FORM 920.

Cooperative Extension Work in Agriculture

and Home Economics.

U. S. Department of Agriculture
and State Agricultural Colleges
Cooperating.

States Relations Service,
Office of Extension Work, South.
Farmers' Cooperative Demonstration Work.

REPORT OF WORK OF THE COUNTY AGENT,

CALENDAR YEAR 191 .

DUE DECEMBER 31, 191

State, Virginia County, Augusta

Report of Wm. S. Campfield County Agent.

From December, 1st. 1915, to, December, 1st. 1916

From January 1, 191__. to December 31, 191 6.

Approved:

State Agent. Date forwarded.

Director of Extension Work.

ANNUAL REPORT FORM AND INSTRUCTIONS TO AGENTS.

The agent's annual report should be a complete summary of all the work performed during the year. This is the only record that the officials of the Extension Division of the State and the Department have of the agent's activities.

The only means of making such a report is to keep field notes or a field diary of everything that is done each day. It is well to not only keep notes of things actually done, but to make some brief observations of general conditions as found from time to time. Many things which seem of minor importance to the agent may be very valuable to the head offices when asked for detailed information regarding certain localities.

An agent's efficency and the success of his work is necessarily judged from this office by what is contained in his report. Your District and State Agent may know that you are rendering efficient service, but it is absolutely essential to have something on record to show that the work has been done, when outside parties who can not possibly inspect your work, desire definite and accurate information in regard to the results that are being accomplished in local territory.

Every agent in the work has been instructed, by circular letter and by the supervising force at agents' meetings, as to the importance of keeping systematic records throughout the year. If this advice has been followed you should have no difficulty in rendering your annual report upon the forms which are herewith submitted. These are broad enough to include the activities of the agents in the entire territory covered by the Extension Work in

the South. Some of the questions will not apply to your local territory, and these, of course, need not be answered.

In some instances you will observe that the same form is used for several crops. Be sure to use separate sheets for each crop named under the heading. For example, take the sheet headed "Small Grains", under which are included oats, wheat, barley and rye. In this case all the demonstrations in oats should be included on one sheet, all the demonstrations in rye on another, and so on for all the crops included under this heading.

Be sure to answer the questions in the order in which they are asked, and see that you give the information called for. If this is done all the reports will be uniform when they are sent in to the State Agent's office, and in like manner the State Agents' reports will be uniform when sent to the Director's office in the State and then to the Washington Office.

It should be distinctly understood that these forms are only to summarize the statistical part of the report, and under each crop or heading such remarks, observations or points of interest as may be useful should be briefly written out. The back of the respective sheets may be used for remarks on the crop reported on. No doubt many interesting features will be called to mind, which, if written up and sent in to the State Agent's office along with the replies to these definite questions, would be very valuable in giving the report that personal touch which proves of great value and interest in all reports of this nature.

In collecting the replies to the questions of a personal nature, the agent will have to depend on his tact and good judgment in approaching the farmer. A few, no doubt, will be averse to furnishing you with some of the information

asked for, but if reliable data could be collected with reference to these points, it would enable the Department to get a rather definite idea as to the beneficial effects of the demonstration work in your section.

The forms that we are sending out include the following crops, groups of crops, and other miscellaneous work of the County Agent:

CROPS:

Corn
Cotton
Tobacco
Small Grain
Hay & Forage
Cover Crops
Summer Legumes
Potatoes (Irish & Sweet)
Truck Crops & Gardens
Sugar Cane
Orchards

LIVE STOCK:

Horses
Dairy Cattle
Beef Cattle
Hogs
Sheep & Goats
Poultry
Live Stock Diseases & Pests.

OTHER WORK:

Fertilizers
Farm Manures
Silos
Dipping Vats
Seed Selection
Lime
Rotations
Pastures
Organizations
Farm Buildings
Drainage
Farm Machinery & Tools
Clearing Land, Stumps, etc.
Timber & Wood Lots
Miscellaneous Demonstration Work
Effect of Demonstration Work on Community and Human Interest Features
Boys' & Girls' Clubs.

If there is anything in any of these forms that is not thoroughly understood, discuss the matter with your District or State Agent or write to this Office for a more specific explanation.

CORN.

(INCLUDING KAFIR, MILO, FETERITA) O.E.W.S. NO. 920 A.
SEPARATE SHEET FOR EACH.

Staunton, Virginia (Agent's Headquarters) — Wm. S. Campfield (Name of Agent)

1. Number of demonstrators 14
2. Number of demonstrators reporting 12
3. Total acreage of corn grown under improved methods on demonstration farms 24
4. Average yield per acre on demonstrations (bushels) 68½
5. Increased yield on demonstrations over ordinary methods 25
6. Number of cooperators _____ Acreage _____ Yield per A. _____ bu.
7. Number who planted pure or selected seed on their demonstrations 9
8. Number of farmers you have influenced to select seed for next year's crop 50. Estimated amount of seed selected 100 bu.
9. Number who fall plowed their demonstration acres no.
10. Number who turned under cover crops on their demonstration acres 2
11. State number of acres harvested for silage 5 Yield per A. 14 tons.
12. State number of acres "hogged down" 4 Value per acre when utilized this way $ no record.
13. State number of acres treated for diseases or insect pests np
14. How many farmers have you influenced to use better methods in growing corn this year? 250
15. Estimate total number of farmers in county who have been influenced to use better methods in corn growing since county agent work started 1250
16. What per cent is this of total number of farmers in your county? 30%

(FOR REMARKS, INCIDENTS, SPECIAL REPORTS, ETC., USE OTHER SIDE, AND ADDITIONAL SHEETS IF NECESSARY.)

O.E.W.S. NO. 920 B.

SPACE FOR AGENT'S STAMP.

W. S. CAMPFIELD,
Agent
STAUNTON, VIRGINIA.

COTTON.

Cotton is not grown in this County.

1. Number of demonstrators _____
2. Number of demonstrators reporting _____
3. Total acreage grown under improved methods on demonstration farms _____
4. Average yield per acre on demonstrations (Pounds seed cotton) _____
5. Increased yield per acre on demonstrations over ordinary methods _____
6. Number of cooperators _____, Acreage _____, Yield per acre in pounds _____
7. Number of demonstrators who planted pure or selected seed _____
8. Number of farmers you have induced to field select seed for next year's crop _____
9. How many fall plowed their demonstration acres? _____
10. How many turned under cover crops on their demonstration acres? _____
11. State the number of acres treated for diseases or insect pests _____
12. How many farmers have you influenced to use better methods in cotton growing this year? _____
13. Estimate the total number of farmers in your county who have used improved methods in cotton growing since county agent work was started _____
14. What per cent of all the farmers of your county has been reached? _____
15. Have you been able to get the farmers in any community to grow but one variety of cotton? _____ Give particulars _____

FOR REMARKS, INCIDENTS, SPECIAL REPORTS, ETC., USE OTHER SIDE, AND ADDITIONAL SHEETS IF NECESSARY.

A.E.W.S. NO. 930 c.

TOBACCO.

SPACE FOR AGENT'S STAMP.

W. S. CAMPFIELD,
Agent,
STAUNTON, VIRGINIA.

Tobacco is not grown in this County.

1. Number of demonstrators ____
2. Number of demonstrators reporting ____
3. Total acreage in demonstration ____
4. Average yield per acre (pounds) ____
5. Increased yield of demonstrations over ordinary methods ____
6. How many farmers have you induced to plant pure or selected seed? ____
7. How many farmers have you induced to field select seed for next year's crop? ____
8. How many fall plowed their demonstration acres? ____
9. How many turned under cover crops on their demonstration acres? ____
10. How many tobacco farmers did you influence to adopt a rotation system? ____
11. State the number of acres treated for insect pests ____
12. Estimate the total number of acres in your county which were worked by improved methods due to the county agent's influence ____

[FOR REMARKS, INCIDENTS, SPECIAL REPORTS, ETC., USE OTHER SIDE, AND ADDITIONAL SHEETS IF NECESSARY.]

O.E.W.S. NO. 920 D.

SMALL GRAINS.
(OATS, WHEAT, RYE, BARLEY, BUCKWHEAT.)

SPACE FOR AGENT'S STAMP.

W. S. CAMPFIELD,
Agent,
STAUNTON, VIRGINIA.

Wheat, DEMONSTRATION.

ENTER HERE THE NAME OF CROP - SEPARATE SHEET FOR EACH.

1. Number of demonstrators 7
2. Number of demonstrators reporting 5
3. Total acreage in this crop grown under improved methods on demonstration farms 150
4. Average yield per acre on demonstration farms (bushels) 18
5. Increased yield on demonstrations over ordinary methods (bushels) no
6. Number of cooperators ____ Acreage ____ Yield per acre (bushels) ____
7. Number of demonstration acres threshed for grain all of it.
8. Number of demonstration acres cut for hay no.
9. Average yield of cured hay per acre on demonstrations (tons) --
10. Increase per acre of cured hay on demonstrations over ordinary methods (tons) ____
11. Number of acres grazed off no Estimated value per acre $ ____
12. Number of acres turned under for soil improvement no
13. How many acres were treated for insect pests?* no
14. How many bushels of seed were treated for smut, rust, etc? no
15. How many farmers have you induced to plant this crop for the first time? no
16. Estimate total number of farmers in your territory who have been influenced to sow this crop since county agent's work started --
17. What per cent is this of the total number of farmers in the county? --

*NOTE. UNDER REMARKS STATE THE NATURE AND RESULTS OF TREATMENT FOR DISEASE OR INSECT PESTS. USE OTHER SIDE OF SHEET FOR THIS.

O.E.W.S. NO. 930 D.

SPACE FOR AGENT'S STAMP.

W. S. CAMPFIELD,
Agent,
STAUNTON, VIRGINIA.

SMALL GRAINS.
(Oats, Wheat, Rye, Barley, Buckwheat.)

_____ Demonstration.

ENTER HERE THE NAME OF CROP - SEPARATE SHEET FOR EACH.

1. Number of demonstrators _____
2. Number of demonstrators reporting _____
3. Total acreage in this crop grown under improved methods on demonstration farms _____
4. Average yield per acre on demonstration farms (bushels) _____
5. Increased yield on demonstrations over ordinary methods (bushels) _____
6. Number of cooperators _____ Acreage _____ Yield per acre (bushels) _____
7. Number of demonstration acres threshed for grain _____
8. Number of demonstration acres cut for hay _____
9. Average yield of cured hay per acre on demonstrations (tons) _____
10. Increase per acre of cured hay on demonstrations over ordinary methods (tons) _____
11. Number of acres grazed off _____ Estimated value per acre $ _____
12. Number of acres turned under for soil improvement _____
13. How many acres were treated for insect pests?* _____
14. How many bushels of seed were treated for smut, rust, etc? _____
15. How many farmers have you induced to plant this crop for the first time? _____
16. Estimate total number of farmers in your territory who have been influenced to sow this crop since county agent's work started _____
17. What per cent is this of the total number of farmers in the county? _____

*Note. Under remarks state the nature and results of treatment for disease or insect pests. Use other side of sheet for this.

O.E.W.S. NO. 930 B.

SPACE FOR AGENT'S STAMP.

W. S. CAMPFIELD,
Agent,
STAUNTON, VIRGINIA.

SMALL GRAINS.
(OATS, WHEAT, RYE, BARLEY, BUCKWHEAT.)

_____ DEMONSTRATION.

ENTER HERE THE NAME OF CROP - SEPARATE SHEET FOR EACH.

