

VIRGINIA

ANIMAL HUSBANDRY SPECIALISTS..... 1932  
Herring....Litton

Index	Page
1 c 3.65.....	Grading livestock..... 32 - 37
1 c 3.661....	Meat Consumption Campaign..... 51
4 a 1.2.....	Procuring purebred stock..... 10
4 a 2.1.....	Baby beef clubs ..... 18
4 a 3.....	Feeding beef cattle..... 8
4 a 4.....	Herd management..... 9
4 a 4.1....	Calf rearing..... 8, 11
4 g 2.....	Meat cutting..... 51
4 j 1.1.....	Procuring purebred stock..... <del>27</del> 27, 40 - 41
4 j 3.....	Lamb Improvement Contests..... <del>28</del> 28 - 31
4 j 4.....	Feeding lambs..... 27
4 j 6.....	Sheep management..... 19 - 24
4 j 6.1.....	Grading lambs..... <del>32</del> 37
4 j 8.....	Sheep Breeders Association.... 38 - 40
6 h 2.1.....	Postal cards..... 22
6 h 3.2181....	Cattle shows..... 16 - 17
6 h 4.91.....	Purebred sires..... <del>47</del> 50
9 c 7.....	Meat Cooking..... 51 - 52
17 f 1.....	Docking and Castrating, sheep 20 - 22
17 f 3,22....	Stomach worms..... <del>23</del> 24

REPORT

ANIMAL HUSBANDRY DEPARTMENT

EXTENSION DIVISION

December 1, 1931

To

November 30, 1932

To

John R. Hutcheson, Director Extension

TABLE OF CONTENTS

	<u>Pages</u>
Responsibility of Work .....	2 - 3
Livestock Situation .....	5 - 7
Beef Cattle .....	7 - 19
Sheep .....	19 - 43
Hogs .....	43 - 46
General Livestock .....	47 - 54
Publicity .....	54 - 59
Fairs Judged .....	59 - 61
Distribution of time .....	61 - 64
General Summary .....	64 - 66
Plan of Work, outlook, etc. ....	66 - 67
Material Used	

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ANNUAL REPORT

ANIMAL HUSBANDRY \* EXTENSION DIVISION

December 1, 1931 to November 30, 1932

Submitted by:

G. C. Herring - Ext. Animal Husbandman  
K. E. Litton - Asst. Ext. Animal Husbandman

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Division of Time and Responsibility of Specialists

The animal husbandry department of the extension division consists of two full-time specialists; George C. Herring, extension animal husbandman and Kenneth E. Litton, assistant extension animal husbandman. The arrangement has been that the former has charge of subject-matter and projects pertaining to hogs, the latter to beef cattle and both specialists to sheep.

During the year covered by this report, Herring had charge of the Better Sires Project and the development of extension work in meat and Litton had charge of the lamb improvement project and beef cow herd projects, the above being the major projects in 1932. However, to save time and expense in travel, both specialists worked on projects of the other, and the large amount of miscellaneous work done is divided between the two specialists.

THE LIVESTOCK SITUATION IN VIRGINIA

Virginia produced record feed crops during the 1931 season with livestock numbers below normal due to the drought of the previous year. The problem had changed from getting livestock thru with a minimum of feed during the fall and winter of 1930-31 to one of using an abundant feed supply to best advantage during the fall and winter of 1931-32.

During the first part of the period covered by this report, it was necessary to give considerable attention to utilizing the large supplies of roughage and grain on farms. Beef cattle were the best means of utilizing this feed supply and it was necessary to devote considerable time to this type of work, to meet the emergency, much of which could not be put in the form of definite projects.

The large small grain and corn crop produced in 1931 stimulated an increase in pork production, the spring pig crop of 1932 being ten percent larger than that of 1931. The general tendency of hog numbers in Virginia has been downward since 1920 and while this decline was checked in the spring of 1932, there will probably be no further tendency to increase due to the small corn crop produced this year.

The number of sheep on farms in Virginia increased from 1922 to 1930. However, the number has remained about the same since that time. Sheep, despite the unfavorable conditions of the industry, have continued to be one of the best sources of farm income.

The 1932 outlook reports indicated lower prices for beef cattle, sheep and hogs. Plans for the year, as well as recommendations to producers, were therefore based on improvement in quality, eliminating speculation as much as possible, economical production and improving marketing methods. It was also necessary to keep in mind that any improved practices recommended should involve a minimum amount of cash outlay due to the financial condition of the average producer.

Outlook reports indicated that slaughter supplies of lambs during the 1932 marketing would be large, prices would be low and lambs of the lower grades would be severely penalized. In view of this situation, both specialists spent much time on lamb improvement as well as improving marketing methods, realizing that a greater return in dollars and cents could be shown from efforts along this line than any other. The fact that sheep extension work has been slower in getting under way than in some of the competitive states also made this work imperative. A

more intensive sheep program was therefore put on in Virginia than in former years.

The Better Sires project which has been carried on in Virginia for more than ten years was continued, due to need of further improving livestock, both as a means of producing gains more efficiently and producing a better quality product. Continued work in counties over a period of years has shown remarkable results.

Due to the abundant feed supply from the 1931 crop, beef cattle feeding demanded attention during the fall and winter of 1931-32. There is also a distinct tendency to meet changing conditions in the beef cattle industry. The feeding of lighter cattle, the establishment of cow herds and grain feeding of calves have all increased and demanded the help of specialist.

Meat extension work in Virginia received no attention until an intensive lamb demonstration program was put on in cooperation with the National Live Stock and Meat Board in 1931. Lamb demonstrations were continued in some of the smaller cities in 1932 with a lamb cooking feature added. Virginia has declined as a commercial hog producing state. The greatest need at present is that more farmers produce their own meat

supply as farm incomes have greatly declined and hog prices are low. Losses in home cured meat have also been large. With this in mind, demonstrations in pork cutting, curing and canning have been started and will be greatly increased next year.

With a large amount of time needed to carry on work in market lamb improvement, better sires work, to meet the changing conditions of the beef cattle industry and to get meat work underway, it was not considered advisable to carry on other projects. There is always a considerable amount of miscellaneous work required of specialists, and with this, it seems preferable to emphasize fewer projects and carry the work on in a more intensive manner. The accomplishments on the lines of work emphasized this year; market lamb improvement and better sires work, indicate that this policy has many advantages.

The usual procedure on major projects is to submit a tentative outline of them to agents prior to their county extension organization meetings, which are held in November or December. Agents notify the department of projects accepted for the year and they are then sent more complete plans. Arrangements for assisting agents with projects are made as early in the year as possible.

BEEF CATTLE

The past year has been rather trying on heavy cattle grazers and feeders as well. Prices have been below the cost of production. The only bright spot in the situation was the sharp upturn in prices during August and September. Many producers did take advantage of that market and turned their cattle into some profit. The price spread between top and bottom grades was greater this year than usual, thereby encouraging quality production, which resulted in more good bulls and cows being placed than was thought possible.

Replacements made during the fall were generally lighter in weight and of higher quality than is the custom. This no doubt was largely due to the limited demand for extremely heavy steers and tight money conditions.

The producers used the extension forces more than usual this year on marketing to best advantage. Special effort was put forth to be of most service possible in this field.

The counties representing the cow and calf population are the best off financially and in better spirits; this being true most of the project work carried was on the cow herd project. It is believed that

the cattle industry will be in a stronger position if it is put on a farm production basis rather than speculative as it is now. Most of the work done was on the following phases of this project; (1) Creep feeding calves, (2) Herd Management and developing feeder calves, (3) Developing new commercial herds, (4) Establishing new purebred herds and improvement of quality, (5) Parasite control, (6) Organizations, (7) Marketing, (8) Baltimore show, (9) Baby beef club work.

#### Creep Feeding Calves

An attempt was made to have demonstrations of this nature in counties where advisable. The results are as follows:

<u>County</u>	<u>Number Demonstrations</u>	<u>Number Calves</u>
Bath	18	102
Montgomery	4	90
Orange	3	57
Rockbridge	3	87
Scott	6	11
Total	34	347

The records were averaged as follows:

Average cost of keeping cow .....	\$22.00
" " " grain fed calves .....	10.00
Total cost to produce calf	\$32.00
" weight of calf when sold .....	600 lbs.
" price $6\frac{1}{2}$ cents per pound	
600 pounds x $6\frac{1}{2}$ cents selling price .....	\$39.00
Average income per cow .....	\$ 7.00

In each demonstration the extension service assisted in marketing the calves. Kroger Grocery Company at Roanoke purchased a majority of these for use in their Virginia stores. This method proved satisfactory. The Scott county group were sold to local meat shops in Bristol and vicinity.

#### Herd Management and Developing Feeder Calves

The department was used extensively by the counties making feeder calves in problems dealing with herd management, feeding, securing uniform calf crops, methods and time of marketing and preparing calves for market. It is hard to measure results of this type of work, but shows up in sales found elsewhere in the report.

#### Developing New Commercial Herds

The starting of new commercial herds has been attempted in counties where thought advisable. This work is important to the cattle industry in that it has a tendency to take the speculation out of the industry and put it on the same footing with other farm commodities. It also takes the marginal farms out of competition with the heavy steer producers and at the same time helps to make available a sufficient supply

of high quality feeder cattle. The extension service has been active in starting approximately fifty new cow herds totaling around 1,000 head of breeding females. Smyth, Grayson, Scott, Augusta and Bath counties have been very active in this project.

#### Establishing Purebred Herds

The department was called on to make selections of foundation animals and advise with five new breeders of purebred cattle.

