

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

REPORT OF WORK OF THE COUNTY AGENT

CALENDAR YEAR 1919

State VIRGINIA

County AUGUSTA

Report of PERCY C. MANLEY, County Agent

From January 1 to December 31, 1919

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 efficiency 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 attached. 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 crops 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,
Successful Undertakings
Work with negroes
Boys Club Work

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.

MAP OF COUNTY
SHOWING KIND AND DISTRIBUTION OF WORK

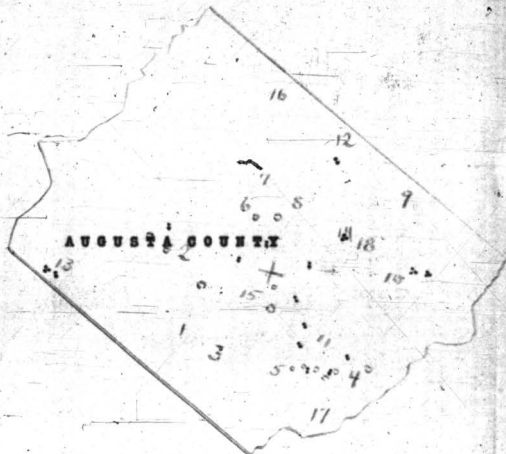
The following sheet is to be used for an outline map of your county, to show the kinds and distribution of your work. Maps larger in size than this sheet may be used if desired. In some states, suitable maps, showing topography, railroads, rivers, election districts, etc., are obtainable from the Office of the State Geological Survey. It is suggested that a copy of the map furnished with your report be kept for your own office record, unless you already have one answering the same purpose.

The map is intended to show the approximate location of your various demonstrations, community clubs, boys' clubs, etc., each kind of demonstration club, or other activity to be indicated by the same sign or mark, so that a glance at the map will give a general impression of the nature and extent of the work. Be sure to enter at some convenient place along the margin of the map sheet a key or explanation to the various marks. For example, some such set of marks and key as the following might be used:

★ community organizations;	☐ corn;	△ cotton;
☐ tobacco;	☐ wheat;	☐ oats;
☐ legumes;	☐ potatoes;	△ trebards.
△ poultry;	△ silo.	⊙ boys' clubs;
		☐ cream routes, etc.

Additional signs may be used for other lines of work. The use of colored pencils for these signs, using one color for all the work of the same kind, makes such a map very effective. If further suggestions are desired in this connection write direct to this office. It is believed that a large outline map of the county, showing the kind and the location of the work, could be displayed to advantage in every county agent's office.

MAP OF COUNTY
 SHOWING KIND AND DISTRIBUTION OF WORK



- 1,2,3,4,5,6,7,8,9,10,11,13,14,16,18, Farmer and Community Clubs
 1,4,6,9,11,12,13,15, Boys' and Girls' Clubs.
- Work with live stock.
 - Legume crops.
 - Corn
 - ✚ Staunton, headquarters.
- 1 Middlebrook
 - 2 Sweeps
 - 3 Greenville
 - 4 Waynesboro
 - 5 Sturts Draft
 - 6 Churchville
 - 7 Parnassus
 - 8 Spring Hill
- 9 Weyers Cave; 10 New Hope; 11 Fishersville;
 12 Centerville; 13 Craigsville; 14 Mt. Pisgah; 15 Hebron;
 16 Mt. Solon; 17 Sherando; 18 Verona.

Space for agent's stamp

COUNTY ORGANIZATIONS

F. O. MANLEY,

Demonstration Agent,
STAUNTON, VIRGINIA.

1. Is there a central county organization supporting your work? Yes

If so, what is it called? Augusta County Agricultural Advs. Board & Farmers Union.

Who constitute its membership? Farmers and business men, on the Advisory Board and farmers in the Farmers Union.

How is membership selected or appointed? In Adv. Bd. by Board of Supervisors, different organizations in county, and by self.

What is the membership fee, if any? In Farmers Union - - \$2.00

Who are its present officers? A. B. J. Frank Harper, Chairman, and C. V. Perkins, Sec'y.

How long has this county organization been in existence? 1918.

2. How many community farmers' clubs have you assisted in organizing this year? 12
Total membership 250

3. How many community farmers' clubs have you in your county? 18
Total membership 522 1000

4. How many local lodges of Granges, Farmers' Unions, etc., as community organizations, are supporting your work? 18
Total membership 1000

Are such Granges, Farmers' Unions, etc., included in your answers to Nos. 2 and 3? Yes

5. How many community farmers' clubs have ceased to exist during the year? None
(Give reason, using extra pages when necessary)

6. How many of these clubs are organized so as to include the farmers' wife, children, and others, in their membership? All

Space for agent's stamp

COUNTY ORGANIZATIONS (cont'd)

F. C. MANLEY,

Demonstration Agent
STAUNTON, VIRGINIA

7. State several direct ways in which these clubs are helpful to the farmer and his family. (Use extra pages if necessary)

Gets farmers together to discuss local problems; arouses interest in church, home, and school; teaches cooperation; presents an opportunity for the farmer to express himself publically; creates a neighborly feeling and attitude; often finds out that his neighbor is a "good fellow"; is the unconscious means of improving the agricultural, educational, and moral condition of the community.

8. Are these community farmers' clubs dependent on the county agent for their existence and the continuation of their efforts? No
9. Does each club have a community plan or program of work? (Attach a copy of such plans for the past year) No
10. Does the county organization have a definite plan of work with reference to the county? Yes
11. To what extent are these clubs cooperating with the county and community councils of defense? (Use extra page if necessary in answering)

We have no councils of defenses at the present time.

12. Have you so thoroughly organized your county that you have someone in every community or school district assisting you in extension work and through whom you can reach EVERY farm family in your county?

No; because we have about 4000 farm families in the county. I do have someone in every community assisting me through whom I can reach a very large number of the farmers.

Local Farmers Clubs in the County.

Shortly after the Augusta County Farmers Union was organized I was asked by the officers of that organization to aid them in organizing the farmers of the county into community clubs which would later be asked to become locals of the county farmers union. Realizing that it would afford an opportunity to do some good work I readily consented to do all I could to help organize community clubs and to help revive some already existing but luke-warm farmers clubs in the county.

At these meetings I emphasized organization and showed to the best of my ability the advantages of farmers organizations and urged the farmers to organize but did not urge them to become a part of the Farmers Union unless they saw fit to do so. I did however advise them to become affiliated with some good reliable and progressive National Farmers organization; and as the Farmers Union was very strong in Virginia it would naturally follow that it would be the one to become affiliated with. I will say here that all farmers clubs that were organized as local community clubs in the county have become locals of the County Farmers Union and at the present time they seem to be doing good work.

The average membership of these local farmers clubs is about (20) twenty and the following constitutes the total number of them at the present time. Mt. Salem, Weyer's Cave, Verona, Churchville, Fishersville, Mt. Pisgah, Swoopes, Craigsville, Staunton, Waynesboro, Sturts Draft, Cochen, Hovey Hill, Spring Hill, New Hope, Middlebrook, and Farmassus. Total 18.

In addition to the above named clubs we have the following organizations- viz. The Augusta County Fruit Growers Assc.; The Augusta County Shorthorn Association; The Augusta County Cow Testing Assc.; and the Augusta County Agricultural Advisory Board. These latter organizations represent a membership of about (500) five hundred members.