1. Number of demonstrators _____
2. Number of demonstrators reporting _____
3. Total acreage in this crop grown under improved methods on demonstration farms _____
4. Average yield per acre on demonstration farms (bushels) _____
5. Increased yield on demonstrations over ordinary methods (bushels) _____
6. Number of cooperators _____ Acreage _____ Yield per acre (bushels) _____
7. Number of demonstration acres threshed for grain _____
8. Number of demonstration acres cut for hay _____
9. Average yield of cured hay per acre on demonstrations (tons) _____
10. Increase per acre of cured hay on demonstrations over ordinary methods (tons) _____
11. Number of acres grazed off _____ Estimated value per acre $ _____
12. Number of acres turned under for soil improvement _____
13. How many acres were treated for insect pests?* _____
14. How many bushels of seed were treated for smut, rust, etc? _____
15. How many farmers have you induced to plant this crop for the first time? _____
16. Estimate total number of farmers in your territory who have been influenced to sow this crop since county agent's work started _____
17. What per cent is this of the total number of farmers in the county? _____

*NOTE. UNDER REMARKS STATE THE NATURE AND RESULTS OF TREATMENT FOR DISEASE OR INSECT PESTS. USE OTHER SIDE OF SHEET FOR THIS.

O.E.W.S. NO. 920 S.

SPACE FOR AGENT'S STAMP.

W. S. CAMPFIELD,
Agent,
STAUNTON, VIRGINIA.

HAY, FORAGE, OR COVER CROPS.

(NOTE:- This form to be used for such crops as Alfalfa, Crimson, Alsike, Red, Bur and Sweet Clovers, Lespedeza, Vetch, Vetch and Oats - Wheat or Rye, Crimson Clover and Oats - Wheat or Rye, Timothy, Mixed Grasses and Clovers, Sudan, Johnson and other Grasses, Sorghum, Millet, etc. Any combination of these or other similar crops should be reported on this form, the name of the crop or combination to be entered in the space below.)

Alfalfa, DEMONSTRATION.

ENTER HERE THE NAME OF CROP - SEPARATE SHEET FOR EACH.

1. Number of demonstrators 21
2. Number of demonstrators reporting 7
3. Total acreage in this crop grown under improved methods on demonstrations 200
4. Average yield per acre on demonstrations 4 (tons of cured hay)
5. Number of acres cut for hay all of it
6. Increased yield of demonstrations over ordinary methods -- (tons cured hay)
7. Number of acres grazed off no.
8. Estimated value per acre of grazing $ --
9. Number of cooperators [illegible] Acreage ____ Yield per acre cured hay (tons) ____
10. How many acres of legumes in this class of crops were inoculated? 95%
11. How many farmers ordered inoculating material through you from the Dept? 40
12. How many demonstration acres were turned under for soil improvement purposes? no
13. Estimate total number of acres in county turned under by agent's advice no
14. How many acres were sown this fall? 1000 to alfalfa alone
    1000 to alfalfa in mixed grasses.
15. Estimate acreage grown in county before county agent's work started 10
16. What is your estimate of the increased acreage of this crop in the county as the result of the agent's influence? Give increase by year if possible.
    First year's increase 250
    Second " " 500
    Third year's increase 2000
    Fourth " " 2000

FOR REMARKS, INCIDENTS, SPECIAL REPORTS, ETC., USE OTHER SIDE, AND ADDITIONAL SHEETS IF NECESSARY.

O.E.W.S. NO. 920 E.

SPACE FOR AGENT'S STAMP.

W. S. CAMPFIELD,
Agent,
STAUNTON, VIRGINIA.

HAY, FORAGE, OR COVER CROPS.

(NOTE:- This form to be used for such crops as Alfalfa, Crimson, Alsike, Red, Bur and Sweet Clovers, Lespedez, Vetch, Vetch and Oats - Wheat or Rye, Crimson Clover and Oats - Wheat or Rye, Timothy, Mixed Grasses and Clovers, Sudan, Johnson and other Grasses, Sorghum, Millet, etc. Any combination of these or other similar crops should be reported on this form, the name of the crop or combination to be entered in the space below.)

Sweet Clover, DEMONSTRATION.

ENTER HERE THE NAME OF CROP - SEPARATE SHEET FOR EACH.

1. Number of demonstrators 3
2. Number of demonstrators reporting 2
3. Total acreage in this crop grown under improved methods on demonstrations 5
4. Average yield per acre on demonstrations -- (tons of cured hay)
5. Number of acres cut for hay ½ acre cut once.
6. Increased yield of demonstrations over ordinary methods ---(tons cured hay)
7. Number of acres grazed off 3½
8. Estimated value per acre of grazing $ $15.00
9. Number of cooperators ____ Acreage ____ Yield per acre cured hay (tons) ____
10. How many acres of legumes in this class of crops were inoculated? ____
11. How many farmers ordered inoculating material through you from the Dept? 2
12. How many demonstration acres were turned under for soil improvement purposes? 1
13. Estimate total number of acres in county turned under by agent's advice --
14. How many acres were sown this fall? some will be sown later.
15. Estimate acreage grown in county before county agent's work started no.
16. What is your estimate of the increased acreage of this crop in the county as the result of the agent's influence? ____ Give increase by year if possible.
    First year's increase ____ Third year's increase ____
    Second " " ____ Fourth " " ____

(FOR REMARKS, INCIDENTS, SPECIAL REPORTS, ETC., USE OTHER SIDE, AND ADDITIONAL SHEETS IF NECESSARY.)

O.E.W.S. NO. 820 E.

SPACE FOR AGENT'S STAMP.

W. S. CAMPFIELD,
Agent.
STAUNTON, VIRGINIA.

HAY, FORAGE, OR COVER CROPS.

(NOTE:- This form to be used for such crops as Alfalfa, Crimson, Alsike, Red, Bur and Sweet Clovers, Lespedeza, Vetch, Vetch and Oats - Wheat or Rye, Crimson Clover and Oats - Wheat or Rye, Timothy, Mixed Grasses and Clovers, Sudan, Johnson and other Grasses, Sorghum, Millet, etc. Any combination of these or other similar crops should be reported on this form, the name of the crop or combination to be entered in the space below.)

Red Clover and Timothy, DEMONSTRATION.

ENTER HERE THE NAME OF CROP - SEPARATE SHEET FOR EACH.

1. Number of demonstrators 3

2. Number of demonstrators reporting 1

3. Total acreage in this crop grown under improved methods on demonstrations 31

4. Average yield per acre on demonstrations 3 (tons of cured hay)

5. Number of acres cut for hay 31

6. Increased yield of demonstrations over ordinary methods 1 ½ (tons cured hay)

7. Number of acres grazed off --

8. Estimated value per acre of grazing $ --

9. Number of cooperators _____ Acreage _____ Yield per acre cured hay (tons) _____

10. How many acres of legumes in this class of crops were inoculated? _____

11. How many farmers ordered inoculating material through you from the Dept? 11

12. How many demonstration acres were turned under for soil improvement purposes? no.

13. Estimate total number of acres in county turned under by agent's advice _____

14. How many acres were sown this fall? _____

15. Estimate acreage grown in county before county agent's work started _____

16. What is your estimate of the increased acreage of this crop in the county as the result of the agent's influence? _____ Give increase by year if possible.

First year's increase _____ Third year's increase _____
Second " " _____ Fourth " " _____

FOR REMARKS, INCIDENTS, SPECIAL REPORTS, ETC., USE OTHER SIDE, AND ADDITIONAL SHEETS IF NECESSARY.

O.E.W.S. NO. 920 E.

SPACE FOR AGENT'S STAMP.

W. S. CAMPFIELD,
Agent,
STAUNTON, VIRGINIA.

HAY, FORAGE, OR COVER CROPS.

(NOTE:- This form to be used for such crops as Alfalfa, Crimson, Alsike, Red, Bur and Sweet Clovers, Lespedez, Vetch, Vetch and Oats - Wheat or Rye, Crimson Clover and Oats - Wheat or Rye, Timothy, Mixed Grasses and Clovers, Sudan, Johnson and other Grasses, Sorghum, Millet, etc. Any combination of these or other similar crops should be reported on this form, the name of the crop or combination to be entered in the space below.)

Blue Grass, DEMONSTRATION.

ENTER HERE THE NAME OF CROP. - SEPARATE SHEET FOR EACH.

1. Number of demonstrators 3

2. Number of demonstrators reporting 1 others just started.

3. Total acreage in this crop grown under improved methods on demonstrations 25

4. Average yield per acre on demonstrations -- (tons of cured hay)

5. Number of acres cut for hay no

6. Increased yield of demonstrations over ordinary methods -- (tons cured hay)

7. Number of acres grazed off 10

8. Estimated value per acre of grazing $ 10.

9. Number of cooperators _____ Acreage _____ Yield per acre cured hay (tons) _____

10. How many acres of legumes in this class of crops were inoculated? _____

11. How many farmers ordered inoculating material through you from the Dept? _____

12. How many demonstration acres were turned under for soil improvement purposes? _____

13. Estimate total number of acres in county turned under by agent's advice _____.

14. How many acres were sown this fall? 15 improved.

15. Estimate acreage grown in county before county agent's work started _____

16. What is your estimate of the increased acreage of this crop in the county as the result of the agent's influence? _____ Give increase by year if possible.
First year's increase _____ Third year's increase _____
Second " " _____ Fourth " " _____

(FOR REMARKS, INCIDENTS, SPECIAL REPORTS, ETC., USE OTHER SIDE, AND ADDITIONAL SHEETS IF NECESSARY.)

O.E.W.S. NO. 920 F.

SPACE FOR AGENT'S STAMP.

W. S. CAMPFIELD,
Agent.
STAUNTON, VIRGINIA.

SUMMER LEGUMES.
(COWPEAS, SOY BEANS, VELVET BEANS, PEANUTS, ETC.)

Soy Beans, DEMONSTRATION.

ENTER HERE THE NAME OF CROP - SEPARATE SHEET FOR EACH.

1. Number of demonstrators 5

2. Number of demonstrators reporting 3

3. Total acreage of this crop grown under improved methods on demonstration farms 24

4. Average yield per acre on demonstrations -
Seed (bushels) no, Cured hay (tons) 2

5. Increased yield on demonstrations over ordinary methods -
Seed (bushels) no, Cured hay (tons) ___

6. Number of cooperators ___ Acreage ___ Yield per acre -
Seed (bushels) ___, Cured hay (tons) ___

7. Total acreage of demonstrators and cooperators threshed for seed no.

8. Total acreage of demonstrators and cooperators cut for hay 4

9. Number of acres grazed off 4; Estimated value per acre of grazing $ 15.

10. Total number of acres turned under for soil improvement 8

11. Total number of acres inoculated 8 by Department cultures yes.
by inoculated soils ___

12. Give estimate of the number of acres in your territory which were planted to this crop due to your influence 50

13. If possible give the increase by years -
First year's increase ___ acres Third year's increase ___ acres
Second " " ___ acres Fourth " " ___ acres

FOR REMARKS, INCIDENTS, SPECIAL REPORTS, ETC. USE OTHER SIDE, AND ADDITIONAL SHEETS IF NECESSARY.

O.E.W.S. NO. 920 F.

SPACE FOR AGENT'S STAMP.

W. S. CAMPFIELD,
Agent,
STAUNTON, VIRGINIA.

SUMMER LEGUMES.
(COWPEAS, SOY BEANS, VELVET BEANS, PEANUTS, ETC.)

Cowpeas, DEMONSTRATION.

ENTER HERE THE NAME OF CROP - SEPARATE SHEET FOR EACH.

1. Number of demonstrators 2

2. Number of demonstrators reporting no.

3. Total acreage of this crop grown under improved methods on demonstration farms _____

4. Average yield per acre on demonstrations -
Seed (bushels) _____, Cured hay (tons) _____

5. Increased yield on demonstrations over ordinary methods -
Seed (bushels) _____, Cured hay (tons) _____

6. Number of cooperators _____ Acreage _____ Yield per acre -
Seed (bushels) _____, Cured hay (tons) _____

7. Total acreage of demonstrators and cooperators threshed for seed _____

8. Total acreage of demonstrators and cooperators cut for hay _____

9. Number of acres grazed off _____; Estimated value per acre of grazing $_____

10. Total number of acres turned under for soil improvement _____

11. Total number of acres inoculated _____ by Department cultures _____
by inoculated soils _____

12. Give estimate of the number of acres in your territory which were planted to this crop due to your influence _____

13. If possible give the increase by years -
First year's increase _____ acres Third year's increase _____ acres
Second " " _____ acres Fourth " " _____ acres

[FOR REMARKS, INCIDENTS, SPECIAL REPORTS, ETC. USE OTHER SIDE, AND ADDITIONAL SHEETS IF NECESSARY.]