The most notable of which is the establishment of a purebred herd of Angus cattle on Creswell Farms, owned by F. H. T. Walton and Son, in Bedford county. They selected 25 head of rightly-bred females at Briarcliff Farms, bred to noted bulls, and 24 females bred and imported by Hartley Stock Farms, Fargo, North Dakota. This group of females are all in calf by Evarus of Ballindalloch, one of the better Angus bulls in North America. This herd constitutes the most highly bred herd of Angus in the state.

In addition to the females, the Walton's selected two Hartley bulls and imported North Lane to use on the females in this herd.

Bulls selected to head purebred herds are as follows:

1 Shorthorn from Maxwellton Farms	to Pulaski breeder
1 Shorthorn from " "	" Grayson "
1 Shorthorn from W. R. Crockett	" Bland "
1 Shorthorn from " "	" Smyth "

1 Shorthorn from A. W. Suiter to Grayson breeder  
 1 Hereford from J. T. Frazier, Jr., to Grayson breeder  
 1 Hereford from " " " " to Bland breeder  
 1 Angus from C. T. Neale to Grayson breeder

#### Parasite Control

The extension force is called upon to do a great deal of work each winter with sick calves, particularly with lung worms, lice, scours, and similar troubles. It is our opinion that much of this trouble can be eliminated and many calves saved by cleaning them up in the early fall. With this idea in mind we secured thirty demonstrations in Grayson, Smyth, Augusta and Scott counties this fall that are being handled in the following manner:

- (a) Treated calves for stomach worms (Bluestone)
- (b) Treated twice for lice (Any good remedy)
- (c) Started calves on 1 lb. grain, once daily about frost time
- (d) Vaccinated for Blackleg

This method is being watched closely by growers and has promise of being a real service and saving many dollars for the growers.

### Organizations

During the year much time was spent in helping to organize the Southwest Virginia Shorthorn Breeders Association, which now has fifteen members. Plans are under way for a similar organization comprising the Angus breeders of the state. The specialist in charge of cattle is acting secretary at present.

County Agent P. E. Bird in Smyth county has completed an organization of the Purebred Breeders of all classes of livestock in his county. This set-up has already proven of value in strengthening extension work and promoting the cause of better livestock.

Time was given in getting the ground work done on the Eastern Live Stock Marketing Association that opened for business at Baltimore, Maryland during the year.

### Marketing

The department has been called on more for marketing than any other one project during the year. Each feeding project has been carried on until the calves were sold. In addition to the regular project work we have attempted to find suitable markets and outlets for all classes of

cattle. In many instances the prices secured by the extension service established prices on that grade of cattle. For example, early in the fall an order was secured in Pennsylvania for feeder calves at 7 cents per pound. This price was established and most of the calves sold returned this price to the producers.

The department made an effort to locate prospective buyers for high-grade females rather than take the low market price for them. This proved more than successful. In addition to actual sales made, the department kept in close touch with available supplies of cattle and prospective buyers, which affected a saving in time and money for both parties. Much information was given as to markets, time to sell, etc. that proved of value. A partial list of actual sales is as follows:

Beef Cattle Marketing

<u>Class of Cattle</u>	<u>Number</u>	<u>Purchaser</u>	<u>Price</u>
Hereford heifers	15	Scott county	\$ 19.25
Hereford cows	25	Georgia	65.00
Hereford calves	15	"	20.00
Hereford heifers	27	South Carolina	30.00
Hereford "	30	North "	25.00
Hereford cows	14	Pulaski county	40.00
Hereford "	50	Tazewell "	50.00
Hereford calves	40	" "	30.00
Shorthorn cows	26	Loudoun "	45.00
Shorthorn calves	15	" "	20.00
Feeder calves	160	Pennsylvania	c .07¢
Feeder "	30	Maryland	c .06¢
Demonstration fed calves	10	Kroger Gro. Co.	c .06¢
Demonstration " "	35	" " "	c .06¢
Demonstration " "	45	" " "	c .06¢
Demonstration " "	10	" " "	c .06¢
Feeder steers	30	West Virginia	c .06¢
Fat cattle	15 loads	Eastern M. Assn.	
Hereford bulls	2	Georgia	100.00
Hereford bull	1	North Carolina	100.00
Hereford "	1	South Carolina	100.00
Hereford bulls	2	Grayson county	125.00
Hereford "	1	Page "	60.00
Hereford "	1	Giles "	50.00
Shorthorn "	2	Grayson "	125.00
Shorthorn "	2	Grayson "	60.00
Shorthorn bull	1	Grayson "	150.00
Shorthorn "	1	Bland "	100.00
Aberdeen-Angus bull	1	Grayson "	100.00
Aberdeen-Angus bulls	2	Augusta "	100.00

15.

Purebred Cattle Sales

Staunton Shorthorn Sale 1932

14 bulls averaged	\$55.00
Top bull	79.00

2 bulls went to Rockbridge county and 12 to Augusta county

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Combination Sale at Marion

20 bulls averaged	\$65.45
10 heifers "	62.50
Top bull Hereford	115.00

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Scott County Bull Sale (Gate City, Va.)

7 bulls averaged	\$52.00
Top bull	100.00

All remained in Scott county

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Scott County Calf Sale (Herefords)

4 bulls averaged	\$55.00
23 heifers "	36.00

These calves were sold at weaning age without any special preparation. Most of the animals remained in the county.

Baltimore Purebred Angus Sale

20 head	\$1910	Averaged	\$95.00
5 bulls	535	"	105.00
15 females	1375	"	91.66

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Baltimore Show

The department was anxious to fill as many classes at the Baltimore show as possible. Considerable time was spent during the year selecting and fitting cattle for the various classes. All cattle entered were sold and while prices in general were extremely low the venture proved a success; in that considerable prize money came to Virginia and cattle sold well above the quoted top of the market.

The advertising secured has already been of value. The Grayson county exhibit of feeder calves was very attractive and resulted in orders for 210 calves for feeding purposes in Pennsylvania and Maryland, at very attractive prices. Grayson county also furnished York county Pennsylvania baby beef club with 60 fancy Hereford steer calves, that net an average of \$37 per head to the producer.

The club show was very strong and represented by Virginia, West Virginia, Maryland, Ohio, New York and Pennsylvania. Virginia club

members were successful in winning their share of the money. Smyth county won first place in Hereford and Angus. These two calves were also Grand Champion and Reserve Grand Champion of the entire show. Augusta county club won the Shorthorn class.

A complete list of Virginia winnings are as follows:

<u>Exhibitor</u>	<u>Address</u>	<u>Class</u>	<u>Prize</u>	<u>Amount</u>
Thomas Anderson	Marion, Va.	Baby beef	1st	\$15.00
" "	"	" "	1st	15.00
Tom Goodman	"	" "	6th	8.00
Jack Eller	"	" "	8th, 9th	10.00
Charles Meek	"	" "	5th	8.00
Jack Johnson	Sugar Grove	" "	6th	8.00
Rucker Brothers	Delaplans	" "	4th, 5th	18.00
" "	"	" "	7th	6.00
Green Brothers	Markham	" "	2nd, 5th	20.00
Grove Brothers	Staunton	" "	1st	15.00
Dudley & Moore	"	" "	2nd, 4th	22.00
F.H.T. Walton	Forest	Light Fat	1st	75.00
" " "	"	3 Steers	3rd	10.00
D. E. East	Brownsburg	Heavy Fat	1st	75.00
Thomas Sowers	White Post	" "	3rd	25.00
Grayson Co. Breeders	Independence	Feeder Cattle	2nd, 4th	75.00
W. M. Shaver	Forestville	Hogs	2nd	20.00

Reserve Champion Calf owned by Thomas Anderson, Smyth county sold for 25 cents per pound  
 Reserve Champion load owned by F.H.T. Walton, Bedford county sold for 12½ cents per pound  
 2nd place load of feeder calves sold for \$7.35 per cwt. going to York county, Pennsylvania

Baby Beef Club Project

A special effort was made to get more finish on the calves this year and to get all enrolled to complete the project. Even though it was difficult to feed cattle for a profit during 1932, the project turned out very successful, as shown by the following summary:

Baby Beef Club Work

<u>County</u>	<u>Enrollment</u>	<u>Number Animals</u>	<u>Total Income</u>	<u>Profit</u>
Augusta	24	29	\$2,032.71	\$423.05
Smyth	16	24	1,644.47	547.41
Scott	7	6	229.50	151.00
Bath	5	4	103.00	17.00
Grayson	14	9	357.00	100.00
Henrice	5	7	583.65	57.35
Prince William	1	1	20.60	6.60
Shenandoah	5	5	106.00	37.23
<b>Total</b>	<b>77</b>	<b>85</b>	<b>\$5,056.13</b>	<b>\$1,539.64</b>

SHEEP

The total number of sheep on farms in Virginia increased rapidly from 1922 to 1930, but has remained at a fairly constant figure for the past few years. The number on January 1, 1932 was about one percent below that of the previous year.

Outlook reports indicated that supplies of market lambs during the season when Virginia producers market their crop would be liberal, that prices would be low, and a wide spread would exist between lambs of the top and lower grades. It therefore appeared that the time of animal husbandry specialists and of county agents in the livestock counties could be used to better advantage in aiding the sheep industry than anything else that could be done. The following lines of work were therefore emphasized; market lamb improvement, lamb grading and assisting with the work of the Virginia Purebred Sheep Breeders Association.

Virginia Market Lamb Improvement Project

Twenty-five counties enrolled in the Virginia market lamb improvement project which emphasize<sup>d</sup> the docking and castration of lambs,



the increased use of purebred rams and treatment of flocks for stomach worms. Counties in this group that had 100 or more sheep growers also entered the National Native Lamb Improvement Contest, based on the percentage of lambs docked and castrated and the number of grade rams replaced by purebreds. Practices recommended in addition to the above were creep feeding of early lambs, and better feeding of the ewe flock.