The local farmers clubs have regular monthly meetings and usually have a very good attendance. The Shorthorn Assc. have about (6) six meetings per year and the attendance is good. The Cow Testing Assc. has about (4) four meetings per year and has good attendance. The Fruit Growers Assc. has only one or two meetings per year and generally has an excellent attendance. The Agricultural Advisory Board has (2) two meetings per year and always has a good-big attendance.

Under the head of Boys' and Girls' Club Work will be found a list of the boys and girls agricultural clubs in the county and what they are doing.

The Augusta County Farmers Union.

When I began work in Augusta County, Virginia, July 1, 1918 I found an organization of farmers numbering about 700 and known as The Augusta County Farmers League. I inquired of the leaders of this league what the league stood for and what were the objects in view when it was formed. No one seemed to know but the secretary gave me the following facts which are no doubt correct. Some time during the early part of 1918 some one called a mass meeting of the farmers of the county to be held in Staunton to consider the matter of farm labor and wheat prices. To the astonishment of those that called the meeting, and no one seems to know who was responsible for calling it, there were about six or seven hundred farmers there. Talks were made on the labor question and some mention was made of wheat prices. Some time during the meeting someone suggested that the farmers form an organization and the Augusta County Farmers League was formed with apparently no object in view. As soon as I became acquainted with the situation I felt that it would be a miracle if it did not collapse.

As soon as I became acquainted with some of the leading farmers I began talking local farmers clubs emphasizing the importance of having something to build a central organization on. I outlined my scheme which was nothing more than having a local community farmers club in each community of the county, to farmers, and talked local farmers clubs until I was tired. Things went sliding along on pretty thin ice until at one of the big meetings in Staunton the county farmers league voted to become affiliated with the State Farmers Union. I might say however that we had succeeded in organizing five or six local clubs before the Farmers Union was established here.

As soon as the league became affiliated with the Farmers Union workers seemed to spring up all over the county and work to organize Locals began in earnest and before long there were quite a number in the county and there was considerable enthusiasm shown. Up to January 1, 1919 about a dozen locals had been organized.

During 1918 about 2000 tons of fertilizer had been ordered cooperatively by the farmers at a saving of around \$2.00 per ton, making a total of \$4000.00 saved the farmers. A car load of field seeds was also ordered at a considerable saving to the farmers.

No headquarters had been established in Staunton and I did not encourage it as I felt the time was not due to make such a move. I was talking a cooperative warehouse to several of the farmers and a cooperative exchange, or a cooperative exchange and warehouse and central office. I talked the matter over with several of the merchants of Staunton as well as the implement dealers and fertilizer dealers and got their opinion of such an enterprise or move. Some cursed it outright, others had their doubts about it succeeding, and all thought it inadvisable. The farmers had begun however to see a real need for such an exchange and began making plans for establishing one in Staunton, and there is no question about it, but some of the dealers in farm supplies began to get uneasy and in some cases prices were reduced on farm supplies such as fertilizer, fencing, feed, etc.

In the early spring of 1919 the county Farmers Union opened up an office along with the secretary to the Staunton Fair and myself, with R. R. Haydenreich as secretary and purchasing agent. Buying was done in car load lots, the farmers unloading direct from the car, as no arrangements had been made for a warehouse. It was soon manifested that a warehouse was an absolutely necessary and arrangements were soon made for a good sized and well located room in Staunton for the county Unions headquarters and warehouse.

The organization started out doing business on a (1%) one per cent profit basis. It took four to six months for the executive committee of the County Union to realize that one per cent was not enough to run the business on, and by that time no one knew just how the organization did stand financially. It was found that the business was too much for one man to handle and an assistant was employed to post and balance the books for the exchange and to help in other ways around the exchange warehouse.

A brief summary of the business done by the Augusta County Farmers Union Exchange from January 1, 1919 to October 1, 1919 would not be out of place here:- Sugar bought and sold to farmers 100,000 pounds; salt, (2) two car loads; 40,000 pounds binder twine; 7,000 pounds fodder twine; \$80,000 worth fertilizer; 680 bushels timothy seed, (\$4,842.00). One car load soy beans and cow peas; (2) two tons arsenate lead; (5) five car loads of dairy and stock feed; These purchases meant a saving to the farmers of the county of several thousands of dollars, the exact amount being hard to determine, as the dealers cut prices in order to meet the Union prices. At least \$4,000 was saved on fertilizer; \$1,000 on timothy seed; \$1800.00 on stock and dairy feed; about \$2,000.00 on binder twine; \$1000.00 on sugars; In addition to the above things purchased or sold through the exchange \$2800.00 worth of auto tires were sold at a saving of \$2 to \$3 per tire, and \$500 worth of plow points were sold, and a car or two of wire fencing. This exchange has meant a saving to the farmers of the county, directly or indirectly, of at least \$12,000.00 or \$15,000.00 from Jan. 1, 1919 to Oct. 1, 1919.

The progressive farmers of the county pooled their wool and received 75¢ per pound for the good wool and 64¢ for burry and dirty wool. The best previous price offered before pooling was 55¢. The price paid and being paid Oct. 1, after the pool was sold, is 60¢.

(See article on Wool Pool, page)

Since Jan. 1, '19 about six local farmers unions have been organized making a total of (16) sixteen organized Local Farmers Unions in the county. I have urged and am still urging that farmers place their orders for every thing handled by the Exchange through their local secretary at their regular meetings. This will simplify matters for the County Secretary and it will show the amount of business done by each 'Local'. All collections to be made by local secretaries and paid to County Secretary; however this might cause in a great many cases too much work for the local secretary, but this method would be one of the means of keeping up attendance and interest in the local farmers organizations.

Space for agent's stamp

**COOPERATIVE BUYING
AND SELLING ORGANIZATIONS**

F. C. MANLEY,

Demonstration Agent,
STAUNTON, VIRGINIA.

1. How many of your farmers' organizations buy and sell cooperatively? 18
2. State the quantity and value of each farm necessity or product bought or sold cooperatively by these organizations and the approximate saving to the farmer. Make a separate list of purchases and likewise one for sales, and indicate which are purchases and which sales. Report all livestock in carload lots, keeping the different kinds of livestock separate, for example, ___ cars cattle; ___ cars hogs, etc. Report all grains and potatoes in bushels and carloads, making a separate report on each kind of grain, i. e., 10 carloads, or 8000 bushels of corn. Report all seed in bushels, all fertilizer and lime in tons, and wool in pounds. In the column headed "value", report the amount at which the commodity was actually sold, or for which it was bought. If more commodities have been bought or sold than can be listed on this form, use an additional sheet. A full report on this subject is urged.

Article	Quantity		Value	Saving
	cars	bu., lbs. or tons		
BOUGHT				
Fertilizers	200	20000 Tons	\$ 35,000	\$ 400
Tankage	1	30 Tons	3300	300
Stock Feed	4	155 "	2800	400
Auto Tires		200	2800	400
Plow Repairs		200 points	330	180
Binder Twine	11/2	48,000 lbs.	2100	3500
Sodder Twine		2000 lbs.	1200	450
Grass Seeds		200 bu.	4200	800
Soy Beans & Cow Peas		1500 "	4500	1000
See next sheet.			Total - \$72,500	\$12,485

3. Have you attempted to keep a bulletin board in your office, listing things for sale and things wanted?
Have kept a bulletin board calling attention to things of importance and interest to the farmers.
4. Have you used the market news service of the U. S. Department of Agriculture or your State market news service? **Yes**

Article	Quantity	Value	Saving
	<u>Case</u> <u>No.</u> <u>Lbs.</u> <u>Tons</u>		
BOUGHT			
Sawy Material	4000 lbs.	\$1800	\$1800
Salt	50 tons	\$1200	\$1200
Sugar	50 "	\$12,500	\$2000
	Carries from first sheet - 0	72,500	\$12,428
	Grand Total - - - -	\$91,500 --	\$14,728
SOLD			
Wool @ 7 1/2 per lb.	28,275 lbs.	\$19,206	Received over local price \$2000 (\$2000)

The local price of wool, when this pool was sold was 60¢ per pound; nor to my knowledge has it ever gone over that price although the farmers received an average price of a fraction over 7½ per pound in the wool pool.