O.E.W.S. NO. 920 F.

SPACE FOR AGENT'S STAMP

W. S. CAMPFIELD,
Agent,
STAUNTON, VIRGINIA

SUMMER LEGUMES.
(COWPEAS, SOY BEANS, VELVET BEANS, PEANUTS, ETC.)

Spring Vetch, DEMONSTRATION.

ENTER HERE THE NAME OF CROP - SEPARATE SHEET FOR EACH.

1. Number of demonstrators 1

2. Number of demonstrators reporting 1

3. Total acreage of this crop grown under improved methods on demonstration farms 4

4. Average yield per acre on demonstrations -
Seed (bushels) ____, Cured hay (tons) ____

5. Increased yield on demonstrations over ordinary methods -
Seed (bushels) ____, Cured hay (tons) ____

6. Number of cooperators ____ Acreage ____ Yield per acre -
Seed (bushels) ____, Cured hay (tons) ____

7. Total acreage of demonstrators and cooperators threshed for seed ____

8. Total acreage of demonstrators and cooperators cut for hay ____

9. Number of acres grazed off 4; Estimated value per acre of grazing $ 1 5.

10. Total number of acres turned under for soil improvement ____

11. Total number of acres inoculated 4 by Department cultures yes
by inoculated soils ____

12. Give estimate of the number of acres in your territory which were planted to this crop due to your influence ____

13. If possible give the increase by years -
First year's increase ____ acres Third year's increase ____ acres
Second " " ____ acres Fourth " " ____ acres

[FOR REMARKS, INCIDENTS, SPECIAL REPORTS, ETC. USE OTHER SIDE AND ADDITIONAL SHEETS IF NECESSARY.]

O.E.W.S., NO. 920 G.

POTATOES.
(SWEET OR IRISH.)

SPACE FOR AGENT'S STAMP.

W. S. CAMPFIELD,
Agent,
STAUNTON, VIRGINIA.

No work with potatoes,

_____ DEMONSTRATION.

ENTER HERE THE NAME OF CROP - SEPARATE SHEET FOR EACH.

1. Number of demonstrators _____
2. Number of demonstrators reporting _____
3. Total acreage of potato demonstrations _____
4. Average yield per acre on demonstrations (bushels) _____
5. Estimate number of acres treated for diseases, insects and pests, due to your influence _____
6. Estimate number of acres worked by improved methods due to your advice _____
7. Estimate number of acres in potatoes when agent's work started _____ Now _____
8. Estimate number of acres increased due to county agent's work _____
9. How have you been able to assist in marketing the crops? _____

(FOR REMARKS, INCIDENTS, SPECIAL REPORTS, ETC., USE OTHER SIDE, AND ADDITIONAL SHEETS IF NECESSARY.)

O. E. W. S. NO. 890 H.

ORCHARDS.

SPACE FOR AGENT'S STAMP.

W. S. CAMPFIELD,
Agent,
STAUNTON, VIRGINIA.

1. Number of commercial home orchards 30

   Kind: Apple Yes Peach _____ (etc.)

2. Total number of trees in these demonstrations 400 Give statement of results on reverse side.

3. Number of orchards inspected - - - - - - - 80, No. trees 4000

4. Number of orchards pruned due to your influence - 250, No. trees 10000

5. Number of orchards sprayed due to your influence - 50, No. trees 1000

6. Number of peach orchards wormed due to your influence 10, No. trees 500

7. Number of orchards planted due to your influence - no, No. trees _____

   TOTAL 390 15500

8. How many commercial orchards have you assisted in caring for? _____

9. How many trees did you actually spray? no, Prune 250, Worm none

10. Report of special campaigns, results, etc.

[FOR REMARKS, INCIDENTS, SPECIAL REPORTS, ETC., USE OTHER SIDE, AND ADDITIONAL SHEETS IF NECESSARY.]

Fruit,

One of the main industries of Augusta County is Fruit Growing, and much of my time is taken up with this work at certain times of the season. During the winter months I hold many Prunning Demonstrations indifferent parts of the county, this year I held 9 prunning meetings with an attendance of about 150 farmers.

From time to time during the season I publish articles relative to spraying and the maretials to use as well as the best time to aple the spray. I co-operate with the County Horticultural Society which holds two meetings each year for the purpose of discussing subjects of interst.

I have a great many calls from fruit men to visit their orchards to inspect trees that are not doing well and advise them asto the trouble and remidy, this work is of an advisory nature but is very necessary and of much interest to the orchardist, who get it in his head that there is something wrong with some of his trees but does not know what it is and becomes alarmed and wants some one right away.

The Fishersville Co-operative Packing Assn. which I formed las year among several growers of that section for the purpose of packing their fruit co-operativelly at a central point, and which by the way was not very much of a success last year, but several of its members stuck to it this year and with the experience that they gained last year, they were very much of a success this year.

Last year each member sold his fruit after it was packed by the Assn. where and as he saw fit, this year they sold co-operatively, appointing a committe to do the selling for the whole Assn. and found that it was very much better. I have been unable to get a complete report of the Assn. to this date but their expense of

packing this year was very much less than last year, and the conduct of the packing house was very much more smooth.

One of the main benifits of the Assn. showed up this year, very strong, that was; several small growers who did not have a car of fruit of their own and for that reason could not get a buyer to bother with their apples and a price that was anything like right, were able through the Assn. to combine their apples with others and thus make a car shipment and in fact got the same price as members of the Assn. that had large shipments. This Assn. is going to work to the benifit of the small growers as well as the large grower.

The experiment in the Dr R.P.Bell orchard, near Staunton, Conducted by Dr Chas Brooks, of the U.S.Dept. in which I assisted as much as possible, was for the purpose of determining if possible whether or not the Rosy Aphis had any connection with the spotting of York apples, or in any way contributed toword the so called York Spot, a spot which heretofore has been laid to other troubles.

We sprayed ten plots for Rosy Aphis, with different sprays and at different times, not only for the purpose of learning the best controle of the aphis, but for the purpose of controling the aphis in a verying degree on the different plots. In this we were very successful. We found incidently that in this orchard under conditions as they were last year, that the late dormant spray with lime-sulphur and Black Leaf 40 just as buds were swelling gave the best controle of aphis. Conditions might change this another year.

During the early summer we went over certain plots and tied tags on each limb or twig on which we found aphis, doing this every two weeks, using different colored tags for each date, as well as

marking each tag. On one plot we removed any aphis that we found for the idea of keeping that plot as free from aphis as possible.

At harvest we went over many trees counting the fruit and counting the spotting, on the different trees, and then comparing the spotting with the amount of aphis infestation as shown by the tags and our notes.

While the results are too long to give here in figures we found that there seemed to be a direct conection between the amount of spotting and the amount of aphis infestation.

However Dr Brooks, pointed out the fact that there were two "SPOTS" one which undoubtedly was cause by some other trouble, and the spot that appeared in proportion to the aphis. After studying and observing the matter all summer with Dr Brooks, I feel sure that there are two kinds of Spotting, at least and feel sure that Dr Brooks has connected one kind of spot up with the Rosy Aphis. This may be of much importance to this section as the York apple seems to be badly affected with this spotting and is one of our main verities.

Dr. Brooks will in the near future publish the results of this and other experiments run elsewhere for the same purpose.

O.E.W.S. NO. 920 1.

HORSES.

SPACE FOR AGENT'S STAMP

W. S. CAMPFIELD,
STAUNTON, VIRGINIA.

I have no work with horses,

1. Give number of pure blood stallions ____, and jacks ____, brought into the county this year due to your influence.
2. Give number of brood mares brought in due to your influence ____
3. Give number of demonstrations in feeding horses or mules ____
4. Give number of horses or mules in these demonstrations ____
   (Give results under "Remarks".)
5. Give number of horses or mules fed and cared for according to methods you have advocated ____
6. Give number of pure blood stallions in county when demonstration work started ____, Number now ____
7. Give number of pure blood jacks in county when demonstration work started ____, Number now ____

FOR REMARKS, INCIDENTS, SPECIAL REPORTS, ETC., USE OTHER SIDE AND ADDITIONAL SHEETS IF NECESSARY

O. E. W. S. NO. 650 J.

SPACE FOR AGENT'S STAMP

W. S. CAMPFIELD,
Agent,
STAUNTON, VIRGINIA.

DAIRY CATTLE.

1. How many head of pure bred dairy stock have been brought into the county through your influence? Bulls 3, Cows or Heifers 5.

2. How many grade dairy cows have been brought into the county for breeding purposes through your influence? 7

3. How many cows have been tested at your instance to determine the profitable milk producers? 9

4. Do you carry or own a Babcock tester? yes.

5. How many farmers have been induced to feed a better balanced ration to their stock? 25 How many head of stock so fed? 200
(Give results under "Remarks".)

6. How many demonstrations in dairy work have you supervised? 1

7. How many cows in these demonstrations? 7 (Give results under "Remarks".)

8. How many new creameries established this year due to your influence? no.

9. How many pure bred dairy bulls in the county when county agent work was started? ____ How many now? ____

10. How many pure bred dairy cows in the county when county agent work was started? ____ How many now? ____

11. How many new cream routes established this year due to the influence of the county agent's work? 2

12. How many cow testing associations established under your influence? no

13. How many dairy breeders' " " " " " no

We have two Breeders Assn's.

(FOR REMARKS, INCIDENTS, SPECIAL REPORTS, ETC., USE OTHER SIDE, AND ADDITIONAL SHEETS IF NECESSARY.)

Dairying, continued,

Dairying is rapidly becoming on e of the important industries of Augusta County, as shown by the fact that the Waynesboro Co-operative creamery did during the month of June 1916, make 28, 645 pounds of butter, besides making ice cream and selling some sweet cream and milk. This puts the Waynesboro a close second in the state if not in the lead.

The creamery at Staunton is developing more business and at this time there is every prospcett for a creamery being built at Cave Station, and there is a a prospect of getting a guarantee of between 500 and 600 cows.

Last December I held a series of Dairy meetings throughout the county assisted by Prof. Holdaway, of V.P.I. and Mr Howard of the State Dept., that created much interest in dairying and dairy feeding.

The Holstein Breeders Assn. of this County has been growing since it was organized about two years ago and have done much to create a Dairy interest.

The Guernseys Breeders Assn. held a field meeting at the home of M. H. McComb near Stuarts Draft that did much to stir up interes in that section. Members of the Assn. brought one of their best cows, calves or sire to the meeting, and Prof. Hunt of V.P.I. gave a lecture on the use of the score card, after which each member was furnished with a score card and given time to score two or three head of the cows, after which Prof. Hunt scored the same cattle and then read his scoring and discussed the same. This was the first meeting of this kind ever held in the county and aroused much interest and was of much benifit to the members.

E.E.W.S. NO. 920 C.

SPACE FOR AGENT'S STAMP.

W. S. CAMPFIELD,
Agent.
STAUNTON, VIRGINIA.

BEEF CATTLE.

1. How many head of pure blood beef cattle have been brought in this year through your influence? Bulls 2, Cows or heifers 6.

2. How many head of grade cows have been brought in for breeding purposes through your influence? ____

3. How many beef breeding herds were started, due to your influence? no

4. How many head of feeding cattle have been brought in through your influence? ____

5. How many beef feeding demonstrations did you supervise? 2.

6. How many cattle in these demonstrations? 78

7. On how many of these demonstrations were records kept? 2

(Give methods, dates and results in dollars, gains made, cost of gains, total profit, etc., under "Remarks")

8. Estimate the number of beef cattle cared for according to methods which you advocated.
Number of cattle where methods were wholly followed 1700
" " " " " partially " 1000

(Give results of these methods and special campaigns along beef cattle lines under "Remarks".)