#### Docking and Castration of Lambs

Correspondence with commission houses in Jersey City and Baltimore early in the year indicated that a severe penalty would be placed on buck lambs during the 1932 marketing season. Later it was definitely decided to sort out and sell separately all buck lambs arriving at Baltimore after June 1 and at Jersey City after June 10, at a discount of \$1 or more per 100 pounds. There were also indications that lambs sold before the above date would be penalized to some extent. It was therefore very important that this information be gotten to growers and that they be assisted as much as possible. This was done thru meetings, demonstrations, newspaper articles, and circulars.

In some sections of the state, where lambs are marketed to quite an extent during May and early June, many growers have come to believe that docking and castration reduces the gains as much as 8 to 15 pounds per head. In order to determine the extent of such losses, if any existed, some tests were run in Smyth county under farm conditions with county agent P. E. Bird.

At John Gwyn's place records were kept on 20 lambs between February 10 and May 19. Five buck lambs and 5 ewe lambs were weighing 220 pounds, were marked but were not trimmed. Five buck lambs and 5 ewe lambs weighing 230 pounds were docked and castrated. The 10 untrimmed lambs weighed 788 pounds on May 19 and the trimmed lambs 790 pounds. The docked and castrated lambs averaged .8 per head less gain during the period.

Tests were run on a total of 280 lambs on the Copenhaver Brothers farms. The docked and castrated lambs made an average gain of 47 pounds from February 11 to May 19 while the untrimmed lambs made an average gain of 46 pounds. The tests indicated that docking and castrating had but little, if any effect, on gains and they have been very helpful in convincing producers that they will not suffer losses in gains on early lambs by trimming them.

The total number of lambs produced in the twenty-two counties reporting, based on state statistics, was 181,870 and 123,399 were reported docked and castrated. The increased valuation is conservatively estimated at 50 cents per head.

Summary Docking and Castration  
(22 counties)

<u>Year</u>	<u>Number of Lambs Trimmed</u>	<u>Value of Practice</u>
1932	123,399	\$61,699
1931	62,899	31,449
Increase 1932	60,500	\$30,250

Stomach Worm Treatment

Stomach worm treatment demonstrations have been put on in Virginia for quite a number of years. Practically all county agents and most of the producers are familiar with it. Due to the activity of this department and the county agents, regular treatment is coming to be a part of the good sheepman's program.

The most effective means devised to encourage regular treatment and to inform producers about the stomach worm and losses sustained from it have been the monthly reminders which are sent out during the grazing

season. Many producers have stated that these have been helpful in getting them started to treating and also inducing them to do it regularly. One producer in particular stated that after receiving several cards he began to believe there must be something to it and started treatment with excellent results. Many county agents, as well as producers, have made favorable comment about the sheep treatment cards.

The method used is to prepare mimeograph, franked cards in the office of the department. In practically all cases they are also addressed but are signed and mailed by the county agents. A total of 3,956 cards were mailed each month. Samples of the cards sent out may be found elsewhere in this report.

The total number of sheep in the twenty-two counties reporting was 197,250 head of which 108,487 were treated. Growers estimates of the value of regular treatment ranged from 50 cents to \$2 per head, \$1 being a conservative average increased value. The cost of the copper sulphate treatment is almost negligible and only a small amount of labor is involved.

Summary Stomach Worm Treatment

<u>Year</u>	<u>Number Sheep Treated</u>	<u>Value of Practice</u>
1932	108,487	\$108,487
1931	71,747	71,747
Increase 1932	36,740	\$ 36,740

The treatment of sheep for stomach worms was rarely practiced until demonstrated by this department thru county agents about 1924. The county agents are all now familiar with the work and have held numerous demonstrations.

Purebred Rams

The replacement of grade rams with purebreds was both a part of lamb improvement project as well as the better sires project. The wide spread between top lambs and those of the lower grades emphasized the importance of this work and the increase in grading and pooling showed the true value of good purebred rams in the most effective manner; namely, in receipts in dollars and cents to producers.

Both the supply of rams and the demand for them was fairly good. The problem was to get the rams to producers in the cheapest manner possible and to get breeders and producers together on prices that would be fair to both, considering the conditions. The methods employed were

auctions; ram sale days; ram sales, exchanges and shows; and by private treaty.

Four auctions were held and a fifth at Pocomoke, Maryland was assisted with as it was of interest to Eastern Shore producers. Assistance with the Virginia sales consisted of selection of rams, advertising the sales and helping in the management of them. The total number of rams sold by this method was 126 head.

Ram sale days were used at six points. A suitable place in the county was selected, and the time and place were advertised. Rams were selected and sales were made privately by the breeder himself or by specialists and county agents. This method proved quite satisfactory where auctions did not seem to be justified. The total number of rams sold by this method was 109 head.

Ram shows, sales and exchanges were held at three points. Pure-bred rams heading grade flocks were exhibited, judging contests were held and exchanges and sales were made. The total number rams sold and exchanged was 35 head.

Rams sold privately in which specialists assisted totaled forty-one head.

Results of Public SalesAuctions

<u>Place</u>	<u>Number of Rams</u>	<u>Average Price</u>	<u>Total</u>
Marion	27	\$15.08	\$407.16
Luray	25	15.58	389.50
Staunton	44	18.11	796.84
Bland	22	15.60	303.60
*Pocomoke, Md.	8	10.37	83.00

Ram Sale Days

Pulaski	27	11.00	297.00
Scott	16	16.00	256.00
Montgomery	22	15.90	349.80
Patrick	12	15.00	180.00
Grayson	20	14.90	298.00
Floyd	12	13.40	160.80
			<u>\$3,497.70</u>

Shows, Sales and Exchanges

Orange	5	19.00	95.00
Calpeper	2	15.00	30.00
Wappahannock	6	15.00	90.00
Total public sales	<u>248</u>	Av. <u>14.96</u>	To. Receipts <u>\$3,712.70</u>

\*Assisted with sale, only <sup>rams</sup> purchased in Virginia included

Summary of Rams Placed 1932

<u>Method</u>	<u>Number Rams</u>
Public sales	248
Sales made by private treaty	41
Exchanges	<u>12</u>
Total number of Rams	<u>301</u>

In addition to the above many rams were placed by county agents with no assistance from specialists and of course some were purchased directly from breeders by producers. The total number of rams placed in the counties enrolled in the Virginia lamb improvement project was 496. It is conservatively estimated by producers, breeders and shippers that good purebred rams will increase the value of lambs sired by him at least 50 cents per head and he will sire 30 lambs per year. The increased value resulting from the use of a purebred ram over a grade ram would therefore be \$15.

Summary of Use of Purebred Rams  
(22 counties)

<u>Year</u>	<u>Counties Reporting</u>	<u>Purebred Rams Used</u>	<u>Value of Practice</u>
1932	22	1,092	\$28,380
1931		1,398	20,970
Increase 1932		494	\$ 7,410

Creep Feeding of Lambs

Creep feeding of lambs was recommended in the counties that market early. Little grain is produced in the counties producing late lambs and they can usually be produced cheaper on grass. It is estimated that creep feeding increased 50 percent in certain counties such as Smyth, Scott, Pulaski and Augusta.

Summary of Virginia Lamb Improvement Project  
(22 counties)

	<u>Numbers</u>		<u>Value of Practices</u>	
	<u>1931</u>	<u>1932</u>	<u>1931</u>	<u>1932</u>
Lambs docked and castrated	62,899	123,369	\$31,449	\$61,669
Sheep treated for stomach worms	71,747	108,487	71,747	108,487
Purebred rams used	1,398	1,892	20,970	28,380
Total value of practices 1932				\$198,536
" " " " 1931				<u>124,166</u>
			Increase	\$ 73,390

National Native Lamb Improvement Contest 1932

Virginia entered the National Native Lamb Improvement Contest, which was based on the conditions given below. Nineteen of the counties listed had 100 or more sheep growers.

Conditions: That no county shall be eligible to enter unless it has at least 100 sheep growers.

That no county in which less than 75 percent of the growers use rams of the mutton breed shall be eligible to enter.

That all counties with from 100 to 400 sheep growers be placed in one class and counties with over 400 sheep growers be placed in another class, prizes to be pro-rated according to the number of counties finishing in each group.

That if a state has 10 or more counties completing the project, the highest scoring county in that state shall be awarded one of the major prizes irrespective of the number of counties in any other state.

Special prizes will be offered to individual counties on the basis of excellence in carrying out the docking and castrating and the use of registered rams.

In order to be eligible for awards all reports must be in the hands of the national secretary of the project by November 10, 1932.

Awards: Ten \$50 prizes will be awarded to county organizations in the United States where native lambs are produced and where the most successful sheep improvement campaigns are conducted during 1932.