This is the only cooperative selling done by the farmers of the county, although plans are now under way at the present time for considerable cooperative selling.

Space for agent's stamp

C O R N

(Including Kafir, Milo, Feterita)
Separate sheet for each

P. C. MANLEY,

Demonstration Agent,
STAUNTON, VIRGINIA.

1. Number of demonstrators 12
2. Number of demonstrators reporting 8
3. Total acreage of corn grown under improved methods on demonstration farms 195
4. Average yield per acre on demonstrations (bushels) 75
5. Estimated average yield for entire county (bushels) 45
6. Increased yield on demonstrations over ordinary methods (bushels) 30
7. Number of cooperators _____; Acreage _____; Yield per acre (bu.) _____
8. Number who planted pure or selected seed on their demonstrations 111
9. Number of farmers you have influenced to select seed for next year's crop 20; Estimated amount of seed selected (bushels) 50
10. Number who fall-plowed their demonstration acres 4
11. Number who turned under cover crops on their demonstration acres _____
12. Number of acres harvested for silage _____; Yield per acre (tons) _____
13. Number of acres "hogged down", _____; Value per acre when utilized, this way \$ _____
14. Number of acres treated for diseases or insect pests _____
15. How many farmers have you directly influenced to use better methods in growing corn this year? 25
How many indirectly influenced? 150
16. What per cent. of all farmers in your territory are following demonstration methods in corn growing? (estimate) 75
17. How many farmers does this represent approximately? 3000

(Use reverse side for remarks on this crop)

P. C. MANLEY.

Demonstration Agent,
STAINTON, VIRGINIA.

Practically all of the demonstrations in corn in Augusta County this year were on river or creek bottom land. In so far as I have been able to observe all of this bottom land produces very fine corn and farmers seem to take better care of it than they do the up-lands. The best demonstration field of corn I had in the county this year was near Craigville. The land generally in that section of the county is not so good as it is in the Valley. However, on a creek bottom about two miles south-east of Fordwick Mr. J. C. Carper raised about eight acres of as fine corn as was produced in the county this year. As near as an estimate could be placed it will produce around 140 to 150 bushels per acre. Two or three years ago one of his boys raised 130 bushels per acre on this bottom land, per acre, and Mr. Carper says that the corn is much better and nicer this year than it was then. The bottom land along Middle River is really the corn growing sections of the county and splendid yields are nearly always obtained. One or two up-land demonstrations has showed that good yields can be gotten there. G. C. Wine near Mt. Pisgah raised about 80 bushels per acre on such land this year, and one year he raised 94 bushels per acre. At one time the land would not produce 25 bushels per acre but by careful rotations and fertilization he has increased the fertility until it is generally as good as any land in the county.

Corn land generally follows a clover and timothy meadow. The land is usually plowed during the winter and is sometimes covered with a light application of stable manure. During the past few years some of the farmers have begun using about 250 pounds of commercial fertilizers per acre on their corn lands and a few are applying lime. I firmly believe that the farmers are paying more attention to the producing of corn than ever before. More are field selecting, seed testing, and seeking to improve varieties. Corn is undoubtedly a better cash crop for Augusta County than is wheat, and from present indications there will be less wheat raised each year here. Farmers have come to learn that there are other crops and other methods of using their lands that will bring a larger cash return in the long run than will wheat. Wheat raising in Augusta County is a custom or habit but one that is slowly giving way to better things. Wheat will always, probably, be one of the crops in the rotations but instead of two wheat crops and one corn crop I believe it will be two corn crops and one wheat crop, eventually. The present rotation is generally corn, wheat, wheat, grass two and three years. I am advocating to a great many farmers something like the following: corn, cover crop of vetch and rye; ditto, second year ~~corn, cover crop of vetch and rye~~ followed by wheat then clover and grass; or, soy beans second year, followed by wheat and grass; or two crops corn each followed with cover crop of vetch and rye, then soy beans, followed by wheat or grass. In other words I feel that it is advisable, ~~for~~ if for no other reason than for the sake of the land, to have only one wheat crop in the rotation and more legumes.

The next page gives a list of the corn demonstrators in the county.

Space for agent's stamp

C O T T O N

P. C. MANLEY,

Demonstration Agent,
STAUNTON, VIRGINIA.

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. Estimated average yield per acre for entire county (lbs seed cotton) _____
 6. Increased yield per acre on demonstrations over ordinary methods _____
 7. Number of cooperators _____ Acreage _____ Yield per acre in pounds seed cotton _____
 8. Number of demonstrators who planted pure or selected seed _____
 9. Number of farmers you have induced to field select seed for next year's crop _____
 10. How many fall plowed their demonstration acres? _____
 11. How many turned under cover crops on their demonstration acres? _____
 12. Number of acres treated for diseases or insect pests _____
 13. How many farmers have you directly influenced to use better methods in cotton growing this year? _____
How many indirectly influenced? _____
 14. What per cent of all farmers in your territory are following demonstration methods in cotton growing (estimate) _____
 15. How many farmers does this represent approximately? _____
 16. Have you been able to get the farmers in any community to grow but one variety of cotton? _____
- Give particulars _____

(Use reverse side for remarks on this crop)

Space for agent's stamp

T O B A C C O

F. C. MANLEY

Demonstration Agent,
STAUNTON, VIRGINIA.

1. Number of demonstrators _____
2. Number of demonstrators reporting _____
3. Total acreage in demonstrations _____
4. Average yield per acre _____ (pounds) _____
5. Estimated average yield per acre for entire county _____ (pounds) _____
6. Increased yield per acre of demonstrations over ordinary methods (lbs) _____
7. How many farmers have you induced to plant pure, or selected seed? _____
8. How many farmers have you 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. How many tobacco farmers did you influence to adopt a rotation system? _____
12. State the number of acres treated for insect pests _____
13. How many farmers have you directly influenced to use better methods in growing tobacco this year? _____
How many indirectly influenced? _____

(Use reverse side for remarks on this crop)

Space for agent's stamp

T O M A T O E S

P. C. MANLEY,

Demonstration Agent,
STAUNTON, VIRGINIA

1. Number of demonstrators _____
2. Number of demonstrators reporting _____
3. Total acreage in demonstrations _____
4. Average yield per acre (bushels) _____
5. Estimated average yield per acre for entire county (bushels) _____
6. Increased yield per acre of demonstrations over ordinary methods (bu.) _____
7. How many farmers have you induced to plant pure or selected seed? _____
8. How many farmers have you 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. How many tomato farmers did you influence to adopt a rotation system? _____
12. State the number of acres treated for insect pests _____
13. State the number of acres treated for diseases _____
14. How many farmers have you directly influenced to use better methods in growing tomato this year? _____
How many indirectly influenced? _____

(Use reverse side for remarks on this crop)

SMALL GRAINS

(Oats, Wheat, Rye, Barley, Buckwheat)

Space for agent's stamp

P. C. MANLEY,

Demonstration Agent,
STAUNTON, VIRGINIA.