9. Number of beef cattle breeders' associations or clubs formed 1
Number of members 11

10. Number of pure blood beef bulls in county when demonstration work started ____; Number now ____

11. Number of pure blood beef cows in county when demonstration work started ____; Number now ____

12. Give increase in shipments of beef cattle from the county by years since demonstration work started; no increase, this is and has been a beef cattle section, with dairying growing in favor now.

FOR REMARKS, INCLOSURES, SPECIAL REPORTS, ETC., USE OTHER SIDE, AND ADDITIONAL SHEETS IF NECESSARY.

Beef Cattle, continued,

H.B.Sproul, a feeder of many beef cattle, wintered ten head of cattle in Highland, on hay that could have been sold on the ground for cash. Each head eating $12.00 worth of hay during the winter. and gained about 25 lbs. in weight.

At his farm near Staunton he wintered 68 head of simillar cattle on silage cotton seed and straw, at a cost of $5.25 and thay gained about 90 pounds each.

When spring came he turned both bunches on the same blue-grass pasture in Highland County and found by weight this fall that the hay feed cattle had gained during the summer about 410 lbs. each making a total gain for the year of 435 lbs., The silage feed cattle gained during the summer 345 lbs. making a total gain for the year of about 435 lbs. or in other words both bunches of cattle made about the same gain for the 12 months. But there was $6.75 in cost of wintering in favor of the silage feed cattle.

On his Middlebrook farm Mr Sproul turned one bunch of Silage feed cattle on grass earley in the spring before the grass had much of a start. Another bunch he held in the yard on silage feed untill the grass in another pasture had made a good start and he found that the cattle turned on grass late, made a gain of 80 pounds the first month, while thoes turned on grass earley made a gain of only 30 lbs., and that the pasture turned onto late was in much better condition all summer than the other pasture.

B.E.P.I. NO. 220 L.

SPACE FOR AGENT'S STAMP.

W. S. CAMPFIELD,
Agent,
STAUNTON, VIRGINIA.

DIPPING VATS.

No dipping Vats in the County.

1. How many dipping vats have been built this year through your influence? _____
2. How many have you helped to construct? _____
3. How many have you helped to fill with the solution? _____
4. For how many have you tested the solution? _____
5. Total number built in county by all forces during the year _____
6. Total number in the county at this time _____
7. Estimate the total number of cattle dipped during the year _____
8. Give yearly increase in the number of vats in county _____

   1st year's increase _____ 3rd year's increase _____

   2nd " " _____ 4th " " _____

FOR REMARKS, INCIDENTS, SPECIAL REPORTS, ETC., USE OTHER SIDE, AND ADDITIONAL SHEETS IF NECESSARY.

O.E.W.S. NO. 920 B.

SPACE FOR AGENT'S STAMP

W. S. CAMPFIELD,
Agent,
STAUNTON, VIRGINIA.

HOGS.

1. How many head of pure blood hogs have been brought in this year due to your influence? - Boars - Sows or gilts -

2. How many extra head of pure blood and grade sows have been bred, due to your influence? -

3. How many herds have been started? -

4. How many hog feeding demonstrations did you supervise? 9

5. How many hogs in these demonstrations? 97

6. On how many of these demonstrations were records kept? all

(Give results in dollars, rate of gain, amount and cost of gain, total profit, detailed statements of production, etc., and attach hereto.

7. Give number of farmers, number of hogs and results of "hogging off" or grazing of crops, in same manner as above.

8. How many hog pastures have you induced farmers to start? 3

9. Give number of farmers induced to start the growing of grazing crops for hogs 3

10. Estimate number of hogs fed or cared for according to methods which you advocated 500

11. Give number of pure blood boars when demonstration work started ___ Now ___

12. " " " hogs in county " " " " ___ Now ___

13. Give increase in shipment of hogs from the county by years since demonstration work started Just started hog campaign a year ago, there is a great increased interest in hog raising during the past year.

(FOR REMARKS, INCIDENTS, SPECIAL REPORTS, ETC., USE OTHER SIDE AND ADDITIONAL SHEETS IF NECESSARY.)

Hogs, continued,

Just a year ago I commenced a campaign for more and better hogs and better methods of caring for them. I advocated the use of the "Iowa Self-feeder" for finsihing hogs, and was successful in get several farmers to use it and to keep weights of both hogs and feed, thus at the end of the feeding period we were able to determine not only the rate of gain but the exact cost.

Wm Wayland, of Swoope, va. keept perhaps the most acurate and valuavble record of his feeding operations, starting Jan. 14th. 1916 with 12 pigs that averaged 73½ lbs.

Jan. 14th. total weight, 1370 lbs. gain for month, 488 lbs.

feed eaten,
shelled corn, - - - - - - - -1344 lbs.
mill-feed, - - - - - - - - - - 425 lbs. gain per day,
tankage, - - - - - - - - - - - 100 lbs. 1.31 lbs.

March, 14th. total weight, 1938, lbs. gain for month, 568 lbs.

feed eaten,
shelled corn, - - - - - - - - 1588 lbs.
mill-feed, - - - - - - - - - -400 lbs. gain per day
tankage, - - - - - - - - - - --100. lbs. 1.69 lbs.

April, 14th. total weight, 2560 lbs., gain for month, 622 lbs.

feed eaten, for month,
shelled corn, - - - - - - - - - 1648 lbs.
mill-feed, - - - - - - - - - -425 lbs. gain per day
(no tankage feed) 1.73 lbs.

April, 22nd. total weight, 2635 lbs. gain for 8 days, 75 lbs.

feed eaten, during 8 days,
shelled corn, - - - - - - - - - 1247 lbs.
mill-feed, - - - - - - - - - - - 400 lbs. gain per day,
(no tankage feed) 78/100 of a lb.

TOTAL FEED EATEN, for 100 days, and cost.
shelled corn, 5419 lbs. at 80 ¢ per bu. - - - - $77.44
mill-feed - - 1650 lbs. at $1.35 per cwt. - - - 22.27
tankage, - - - 300 lbs. at $3.00 per cwt. - - - - 9.00
total cost of feed, $108.71

Total gain for 100 days, 1753 lbs., sold at $9.10 per cwt.

Total receipts for GAIN, (only) - - - - - - - - -$159.52
Total proffit on Gain, - - - - - - - - - - - - - - - - 50.81
Cost per pound of gain, 6.2 cents. average daily gain, 1.46 lbs. made 1 lb. of gain for each 4¼ lbs. of feed.

Mr Wayland stopped feeding tankage for the last 38 days contrary to my advise, and the results show by the decrease in amount of gain and the high cost of gain for the last 8 days. During a part of the month after he first stopped feeding tankage the hogs seemed to keep very well, owing no doubt to the fact that their systems had a sufficient amount of protein and that undoubtedly carried them on for a time.

The Bellview Orchard Co. of Fishersville, self-feed 6 hogs for 34 days, total weight when started 554 lbs. total weight when sold 34 days later, 975½ lbs., total gain, 421½ lbs. or a average of 2.06 lbs of gain per day.

Feed eaten,

Shelled corn, - - -	840 lbs. - - - - -	$10.00
mill-feed - - - - -	400 lbs.- - - - - -	5.40
tankage, - - - - -	200 lbs.- - - - - -	6.00
	cost of feed.	$21.40

Cost per lb. of gain, just a little over 5 cents. The Bellview Company was fortunate in being able to buy some cheap corn, these hogs were sold for something lite eleven cents dressed. They were in very poor condition when started on the self-feeder.

H.M.McComb, Stuarts Draft, Self-feed several bunches of pigs and hogs of differents ages and made a total gain of 622 lbs. of pork, at the rate of 1.16 lbs. per day, at a cost of 5.18 cents per pound. He feed tankage at $2.75 per cwt., mill-feed at $1.30 per cwt. and corn at $1.16 per cwt. shelled. He had some very poor hogs.

E.X.Miller, of Bridgewater, Va. feed 11 hogs that weighed 129 lbs. average, when started, being thin, for 28 days, making a gain of 57½ lbs. per hog or a little over 2 lbs. per day. Mr. Miller did not keep a cost account, but Self-feed, Shelled corn, Tankage, and shorts, and feed some skimmilk.

D.L.Evers, Bridgewater, a County Supervisor, bought 7 Douroc's 6 months old total weight 750 lbs. that cost $75.70 and in 53 days they gained 1037 lbs. and sold for $187.80

they ate,

35 bbls. corn - - - - -	$40.25
20 bushels of barley chop	15.00
tankage,	1.00
some skimmilk,	
cost of feed	$66.25

Proffit $55.85 Gain per day, 2 and 3/4 pounds.

These hogs dressed out and sold as follows; 287½ lbs. of ham at 17 c/ per lb., 515 ½ lbs. of sides and sholders at 15 ¢ per lb., 166½ lard at 15 ¢ per lb., 110½ lbs. of susage at 15 ¢ per lb. 87 lbs. of bone meat at 12½ ¢ per lb., 34 lbs. pudding at 10 ¢ per lb., 52 lbs, (ponhose) at 3 ¢ per lb. pigsfeet, total 84 ¢s

The self-feeder is undoubtedly the best known method of finishing hogs for the market, as gains can be made more rapidly than by any other standard of feeding and are proportionally cheaper, the main question with self-feeding hogs is that the corn must be balanced with tankage or milk, and the feed must be placed in seperate compartments of the feeder and be before the hogs at all time and the hogs must have access to pure water at all times as they consume large quantities of water. Corn must be shelled for the self-feeder to prevert waste which would accoure in self-feedin ear corn. I have had one demonstration in raising young pigs on a self-feeder and pasture with excelent results, have no weights.

L.W.Wilson, of Staunton, run 11 pigs on pasture all summer feeding them onle a little skimmilk and ground rye just before and after weanning, and from then on grew them on such pasture as rape, vetch, alfalfa, soy beans cow peas, and turned them in to hog down some silage corn that he did not need for his silo, and in ten months made them weigh 281 lbs. While this is not rapid amount of gain for that time Mr. Wilson is more than pleased with the results of pasture and while he did not keep a cost accounth because he was running other hogs and calves and cattle in some of the same pasture part of the time during the summer, he is so convinced that he made cheap gains that he has outlined a demonstration by which he will increase his number of hog next year to 50 or 60 and will mature them on pasture rotation and hog down corn for a finishing.

The hog industry is attracting much attention in this county and results have been so favorable that many are increasing their herds and putting in slef-feeders. There was not one self-feeder in the County, in fact I have been told that I put the first one inthe state, while today I feel sure that there are two or three dozen in successful operation. Many feeders are now using tankage as a result of my instructions and talks who had not heard of it two years ago. One man told me his sows were eating chickens and asked me what to do for it. I told him to feed tankage which he did, and this week he reported that the sows had not eaten a chicken since.

O.E.W.S. NO. 920 N.

SPACE FOR AGENT'S STAMP.

W. S. CAMPFIELD,
Agent,
STAUNTON, VIRGINIA.

SHEEP AND GOATS.

No work with either sheep or goats,

_____ DEMONSTRATION.

SPECIFY IF SHEEP OR GOATS - SEPARATE SHEET FOR EACH.

1. How many head of pure bred rams have been brought into the county through your influence? ____; How many Ewes? ____.

2. How many grade ewes have been brought into the county for breeding purposes due to your work? ____

3. How many flocks have been started? ____

4. How many sheep feeding demonstrations did you supervise? ____

5. How many sheep in these demonstrations? ____

6. On How many of these demonstrations were records kept? ____

   (Give statement of production in dollars, rate, amount and cost of gain, profit, etc., and attach hereto.)