Cash prizes totaling \$250, will be paid to state organizations in the four highest scoring states as follows:

First	\$100
Second	75
Third	50
Fourth	25

Basis of Award:

1. Docking and Castrating:
  - Largest percentage of growers in county docking and castrating all market lambs in 1932 ..... 50 points

## 2. Use of Registered Rams:

(a) Largest percentage of growers in county using registered rams in 1932 35 points

(b) Largest number of growers in county using exclusively registered rams in 1932 who did not in 1931 ..... 35 "

TOTAL ..... 100 "

STANDING OF COUNTIES IN VIRGINIA ENTERED IN NATIVE LAMB IMPROVEMENT PROJECT

State and County	Number Sheep Growers	Number Docking and Cas-Reg. 1932	Number Using Reg. Rams 1932	Number Using Reg. Rams 1931	Per Cent D & C 1932	Per Cent Using Reg. Rams 1932	Per Cent Using Reg. Rams 1931	No. Reg. Rams 1932	No. Reg. Rams 1931	Total Pts. Score
<b>VIRGINIA</b>										
<b>Class I</b>										
Augusta	400	298	201	76	75	23	50	21	76	35 79
Culpeper	101	98	77	14	97	30	76	32	14	6 68
Alleghany	102	100	71	10	98	30	70	29	10	5 64
Smyth	268	160	197	33	60	18	74	31	33	15 64
Scott	118	106	50	30	90	28	42	18	30	14 60
Accomac	251	111	105	59	44	13	42	18	56	27 58
Orange	102	74	51	30	72	22	50	21	30	14 57
Craig	129	104	60	26	81	25	47	20	26	12 57
Montgomery	235	60	175	35	26	8	74	31	35	16 55
Nelson	103	83	62	6	81	28	60	25	8	5 53
Rockbridge	268	215	139	22	75	23	45	19	22	10 52
Pulaski	210	94	147	20	45	14	70	29	20	9 52
Happahannock	118	85	47	10	72	22	40	17	10	5 44
Bedford	142	72	58	20	51	16	41	17	20	9 42
Rockingham	325	276	41	19	85	26	13	5	19	9 40
Page	129	92	34	12	71	22	22	11	12	6 39

## Class II

Shenandoah	405	202	40	0	50	15	10	4	0	0	19
Grayson	700	595	278	42	85	26	40	18	42	12	56
State Score	4,126	2,825	1,824	464	68	24	44	24	464	27	75

SUMMARY

## Standing of states by Score:

1st	Michigan
2nd	Missouri
3rd	Virginia
4th	West Virginia

## Ten Scoring Counties under rules for 1932:

Class I	Augusta, Virginia
	Alpena, Michigan
	Clare, Michigan
	Calhoun, West Virginia
	Ogemau, Michigan
	Missaukee, Michigan
Class II	Sanilac, Michigan
	Eaton, Michigan
	Hodaway, Missouri
	Ritchie, West Virginia

The standing of Virginia is gratifying due to the fact that Missouri, Michigan and West Virginia have been the leaders ever since the National Contest was started.

Marketing

The department has given considerable assistance in marketing problems in order that the grower may receive full value for his product and be paid on the basis of quality.

Grading Lambs

While the Division of Markets at Richmond has charge of grading work in Virginia, the department has assisted with the work both in 1931 and 1932 in order to get it under way as soon as possible, realizing that lamb improvement projects would be much more effective if growers were paid according to what they produced. In 1931 members assisted with the educational program put on for a period of three weeks. A total of 1,668 lambs were graded following the demonstrations. The lateness of season and the method of grading which did not meet with as much favor as had been expected, prevented more being done.

Specialists of the department again assisted in organizing the work at the beginning of the 1932 season. A representative of the Bureau of Agricultural Economics, United States Department of Agriculture, who had helped in the 1931 program, was again secured to grade shipments and put on demonstrations, both to train members of the Division of Markets

and this department in grading, as well as to determine the best method of grading under Virginia conditions. In 1931 four grades of lambs were made but after grading was resumed in 1932 the method was changed to placing all lambs grading good or above, that were trimmed, and weighed 70 to 100 pounds in one grade and selling the remainder ungraded. This method met with much greater favor and grading increased in popularity rapidly. The graded lambs marked with a red circle on the head were sold together, and ungraded lambs were marked with numbers to designate the ownership. The red circle lambs gained a good reputation on the Jersey City market during the past year.

## SUMMARY REPORT OF LAMB GRADING 1932

Shipment Number	Date	County	Number Graded	Price	Number Ungraded	Price	General Top For Day
11	May 24	Augusta	167	\$8.25	109	\$7.75-6.75	\$7.75
12	" 28	Rockbridge	206	8.00	400	7.75-5.00	7.75
13	June 1	Augusta	139	8.00	138	7.75	7.75
14	" 2	Pulaski	252	8.00			7.75
15	" 3	Montgomery	60	8.25	75	8.00	8.00
16	" 10	Carrol	283	8.00	135	6.50	7.75
17	" 11	Montgomery	202	8.00	56	7.50-6.50	8.00 E.T.
18	" 14	Augusta	101	8.25	21	7.50-6.50	7.75
19	" 16	Giles	106	8.00	17	7.00-6.00	7.25
20	" 18	Augusta	280	8.00	85	8.00	8.00 E.T.
21	" 18	"	292	8.00	12	8.00-7.00	8.00 " "
22	" 18	Montgomery	234	8.00			7.60 " "
23	July 1	Bland	107	7.75	6	6.00	7.75 " "
24	" 2	Giles	211	7.75	27	7.25-4.00	7.75 " "
25	" 5	Augusta	250	8.25	28	8.00	7.50
26	" 4	Montgomery	256	8.25			8.25 " "
27	June 24	Carrol	241	7.25	12	6.25	7.25
28	" 25	Montgomery	152	7.25	108	7.00-6.00	7.00
29	July 7	Pulaski	132	8.00			8.00
30	" 12	Augusta	125	7.25	101	6.50-4.00	7.25 E.T.
31	" 15	Bland	369	7.00	52	6.50-5.50	7.25 " "
32	" 15	Carrol	297	7.00	133		7.25 " "
33	" 15	"	127	7.50	116	6.00	7.00
34	" 16	Montgomery	86	7.50	52	6.75	7.00
35	" 19	Augusta	90	7.00	106	5.65	7.00 E.T.
36	" 19	Grayson	288	7.00	94	4.50	7.00 " "
37	" 22	"	105	7.00	114	5.25	7.00 " "
38	" 22	Roanoke	99	7.00	107	5.50	7.00 " "
39	" 22	Giles	79	7.00	116	5.50	7.00 " "
40	" 23	Augusta	154	7.00	89	6.00	7.00 " "
41	" 25	Giles	123	7.25	105	5.00	7.25 " "
42	" 26	Wythe	87	7.25	189	6.50-4.00	7.00
43	" 26	Montgomery	140	7.25	443	6.75-5.25	7.25 E.T.

Shipment Number	Date	County	Number Graded	Price	Number Ungraded	Price	General Top For Day
44	August 1	Montgomery	190	\$7.25	28	\$6.25	\$7.50 E.T.
45	" 5	Patrick	52	6.75	65	6.00-5.50	6.75
46	" 12	Carrol	75	7.50	183	6.50-4.00	7.25
47	" 12	Wythe	37	7.25	136	7.00-4.00	7.25
48	" 16	Augusta	52		97	(No report)	
49	" 16	Montgomery	57	6.60	165	5.50-3.50	6.50
50	" 19	Carrol	72	7.00	350		7.00
51	" 26	Montgomery	31	7.00	79	6.00-4.00	6.75
52	" 27	Augusta	87	6.75	29	6.00-5.75	6.75 E.T.
53	Sept. 2	Bland	116	7.00	106	5.00-3.50	7.00 " "
54	" 2	"	160	7.00	67	5.50-3.50	No Re.
55	" 3	Montgomery	170	7.00			" "
56	" 3	Giles	49	7.00	148	4.50	" "
57	" 5	"	133	7.25	179	5.00-3.50	7.25 E.T.
58	" 10	Smyth	26	7.25	82	6.25-3.50	7.25
59	" 15	Montgomery	125	6.25	95	5.25-3.00	6.50 E.T.
60	" 21	Roanoke	51	6.75	159	5.00-4.25	6.75 " "
61	" 24	Montgomery	26	6.75	153	6.00-3.50	6.75 " "
62	Oct. 24	"	32	6.25	122	6.00-3.50	6.25 " "
Total (52 shipments) .....			7,363 graded		5,291 ungraded		

E. T. - Extreme top

As indicated above, a total of 7,363 lambs bearing the red circles, indicating good to choice quality, were shipped to the Jersey City market. The above number amounts to about 56 decks. Estimates of the representatives of the Bureau of Agricultural Economics, U. S. D. A. indicate that

grading is worth \$20 to \$40 per deck, at \$25 per deck the increased value would be \$1,600. The greatest value of grading has come thru the fact that producers are paid on the basis of quality.

The general top of the market for any one day is considered the price at which the best ungraded lambs sell. The red circle lambs sold from 10 to 75 cents above the top in 38 out of 48 cases on which records are available. On the other 10 shipments the general top was realized.

Sheepmen who got a high percent of their lambs in the red circle class were always well pleased, those with poor quality lambs were interested in improvement. Graders always did valuable educational work at the scales and in many cases sent light, unfinished lambs back home, many of which later made the red circle grade.

Members of the department cooperated closely with Mr. C. P. McLaugherty, lamb grader of the Division of Markets, since the work was of mutual advantage. In addition to working on the educational features of grading, specialists graded quite a number of shipments and assisted with others. It was felt that members of the department should know the system of grading and since Mr. McLaugherty, in a number of cases could

not reach all requests, specialists graded shipments in quite a number of cases in order to get as much done as possible. However, other graders were being trained which should relieve this department of as much responsibility as has been taken in the past.

Lamb and wool marketing, both thru pools and cooperative shipments, were started in a number of counties this year. Cooperative shipments were handled in the usual manner and part of them were graded. Lamb pools were organized in Grayson county. Requirements for pooled lambs were that they must be trimmed and weigh over 70 pounds. Bids were received on the pooled lambs which were accepted if satisfactory, and if not lambs were shipped. One buyer purchased most of the lambs and due to the small expense in handling was able to make a reasonable profit for himself and at the same time pay the grower around 50 cents per hundred more than he would otherwise have received.