WHEAT

Demonstration

(Enter here name of crop - separate sheet for each.)

- | | |
|---|-----|
| 1. Number of demonstrators | 15 |
| 2. Number of demonstrators reporting | 12 |
| 3. Total acreage in this crop grown under improved methods on <u>demonstration farms</u> | 160 |
| 4. Average yield per acre on demonstration farms (bushels) | 20 |
| 5. Estimated average yield per acre for entire county (bushels) | 15 |
| 6. Increased yield per acre on demonstrations over ordinary methods (bu.) | 5 |
| 7. Number of cooperators _____; Acreage _____; Yield per acre (bu.) | |
| 8. Number of demonstration acres threshed for grain | 111 |
| 9. Number of demonstration acres cut for hay | |
| 10. Average yield of cured hay per acre on demonstrations (tons) | |
| 11. Increase per acre of cured hay on demonstrations over ordinary methods (tons) | |
| 12. Number of acres grazed off _____; Estimated value per acre \$ | |
| 13. Number of acres turned under for soil improvement | |
| 14. How many acres were treated for insect pests? | |
| 15. How many bushels of seed were treated for smut, rust, etc. in county, | 200 |
| 16. How many farmers have you induced to plant this crop for the first time? | |
| 17. How many farmers have you directly influenced to use better methods in growing this crop this year? | 24 |
| How many indirectly influenced? | 250 |

*NOTE: Under remarks state the nature and results of treatment of disease from insect pests; use other side of sheet for this:

Wheat treated for loose smut; reports, good.

Space for agent's stamp

SMALL GRAINS

(Oats, Wheat, Rye, Barley, Buckwheat)

F. C. MANLEY,

Demonstration Agent,
STAUNTON, VIRGINIA.

Demonstration

(Enter here 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. Estimated average yield per acre for entire county (bushels) _____
6. Increased yield per acre on demonstrations over ordinary methods (bu.) _____
7. Number of cooperators _____; Acreage _____; Yield per acre (bu.) _____
8. Number of demonstration acres threshed for grain _____
9. Number of demonstration acres cut for hay _____
10. Average yield of cured hay per acre on demonstrations (tons) _____
11. Increase per acre of cured hay on demonstrations over ordinary methods (tons) _____
12. Number of acres grazed off _____; Estimated value per acre \$ _____
13. Number of acres turned under for soil improvement _____
14. How many acres were treated for insect pests? _____
15. How many bushels of seed were treated for smut, rust, etc.? _____ size?
16. How many farmers have you induced to plant this crop for the first time? _____
17. How many farmers have you directly influenced to use better methods in growing this crop this year? _____
- How many indirectly influenced? _____

*NOTE: Under remarks state the nature and results of treatment of diseases from insect pests; use other side of sheet for this.

Space for agent's stamp

SMALL GRAINS

(Oats, Wheat, Rye, Barley, Buckwheat)

P. C. MANLEY,
Demonstration Agent,
STAUNTON, VIRGINIA.

_____ Demonstration
(Enter here 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. Estimated average yield per acre for entire county (bushels) _____
6. Increased yield per acre on demonstrations over ordinary methods (bu.) _____
7. Number of cooperators _____; Acreage _____; Yield per acre (bu.) _____
8. Number of demonstration acres threshed for grain _____
9. Number of demonstration acres cut for hay _____
10. Average yield of cured hay per acre on demonstrations (tons) _____
11. Increase per acre of cured hay on demonstrations over ordinary methods (tons) _____
12. Number of acres grazed off _____; Estimated value per acre \$ _____
13. Number of acres turned under for soil improvement _____
14. How many acres were treated for insect pests? _____
15. How many bushels of seed were treated for smut, rust, etc.? _____
16. How many farmers have you induced to plant this crop for the first time? _____
17. How many farmers have you directly influenced to use better methods in growing this crop this year? _____
- How many indirectly influenced? _____

*NOTE: Under remarks state the nature and results of treatment of disease from insect pests; use other side of sheet for this.

Space for agent's stamp

HAY, FORAGE OR COVER CROPS

P. C. MANLEY

Demonstration Agent,
STAUNTON, VIRGINIA

NOTE: This form is 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 space below.

ALFALFA

Demonstration.

(Enter here the name of crop - separate sheet for each.)

- | | | |
|---|------------------------|-------------|
| 1. Number of demonstrators | _____ | <u>6</u> |
| 2. Number of demonstrators reporting | _____ | <u>6</u> |
| 3. Total acreage in this crop grown under improved methods on/ | _____ demonstrations | <u>39</u> |
| 4. Average yield per acre on demonstrations (tons of cured hay) | _____ | <u>5</u> |
| 5. Estimated average yield per acre for entire county (tons cured hay) | _____ | <u>25/4</u> |
| 6. Number of acres cut for hay | _____ | <u>411</u> |
| 7. Increased yield per acre of demonstrations over ordinary methods/ | _____ (tons cured hay) | <u>1/2</u> |
| 8. Number of acres grazed off | _____ | _____ |
| 9. Estimated value per acre of grazing | _____ \$ | _____ |
| 10. Number of cooperators _____; Acreage _____; Yield per acre/ | _____ (tons cured hay) | _____ |
| 11. How many acres of legumes in this class of crops were inoculated? | _____ | <u>411</u> |
| 12. How many farmers ordered inoculating material through you from this/ | _____ Department/ | <u>411</u> |
| 13. How many demonstration acres were turned under for soil improvement/ | _____ purposes/ | _____ |
| 14. Estimate total number of acres in county turned under by agents/ | _____ advice | _____ |
| 15. How many acres were sown this fall? in county | _____ | <u>150</u> |
| 16. How many farmers have you directly influenced to use better methods in growing this crop this year? | _____ | <u>6</u> |
| How many indirectly influenced? | _____ | <u>50</u> |

(Use reverse side for remarks on this crop)

REMARKS.

This was an unusually bad year for alfalfa as at the time when it should have been sown it was very dry and continued so for the rest of the summer and early fall. Only two or three plats turned out to be good. A very large number of farmers intended to sow alfalfa this year but I advised them not to attempt it because of the unfavorable season. Some however went ahead and sowed and as a result did not get anything like a stand and will have it to do all over again.

Space for agent's stamp

P. C. MANLEY,

Demonstration 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, Espesdera, 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 space below.

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/ demonstrations _____
4. Average yield per acre on demonstrations (tons of cured hay) _____
5. Estimated average yield per acre for entire county (tons cured Hay) _____
6. Number of acres cut for hay _____
7. Increased yield per acre of demonstrations over ordinary methods/ (tons cured hay) _____
8. Number of acres grazed off _____
9. Estimated value per acre of grazing (tons cured hay) \$ _____
10. Number of cooperators _____; Acreage _____; Yield per acre _____
11. How many acres of legumes in this class of crops were inoculated? _____
12. How many farmers ordered inoculating material through you from this Department? _____
unprocessed?
13. How many demonstration acres were turned under for soil improvement/ _____
advice
14. Estimate total number of acres in county turned under by agent's/ _____
15. How many acres were sown this fall? _____
16. How many farmers have you directly influenced to use better methods
in growing this crop this year? _____
How many indirectly influenced? _____

(Use reverse side for remarks on this crop)

Space for agent's stamp

HAY, FORAGE OR COVER CROPS

F. C. MANLEY,

Demonstration Agent,
STAUNTON, VIRGINIA.