7. Give results of grazing of crops in same manner as above..

8. Number of farmers induced to grow grazing crops for sheep ____

9. Estimated number of sheep fed or cared for according to methods which you advocated ____

10. Number of pure blood rams in county when demonstration started ____, Now ____

11. " " " " sheep " " " " " ____, Now ____

12. Give results of campaign for more sheep, eradication of dogs, etc., under "Remarks".

13. Give increase in shipments of sheep from county by years since work started

FOR REMARKS, INCIDENTS, SPECIAL REPORTS, ETC., USE OTHER SIDE, AND ADDITIONAL SHEETS IF NECESSARY.

O.E.W.S. NO. 920 P.

SPACE FOR AGENT'S STAMP.

W. S. CAMPFIELD
Agent
STAUNTON, VIRGINIA.

POULTRY.

1. How many poultry demonstrations? _____

2. Number of each kind of poultry grown and cared for according to methods which you advocate.

   Chickens _____ Turkeys _____

   Ducks _____ Geese _____

   Guineas _____

3. On how many farms has poultry management been improved as a result of your work? _____ Number of birds on these farms _____

4. Do you give advice on poultry diseases? _____ (Give results under "Remarks.")

5. How many farmers have you induced to produce non fertile eggs? _____

6. Give number of eggs produced _____ Average price (doz.) _____

7. How many communities are raising same kind of poultry? _____

8. Are poultry products collected on cream routes? _____

The main work that I have done with poultry is publishing articles in the newspapers on "Swat The Rooster" and care of eggs and assisting in forming an egg circle.

[FOR REMARKS, INCIDENTS, SPECIAL REPORTS, ETC., USE OTHER SIDE, AND ADDITIONAL SHEETS IF NECESSARY.]

O.E.W.S. NO. 920 c.

SPACE FOR AGENT'S STAMP.

W. S. CAMPFIELD,
Agent,
STAUNTON, VIRGINIA.

LIVE STOCK DISEASES AND PESTS.

1. How many head of stock have you or other extension workers induced farmers to have treated for diseases or pests?

Cattle treated for blackleg no., anthrax or charbon ___, no
" " " tuberculosis no ticks no, lice no,
" " " digestive and other troubles no.
(Give results under "Remarks".)

Hogs treated for cholera (single treatment) - - 15,
" " " " (simultaneous treatment) - no,
" " " worms 20, lice 15, mange - no,
" " " digestive and other troubles - no.
(Give results under "Remarks".)

Sheep treated for stomach worms no grubs no, scab no,
" " " ticks no, Digestive and other
(Give results under "Remarks".) troubles no.

Horses treated for spinal meningitis no, distemper no,
" " " digestive ailments no, accidents no,
" " " anthrax or charbon no, other
(Give results under "Remarks".) troubles no.

2. How many of the above did you actually treat or test?

Cattle: Blackleg no., Anthrax or Charbon - - no no
Tuberculosis no.

Hogs: Hog cholera no

Horses: Anthrax or Charbon no

3. Have you instruments for such treatments? hog cholera but never use them

4. Give results of campaigns for eradication or control of diseases or pests.

5. Have you assisted in any way in the control of foot-and-mouth disease;

if so, how? no

FOR REMARKS, INCIDENTS, SPECIAL REPORTS, ETC., USE OTHER SIDE, AND ADDITIONAL SHEETS IF NECESSARY

During the past year there has been but one very limited outbreak of hog cholera which ~~xxxxx~~ occured in a negro settlement infesting herds of three or four owners, most of the surrounding hogs were treated by a Vetrenary, and I do-operated in the cleaning up of the infectious places and to the present time no further trouble has been reported. There was one isolated case back in the mountains, which also called in a vettanary and proper methods were used thete to clean up, in which I co-operated.

There has been no outbreak of any other stock disease, due no doubt to several factors, first of which, do doubt is the excelent natural drainage and sanitary conditions to be found in the county generally. Then there are three very high class vetranaries, and the farmers call them freely. Further a large percentage of the farmers take one or both of the local papers in which are articles from time to time dealing with the necessity of farm sanitation, written by myself and others, as well as Stock Journals and farm papers that are read in most homes.

Mnay of the farmers are equiped for and do treat not only their own calves but their neighbors, for Black-leg.

S.E.W.S. NO. 920 S.

SPACE FOR AGENT'S STAMP

W. S. CAMPFIELD,
Agent,
STAUNTON, VIRGINIA

FERTILIZER.

1. How many farmers have you advised regarding proper use of fertilizers? 1000
2. How many fertilizer demonstrations are the farmers conducting with you? 6
3. How much fertilizer used on such demonstrations? 75 (tons)
4. How many communities have you influenced to buy fertilizers cooperatively? 8

   Quantity bought cooperatively - - ~~XXXX~~ (tons)

   Value of fertilizer bought cooperatively - $ 12500

   Amount saved - - - - - - $ 750.
5. Number of farmers home-mixing fertilizer on your advice no
6. Estimated saving per ton to farmers $ ____
7. Number of farmers who top-dressed crops with fertilizer at your suggestion ____

FOR REMARKS, INCIDENTS, SPECIAL REPORTS, ETC., USE OTHER SIDE. ADD ADDITIONAL SHEETS IF NECESSARY.

O.E.W.S. NO. 920 S.

SPACE FOR AGENT'S STAMP.

W. S. CAMPFIELD,
Agent,
STAUNTON, VIRGINIA.

MANURE.

1. How many farmers have you induced to take better care of farm manure? 25
2. How many have provided manure sheds at your suggestion? 12
3. How many are composting farm manure and waste products? no
4. How many manure spreaders are in the county? 3,000
5. How many have you helped to place? no
6. How many farmers are using phosphate or other materials for reenforcing farm manure? very few
7. Estimated quantity of farm manure now being saved in your territory ____ (tons). 50,000

[FOR REMARKS, INCIDENTS, SPECIAL REPORTS, ETC., USE OTHER SIDE, AND ADDITIONAL SHEETS IF NECESSARY.]

O.E.W.S. NO. 920 T.

SPACE FOR AGENT'S STAMP

W. S. CAMPFIELD,
Agent,
STAUNTON, VIRGINIA.

SILOS.

1. How many silos built in county this year? 200

2. How many silos built as a result of your advice? 5

3. How many silos were in county when county agent's work was started? ____

   How many in county now? about 250

4. Of the number of silos in county now there are:

   Tile ____, Cement ____, Stave ____, Stone ____, Other ____.

5. Give growth in number of silos by years:

First year	50	(1912)
Second year	100	(1913)
Third year	150	(1914)
Fourth year	250	(1915)
	200	1916

USE REMARKS (RESIDENCE, SPECIAL REPORTS, ETC., USE OTHER SIDE AND ADDITIONAL SHEETS IF NECESSARY.)

O.E.W.S. NO. 930 U

SPACE FOR AGENT'S STAMP.

W. S. CAMPFIELD,
Agent,
STAUNTON, VIRGINIA.

LIME.

1. Number of farmers using lime due to your influence 40
2. Number of tons used due to your influence 400

   Burned lime ____ Limestone or its equivalent 400
3. Number of acres treated first year of demonstration work ____
4. " " " " second " " " " ____
5. " " " " third " " " " ____
6. " " " " fourth " " " " ____
7. " " " " fifth " " " " ____
8. " " " " to date - - - ____
9. Number of local sources of lime developed 5
10. Number of lime crushers installed as a result of your work ____
11. Number of kilns built as a result of your work ____

Over 2500 tons of lime used in Augusta County for soil improvement, in 1916.

(FOR REMARKS, INCIDENTS, SPECIAL REPORTS, ETC., USE OTHER SIDE, AND ADDITIONAL SHEETS IF NECESSARY.)

O.E.W.S. NO. 920 V.

SPACE FOR AGENT'S STAMP.

W. S. CAMPFIELD,
Agent,
STAUNTON, VIRGINIA.

ORGANIZATION.

1. How many farmers' clubs have you assisted in organizing? 3

2. Give total membership of these clubs 73

3. Give the name and address of each club and state briefly the object of each. (Use other side if additional space is necessary.)

Augusta Co. Pure Bred Stock Assn., Central Assn. of Farmers Clubs, Retail Milk Producers Assn., Swoope Good Roads Assn.,

4. Is there a central county organization composed of delegates from the local clubs? yes.

5. Is there any central county organization supporting your work? no

If so, what is it called?

Who may be members?

6. What other organizations of farmers or business men cooperate with or support your work? Shanendoah Valley Fair Assn.

7. State the quantity of each farm product bought or sold by these organizations and the approximate saving to the farmer $250,000 is about the amount of business done by Co-operative Association's of the County for 1916.

8. Have you attempted to keep a bulletin board in your office, listing things for sale and things wanted? no.

[FOR REMARKS, INCIDENTS, SPECIAL REPORTS, ETC., USE OTHER SIDE AND ADDITIONAL SHEETS IF NECESSARY.]

Organization, continued,

I beleive that it is a characteristic of the "Valley Farmers" that they like to "Pull Together", "Seperately", and for that reason co-operation has to be developed slowly, but it is making great strides in this county when every thing is taken into consideration.

I have been successful in organizing or assisting in forming the following this year.

Augusta County Pure Bred Livestock Assn. over 30 members.

Central Assn. of Farmers Clubs, 3 clubs,

Swoope Good Roads Assn. 15 to 20 members.

Retail Milk Producers Assn. 10 ot 12 members.
Greenville Farmers School 12 to 15 members.

Old organizations, formed last year with my assistance.

Guernsey Breeders Assn.

Holstein Breeders Assn.

Fishersville Packing Assn.

Old organizations, formed before I came here.

Va. Fruit Growers Assn.

Fishersville Farmers Club,

Swoope Farmers Club,

Parnassus Farmers Club,

Sangersville Farmers Club.

Waynesboro Co-operative Creamery.

Christian Farmers Club.

All of these are in a live condition and more interest is being taken in the organization by its members than ever before. The Va. Fruit Growers Assn. did something like $110,00. of business during the pasy in handling and selling the fruit of its members. The Waynesboro Creamery has done close to $80,000 of business.

Which together with the fruit sold by the Fishersville Packing Assn. and the fertilizer and feed as well as seed bought by the Farmers Clubs will bring the total amount of business done by Co-operatibe organizations of the county close to $250,000 which is about $70,000 more than last year.

On the whole the outlook for co-operation in this county is very bright. It will come slow but perhaps may as a result be more firm and lasting once it does become the habit of the people.

The only way that co-operation will ever become a complete success among the farmers of this state and surrounding eastern states is by instilling in the minds of the boys and girls in our schools, "The farmers of tommorow" the principals of co-operation the needs and benifits. Their minds can be so trained that they will accept it in their time, and toword that end I have taken the matter up with out county School Teachers at their institute, had them appoint a committee of teachers to work with me and will try to impress upon them the need of a great work along this line and that they must prepare the farmers "of Tomorrow" in the schools today. Many of the teachers have taken very kindly to the idea and I am having many calls for assistance in organizing community clubs, Patrons Leauges, and for literature that would be of assistance to the teachers themselves, in instructing the pupils in this great move.

The success of Rural Organization will depend on the training of the children, in the schools Today, and will not be fully realized untill thoes children, properly trained, will have taken their places as the farmers of tomorrow.

O.E.W.S. NO. 926 W

FARM AND FARMSTEAD IMPROVEMENTS.

SPACE FOR AGENT'S STAMP

W. S. CAMPFIELD,
Agent.
STAUNTON, VIRGINIA.

THINGS DONE WITH AGENT'S ASSISTANCE AND ADVICE.

1. Number of buildings erected 3
2. Number of farm buildings improved 5
3. Number of new building plans furnished 2
4. Number of farm buildings painted or whitewashed 2
5. Number of home water systems installed or improved --
6. Number of home water systems in county before demonstration work started --
   Number now
7. Number of home lighting systems installed
8. Number of home lighting systems in county before demonstration work started
   Number now
9. Number of home grounds improved
10. Number of farm and home sanitary conditions improved
11. Number of homes screened against flies and mosquitoes
    Number of fly traps installed
12. Number of sanitary privies erected
13. Number of telephone systems installed
14. Number of farmers furnished plans and induced to adopt a systematic rotation 3
15. Total acreage of such rotations 200
16. Crops commonly used in these rotations:

    Corn, wheat and legume hay.