Lamb Pooling and Cooperative Shipments

<u>County</u>	<u>Number of Shipments</u>	<u>Number Lambs Shipped</u>
Grayson	22	5,250
Bedford	3	770
Halifax	2	220
Patrick	3	390
Scott	1	135
Total	31	6,745

Wool Pooling

<u>County</u>	<u>Amount of Wool</u>	<u>Price Received</u>
Grayson	70,000	12.5 cents
Patrick	6,000	8.5 "
Scott		12.5 "

An increased price of \$0.50 to \$2.00 was received on lambs marketed cooperatively, and in some cases no offers were received at all. Growers received from 2 to 3 $\frac{1}{2}$  cents above dealers prices for wool. All of the cases mentioned were the first cooperative efforts of the growers and work in this connection was largely in getting them organized and in an advisory capacity. The total increased returns are conservatively estimated at \$6,000.

Assistance to Purebred BreedersOrganization of the Virginia Purebred Sheep Breeders Association:

The Virginia Purebred Sheep Breeders Association was organized in the fall of 1931 but the organization was not perfected until 1932. The greater part of the work of the organization of the association and its activities thru the year rested with the department. One specialist acted as secretary and assisted with inspection of flocks and both assisted with sales, the showing of purebred sheep, and in assisting breeders in improving their flocks.

The purpose of the organization was to raise the standard of purebred flocks, to assist with the Virginia sheep show and to aid in every way possible in improving the sheep industry in Virginia.

Requirements for membership were that flocks come up to a certain standard and payment of dues by owners of flocks that were approved. Applications were received from 35 of the leading breeders. Mr. C. G. Potts of the Bureau of Animal Industry was secured to assist with the inspection. The present membership consists of 27 active breeders.

Breeders have taken a more active interest in improving their flocks than heretofore, no doubt due to the association. More outstanding rams have been purchased than in any previous year and flocks have been culled more rigidly. Figures relating to these improved practices are given elsewhere.

For the first time in at least five years, Virginia sheep were shown at the state fair. The association was instrumental in securing a special classification for Virginia sheep and removing fine and long wool sheep from the classification as there is no interest in them in Virginia. As a result, six Virginia breeders exhibited 52 home bred

sheep which made a show of unusual interest and the show promises to improve in numbers and quality if the classification is continued.

Members of the association sold nearly 300 rams during the 1932 season, most of them being handled thru public sales of various kinds. Two auctions were held under the auspices of the association.

The annual meeting of the association was held at Richmond during the state fair. The activities of the association during the year were reported, officers were elected, an advertising program was planned, recommendations for further improving the flocks of members were adopted and annual inspection of flocks by members of the animal husbandry department of V. P. I. was requested.

#### Culling of Flocks

More purebred flocks were culled this year than usual, specialists assisting in culling seven flocks. Some were culled as much as 50 percent.

#### Securing Stud Rams and Ewes for Breeders

Breeders were assisted in securing 24 stud rams, which were purchased in Virginia, Kentucky and New York. This number included two exchanges of stud rams. Breeders also secured rams directly from

Montana and Pennsylvania. Assistance was given breeders in securing 28 registered ewes. One breeder during the past year has added outstanding ewes and a stud ram from the Penny flock in New York to his flock and is well on the way toward having the outstanding Hampshire flock in the east.

#### Sheep Club Work

Specialists provide subject-matter material for sheep club members, judge exhibits, visit club members to some extent, and help them in other ways. Club members are encouraged to start with grade ewes and use purebred rams.

SUMMARY OF SHEEP CLUB WORK

<u>County</u>	<u>Enrollment</u>	<u>Number Animals</u>	<u>Total Income</u>	<u>Profit</u>
Accomac	2	1	\$15.00	\$ 7.00
Amherst	4	43	69.00	9.00
Allegheny	13	136	510.07	294.47
Augusta	9	14	103.20	56.95
Beth	6	80	311.90	77.59
Buchanan	1	39	67.50	34.30
Culpeper	6	66	392.55	101.80
Elizabeth City	1	10	102.00	61.00
Fluvanna	1	27	135.25	125.00
Grayson	18	37	400.45	171.40
Isle of Wight	2	36	54.00	36.00
Lunenburg	1	1	6.15	3.62
Montgomery	26	105	398.27	325.95
Nansemond	2	110	357.00	110.00
Nottoway	1	1	6.50	2.80
Northampton	1	3	15.00	6.00
Orange	3	46	347.60	35.75
Princess Anne	1	20	60.35	12.35
Patrick	5	8	61.64	31.45
Rappahannock	2	6	33.05	12.95
Rockingham	4	17	205.32	51.43
Shenandoah	5	31	166.52	21.45
Smyth	3	15	394.30	46.60
Sussex	3	5	43.00	1.50
<b>Total</b>	<b>120</b>	<b>663</b>	<b>\$4,273.62</b>	<b>\$1,656.56</b>

HOGS

The number of hogs in Virginia January 1, 1932 was only about 50 percent of that in 1920. The decline has been steady during the period, only being interrupted in the years 1926-27. While an increase in numbers was shown in the spring of 1932, the small corn crop in Virginia will no doubt check further increases. Another factor that will keep numbers down for some time will be the extremely low hog prices.

Relatively high grain prices as compared to some other sections of the country has tended to make Virginia less of a commercial hog producing state. A large part of the hogs in Virginia at the present time are produced in part on waste crops and by-products of other farm enterprises and finished on grain. Increases in the production of other forms of livestock has also left less grain available for hogs.

In view of the situation described above, as well as the need of time for projects on which a much greater financial return could be shown, definite projects in hog production were not planned for 1932. It appears that during the next few years the best work that can be done is in encouraging production for home use, and assisting farmers in

employing curing and canning methods that will provide them with an adequate meat supply throughout the year. In some sections farmers do not produce near as much meat as they need and there is considerable amount of meat lost thru spoilage from a number of different causes.

While definite projects in pork production were not planned, work was done with hogs through general livestock projects and in a number of other ways.

#### Placing Purebred Hogs

In the better sires project more purebred boars were placed than in any previous year. Specialists personally selected fourteen boars and advised agents as to where to secure many others. The total number placed in the project was 62. While no purebred hog sales were held, specialists of the department assisted in selling 69 head of boars and gilts for a total of \$722.

#### Visits to Breeders

Visits to hog breeders and pork producers during the year numbered 24. Such visits are practically always made for some definite purpose. Breeders have been assisted in purchases and sales and with feeding and management problems. Two breeders were also assisted in

preparing show herds. Pork producers have been assisted in a number of ways such as arrangement of lots, housing, parasite prevention and feeding.

#### Swine Show, Virginia State Fair

One specialist assisted in clerking the swine department and had charge of the care and showing of all the 4-H club pigs and the sale of the fat ones. A feature added to the swine department this year was the fat barrow show. The animal husbandry department secured all the exhibits this year.

#### Pig Club Work

Specialists of the department always assist pig club members in every way possible. Such assistance consists of providing subject-matter material, the selection of pigs, visiting club members, and judging practically all pig club exhibits.

SUMMARY OF PIG CLUB WORK 1932

<u>Project</u>	<u>Total Enrollment (All Counties)</u>	<u>Number Animals</u>	<u>Total Income</u>	<u>Profits</u>
Fat Pigs	763	1,082	\$10,351.49	\$3,032.27
Breeding Pigs	249	569	5,499.61	2,302.63
Sow and Litter	119	986	6,357.00	2,140.32
Total	1,151	2,637	\$22,208.10	\$7,475.22

GENERAL LIVESTOCKBetter Sires Project

The Better Sires project was continued in 1932 with twenty counties enrolled. Two of these counties; Rockbridge and Washington, discontinued extension work on July 1 and no report of work done up until that time was received.

The project is carried on in the form of a contest with the agent making the most replacements of beef bulls, rams and boars up until November 15, winning a trip to the International Live Stock Show at Chicago. Monthly prizes were also awarded during the period of eight months in which most of the replacements are made. The Virginia Bankers Association, through its agricultural committee, has been largely responsible for the awards in this contest. The awards help greatly in putting the project in more definite form, better enable the department to secure reports of work done and help to maintain interest throughout the year.

In counties that have not previously done better sires work the usual procedure is to start with campaigns. Such campaigns consist of day and night meetings, the day meetings usually being in the form of



demonstrations on farms. In connection with the campaign a sire survey is often taken and if possible, this is done through community committees. Along with the meetings, a considerable amount of publicity material is used for newspapers and circulars.

As follow-up work in counties sire sales are often held, farmers are induced to attend sales elsewhere or to visit purebred breeders that have sires for sale. Since better sires work has been going on in Virginia for more than ten years in somewhat the same form, most counties have done the preliminary work, consisting of campaigns, surveys, etc. Work in such counties consists in keeping up interest, through publicity, and some demonstrations, and assisting farmers in getting sires through sales or otherwise.

#### Better Sires Meetings

During 1931 less campaigns and meetings were held than usual but much more time was put on actual making of replacements. Three bull sales reported elsewhere were held at Staunton, Marion and Gate City. Particular attention was given toward placing rams this year, due to the need of improvement in the quality of market lambs and the supply available. At some points ram shows, sales and exchanges were used; at

others, auctions were arranged and ram sale days were held in quite a number of counties. A total of fourteen sales were held with a total of two hundred and forty-eight rams being sold.