NOTE: This form to be used for such crops as Alfalfa, Crimson, Alsike, Red, Bur and Sweet Clovers, Leapedana, 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 space below.

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/ _____
demonstrations
 4. Average yield per acre on demonstrations (tons of cured hay) _____
 5. Estimated average yield per acre for entire county (tons cured hay) _____
 6. Number of acres out for hay _____
 7. Increased yield per acre of demonstrations over ordinary methods/ _____
(tons cured hay)
 8. Number of acres grazed off _____
 9. Estimated value per acre of grazing _____
(tons cured hay) \$
 10. Number of cooperators _____; Acreage _____; Yield per acre/ _____
 11. How many acres of legumes in this class of crops were inoculated? _____
Department?
 12. How many farmers ordered inoculating material through you from this/ _____
purpose?
 13. How many demonstration acres were turned under for soil improvement/ _____
advice
 14. Estimate total number of acres in county turned under by agent's/ _____
 15. How many acres were sown this fall? _____
 16. How many farmers have you directly influenced to use better methods _____
in growing this crop this year?
- How many indirectly influenced? _____

(Use reverse side for remarks on this crop)

Space for agent's stamp

F. C. MANLEY

Demonstration 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 space below.

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 demonstrations _____
 4. Average yield per acre on demonstrations (tons of cured hay) _____
 5. Estimated average yield per acre for entire county (tons cured hay) _____
 6. Number of acres out for hay _____
 7. Increased yield per acre of demonstrations over ordinary methods (tons cured hay) _____
 8. Number of acres grazed off _____
 9. Estimated value per acre of grazing (tons cured hay) \$ _____
 10. Number of cooperators _____; Acreage _____; Yield per acre/ _____
 11. How many acres of legumes in this class of crops were inoculated? _____
 12. How many farmers ordered inoculating material through you from this Department? _____
exposure?
 13. How many demonstration acres were turned under for soil improvement/ advice _____
 14. Estimate total number of acres in county turned under by agent's/ _____
 15. How many acres were sown this fall? _____
 16. How many farmers have you directly influenced to use better methods in growing this crop this year? _____
- How many indirectly influenced? _____

(Use reverse side for remarks on this crop)

F. C. MANLEY.

Demonstration Agent,
STAUNTON, VIRGINIA.

COVER CROPS.

It seems to have been the practice here for the farmers to sow rye alone for a cover crop but I have been advocating the sowing of rye and vetch as I feel that it will do well here and it is a much better crop to turn under. In a few cases soy beans have been grown and will be turned under in the fall. Crimson clover has been tried here but it seems to not do very well but I believe that it has been the fault of the grower rather than the crop itself.

The seed dealers, locally, report a greater demand for vetch seed this fall than ever before, so I feel that my some farmers are seeking better cover crops than rye alone.

SOY BEANS.

I have pushed soy beans in Augusta County this year to considerable extent, and have gotten results. I found that very few soy beans were raised in the county but there was considerable acreage of cow peas being raised. Believing that soy beans would give better satisfaction I advocated and advised the use of soy beans, in a great many cases where cow peas would have been planted.

In order to see what my soy bean "drive" amounted to I visited all of the seed dealers in Staunton and they reported from a 10% to a 75% increase in the sale of soy beans this year over any previous year. One dealer said that he had orders for a car load this year where he formerly sold only a few bags of two and a half bush-cash.

Some of these beans were sown with corn for silage, some as cover crops in orchards and a considerable quantity as a hay crop, so it will be rather hard to figure just what the increase in the soy bean crop to the county is. But taking oats as a basis, and soy beans took the place of this crop in some cases, the average yield per acre of oats in Augusta County is about 30 bushels. Twenty bushels of oats at 75¢ per bu. amounts to \$15.00 per acre. Any land that will produce 30 bushels of oats will produce one and half tons of soy bean hay. One and a half tons of soy bean hay is worth \$30.00 per ton so we have \$15.00 per acre in favor of soy beans.

As near as I can determine there was something like eight or nine hundred acres of soy beans sown in the county this year, but as a comparison we will use only 750 acres—

750 acres of oats with a 30 bushel yield, @ 75¢ per bu. ---	\$11,250
750 " " soy beans, 1 1/2 tons per acre @ \$30. " ton. ---	\$22,500

Soy beans -	\$22,500.00
Oats -	\$11,250.00
Value of soy beans over oats -	\$11,250.00

From this we can say that the soy bean crop in 1919 in Augusta County was worth \$11,250.00 more than would have been the case had oats been raised in place of the soy beans.

Prospects for an increase in the acreage of soy beans for next year are very good. Nearly all that sowed soy beans this year are going to sow more next year and many that did not sow this season will plant them next year.

Space for agent's stamp

SUMMER LEGUMES

(Cowpeas, Soy Beans, Velvet Beans, Peanuts, etc.)

P. C. MANLEY,

Demonstration Agent
STAUNTON, VIRGINIA

Demonstration

(Name of crop - separate sheet for each)

1. Number of demonstrators _____
2. Number of demonstrators reporting _____
3. Total acreage of this crop grown under improved methods on demonstration farms _____
4. Average yield per acre on demonstrations - bushels of seed _____
tens cured hay _____
5. Estimated average yield per acre for entire county - bu. of seed _____
tens c. hay _____
6. Increased yield per acre on demonstrations over ordinary methods
bushels of seed _____
tens cured hay _____
7. Number of cooperators _____; Yield per acre bu. of seed _____
acres _____; Tens cured hay _____
8. Total acreage of demonstrators and cooperators threshed for seed _____
9. Total acreage of demonstrators and cooperators cut for hay _____
10. Number of acres grazed off _____; Estimated value per acre of
grazing \$ _____
11. Total number of acres turned under for soil improvement _____
12. Total number of acres inoculated _____; by Department cultures _____
by inoculated soil _____
13. Give estimate of the number of acres in your territory which were
planted this year to this crop due to your influence. _____
14. How many farmers have you directly influenced to use better
methods in growing this crop this year? _____
How many indirectly influenced? _____

(Use reverse side for remarks on this crop)

Space for agent's stamp

P. C. MANLEY,
 Demonstration Agent,
 STAUNTON, VIRGINIA.

IRISH POTATOES

1. Number of demonstrators _____
2. Number of demonstrators reporting _____
3. Total acreage of potato demonstrations _____
4. Average yield per acre on demonstrations (bushels) _____
5. Estimated average yield per acre for entire county (bushels) _____
6. Estimated number of acres treated for diseases and insect pests due to your influence _____
7. How many farmers have you directly influenced to use better methods in growing this crop this year? _____
 How many indirectly influenced? _____
8. Estimated increased acreage this year due to county agent's work _____
9. How have you been able to assist in marketing the crops? _____

Very few Irish Potatoes raised for market. No work done with potatoes.

Space for agent's stamp

SWEET POTATOS

R. G. MANLEY,

Demonstrator 423 1922,
STAUNTON, VIRGINIA.

