	-	-	3	556	57	1
July	21½	5½	589	-	1	-	-	42	1
Aug.	18½	7½	732	-	1	1	45	33	-
Sept.	19	7	406	-	-	1	150	47	2
Oct.	19	8	764	-	-	3	480	51	2
Nov.	19	6	448	-	1	1	40	33	1
Average	18.1	7.5	1038.8	0.33	0.42	2.1	324.1	48.5	0.92

Statistical Summary - W. J. Nicholls, Jr.

Month and Year	Days in office	Days in field	Miles travelled	Ext. agents visited	Result demonstrations visited	Method demonstrations given		Other meetings attended		Individual letters written
						No.	Attend.	No.	Attend.	
1941										
Dec.	23	-	-	-	-	-	-	1	38	17
1942										
Jan.	18	8	869	4	49	1	9	1	36	35
Feb.	8	16	1843	8	101	1	52	-	-	37
March	18	8	589	3	42	-	-	-	-	34
April	6	20	2590	13	141	1	9	-	-	21
May	7	20	3029	6	92	-	-	1	34	-
June	12	13	1924	6	84	-	-	1	12	29
July	10	16	2047	6	73	-	-	-	-	29
Aug.	13	11	1866	5	77	-	-	1	25	24
Sept.	13	11	1475	4	34	-	-	2	80	13
Oct.	20	3	963	1	13	-	-	-	-	18
Nov.	16	5	1031	2	13	-	-	2	49	5
Average	13.7	10.9	1518.8	4.8	59.9	0.25	5.8	0.75	22.8	21.8

14 days Annual Leave taken.

Statistical Summary - J. L. Hanten

Month and Year	Days in office	Days in field	Miles travelled	Mbr. agents visited	Leaders interviewed	Result dem. visited	Other farms or homes visited	Leader training meetings attended: Adult No.	Adult Attdn.	4-H Club No.	4-H Club Attdn.
1941											
Dec.	16	2	401	1	10	-	3	-	-	-	-
1942											
Jan.	10	18	1825	19	217	-	5	-	-	-	-
Feb.	13	12	1400	24	125	6	4	4	-	-	-
March	16	10	1200	25	48	24	4	-	-	-	-
April	22	5	1073	9	21	-	2	-	-	-	-
May	20	1	16	1	9	-	-	1	11	-	-
June	20	4	710	8	12	-	-	-	-	-	-
July	11	12	1881	10	38	20	5	1	40	-	-
August	9	17	2304	36	47	-	2	-	-	-	-
Sept.	10	12	2100	29	43	-	-	2	67	-	-
Oct.	12	16	1700	9	45	-	2	2	750	-	-
Nov.	16	12	1500	6	34	-	2	-	-	-	-
Average	14.6	10	1342.5	14.7	54.1	4.2	2.4	0.5	72.3	-	-

Month and Year	Mbr. org. committee meetings attended	Method dem. given No.	Method dem. given Attdn.	Other meetings attended No.	Other meetings attended Attdn.	Individual letters written	Circ. letters written	News articles prepared
1941								
Dec.	1	-	-	2	49	39	-	3
1942								
Jan.	2	5	17	18	793	34	-	2
Feb.	1	6	31	22	734	47	-	3
March	-	24	58	21	175	39	2	3
April	1	4	30	5	142	34	-	1
May	1	-	-	1	27	41	2	-
June	-	-	-	6	198	41	-	3
July	-	14	45	1	21	49	1	3
Aug.	-	32	197	3	152	73	-	2
Sept.	-	4	19	14	298	45	1	2
Oct.	-	2	19	9	146	53	-	2
Nov.	-	2	15	3	165	41	-	1
Average	0.5	7.7	35.9	8.7	241	46.3	0.5	2.1

15 days Annual Leave taken.

Statistical Summary - Gordon E. Ward

Month and Year	Days in office	Days in field	Miles traveled	Mkt. agents visited	Leaders interviewed	Other meetings attended No.	Other meetings attended Attend.	Individual letters	Circular letters	Copies of circular letters	News articles	Bulletins
1941												
Dec.	13	10	2215	4	16	6	145	275	9	37,333	4	25
1942												
Jan.	9	18	3354	6	19	12	1115	191	1	145	2	35
Feb.	11	13	3017	7	11	14	475	138	3	561	4	35
March	12	13	3585	10	21	6	445	119	3	828	4	25
April	15	11	2356	3	12	6	105	98	3	266	4	25
May	20	5	965	3	8	5	1095	69	4	1143	2	15
June	14	12	2622	5	7	8	135	135	2	255	2	15
July	11	15	3301	3	11	4	85	80	1	140	4	35
Aug.	3	4	955	1	6	4	30	22	1	140	3	25
Sept.	11	9	2142	3	8	2	45	57	1	139	2	10
Oct.	15	12	3575	3	7	7	715	98	1	138	3	35
Nov.	16	8	1870	-	6	5	285	77	1	137	5	25
Average	12.5	10.8	2396	4	10.7	6.6	389.6	109.4	2.5	3435	3.2	25.4

30 days Annual Leave taken.

Statistical Summary - Kenneth E. Loope

Month and Year	Days in office	Days in field	Miles traveled	Ext. agents visited	Leaders interviewed	Result dem. visited	Other farms or homes visited	Leader training meetings attended: Adult Work No.	Adult Work Attend.	Ext. org. con. sect. ation.	Method dem. given
1941											
Dec.	12	1	70	1	-	-	-	-	-	-	-
1942											
Jan.	5	21	1362	6	-	-	-	1	30	-	1
Feb.	15	9	610	4	50	-	-	-	-	-	-
March	21	5	659	7	-	20	-	-	-	-	-
April	20	6	478	4	-	7	1	-	-	-	-
May	12	10	1372	7	12	-	1	-	-	4	-
June	17	9	1100	3	9	-	-	-	-	-	-
July	18	8	1077	6	20	20	18	-	-	1	-
Aug.	14	6	771	3	6	6	-	-	-	-	-
Sept.	21	4	305	5	-	-	-	-	-	-	-
Oct.	23	2	70	-	-	-	-	-	-	1	-
Nov.	14	5	386	6	-	-	-	-	-	1	-
Average	16.2	7.2	688.3	4.3	8.1	4.4	1.7	0.1	2.5	0.4	0.1

Month and Year	Other meetings attended: No.	Attend.	Individual letters written	News articles prepared
1941				
Dec.	1	25	-	-
1942				
Jan.	-	-	6	-
Feb.	1	15	18	-
March	-	-	45	-
April	1	300	3	1
May	-	-	3	-
June	1	30	8	-
July	-	-	4	-
Aug.	1	26	-	1
Sept.	-	-	8	-
Oct.	-	-	8	-
Nov.	1	25	12	-
Average	0.5	35.1	9.6	0.2