BETTER SIRES

<u>County</u>	<u>Beef Bulls</u>	<u>Rams</u>	<u>Boars</u>	<u>Total</u>
Grayson	35	33	4	70
Scott	16	25	15	56
Smyth	24	30	1	55
Pulaski	6	28	5	39
Orange	9	21	6	36
Culpeper	7	13	11	31
Bedford	6	15	0	21
Page	0	20	0	20
Albemarle	5	5	9	19
Rappahannock	5	11	2	18
Patrick	0	15	1	16
Nelson	0	6	2	8
Accomac	0	7	0	7
Westmoreland	2	1	4	7
Rockingham	0	6	1	7
Halifax	0	10	0	10
Amherst	0	1	0	1
<b>Total</b>	<b>115</b>	<b>248</b>	<b>63</b>	<b>426</b>

Grayson county won the contest and R. C. Carter, Assistant to County Agent D. T. Painter, made the trip to Chicago. Grayson county, which has been a leader in better sires work for ten years, has built up

a reputation for outstanding breeding and feeder cattle, largely of the Hereford breed. Grayson county cows and bulls have gone to Georgia, North Carolina and South Carolina during the past year in addition, of course, to other counties in Virginia. Two loads of feeder calves were exhibited at the Baltimore show, winning second and fourth places. The Grayson county calves topped the feeder sale, going to a Pennsylvania feeder. Several loads have been sold to go to Pennsylvania and Maryland since the show on the reputation made there.

The work in Scott county, and on a smaller scale in Page and Patrick counties, was outstanding due to the fact that there were practically no registered sires in these counties until the present agents took charge.

The number of sires placed this year has exceeded that of any other year in which the project has been carried on in Virginia by a wide margin. The number of beef bulls, rams and boars placed in 1932 was 426, in 1931 the number was 207 and the latter was above the average. The greatest increase was in rams placed, which may be accounted for by the demand for quality on the market, and the improved methods of selling which enables growers to be paid on a quality basis.

### Meat Demonstrations

Meat demonstrations which were not a part of the Virginia extension program until 1931, started that year with an intensive lamb campaign, put on in cooperation with the National Livestock and Meat Board before 11,245 people in nine of the larger cities. This program showed the need of such work and the lamb program was carried to some of the smaller cities in 1932. The need of demonstrations in pork cutting, curing and canning has been realized for some time. The large amount of spoilage of pork products in 1932 and the importance of better supplying the home meat supply due to low pork prices and decreased farm incomes has emphasized this need.

### Lamb Demonstrations

A feature added to the lamb cutting demonstrations for housewives was the cooking of some of the cuts made. This increased the interest and value greatly. The manner in which some of the less expensive cuts could be made into attractive dishes was emphasized. The usual procedure at such demonstrations was to prepare the roasts in the morning at a meat dealers establishment, and start cooking them so that they would be ready upon the completion of the cutting of the crown roast in the demonstration. The cooking demonstrator would then explain the

cooking of the roasts, display them and show the preparation of broiled cuts, which were completed by the time the animal husbandry specialist had made the loin and leg cuts.

Meat dealers readily cooperated in furnishing lambs, and gave the cooked cuts as prizes. These were drawn for at the end of the demonstration.

Interest in demonstrations was aroused through publicity, circulars, personal contact and telephone calls. Farm and home demonstration agents cooperated. The cooking demonstrations at Christiansburg, Pulaski, Marion and Galax were put on by Miss Selma Madrin of the Appalachian Power Company; at Abingdon, Virginia by Miss Iris Ritanour, home agent; and, at Covington by Miss Janet Cameron, food specialist, Blacksburg.

SUMMARY OF LAMB DEMONSTRATION

<u>Place</u>	<u>Type of Demonstration</u>	<u>Attendance</u>
Blacksburg	Animal husbandry students	40
Radford	Meat dealers	12
Galax	Housewives	37
Christiansburg	"	23
Pulaski	Rotary club	29
"	Housewives and students	347
Marion	"	44
Abingdon	"	44
Covington	Meat dealers	6
"	Housewives	38
<u>10 meetings</u>		<u>640</u>

Pork Demonstrations

Pork cutting demonstrations are just getting started. The need of such work is unquestionable and the interest in those held has been greater than anticipated. County and home demonstration agents are becoming anxious for this type of work and it will increase greatly next year. The demonstrations have included curing methods, avoiding trouble from insects, storing, etc. One demonstration included canning and this feature was put on by Miss Janet Cameron, Food Specialist, V. P. I.

Interest has been aroused in such demonstrations thru publicity, supplied by the department and circular letters sent out by farm and home agents.

PORK DEMONSTRATION

<u>Place</u>	<u>Type of Demonstration</u>	<u>Attendance</u>
Suffolk	Hog killing for farmers	50
Suffolk	Cutting for farmers and pork packers	15
Washington	Pork cutting for farmers	50
Tazewell	Pork Packing, cutting and canning for farm men and women	125
	Total four demonstrations .....	240

(The first two demonstrations were put on by Mr. Hiner of the U. S. D. A.)

TOTAL MEAT DEMONSTRATIONS

<u>Number</u>	<u>Type</u>	<u>Attendance</u>
10	Lamb demonstrations	640
4	Pork "	240
Total ... 14	.....	880

PUBLICITY

<u>Title</u>	<u>Writer</u>	<u>Paper in which published</u>
Demonstrations in Cutting and Curing Pork Arranged	Herring	County Papers
Livestock Show at the Virginia State Fair	"	Agricultural Club Letter
Virginia Ram Sales 1932	"	American Sheep Breeder
Sheep Show at the Virginia State Fair 1932	"	American Sheep Breeder
Virginia Purebred Breeders Meet	"	American Sheep Breeder
Rams Sell Well at Staunton Auction	"	Roanoke Times
Virginia Breeders Take Imported Rams	"	County Papers Roanoke Times
Virginia Sheep Breeders Buy at the Penney Sale	"	County Papers Roanoke Times Richmond Dispatch
Highland County Breeders Consign to Staunton Sale	"	County Papers
Time to Improve the Sheep Flock	"	County Papers
First Ram Sale in Northern Virginia	"	County Papers
Avoid the Buck Lamb Penalty	"	County Papers
Supplying the Mineral Needs of Hogs	"	County Papers

<u>Title</u>	<u>Writer</u>	<u>Paper in which published</u>
Wheat Middlings as a Hog Feed	Herring	County Papers
Legume Hay Helps to Avoid Winter Losses in Sheep	"	County Papers
Virginia Lambs Losing Prestige	"	County Papers
The Sheep Outlook	"	County Papers
Beef Cattle Production in Virginia	"	Progressive Farmer
Aberdeen-Angus Sale Announced	Litton	County Papers
Local Breeder Consigns Angus Cattle to Baltimore Sale	"	County Papers
Development of Cow Herds in Virginia	"	County Papers Roanoke Times Lynchburg Paper Staunton News Leader
Floyd County Lambs are Popular	"	County Papers
The Lamb Situation in Virginia	"	The Sheepman
Two Hundred Twenty-Five Percent Lamb Crop	"	Country Gentlemen
What is a Good Purebred Beef Bull Worth?	"	County Papers
Texas Cattle in Southwest Virginia	"	Southwest Virginia Papers

<u>Title</u>	<u>Writer</u>	<u>Paper in which published</u>
Suggestions to Baby Beef and Sheep Club Members	Litton	Agricultural Club Letter
Quality Lambs Important in 1932	"	County Papers
Winter Feeding of Cows	"	Grayson Paper Bath "
Flock Management Suggestions	"	County Papers
Winter Feeding of Calves and Yearlings	"	Grayson County Paper Bland " " Craig " "
Beef on Foot and in the Store	"	County Papers

RADIO TALKS

The Berkshires Breed of Hogs	Herring
Results of Better Sires Work	"
The Hog Situation	"
Pork for Home Use	"
Treatment of Sheep for Stomach Worms	"
Marketing Lambs and Wool	"
Cutting the Costs of Pork Production	"
The Importance of Type in Selecting a Ram	"
Progress of Lamb Improvement in Virginia	"
Finishing Hogs for Market or for Home Use	"
Livestock Show at the Virginia State Fair	"
Special Preparations for Hogs	"
News of Interest to Virginia Stockmen	"
The Possibilities of Cow Herds in Virginia	Litton
Flock Management Suggestions	"
Quality Lambs Important in 1932	"
The Beef Cattle Situation	"

Radio Talks

The Hampshire Breed of Sheep	Litton
The Shropshire Breed of Sheep	"
Crop Feeding Calves	"
Breeding Season Suggestions for Sheepmen	"
The Development of Cow Herds in Virginia	"

FAIRS JUDGED

<u>Name of Fair</u>	<u>Classes of Stock Judged</u>	<u>Judge</u>
Eastern Shore Fair	Sheep, hogs	Herring
Culpeper	Club pigs	"
Staunton	Hogs	"
Rappahannock	Cattle, sheep, hogs	"
Shenandoah	Beef cattle, sheep, hogs	"
Allegheny	Club lambs	"
Orange	Beef cattle, sheep, hogs	"
Henrico	Hogs	"
Chesterfield	Sheep, hogs	"
Rich Valley	Beef cattle, sheep, hogs	"
Suffolk	Hogs, sheep	"
Westmoreland	Cattle, hogs	"
Smyth	Cattle, sheep, hogs	Litton
State Fair	Cattle, fat steers	"
Baltimore Show	Feeder cattle	"
Patrick	Cattle, sheep, hogs, horses	"

## Fairs Judged

<u>Name of Fair</u>	<u>Classes of Stock Judged</u>	<u>Judge</u>
Staunton	Cattle, sheep	Litton
Rye Cove	Cattle, sheep, hogs	"
Scott	Cattle, sheep, hogs, horses	"
Bland	Cattle, sheep, hogs	"

DISTRIBUTION OF TIME SPENT IN FIELD BY  
COUNTIES

County	Number of Days		Total
	Herring	Latton	
Accomac	4	0	4
Albemarle	1	$\frac{1}{2}$	$1\frac{1}{2}$
Alleghany	8	1	9
Amherst	0	2	2
Augusta	8	$22\frac{1}{2}$	$30\frac{1}{2}$
Bath	0	11	11
Bedford	0	$6\frac{1}{2}$	$6\frac{1}{2}$
Bland	0	3	3
Botetourt	0	$1\frac{1}{2}$	$1\frac{1}{2}$
Brunswick	1	0	1
Buckingham	0	1	1
Campbell	0	1	1
Carroll	2	$3\frac{1}{2}$	$5\frac{1}{2}$
Chesterfield	1	0	1
Craig	1	0	1
Culpeper	5	4	9