1. Number of demonstrators _____
 2. Number of demonstrators reporting _____
 3. Total acreage of potato demonstrations _____
 4. Average yield per acre on demonstrations (bushels) _____
 5. Estimated average yield per acre for entire county (bushels) _____
 6. Estimate number of acres treated for diseases and insect pests due to your influence _____
 7. How many farmers have you directly influenced to use better methods in growing this crop this year? _____
 How many indirectly influenced? _____
 8. Estimated increased acreage this year due to county agent's work _____
 9. How have you been able to assist in marketing the crops? _____
- _____
- _____

(Use reverse side for additional remarks on this crop)

Space for agent's stamp

F. C. MANLEY,

Demonstration Agent,
STAUNTON, VIRGINIA

O R C H A R D S

	commercial			
1.	Number of demonstration orchards:	{	Apple	<u>2</u>
			Peach	<u> </u>
			Other	<u> </u>
2.	Total number of trees in these demonstrations:			<u>500</u>
		<u>No. Orchards</u>		<u>No. Trees</u>
3.	Orchards inspected	<u>6</u>		<u>10,000</u>
4.	Orchards pruned due to your influence	<u>6</u>		<u>750</u>
5.	Orchards sprayed due to your influence	<u>3</u>		<u>150</u>
6.	Peach orchards treated for borers due to your influence	<u> </u>		<u> </u>
7.	Orchards planted due to your influence	<u>1</u>		<u>750</u>
	T O T A L	<u>16</u>		<u>16,500</u>
8.	How many commercial orchards in your county:	<u>150</u>		<u>300,000</u>
	Apple	<u>6</u>	No. trees	<u>5,000</u>
	Peach	<u> </u>	No. trees	<u> </u>
9.	How many commercial orchards have you assisted in caring for?			<u>25</u>
10.	How many trees did you actually	{	spray?	<u>150</u>
			prune?	<u> </u>
			worm?	<u> </u>
11.	Report of special campaigns, results, etc.			<u> </u>

(Use reverse side for additional remarks)

Space for agent's stamp

H O R S E S

P. C. MANLEY.

Demonstration Agent.
STAUNTON, VIRGINIA.

No work with horses.

1. How many pure bred stallions and jacks have been brought into the county this year, due to your influence?

Stallions	_____
Jacks	_____

 2. How many brood mares brought in due to your influence? _____

 3. How many demonstrations in feeding horses or mules? _____

 4. How many horses or mules in these demonstrations? _____
- (Report results under "Remarks")
5. How many horses or mules fed and cared for according to methods you have advocated? _____

 6. How many pure blood stallions in county when demonstration work started? _____
 How many now? _____

 7. How many pure blood jacks in county when demonstration work started? _____
 How many now? _____

REMARKS:

(Use reverse side for additional remarks)

The Augusta County Cow Testing Association.

In 1916 county agent W.S. Campfield started the ball rolling for the organizing of a cow testing association in Augusta County. In-as-much as the response to the movement was not what it should have been, and most of the herds were small, it did not seem feasible to push the matter at that time. In 1917 when Mr. Geo. M. Woods was county agent in Augusta County he began working on a cow testing association. He got an association organized and had made arrangements for a supervisor for the testing. The only thing that prevented the association from beginning work in the spring of 1918 was that the supervisor did not wish to begin work until the first of July. After seeing all the members of the association they expressed themselves as being willing to wait to begin the testing work until convenient for the taster. The result was that the work did not start that year.

After a few of the leading dairy cattle breeders and dairymen of the county had expressed a desire to try and get a testing association formed and the testing work started a meeting was called for all those interested in the work in February 1919. About a dozen men were present and an association formed. I immediately got busy and located a man that was willing to undertake the supervision work. Because of the fact that he knew very little about the work he went to Blacksburg, Va. and took a weeks course in testing and feeding at the college of agriculture. I might add here that about every thing possible happened to discourage the starting of the work, but we kept at it and finally made the start. After his return another meeting of the association was called and all final arrangements were made. By starting the work the next day, March 23, 1919 Mr. Guy S. Davis, the supervisor, succeeded in getting seven Marsh tests for seven of the members.

This was the beginning of the testing work in Augusta County. October 15.

During July Mr. Davis gave notice that owing to failing health of his father he would have to give up his testing work August first, and take charge of his fathers store. I tried to find a man to take Mr. Davis's place but did not succeed. Fred Driver, one of the most enthusiastic dairymen of the county, of Waynesboro located a young man near his home who had had one years college work and who agreed to take Mr. Davis's place altho he knew absolutely nothing about the work. He went around with Mr. Davis for a few days and began work August 1, 1919. During the latter part of August he went to Blacksburg and took special work in testing milk and milk products.

Up to the present time Mr. Collins has given good satisfaction and he seems to have the making of an exceptional man. One who will probably get into some kind of an extension position as he is a hustler.

Space for agent's stamp

P. C. MANLEY,

Demonstration Agent,
STAUNTON, VIRGINIA.

B E E F C A T T L E

1. How many head of pure bred beef cattle have been brought into your county this year through your influence?
 Bulls 5
 Cows or Heifers 12
2. How many head of pure bred beef cattle have you assisted your farmers in selling this year?
 Through individual sales 45
 Through group sales _____
3. How many head of grade cows have been brought into your county this year for breeding purposes, through your influence? _____
4. How many beef breeding herds were started this year due to your influence? _____
5. How many head of feeding cattle have been brought into your county this year through your influence? _____
6. How many beef feeding demonstrations did you supervise? _____
7. How many cattle in these demonstrations? _____
8. On how many of these demonstrations were records kept?
 (Give methods, dates and results in dollars, gains made, cost of gains, total profit, etc., under "Remarks") _____
9. Estimate the number of beef cattle cared for according to methods which you advocated:
 where methods were wholly followed _____
 where methods were partially followed 750 to 1000
 (Give results of these methods and special campaigns along beef cattle lines under "Remarks") _____
10. Number of beef cattle breeders' associations or clubs formed 1
 Number of members 10
11. Number of pure-blood beef bulls in county when demonstration work started _____
 Number now 2
12. Number of pure-blood beef cows in county when demonstration work started _____
 Number now 2

(Use reverse side for remarks)

The Augusta County Southern Breeders
Annual Sale, Sept. 5, 1919.
Staunton, Va.

P. G. MANLEY,
Demonstration Agent,
STAUNTON, VIRGINIA.

This sale has become an annual affair for the Southern breeders of Augusta County and takes place during the week of the Staunton Fair. Last year the sale was a success but this year we endeavored to make it more successful and succeeded.

At first a few of the breeders did not seem at all anxious to consign their valuable animals to be sold at public auction as they seemed to think they could secure a better price if sold privately. I talked to several of these parties and urged them to consign a few animals at least. After much persuasion from me and all others interested in the sale we got (14) fourteen breeders of the county to consign animals for the sale. One or two had chances to sell the animals that they had listed to sell in the sale but after having catalogued them felt that it would hardly be fair to sell except at auction. The prices received at the sale were in excess of that the price offered privately. In addition to the cattle offered by breeders in the county a few animals were consigned by E. T. Keatts, of Luray, Va. and Mitchell Harrison, of Gainesville, Va. There were about (50) fifty head of cattle consigned.

The prices secured this year for the cattle sold were in excess of those received last year. The average price per head was \$340.00. Last year, if I remember correctly, it was around \$181.00 per head. The top price received at the sale this year was \$608.00 for a splendid Southern cow consigned by H. E. Coiner, of Sweepe, Va. Every consigner that I have talked with since the sale seems very well satisfied with the prices received.