17. Number of new pastures established 2

18. Number of old pastures renovated 4 Acreage 96

19. Number of drainage systems established in county several ready when Mr. Seitz left.

20. Number of farmers induced to drain all or part of their farms ____

21. Number of such acres drained - by tile 26 50 - by ditch 24

22. Number of farmers induced to remove stumps -- Acreage --

23. Number of farmers induced to terrace their sloping lands ____ Acreage ____

24. Number of home gardens planted or improved ____

25. Number of farmers induced to save surplus farm products for winter use ____

26. Number of road improving demonstrations assisted in helped place 58 4 drags to cover 100 miles of dirt road, see article.

27. Number of miles of improved roads resulting therefrom ____

28. Number of farmers who planted cover crops to be turned under 7

29. Number of acres in each kind of cover crop:

Crop crimson clover Acreage ____

Crop sweet clover Acreage ____

Crop soy beans. Acreage ____

Crop ____ Acreage ____

30. Number of new implements and tools bought:

Binders ____ Mowers ____ Hay rakes ____

Hay presses ____ Grain drills ____ Ensilage cutters ____

Gas engines ____ Disk harrows ____ Cream separators ____

Cultivators: two horse ____ one horse ____ Small tools ____

Spraying machines ____ Etc ____

O.E.W.S. NO. 950 X.

SPACE FOR AGENT'S STAMP.

W. S. CAMPFIELD,
County Agent,
STAUNTON, VIRGINIA.

MISCELLANEOUS DEMONSTRATION WORK.

1. Number of visits by agent to
   - (Demonstrators: 202
   - (Cooperators:
   - (Other farmers: 166
   - (Business men: 388
   - (Boys' & Girls' Club members: 28
2. Number of miles traveled - - (Railroad 1794; (Team; (Otherwise 5214; Total 7008
3. Calls on agent relative to work at office or home (Personal 815; (Telephone 672
4. Number of farmers' meetings held under auspices of agent or Extension Division: 59
5. How many meetings of all kinds did you address? 77
6. Total attendance at such meetings (approximate) 4816
7. How many field meetings held by you? 18
8. Total attendance at these meetings 208
9. What per cent of time spent at office work? 1/3 — HOW DIVIDED: (Correspondence 1/3; (Conference 1/3; (Miscellaneous 1/3
10. What per cent of time spent in field work? 2/3 — HOW DIVIDED: (Supervising Reg. Dem. 1/5; (Other farm visits 1/5; (At meetings 2/5; (Assisted in short course work; (Organization 1/5
11. Number of official letters written 707
12. Number of articles relating to your work prepared for publication 77
13. Number of circular letters prepared by you and sent out 200 (Give list and copy of each if possible.)
14. Number of bulletins or circulars of U. S. Department of Agriculture distributed - - - - - - - - 100
15. Number of bulletins or circulars from State College or State Department of Agriculture distributed - - - - 50
16. Number of visits to schools relating to work 6

17. In how many schools did you assist in outlining an agricultural course? 3

18. How many Extension schools or short courses did you assist in? no.

19. Total attendance at these schools --

20. Total number of days you were engaged in these schools 3

21. Number of farmers who attended short courses at college as a result of your effort - - - 2

22. Number of boys attending Agricultural or other schools or colleges as result of club work - - - 1

23. How many girls attended industrial or other schools as result of girls' club work? - - - - no.

24. How many times have you been visited by specialists from college or the Department? - - - 82

25. Was there a county fair held in your county? yes

26. How many demonstrators, cooperators and club members had exhibits? 9

27. How many prizes won? 7

28. How many demonstrations have you in truck or small fruit? 3

29. Were they successful from a financial standpoint? yes.

30. How many farmers in your county are keeping cost records at your instance?

Complete ____ Partial 18

31. How many farmers in your county are practicing fall plowing as result of county agent's work? no

32. How many farmers are selecting seed? 150

33. How many farmers are growing any kind of improved seed for sale? 25

34. How many acid lots have been improved at your suggestion? no

35. How many farmers in your county have been influenced to grow sugar cane or sorghum for syrup? no

[FOR REMARKS, INCIDENTS, SPECIAL REPORTS, ETC., USE OTHER SIDE, AND ADDITIONAL SHEETS IF NECESSARY.]

O.E.W.S. NO. 920 Y.

SPACE FOR AGENT'S STAMP.

W. S. CAMPFIELD,
Agent,
STAUNTON, VIRGINIA.

EFFECT OF DEMONSTRATION WORK ON THE COMMUNITY AND HUMAN INTEREST FEATURES.

(The data called for on the other sheets are mostly statistics. The replies to the following questions are intended to furnish a basis from which to make an estimate of the general effect of the demonstration work on the individual and the community. The agent should not restrict his general information to the questions asked, but should give any additional facts that will bring out prominently the good effects of the influence the agent's work has exerted over any individual or over the county in general. Each agent should give at least one human interest story. It would be much better if such stories could take up the work with the individual and follow it through for several years.)

HOW MANY OF YOUR DEMONSTRATORS AND COOPERATORS ARE:

1. Raising practically all their home supplies? 90%
2. Have opened new bank accounts since beginning demonstration work? _____
3. Have increased their bank deposits since beginning demonstration work? _____
4. Own their farms? 84%
5. Have mortgages on their farms? _____
6. Have paid off their mortgages since beginning demonstration work? _____
7. Trading on a cash basis since beginning demonstration work? _____
8. Do the bankers and merchants favor demonstration farmers in placing business, such as in the loaning of money and extension of credit? If so, give examples. I think not.

WHAT PER CENT OF YOUR DEMONSTRATORS AND FARMERS ARE:

9. Decreasing their indebtedness along various lines? 80%
10. Showing increased interest in agricultural meetings? all of them

11. Showing a desire to study their farm business and progress? all of them.

12. What additional industries have been established in your territory since demonstration work was begun? _____

13. What other signs of progress are apparent as a direct, or indirect, result of demonstration and extension work? _____

14. In how many instances among your demonstrators and cooperators have labor saving devices for the home been installed? _____

15. Name some of the more noticeable effects on the farmer's home and family, of his greater earning power due to better methods; such as increased opportunities for social intercourse, amusements, entertainments, greater contentment with farm life, increased interest in church work, etc. Give instances:

_____

_____

_____

_____

O.E.W.S. NO. 920 Z

SPACE FOR AGENT'S STAMP.

W. S. CAMPFIELD,
Agent.
STAUNTON, VIRGINIA.

BOYS' AND GIRLS' CLUBS.

How long has the Club Work been in your county? 5 years.

List the various kinds of clubs organized, and state the enrollment in each, number reporting, average yield, number and value of prizes.

KIND OF CLUB.	ENROLLMENT.	NO. REPORTING.	AVERAGE YIELD.	NO. OF PRIZES.	VALUE OF PRIZES.
Boys Corn Club,	12	12	80		$ 32.00
					$
					$
					$
					$
					$
					$
					$
					$
					$

(FOR REMARKS, INCIDENTS, SPECIAL REPORTS, ETC., USE OTHER SIDE, AND ADDITIONAL SHEETS IF NECESSARY.)

"Lancaster Auto Excursion",

The work which perhaps attracted the most interest and attention throughout the County and surrounding country and brought to the attention of many people the efforts of Demonstration Work was the "Lancaster Auto Excursion"

I left Staunton at seven o-clock on the morning of the last day of July, Monday, in charge of 84 automobels, carrying about 400 people for a trip to Lancaster, Pa. we went via. Winchester Hagerstown, Md. Harrisburg, Pa., Hershey, Pa. to Lancaster. Stopping and many points of agricultural interest along the way, such as the Carter farm near Mt Jackson, the Hershey farms in Pa. and spent one day going around Lancaster County, Pa. incharge of the Lancaster County Agent and other State Officials.

From Lancaster we started on the home trip the morning of the fourth day, via, York, Pa. where we went through a large machine manufactoring plane, then to Gettysburg Battlefield where we spent several hours, and via. Fredrick, Md. and Winchester Va. reaching home the afternoon of the fifthday, covering aver 600 miles in all without an accident to any person and only minor auto trouble which was cared for by a repair car that we carried with us. Only one car turned back and that was on account of sickness.

Mr Jones, Director, of Extension Work of Virginia was with me most of the time and gave valuable assistance in handling the crowd. I had gone over the routs the week before making all arrangements as to hotels, garrages, entertainment and other matters.

The whole party was most enthusastic in their praise of the trip, as shown at a Get-together Picnic which we hedd after our return at which they presented me with a five piece Silver Service costing close to Fifty Dollars.

So close was the feeling of all who want on the trip that at the Picnic following the trip a perminant organization was forged to arrange for a picnic or get-together meeting each year at some point that accomodate most every one.

To learn whether or not the trip did any real good, and if possible to learn what that good was, a list of questions was prepared by myself and Mr Jones, and mailed to each member of the Lancaster Party, and while I did not receive replies from all a sufficient number answered to give a very good indication of the benifits to the party as a whole.

A summary of these answeres I attaching here with to another article by Mr. Wm Harper Dean, special representative of the Country Gentlemen, who was sent to write up the trip.

One of the greatest benifits of the trip that I have seen thus far is the fact that all members of the party were much impressed with the carefull methods used by the Lancaster Farmers in handling their manure, in order to conserve its fertility. This has resulted in many adapting better methods in this County.

The necessary expense of the trip, including a seat in an automobile, was between fifteen and tweenty dollars, per person.

INVADING THE "GARDEN SPOT"

A Flying Squadron of Virginia Farmers Capture Ideas From Pennsylvania

By William Harper Dean

THEY mobilized at Staunton, Virginia—400 Augusta County farmers, led by Campfield, their county agent, a wizard of seventy transports—farmer-owned automobiles—carried them whizzing up the famous Valley Pike of the Shenandoah, Lancaster County, Pennsylvania, was their objective point. A broadened perspective resulting from an interchange of ideas with the farmers of the nation's banner agricultural county was their quest.

Through Winchester and to Harrisburg, there to be received as honored guests; out to the famous Hershey Farms, where the Virginians saw and discussed equally-famous dairy cattle; then on to Lancaster, piloted by "Dutch" Bucher, Lancaster's live-wire county agent.

The repair car went cursing down the long line of speeding cars, touching up a faulty tire here, adjusting a contrary carburetor there. The organization of the expedition was well-nigh perfect; seventy dust-covered cars rolled into Lancaster the second day out and the Virginians turned in early against a coming strenuous day in the crack farming county of the United States.

The day began at five o'clock the next morning, when the Virginians turned out to see Lancaster's famous farmers' market. The market wagons were in, close parked against the curbs, their shafts elevated with a uniformity that bespoke efficient organization among the farmers, their produce temptingly displayed. All Lancaster goes a-marketing. Down the streets filed two streams of townspeople, one with empty market baskets, the other with baskets laden with the produce from the farms of the home county. It was a good sight; it represented one of the keynotes of Lancaster's agricultural supremacy.

The Lancaster county agents will tell you and the farmers will tell you and the townspeople will tell you that this market pays everybody. Every farm in the county maintains its little truck garden, poultry flock, and the like, not as major farm enterprises but as profitable outlets for odd-time labor and surplus feed, the returns from which represent nearly all clear profit. The town dwellers are assured of an unfailing supply of the freshest and best produce at reasonable prices. The surplus of the county farms is marketed in the county. Lancaster keeps her money at home.

Dutch, the Flying Dutchman

"Dutch" Bucher, astride his business motorcycle, known to some as the "road lizard," piloted the seventy cars through the countryside to the farm of George W. Beiler, an Amish farmer with a reputation for coaxing from the soil a labor income that makes the state and government investigators get out their slide rules and give voice to emotions such as are taboo in their unemotional bulletins.