County	Number of Days		Total
	Herring	Litton	
Fauquier	1	4	5
Floyd	0	4	4
Giles	0	3	3
Grayson	0	23	23
Halifax	2	0	2
Henrico	8	0	8
Highland	1	2	3
Lee	0	13	13
Loudoun	0	2	2
Louisa	1	0	1
Montgomery	28	27½	55½
Nansemond	3	0	3
Nelson	0	11	11
Northampton	2	0	2
Orange	5	11½	16½
Patrick	0	6	6
Page	3	0	3

County	Number of Days		Total
	Herring	Litton	
Prince Edward	1	0	1
Prince George	1	0	1
Falaski	5	9½	14½
Happahannock	10	0	10
Roanoke	4	6½	10½
Rockbridge	1	7	8
Rockingham	7	1	8
Russell	0	6½	6½
Scott	0	18	18
Shenandoah	6	2	8
Smyth	4	17	21
Spotsylvania	1	0	1
Tazewell	1	0	1
Washington	2	½	2½
Westmoreland	1	0	1
Wythe	0	1	1
Total	129	235½	364½

GENERAL SUMMARY

<u>Class of Work</u>	<u>Herring</u>	<u>Litton</u>
Travel by rail	6,793	6,489
Travel by auto	15,490	16,979
Total travel	22,283	25,468
Days in field	157½	256½
Days in office	143½	48½
Total days at work	301	305
Visits to breeders	61	129
Visits to club members	9	60
Other visits	25	149
Demonstrators visited	0	43
Number meetings	26	63
Attendance	1,536	1,608
Demonstrations given	18	13
Attendance	692	75
Total number meetings and demonstrations	44	75
Total attendance " " "	2,428	1,683

<u>Class of Work</u>	<u>Herring</u>	<u>Litton</u>
Radio talks	13	9
Personal letters written	1,223	890
Circular letters and cards prepared	26	17
Total number copies circular letters and cards	20,420	3,975
Articles written for papers	16	14
Fairs judged	12	8
Fairs attended but not judged	1	0
Auction sales of purebred livestock assisted with	6	13
Boys' and girls' club short courses assisted with	1	1
Counties worked in	32	32
Judging teams assisted	6	2

### Plan of Work

The plan of work during the past year called for twenty-five counties enrolled in market lamb improvement. Exactly this number were enrolled and twenty-two reported their accomplishments. Extension work was discontinued in two of the three counties not reporting.

It was planned to enroll fifteen counties in the better sires project and twenty counties actually enrolled with eighteen reporting. Extension work was dropped in the two counties not reporting. Actual accomplishments in both the better sires and market lamb improvement exceeded expectations.

### Outlook

While the outlook for satisfactory prices to livestock producers for their products during the ensuing year appears unfavorable, the situation presents an excellent opportunity for this department to be of particular service to livestock producers. The improvement in quality of beef cattle and sheep are particularly important, as well as aiding in marketing problems. In view of the situation the better sires and market lamb improvement projects will be continued as major activities.

In conclusion, members of the department wish to express their appreciation for the excellent cooperation received from county agents, administrative officers and specialists of the extension division, from livestock and marketing agencies of the state and from members of the United States Department of Agriculture, particularly K. F. Warner and G. G. Potts of the Bureau of Animal Industry and M. T. Foster of the Bureau of Agricultural Economics, who have been helpful in the Virginia livestock program during the past year.

Signed

Jos. C. Nearing  
Ext. animal husbandry

SAMPLE OF MATERIAL

USED IN

MARKET LANE IMPROVEMENT PROJECT

News Articles for County Papers

AVOID THE BUCK LAMB PENALTY

A strong effort is being made by lamb buyers and slaughterers throughout the country to discount buck lambs at all markets this year. From their standpoint it is an excellent time to carry out such a plan, due to the liberal runs expected which will enable them to readily supply their needs. They are taking the position that there is no more reason why they should buy buck lambs mixed with ewes and wethers than that they should be compelled to buy rough hogs mixed with straight, smooth ones, or bulls mixed with steers.

An agreement seems to have already been reached among buyers on the eastern markets this year whereby buck lambs arriving after June 10 will incur a penalty of at least one dollar per hundred under ewe and wether lambs, with the possibility of extremely undesirable bucks meeting an even wider discount. While there will probably be no sorting out of buck lambs before the date mentioned, ewe and wether lambs will no doubt meet with greater favor among buyers than will buck lambs, particularly when supplies on the market are liberal. This policy on the part of slaughterers will probably prove profitable to producers in the long run by creating a greater demand for lamb, due to its improved quality.


During periods of low prices it is particularly important to avoid the penalties of producing inferior lambs. Trimming lambs is an inexpensive method of increasing the sheep income for this year. With an abundance of cheap grain available on most farms, growers can also creep feed the early lambs to good advantage, which will put them on the market in better condition and at an earlier date.

### THE SHEEP OUTLOOK

The sheep industry has apparently reached the peak of production. The number of sheep in the United States has been steadily increasing since 1922 and the 1931 lamb crop was the largest on record. Low prices, restricted credit, and poor range and feed conditions, have already reduced the number to some extent in the western states, but the native sheep area has shown a tendency to maintain or even increase production. Since two-thirds of the sheep are in the western area, we may assume that the total number of sheep has been reduced to some extent as compared to a year ago and it is expected that this decline will continue for several years.

With a large supply of lambs to be marketed in 1932 and restricted demand, low prices may be expected. Under such conditions there is usually a wide spread in prices between lambs of quality and those of the lower grades. Growers should take this into consideration and employ all practices that will improve the quality of their 1932 lamb crop.

There is nothing to indicate that Virginia sheep growers should reduce production under present conditions. On the contrary, it appears to be an excellent time to lay a good foundation for the future. Such a foundation would consist of a good young ewe flock headed by a purebred mutton type ram of proper conformation. The size of flock maintained on the farm should not be the maximum that can be handled, but a number that will insure production on a quality basis. Following such a plan as has been outlined will best enable sheepmen to survive present low prices and provide for the future.



### QUALITY LAMBS IMPORTANT IN 1932

The agricultural extension service has made an effort to find out from the livestock commission firms operating on the eastern markets, what Virginia lambs lack when they get to market and suggested remedies, keeping in mind that producers are not interested in spending money unless it means increased returns. Some of their ideas are expressed in the following discussion:

Without exception they agreed that docking and trimming Virginia lambs would be worth money to the producers, and predicted that wether and ewe lambs would sell for fifty cents to one dollar above buck lambs for most of the season, - not because they are docked and trimmed alone, but because it adds quality and is only one step in making choice lambs. They expect the difference in price to be made June 1st this year as against June 30th in 1931.

Docking and trimming can be done at the same time and is less shock if done when the lamb is 5 to 15 days old; however, it is successfully done when lambs are older. Be sure to provide a shed bedded with clean straw or, better still, turn the lambs on clean sodland, immediately after the operation, in order to avoid any chance of infection.

According to the commission people, the early Virginia lambs sell in direct competition with Kentucky and Tennessee creep fed lambs that have been docked and trimmed. Even with early lambs prices may be the same for our buck and wether lambs, but they are not good enough as a whole to realize the extreme top of the markets.

The reports show that many of our lambs are well bred and well grown, but due to poor finish do not sell to the best advantage. The early producers could well afford to creep feed this season and make them choice, rather than to sacrifice well bred lambs due to lack of quality.

A ration made up of equal parts cracked corn and shelled oats, or equal parts corn and wheat bran, should give good results. Cracked corn alone can be used rather than buy one of the other feeds. A ration to be successful must contain fattening food like corn or barley, as the milk will grow them and supply the protein.

It is difficult to creep feed where the ewes graze large boundaries of rough land, as it is hard to get the lambs to the creep often enough to be of any material benefit. The late producers will find it more economical to make their lambs on grass alone, provided it furnishes good grazing.

Many ewe flocks are heavily infested with stomach worms this season, and it would add much quality to the lamb crop if these ewes were cleaned up soon as possible after lambing. No ewe can produce an abundance of milk and grow her lamb properly if she is infested with parasites.

Cards prepared by the department on timely subjects and mailed by  
county agents to 3,958 sheep growers

COOPERATIVE EXTENSION WORK IN AGRICULTURE AND HOME ECONOMICS  
U. S. DEPARTMENT OF AGRICULTURE AND STATE LAND-GRANT COLLEGES COOPERATING

GPO 8-2025

The best information available indicates that lambs lacking in quality and finish will be penalized as much or more than they were last year. The following practices will aid in raising the standard of lambs.

1. **DOCKING AND TREMMING** - Both operations can be done at the same time and there is less shock when lambs are 5 to 15 days old. In operating, keep hands and instruments clean and provide a shed bedded with clean straw for lambs following the operation or better still turn them on clean sodland to avoid infection.

2. **CREEP FEED** the early lambs. Equal parts cracked corn and shelled oats makes a good ration. Make the late lambs on grass.

If I can assist you let me know.

COUNTY AGENT

#12, 98 COOPERATIVE EXTENSION WORK IN AGRICULTURE AND HOME ECONOMICS  
U. S. DEPARTMENT OF AGRICULTURE AND STATE LAND-GRANT COLLEGES COOPERATING

GPO 8-2025

MAY SHEEP TREATMENT NOTICE

Stomach worms take a heavy toll annually from sheep growers of the county. Control measures consist of changing pastures as often as practical, and regular treatment.