There was one thing that was a drawback to the real success of the sale and that was that there were too many bulls offered. It had been understood that parties were coming to buy about ten head of Southern bulls but these parties or the party did not show up and the bulls sold for a very low price, considering the breeding and quality of the animals offered.

Another thing, too, was that there were too many animals offered and there were not enough buyers present to absorb the offering at the prices they should have brought. Consequently some animals were sacrificed while others brought all they were worth.

H. C. Cooper, of the Animal Husbandry Div. of the Extension Division of V.P.I. at Blacksburg, Va. worked hard and faithful to make the sale a success and probably did more real advertising than did the county association. Mr. Cooper deserves a great deal of credit for the success of the sale and had it not been for him I am afraid the sale would have been a disappointment to every breeder; for because of his advertising, boosting, talking, writing, and living so to speak, this Southern sale he was able to bring a great many buyers that would have not otherwise come.

The breeders of the county have learned I hope that it pays to have their animals in fine condition in order to sell well. Pedigree alone will not be the means of getting high prices for Southern in the Valley - yet.

The Augusta County Short-horn Breeders
Association,

One of the live organizations in the county is the Shorthorn Breeders Association. This association has now been organized over a year and is doing good work. The first thing of importance that "put it on the map" so to speak was their sale at the Staunton Fair during 1918. The Shorthorn breeders of the county began to realize then that there was something to pure-bred cattle and several joined the association. This association has from six to eight meetings per year and ever number seems very much interested in pushing the Short horn breed in the county.

At first the breeders seemed to think that they had about as fine Shorthorn cattle as was to be found in Virginia and in order for some of them to find out that some of their neighbors in this and adjoining counties had cattle just as good and in several cases better than their own I persuaded some of them to enter them at the Staunton Fair in 1918. It was an "eye-opener" for some of them as they at once realized that they had only medium grade cattle, when they saw some of the really good cattle of the Valley that was on exhibition there. As a result several sales of individuals were effected at the fair and the breeders began to take more interest to improve their herds. Some of the breeders began attending Shorthorn sales in the 80000 state and six or eight splendid high grade pure-bred Shorthorn bulls have been brought into the county during the past year and several good breeding cows and heifers have been purchased by the breeders of the county.

At the present time the association is in splendid condition and is growing all of the time, but do not know just what the enrollment is or membership is. I have given some time to the association in order to make it worth while and feel that the work has not been in vain.

The results of the Shorthorn sale held during the Staunton Fair 1919 will be found elsewhere in this report.

The night after the Shorthorn sale, this year, at the Beverley Hotel, in Staunton, the Virginia State Shorthorn Association was formed and the president of the Augusta county Shorthorn Association was elected president of the state organization.

I wish to state here that a great deal of the credit of these two associations is due Mr. Horton O. Cooper, Specialist in Animal Husbandry, of V.P.I. who gave unsparingly of his time and effort to make these organizations a success.

I feel that as a result of the county organization and my work that the value of the improvement in quality and quantity of pure-bred Shorthorns in the county has been at least \$5000.00. Or in other words the work of the Animal Husbandry Div. of V.P.I. and my efforts have been worth to Augusta County in the improvement of the Shorthorns alone, \$5000.00.

Space for agent's stamp

D I P P I N G V A T S

F. C. MANLEY,

Demonstration Agent,
STAUNTON, VIRGINIA.

1. How many dipping vats have been built through your influence ^{year?} ~~this~~/ _____
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. _____

(For additional remarks use reverse side of this sheet)

This sheet was missing
HOGS.

F. C. MANLEY,
Demonstration Agent,
STAUNTON, VIRGINIA.

No. Brought into county, bears ~~12~~ 5
Sows & gilts 0

Extra head, sows, bred to influence	6
Herds started	5
Hog feeding dems. supvd.	2
No. in dem.	20
Records kept.	2

Farmers start hog pasture 8

Growing grazing crops 10 or 12

↑
↑
↑
↑

Space for agent's stamp

P. C. MANLEY,

Demonstration Agent,
STAUNTON, VIRGINIA.

SHEEP AND 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 this year through your influence? _____
How many ewes? _____
2. How many head of pure-bred sheep and goats have you assisted your farmers in selling this year - through individual sales? _____
through group sales? _____
3. How many grade ewes have been brought into the county this year for breeding purposes due to your influence? _____
4. How many flocks have been started? _____
5. How many sheep-feeding demonstrations did you supervise? _____
6. How many sheep in these demonstrations? _____
7. 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; also report results of grazing of crops in same manner as for feeding demonstrations.)
8. How many farmers did you induce 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 work started _____
Number now _____
11. Number of pure-blood sheep in county when demonstration work started _____
Number now _____
12. Report results of campaign for more sheep, eradication of dogs, etc.; under "Remarks": _____

(For additional remarks, etc., use reverse side of sheet)

Space for agent's stamp

P O U L T R Y

P. C. MANLEY.

Demonstration Agent.
STATION, VIRGINIA.

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	_____	TOTAL	_____
3. On how many farms has poultry management been improved as a result of your work? _____
 How many birds on these farms? _____
4. Report on reverse side of this sheet any work done on poultry/ ^{diseases} _____
5. How many farmers have you induced to produce non-fertile eggs? _____
6. How many non-fertile eggs produced (dozen) _____
 Average price per dozen _____
7. How many communities are raising the same kind of poultry? _____
8. On how many cream routes are poultry products collected? _____

Space for Agent's stamp

P. C. MANLEY,

Demonstration Agent,
STAUNTON, VIRGINIA.

LIVE STOCK DISEASES AND PESTS

1. State below how many head of stock you or other extension workers have induced farmers in your county to have treated for diseases or pests:

Cattle treated for;

blackleg	_____	tuberculosis	<u>150</u>
anthrax or charbon	_____	ticks	_____
digestive and other troubles	_____	lice	_____

Hogs treated for;

cholera (single treatment)	_____	worms	_____
cholera (simultaneous " ")	_____	lice	<u>250</u>
digestive and other troubles	_____	mange	_____

Sheep treated for;

stomach worms	_____	grubs	_____
digestive and other troubles	_____	scab	_____
		ticks	_____

Horses treated for;

spinal meningitis	_____	distemper	_____
digestive ailments	_____	accidents	_____
anthrax or charbon	_____	other troubles	_____

(Report results of cattle, hogs, sheep and horse treatments under "Remarks")

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

Cattle:-	blackleg	_____	tuberculosis	_____
	anthrax or charbon	_____		
Hogs:-			hog cholera	_____
Horses:-			anthrax or charbon	_____

3. Have you instruments for such treatments? No

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

Space for agent's stamp

FERTILIZER

P. C. MANLEY.

Demonstration Agent,
STAUNTON, VIRGINIA.

1. How many farmers have you advised regarding the proper use of fertilizers? 160
2. How many fertilizer demonstrations are the farmers conducting with you? _____
3. How much fertilizer used on such demonstrations? (tons) _____
4. How many communities have you influenced to buy fertilizers cooperatively? 6 or 8
 Quantity bought cooperatively ^{in entire county,} (tons) 1,000
 Value of fertilizer bought cooperatively
 (actual price paid by cooperative purchaser) \$ 35,000
 Total amount saved by cooperative purchases \$ 400
5. Number of farmers home-mixing fertilizer on your advice _____
6. Estimated saving per ton to farmers \$ 3.00
7. Number of farmers who top-dressed crops with fertilizer at your suggestion. 12

(For additional remarks use reverse side of sheet)

Space for agent's stamp

N A M U R E

F. C. MANLEY,

Demonstration Agent,
STAUNTON, VIRGINIA.