The Amishman was waiting in his barnyard as "Dutch" roared up. That is how "Dutch" usually goes about his business. Once he got in a real hurry on a visit to one of his farmers, roared through the barnyard, through the open barn and very likely would have roared on into Chester County had not the Amishman's silo stood in the way. But in spite of this shock to the nerves of the conservative, peaceful Amishman, "Dutch's" reputation did not suffer. They all like him. He's one of them.

Campfield, hoarse from bellowing orders through a megaphone from the pilot car, turned the meeting over to "Dutch" as the seventy cars poured into the barnyard and overflowed into the surrounding fields. The Virginians massed about the Amishman, who, mounting the running board of the pilot car, modestly explained his method of farming. He farms 101 acres, an acreage greatly in excess of that of the average Lancaster farm; about sixty acres is the average of 11,000 farms. He is a general farm—tobacco and potatoes being the chief crops. He works under a five-year rotation: corn, tobacco, potatoes, wheat, grass.

"How much tobacco do you raise to the acre?" one of the visitors from Virginia asked.

"About 1600 pounds is the average," replied Beiler.

"And corn?"

"Oh, sir, about 100 bushels."

"Great Scott! Do you use lime?"

"Yes, sir; about fifty bushels of kilnburnt to the acre every five years. And I make two tons of cured timothy and clover hay to the acre."

"Are you talking about crimson clover?" the Amishman shook his head and smiled. "Crimson clover fails on limestone land."

Here "Dutch" called attention to the silo. Beiler feeds each year about fifteen head of stock, on silage and cottonseed meal.

A score of Virginians had out their notebooks and were busy making entries. They pressed round the clear-eyed Amishman, applying him with questions about his system of fertilising. They found him housing his barnyard manure as though it were a stack of bank notes. Scattered over the place, singly and in little groups, the Virginians discussed the points of merit and drew comparisons between his and their methods of farming.

To whom it may concern be it known that here were represented two distinct types of farmers. The Lancaster farmer concentrates his labor and fertilizer on a small acreage and follows general farming, with tobacco as perhaps the chief money crop. The Augusta County farmer conducts his business on a much larger scale—the average size of the farms in Augusta County is about 200 acres, as against sixty in Lancaster. But there were men in the party from Virginia who own upward of 2000 acres. The Virginians are essentially cattle raisers, and many of the feeders found on the Lancaster County farms came from Augusta.

The Amishman is given to Moments of Self-Confidence and Contentment

From Beiler's the Virginians made the run to the farm of D. L. Stoltzfus. This man, too, was Amish, a striking figure, with powerful physique, peaceful blue eyes, and white hair. He wore the inevitable Amish costume—short, buttonless coat and wide-brimmed black hat. He was born a farmer all his life, as were his forefathers, and as will be his sons. The Amish farmer hands down his farm, his methods, his ideals to his sons. They stay at home. Once the deed to a farm is recorded in the name of one of these hard-working, righteous-living men, it is seldom changed save to bear the name of the heir.

Stoltzfus is a breeder of fine Holsteins and conducts all his operations on seventy-seven acres of land. He practises a five-year rotation, the same rotation as his neighbor Beiler. Of course he raises tobacco—about 2280 worth to the acre. Like the rest of his neighbors he takes scrupulous care of every pound of manure.

Under the same roof that shelters his clean, contented Holsteins, under the same roof that shelters the milkers, this man stores his manure on a concrete floor.

"But," said a Virginian, following the veteran farmer into this building, "doesn't that manure fire?"

He was assured most emphatically that it did not—never had. It was rich and mellow—ideal for top-dressing grass lands.

"And that is how it is when I top-dress my young grass," said Stoltzfus.

"What do you think is the best time for putting in grass?" one asked.

"Why," the Amishman smiled, "in February and March. The frost will put it under the ground."

A question had been bothering one Virginian all the morning as he passed Lancaster farmers farming their land. And now he asked it.

"Just tell me why you farmers don't believe in farming corners when you plow," he said.

"Why do you turn corners?" asked the Amishman, his eyes twinkling merrily.

"Well, we all do it—my father always did."

"That is the answer. One of your party has just asked me why so few manure spreaders are used in this section. Well," he said with an expressive shrug of his broad shoulders, "perhaps we will come to that in time. We are very conservative, you see. Nearly all of us place a premium on man labor and you'll find it substituting for farm machinery wherever possible."

Everywhere in the party I heard the Virginians remarking the outstanding factors that make for the prosperity of these small farms—scrupulous handling of manure, judicious use of lime, complete utilization of every square foot of land. I doubt if the Lancaster farmer would know what one meant by waste land.

The party tore right into high-power farming at the next stop. Stoltzfus himself knew what was coming, for he left his farm and entered one of the Virginia cars for the farm of Morris T. Phillips, just a little over the line in Chester County. Mr. Phillips is a farmer who is always on the job and one of the most valuable members of the Pennsylvania Agricultural Commission.

A Dairy Farm Without Fences

At first sight his place did not impress us as being more than an ordinary, every-day farm. The number of farm buildings was out to the quick. They were serviceable, but certainly not ornate. Where was the big lesson to be learned here?

Mr. Phillips himself was waiting near his barn. The cars were parked, and the party leaders megaphoned orders to draw in. The owner and operator of this fifty-eight-acre farm, the major enterprise of which, we were told, is the breeding of pure-bred Guernseys, began to speak.

"Gentlemen," said this aggressive Pennsylvanian, "you won't see anything ornamental about this place. The buildings are here to shelter the stock and crops. They do that and do it well. And that's all I recognize of them."

"About seventeen years ago I bought this farm at a sheriff's sale. I was short of capital and had to cut the investment to the quick. I cleaned up the place and put up just as few buildings as I could get along with. Then I put into the farm stock of raising pure-bred Guernseys. I'm at it today; my present herd consists of fifty head."

A Virginian interrupted with a question.

"I heard this was a Guernsey farm," he said, "but I haven't seen a pasture fence yet. Do you let your stock go all over the place?"

"I have no fences," replied Mr. Phillips. "I don't pasture my stock on the farm proper. You'll find all the stock across the road on a small reservation. I don't believe in letting the stock in on the farm proper. The system has worked out well.

"Now I'm a great believer in grass and I grow every pound possible. Corn, oats and grass are the principal crops here. I concluded that it doesn't pay to grow wheat when I can produce between sixty and seventy-five dollars' worth of grass to the acre."

"Please say that again!" called a voice from the outskirts of the crowd of eager listeners.

The speaker smilingly repeated his assertion. "It's a mixture of clover and timothy with alfalfa," he added.

The Buildings on This Farm Were Not Ornate and at First Sight There Seemed Nothing Here of Unusual Importance. But —

When Mr. Phillips Told About the Phenomenal Hay Yields He Took the Crowd by Storm

Wherever the Visitors Frank the Old Dominion Went They Were Enthusiastic Listeners and Eager Questioners

"What do you do to get such yields?"

"Lime—lime always; manure—manure heavily. Lime and humus is the answer."

"Do you plow your grass land?"

"No, sir! I don't believe in that. I disk in the manure to form a mulch. I believe in putting on lime a good year ahead of grass. Now here's what this system did for me last year: I had twenty-eight acres in grass. I had fifty head of dairy cattle—I sell milk, you know—and five head of horses. I fed them all here and sold forty-five dollars' worth of hay from every acre!"

Mr. Phillips paused. There was a moment of silence. Then from the Virginians came enthusiastic applause. The crowd broke and pressed closer to the speaker. Notebooks and pencils began to work as this farmer went into greater detail.

For the balance of that day the Virginians cruised about the country in groups of four or five cars, stopping wherever some particularly interesting feature of farm management attracted their attention. Some went back to Lancaster and took in the stockyards, where a $10,000,000 business is transacted annually. And to these men the Pennsylvania representatives—county agent, chief of the county farm bureau, state agent—spoke feelingly of the statewide campaign that is going on for more livestock.

"You gentlemen in Virginia raise the feeders," said one, "and our Lancaster farmers will offer you a good market for them."

That night in the Lancaster court house there was a mass meeting of Lancaster farmers and visiting Virginians. The Lieutenant Governor of Pennsylvania spoke and the Virginians voiced their appreciation of Pennsylvania's welcome. It was a get-together of two distinct types of farmers, yet the interchange of ideas brought them all to a common footing.

The Virginians Cruised About the Country, Stopping Wherever Some Particularly Interesting Feature of Farm Management Attracted Their Attention

While we were spinning over the Lincoln Highway between York and Gettysburg on the return, after having gone through one of York's great farm-implement factories, I asked Campfield what he thought was the most conspicuous feature of the trip from the standpoint of benefit to the Virginians.

"The new perspective," he answered without a pause. "It's not to be expected that on a tour of this sort several hundred men can carry back a great number of details, even though many of them have well-filled notebooks. But to come from a region where big-scale farming is the prevailing type into a section of high-power farming on smaller acreages certainly has the effect of broadening the perspective, of stimulating our men to a keener appreciation of the problems on their own farms.

"We're not going back to Augusta to change from large farms to small ones. Our type of farming suits our conditions. But there are factors governing the successful operation of the small farm which are identical with those governing the successful operation of the larger farm. Our men have been quick to see this and I know the tour has been worth while."

Certainly the tour was a success. Four hundred Virginians said so, and they know. And everywhere I heard these men voicing the hope that some day Lancaster would invade the Shenandoah and take back a full measure of what Virginia could offer.

Throughout the country the extended farm tour is increasing in popularity. The coming of the automobile to the farm is destined to obliterate county lines—even state lines. The extent to which these tours can be made is controlled solely by the time the farmers can spare for them. This year Augusta County would have brought perhaps double the number of visitors to Pennsylvania had not the season been a backward one, so that harvesting was in full swing when Campfield led his men to Lancaster.

The farm tour is a vacation—and a good one. It yields a high rate of interest on the time and money invested. This interchanging of ideas among farmers works as a great shuttle, weaving to unity the common brotherhood of the soil. It is an institution of unlimited possibilities.

BONDING THE FARMER

How the New Federal Law Will Revolutionize Farm Finance—By Roger W. Babson

THE most revolutionary piece of farm legislation ever enacted in this country is the Federal Farm Loan Act. Prophecy is a dangerous thing, but I venture to say that this law will entirely change the present method by which farmers of the United States borrow money. No longer need the farmer be subject to the lender as heretofore. Farmers can have charge of their own loans, determine when and how they are to be paid, and, to a large extent, decide what the rate of interest shall be.

Although the bill now contains certain restrictions which will prevent a rapid and immediate change, yet the machinery has been set up to give farmers the cheapest and most convenient money possible. It truly is the most democratic piece of legislation imaginable, and it has been so designed as to be practical and efficient.

In a nutshell the plan enables any ten or more farmers to associate together and borrow money at a rate less than John D. Rockefeller could obtain it, with his house as security. This is possible on account of two facts: First, that the Federal Land Bank bonds shall be deemed and held to be "instrumentalities of the Government of the United States"; and, second, that such bonds and the income derived therefrom "shall be exempt from Federal, state, municipal and local taxation."

Why the Bonds are Desirable

Of course I do not know how this bill may be interpreted or amended, but in my opinion the Land Bank bonds to be issued under this act will be in greater demand than bonds of the United States hereafter to be issued. From the wording of the law they are deemed "instrumentalities of the Government," and thus are a moral obligation of the Government itself. In addition they are both nontaxable and are secured by definite mortgages on real estate, which mortgages are deposited as collateral. Certainly, they have all the advantages of municipal bonds and more besides.

United States Government bonds not suitable for circulation purposes sell on about a 3 per cent basis. The good nontaxable municipal bonds sell on a 3½ per cent to a 4 per cent basis. A few years ago City of Boston bonds sold on a 3¼ per cent basis. Certainly these Land Bank bonds should sell on less than a 4 per cent basis.