Due to its low cost and effectiveness for the common stomach worm, the copper-sulphate solution is recommended, although other treatments that have been found effective may be continued. Regardless of the material used, regular monthly treatment during the grazing season is recommended.

**COPPER SULPHATE (BLUESTONE) TREATMENT:** Dissolve one ounce of copper sulphate in 3 qts. water (sufficient for 25 sheep). Use glass, earthenware or wooden containers.

**TABLE OF DOSAGE:** Mature sheep 4 ounces of solution; yearlings 3 ounces; 6-month-lamb 2 ounces; 3-month-lamb 1 ounce. Drench sheep in normal standing position with syringe or bottle.

More complete directions will be furnished upon request.

COUNTY AGENT

COOPERATIVE EXTENSION WORK IN AGRICULTURE AND HOME ECONOMICS  
U. S. DEPARTMENT OF AGRICULTURE AND STATE LAND-GRANT COLLEGES COOPERATING

SPS 2-222

JULY SHEEP TREATMENT NOTICE

The life history of the common stomach worm in sheep is such that regular monthly treatment is advisable for the effective control of this parasite. In badly infested flocks, or during periods of hot weather, with considerable rain, treatment at shorter intervals will give much better results.

The copper sulphate solution is cheap and effective for the common stomach worm. However, there are quite a number of other internal parasites in sheep which it will not control effectively. Therefore, if you are dosing regularly with copper sulphate solution and it does not seem to give results, it may be advisable to try other methods of treatment. Will be glad to furnish you with further information about them upon request.

COUNTY AGENT

COOPERATIVE EXTENSION WORK IN AGRICULTURE AND HOME ECONOMICS  
U. S. DEPARTMENT OF AGRICULTURE AND STATE LAND-GRANT COLLEGES COOPERATING

2-222

JULY SHEEP TREATMENT NOTICE

July and August are normally months of heavy stomach worm infestation. Lambs marketed before July usually escape serious trouble but those kept longer should benefit from treatment. Proper dosage and drenching are particularly important in treating lambs.

Statements such as the following are frequently found in market reports being received, "wide divergence of values between good trimmed lambs and undergrades," "medium grades are being neglected" and "undergrades are meeting a very slow demand." The use of good purebred rams will decrease the number of lambs falling in the lower grades. Such rams may be obtained now at prices in line with those received for market lambs.

For information in regard to securing good purebred rams or sheep treatment will be furnished upon request.

COUNTY AGENT.

AUGUST SHEEP TREATMENT NOTICE

Farm practices that cost little, that will prevent unnecessary losses and increase the farm income, are in demand at present. Treatment of sheep for stomach worms is one of them. The cost in money is negligible, no great amount of time is required, and sheepmen are well paid for their efforts.

During the late summer, stomach worms often seriously retard the growth of lambs and lower the vitality of ewes. Regular treatment at this season is particularly important to avoid such trouble.

COUNTY AGENT

OCTOBER SHEEP TREATMENT NOTICE

After killing frosts there is much less danger of sheep becoming seriously infested with stomach worms. For this reason, if a thorough clean up is made in the fall, it is usually unnecessary to treat during the winter months. Flocks treated monthly until November should go into the winter in good condition. A good method of cleaning up flocks that have not been treated regularly is to give three treatments at intervals of a week to two weeks.

If necessary, flocks may be successfully treated during the winter months. There is practically no danger in treating pregnant ewes with copper sulphate solution, providing proper dosage is given and they are handled carefully.

COUNTY AGENT

SAMPLE OF MATERIAL

USED IN

BETTER SIKES PROJECT

ROCKWELL

ROCKWELL

ROCKWELL

Monthly bulletin sent to county agents reporting progress of the work.

A newspaper article for use in county papers usually accompanied it.

BETTER      SIRRS      BULLETIN

(Not for Publication)

May Winner

J. C. ELLER

\*\*\*\*\*

CULPEPER COUNTY

Reports for last month were extremely light as is usually the case in May. Eller took advantage of the situation and scored an easy victory.

\*\*\*\*

The replacement of rams has already gotten underway. A sheepman's day was held at Orange, June 14 and one at Culpeper, June 16. The program at both places started off with a judging contest for farmers, using market lambs and purebred rams for the classes. At Orange prizes were offered for the best rams heading grade flocks, and at both places prizes were awarded the winners of the judging contests. Breeders brought registered rams for sale and sheepmen having rams which they could no longer use brought them for exchange with others in a similar position.

In Rappahannock county Lewis Turner added a feature to his sheepman's day which never fails to get attendance, a grease dinner. Over one hundred people were present and 27 farmers entered the judging contest. Prizes for the winners of the judging contest and on rams were contributed by local merchants and ranged from free greasing of an automobile to a dress shirt. Thomas Williams, former member of a club judging team that went to the International and now farming in Rappahannock county, won the judging contest by scoring 390 out of 400 points.

Direct results of the efforts of Curtis, Eller and Turner were that between 20 and 25 registered rams found new homes thru sales and exchanges.

\*\*\*\*

Grigsby held a ram sale at Pulaski in connection with a monthly farmers' trade day. Wyaor will hold a ram sale at Christiansburg July 9 and Delp will hold one in his county July 6. None of these are auctions.

Auction sales of rams will be held at Luray, July 7 at 1:00 p. m. and at Marion July 12. About 25 rams will be consigned to each of these sales.

\*\*\*\*

Since most of you are involved in ram replacements now a ram article is enclosed.

George C. Herring  
Extension Animal Husbandman

GCH/g  
Encl.

News articles for county papers

WHAT IS A GOOD PUREBRED BEEF BULL WORTH?

Some owners of beef herds in the county will decide this spring between buying a common bull at around \$30 and paying a higher price for a good purebred with the ability to sire calves of the right type. While it is important to be conservative in making investments at the present time, it is wise to look ahead and see what the calf crop of each might be expected to yield in dollars and cents. An excellent basis of comparison can be obtained from sales of calves made in Virginia last fall.

The price paid for calves, as well as stockers and feeders, is based almost entirely on their breeding and quality. Calves of the quality and breeding given sold about as follows:

Good to choice calves sired by purebred bulls and out of high-grade cows sold at \$30 to \$40 per head; medium to good calves by purebred bulls and out of common cows, sold at \$18 to \$25; common to medium calves by a common bull and out of common cows, sold at \$12 to \$15; and, cull to common calves by scrub bulls out of scrub cows \$5 to \$12.

An example of what actually happened with two groups of calves in one county provides an interesting comparison. The owner of the first group had 22 calves out of average cows sired by a purebred Shorthorn bull that sold for \$20 per head or a total of \$440. The owner of the second group sold 22 calves which were out of the same type cows but were sired by a grade bull at an average of \$15 or a total of \$330 for the calf crop. The purebred bull cost \$100 and the grade bull \$30. After subtracting the cost of the bulls from the sale of 22 calves in each case the owner of the purebred bull still had \$40.

Anyone wanting a good Shorthorn or Hereford bull, will have an opportunity to buy one at public auction on Wednesday, April 20 at Marion, Virginia. This is an excellent group of animals and will be sold for the high dollar regardless of what it may be. The sale will be held at the fair grounds and starts promptly at one p. m. eastern standard time.

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### TIME TO IMPROVE THE SHEEP FLOCK

The present lamb marketing season has shown clearly the advantages of using improved practices in market lamb production. Trimmed lambs possessing finish, quality and proper weight have sold as well as could be expected under present conditions, while untrimmed lambs and those falling in the lower grades for various reasons have been severely penalized.

The production of top lambs is not a matter of accident but rather the result of a carefully planned sheep program, including good breeding, feeding and management. As the breeding season approaches, the selection of a ram of the right kind is of foremost consideration.

A ram to be used on a grade flock should be a purebred of one of the mutton breeds. Purebreds are emphasized for there are years of development for a particular purpose back of them. There are also distinct advantages in getting a registered ram, as registration is a guarantee of purity and the resale or exchange value is nearly always greater. Of particular importance in selecting a ram is the type, the low set, thick, rugged kind being preferred.

The remarkable feature of the sheep situation is that lamb prices have held up as well as they have in the face of heavy marketing and low purchasing power. It appears that the best plan for sheepmen to pursue is to not only retain their flocks, but to strengthen them through the use of good rams and the replacement of inferior ewes with good young ones; then use all other practices which will raise the standard of the lambs produced. Such a plan will not only enable flock owners to increase their income while prices are low but also will put them in a position to take advantage of any improvement in the situation.

**Better Sires Replacement Record**  
(Final and Complete Record in Virginia Better Sires Project)

No. \_\_\_\_\_

Owner of Sire Replaced \_\_\_\_\_  
(Name) (Address)

Age of Sire Replaced: \_\_\_\_\_ Disposal of Sire Replaced: \_\_\_\_\_

Class of Stock: \_\_\_\_\_ Breed of Purebred Sire: \_\_\_\_\_ Age of Purebred Sire: \_\_\_\_\_

Name of Purebred Sire: \_\_\_\_\_ No.: \_\_\_\_\_

From Whom Purchased \_\_\_\_\_  
(Name) (Address) (Date of Purchase)

Date Reported: \_\_\_\_\_ County: \_\_\_\_\_ Signed: \_\_\_\_\_  
(County Agent)

Report of Replacements sent to Animal Husbandry Office

**Better Sires Replacement Record**  
No. \_\_\_\_\_

\_\_\_\_\_  
(Owner of Grade)

\_\_\_\_\_  
(Class of Stock)

\_\_\_\_\_  
(Disposal of Sire Replaced)

\_\_\_\_\_  
(Name of Purebred Sire)

Reg. No. \_\_\_\_\_

\_\_\_\_\_  
(Date of Purchase)

\_\_\_\_\_  
(Date Reported)

Retained by County Agent