The act states that the farmers cannot be charged more than 1 per cent in excess of the "established" rate at which the last issue of bonds sold. If the "last issue of bonds" should sell on a 4 per cent basis, the farmer cannot be charged more than 5 per cent as interest, and will perhaps be charged only 4½ per cent. The 1 per cent additional just referred to is allowed the bank for expenses, profits, etc. As, however, each borrower, through a coöperative loan association, must be a stockholder in the bank to the extent of 3 per cent of his loan, a portion of this profit will come back in dividends.

As the law now stands the largest amount which any farmer can borrow is $10,000, and the smallest amount is $100; but in either case the borrowers are treated on exactly the same basis and can borrow at the same rate of interest, in the same territory. Moreover, after the banks become well established, there is no reason why an unknown farmer one hundred miles from a railroad in Texas may not secure a loan at practically the same interest rate as a rich farmer in the suburbs of Chicago.

There are five main parts of this big money-lending machine. They are the National Farm Loan Associations; the Federal Land Banks; the Federal Farm Loan Board; the Joint Stock Land Banks; and the Federal Land Bank agents. The first three wheels make up the chief machinery. In addition, however, the two latter substitute wheels have been provided, for use in emergencies.

The first of these is the Joint Stock Land Bank. In order to be fair to certain land companies and banks which have already been established to lend money to farmers, a provision to take care of such banks has been made in the law. By this provision farmers who do not want to form an association and become a part of the big machine may go to a private institution—to be known as a Joint Stock Land Bank—and there borrow their money. These Joint Stock Land Banks will be managed somewhat the same as national banks, each independent and privately operated. To borrow money of a Joint Stock Land Bank, it will not be necessary to be a member of a Farm Loan Association. Moreover, such a Joint Stock Land Bank can issue bonds more freely than a Federal Land Bank and is not so restricted in many other ways.

As I read the law, however, the bonds which these Joint Stock Banks will issue will be taxable. Certainly, they are not in any way a Government obligation. Hence, these Joint Stock Land Banks cannot borrow money as cheaply as the Federal Land Banks—that is, the Joint Stock Banks must pay a higher rate of interest on the bonds which they issue. Therefore, Joint Stock Banks cannot lend money so cheaply to the farmer as can the Federal Land Banks. Of course, if something unforeseen happens so that the big Federal machine does not work smoothly, there will be an opportunity for these private Joint Stock Land Banks, but otherwise their growth will be slow.

Section 15 of the act enables the Federal Farm Loan Board to substitute, at any time, paid agents for the work of the Farm Loan Associations, above referred to. For instance, if you desire to borrow money and cannot get nine other men desiring with you to borrow as much as $20,000, to unite with you to form an association in your region, you can apply to the Board at Washington. This Board may then appoint some bank in your locality to act in the capacity of such an association and take care of you. To my mind this is a very important feature of the law and should insure against its failure.

The only weakness here is that the local bank must guarantee your loan, although it receives a half of one per cent per annum on the unpaid balance for so doing. This section of the act, however, should keep the good will of the country banks and enable them to push the plan.

The method of procedure to borrow money is simple. Let us suppose you have a farm, the land of which would be appraised at $6000 and the buildings at $2500, and you wish to borrow as much money as possible thereon. As the act is now written you could borrow only 50 per cent on the land, that is, $3000, and 20 per cent on the buildings, namely, $500—a total of $3500. Some farmers object to allowing such a small amount on the buildings. To my mind, however, this is an advantage to the farmer. It enables him to exempt his house and the acre surrounding it from the mortgage altogether. For instance, if you value your land at $6000 and your buildings at $2500 I would advise that you put no mortgage at all on your house and the land surrounding it. Keep this free and clear for yourself and your family. Instead of borrowing $3500 on the whole farm, be content with borrowing only $3000 on the land outside of the homestead.

Your first step in securing this money would be to hunt round for nine men who wish either to borrow new money or else to pay up their present mortgages and secure new ones at a much lower rate. When your neighbors learn that they can borrow money from a National Farm Loan Association at from 1 per cent to 3 per cent less per annum than they are now paying, there will be no difficulty in getting ten men to form such an association. As soon as you get together ten such men, including yourself, send to the Secretary of the Treasury at Washington for particulars regarding the formation of the association. He will turn your request over to the Farm Loan Board, who will send you the necessary blanks to fill out and full instructions what to do.

Provisions for Security

Briefly, these instructions call for the election of five men as directors and one man to act as secretary and treasurer. You will also be obliged to form a loan committee of three men, who will arrange for the appraisal of the property and act as a sort of investment committee. At the time of the organization you must also state the aggregate amount which the ten or more men would like at once to borrow. When returning the blanks to Washington you must send subscriptions to the capital stock of your association equal to 5 per cent of this amount, which must be not less than $20,000. The association uses this money for purchasing an equal amount of stock in the big Federal Land Bank of the district. This stock is, however, held by the bank as additional security for the mortgages. For instance, if the ten men desire to borrow $3000 each this would mean that you would commence business by borrowing $30,000. Five per cent of $30,000 is $1500. This would be your capital stock, and each member of the association would take a proportion of this capital stock *pro rata* to his loan. If your loan is to be $3000, you must invest $150 in the stock of the association, which amount may be borrowed as a part of the loan.

With this stock goes a vote and this makes a truly coöperative arrangement. You are at least a stockholder and perhaps a director in this association which controls your mortgage. There is a double liability on the stock. If the association went to pieces you would be obliged to lose your $150 and you might be called upon for $150 more. Unlike the investors under land bank systems, however, that I have studied in some other parts of the world, this should be the extent of your loss. Members of the association are held individually responsible, "equally

Worth-While Follow-Up

WHEN the farmers of Augusta County, Virginia, returned home after their automobile trip through Lancaster County, Pennsylvania, their county agent decided to find out how much actual good the trip had done them.

So he wrote a letter to each member of the party and asked exactly fifty-seven pertinent questions. Up to the time this summary of the replies was written all had not been heard from, but there were on hand forty-one representative answers, which County Agent Campfield thinks more than repaid him for the labor incidental to securing them.

Out of forty-one replies to the question whether the trip paid, forty-one said yes; four said it more than paid. Thirty-seven said that the agricultural information alone obtained from the trip into Lancaster repaid them many times over for the money and time expended.

Asked what agricultural features of Lancaster most impressed them, the Augusta farmers returned different answers. Most of them said that the efficient use of barnyard manure struck them most forcibly, others commented on Lancaster's systems of intensive cultivation, others were greatly impressed by the neatness and general order of the small farms, while still others manifested active interest in Lancaster's short rotations, good stock, utilization of waste, and the like.

Thirty-nine of the Augusta County farmers said point-blank that Augusta County could handle barnyard manure so as to conserve more of its fertility, and more declared it would be worth while. This could be done, they said, by more general use of manure sheds, by feeding under cover, by using manure pits and concrete barnyards, and by hauling direct to the field.

Although Augusta County farms average much greater in size than farms in Lancaster, thirty-five Augusta farmers said that more intensive methods would be an improvement upon the present farming practices in their section of Virginia.

Where the Virginians took a good-natured fall out of Lancaster was in their criticisms of Lancaster's apparent shortage of up-to-date farm machinery. Thirty-eight said that Lancaster County farmers neither had nor used so much modern farm machinery as the farmers in Augusta.

The majority admitted that from observations made on the trip more silos should be advocated in Augusta. The majority stated also that, from observations and inquiries in Lancaster, it was plain to them that Augusta County farmers could use more cottonseed meal to advantage in feeding their beef and dairy cattle.

On the whole, those replying to the question letter gave the palm to Lancaster and frankly admitted that they had learned much of value. And when they were asked to suggest to the county agent ways in which Augusta County farmers could improve their farms as a whole, these suggestions were offered: Better care of manure, more lime, better cultivation, more clover, more alfalfa, more stock, more cover crops used for green manure, selling less feed, shorter rotations and more silos.

Which just about covers all the laws of better farming, irrespective of locality.

The Shanendoah Valley Fair Association, which contributes toword my salary, and with which I co-operate in every way possible, held the most successful fair in its history, during the first week in September, 1916it was reduced to a four day Fair but the attendance was greater than last year by about 7000.

The Total attendance was about 47000 paid admissions.

After paying all expenses a dividend of about 200% could have been declared. This will be held for improvements on the grounds.

The Assn. offered about $10,000. in prizes which resulted in

300 entries in the stock Dept.

250 entries in the Agricultural Dept.

300 entries in the Fruit Dept.

4 single Farm entries, which were very much of a feature of the Agri. exhibits, and the winners, "Bailey Bros." took the exhibits to Richmond and at my suggestion and assistance in selecting fruit for them around the county they made a County Exhibit at the State Fair which won FIRST and in addition to the regular prize offered they won $600. cash prize which went to the county of Augusta to be aplied on my salary. They also won frist Single Farm prize at Richmond.

In stokk Dept. the noticable feature's were the dairy calss nad the hog Class. Both were larger and better than last year and shows the trend of the times. The hog Dept. showing an increase after the strenious "Hog Campaign" that I carried on last winter shows the results of Demonstration Work.

In all there are about 1100 miles of road in Augusta County, 120 miles of which has been macadamed, and during the last spring, with the co-operation of the County Road Supertendant we held meetings organizing "Road-drag Clubs", and were successful to the extent of placing about 75 drags amont the farmers in the different organizations. The County made the drags under the supervission of the Road Supertendant at a cost of about $3.60 frunishing them to the members of each club with instructions as how best they could be used. The clubs were so formed that there would be a continuous stretch of road "Dragged" from some out lying point to a town, school store or church. The farmers were to do the work free.

As a followup campaign I induced the Supertendant to mail a list of questions to each user of a drag, with a return attached for reply. About one half of members sent their replied in, a summary of which is interesting.

How many times have you used your Road-drag? Average of replies shows three and three-fourths times during the xxxxx spring.

Estimate how many miles each time out? Average of replies, two and one-sixth miles.

Estimate how many hours each time? Average of replies, two and one-half hours.

Do you think the drag work improved your road? 31 answered yes; 7 answered, "very much"; and one said, "In some places"

Do you wish to continue to use the drag another year? 37 said "Yes"; one said "I don't know"; one said "if joined by others" and one said "he could not afford to drag the road for no pay."

A further summary of the answers shows that the total time spent by each man averaged 9 hours and 20 minutes, for the season, or about one days work, and that on the average it took a little over an hour to drag one mile, that is going down one side of the road and comming back on the other side, and some mentioned in their replies the removing of rocks and other slight hand work.

The total time spent on each mile was about four hours for the season, making a total cost per mile for the season of about $1.20, figuring a man and team at $3.00 per day, which is the price that the county would have had to pay at that time of the year.

I have taken a great interest in meetings to promote the improvement of certain other roads in the county that needed roacking or macadamizing, and assisted in organizing one Good Roads Assn. for the purpose of assisting the county in rocking one of the trunk line roads comming into Staunton, with the result that the citizens have already subscribed something like $2000. to supliment the County appropration of $6000. It is hoped that we will be able to increase the subscriptions.

Augusta County, occupies a territory about thirty-two miles in extent in each direction, comprising about 641,920 acres, of which 391, 742 acres are considered Land in Farms, and nearlly 300,000 acres are improved lands.

There are, in Augusta County, over 4,000 farmers, 90% of whom are reached by one or both of the local Daily Newspapers.

The Economic or home conditions are of a very high average, a large percent of the Farm Homes having such conveniencies as running water, bath, sewerage, lighting systems etc.

There is only 5.4% of illiteracy among the rural whites.

84% of the farms of Augusta County are opperated by owners.

Augusta Co unty is pre-eminantly a diversified Farming County, the main products being, live-stock, corn, wheat, hay, fruit and vegetables.

The Live Stock valuation of Augusta County was according to the census of 1910 greater than that of any county in the State and the combined production of Live-stock and Crops was also greater than that of any County in the State.

Augusta County has 120 miles of macadam roads most of which is asphalt