1. How many farmers have you induced to take better care of farm manure? _____
2. How many have provided manure sheds at your suggestion? _____
3. How many are composting farm manure and waste products? _____
4. How many manure spreaders are in the county? _____
5. How many have you helped to place this year? _____
6. How many farmers are using phosphate or other material for reinforcing farm manure? _____
7. Estimated quantity of farm manure now being saved in your territory? _____
(tons) _____

(For additional remarks use reverse side of this sheet)

Space for agent's stamp

S I L O S

F. C. MANLEY,

Demonstration Agent,
STAUNTON, VIRGINIA.

1. How many silos have been built in your county this year? 75 to 100
2. How many silos built this year as a result of your advice? 6 or 8
3. How many silos were in county when county agent's work was started? 1
How many in county now? About 1000
4. Of the number of silos in county now there are:

Tile	_____
Cement	_____
Stave	_____
Stops	_____
Other	=====
TOTAL	_____

Space for agent's stamp

P. C. MANLEY,

Demonstration Agent,
STAUNTON, VIRGINIA.

L I M E

1. Number of demonstrators _____
2. Number of demonstrators reporting **Have no demonstrations with lime
as practically all farmers use it
whenever they can get it.** _____
3. Total number of acres in lime demonstrations _____
4. Kinds of crops grown in lime demonstrations _____
5. If each crop grown by a demonstrator is a part of a
rotation, name the crops included in the rotation system: _____

6. Average yield per acre on demonstrations (Name crop and
use common unit of measurement in case of each crop) _____

7. Estimated average yield of unlimed land in the county _____
8. Increased yield per acre due to application of lime _____
9. How many farmers, other than demonstrators, used lime
this year due to your influence? **250** _____
10. Quantity used: Burned lime (tons) **1000** _____
Limestone or its equivalent (tons) **1500 to 2500** _____
11. Total number of acres treated this year **Estimate- about 2500** _____
12. Number of local sources of lime developed **6** _____
13. Number of lime crushers installed as a result of your work **1** _____
14. Number of lime kilns built as a result of your work **3** _____
15. Number of lime sheds constructed as result of your work _____
16. Number of carloads shipped into your county **1** _____

(For additional remarks use reverse side of sheet)

KILNS.

Over three coming to Augusta County, July 1, 1918 I have advocated the use of lime, last year there was a considerable increase in the use of lime but this year has been the heaviest year. The marl beds have been opened during the past year and have sold to the farmers of the county a great many tons of lime marl. Several car loads of ground limestone rock and burned lime have been shipped into the county and a great deal more would be used if it could be obtained. One lime grinding plant has been established during the year, at Mt. Solon, by the farmers and about 200 tons have been ground. In addition to this grinding plant three lime kilns for burning lime have been built and a large number of tons of burned lime have been sold.

It would be almost impossible to find just how many tons of lime has been used in the county during the past year but a very conservative estimate would be from 1000 to 2000 tons.

The one great drawback with the lime burned in the kilns in the county has been the cost. Labor was very hard to obtain and the cost of coal was considerable. Consequently the burned lime had to be sold for about \$10.00 per ton. The ground rock cost the farmers about \$3.50 per ton which was too much but even at that a great deal was sold.

One new lime burning kiln has just been completed near Greetsville and Pinyon Doves, will build a new kiln shortly along-side the one they are now operating not far from Greetsville.

Reports from farmers using lime in all of its forms are very encouraging. Estimates as to the value of lime in the increase of crops ~~from~~ from a money value above the cost of the lime run all the way from \$1.50 to \$6.00 per acre. The rate of application is usually from one ton of burned lime to three tons of marl, so using two tons as an average rate of application and two thousand tons used we get one thousand acres treated to lime.

Conservative est. of amount lime used in county 1918-----	2000 Tons.
Rate of application, average per acre-----	5 Tons
Conservative est. of number of acres treated-----	1000 Acres
Estimate of value in increase of crop by the use of lime--	
as given by farmers who used it, each value,-----	\$2,000.00
1000 acres treated @ \$2.00 per acre increase-----	

—This is very conservative estimate. Two lime grinding plants, besides the State plant in the county three marl beds and three lime burning kilns. All working and they can not supply the demand for lime. More kilns and grinding plants will be established some time during the next year.

Space for agent's stamp

FARM AND FARMSTEAD
IMPROVEMENTS

E. C. MANLEY

Demonstration Agent,
STAUNTON, VIRGINIA

THINGS DONE WITH AGENT'S ASSISTANCE AND ADVICE

- | | |
|--|------------|
| 1. Number of buildings erected | 5 |
| 2. Number of farm buildings improved | 1 |
| 3. Number of new building plans furnished | 3 |
| 4. Number of farm buildings painted or whitewashed | 1 |
| 5. Number of home water systems installed or improved | 12 |
| 6. Number of home water systems in county before demonstration work started | 1 |
| Number now | 1 |
| 7. Number of home lighting systems installed in county | 24 |
| Number in county before demonstration work started | Probably 6 |
| Number now | 75 to 100 |
| 8. Number of home grounds improved | |
| 9. Number of farm and home sanitary conditions improved | 6 |
| 10. Number of homes screened against flies and mosquitoes | |
| 11. Number of sanitary privies erected | 1 |
| 12. Number of telephone systems installed | |
| 13. Number of farmers furnished plans and induced to adopt systematic crop rotations | |
| 14. Total acreage of such rotations | |
| 15. Crops commonly used in these rotations: | |

Space for agent's stamp

P. C. MANLEY,

Demonstration Agent,
STAUNTON, VIRGINIA.FARM AND FARMSTEAD
IMPROVEMENTS

15. Number of new pastures established _____
" " acres _____
17. Number of old pastures renovated _____
" " acres _____
18. Number of drainage systems established in county _____
19. Number of farmers induced to drain all or part of their farms _____
20. Number of such acres drained:- _____
by tile _____
by ditch _____
21. Number of farmers induced to remove stumps _____
acres _____
22. Number of farmers induced to terrace their sloping lands _____
acres _____
23. Number of home gardens planted or improved _____
24. No. of farmers induced to save surplus farm products for winter _____
lbs/
25. Number of road improving demonstrations assisted in _____
26. Number of miles of improved roads resulting therefrom _____
27. Number of farmers who planted cover crops to be turned under 5000
28. Number of new implements and tools bought:

		Probably	2500 total.
Binders	_____	Mowers	_____
Hay presses	<u>24</u>	Grain drills	<u>50</u>
Gas engines	_____	Disk harrows	<u>50</u>
2-hrs cultivator	<u>25</u>	1-hrs cultivators	_____
Tractors	_____	Plows	_____
Motor trucks	<u>50</u>	Hay loaders	<u>150</u>
Corn Planters	<u>150</u>	Hay rakes	_____
		Ensilage cutters	_____
		Cream separators	<u>12</u>
		Spraying machines	<u>25</u>
		Manure spreaders	<u>12</u>
		Small tools	<u>20</u>

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Space for agent's stamp

F. C. MANLEY,

Demonstration Agent,
STAUNTON, VIRGINIA.

MISCELLANEOUS EXTENSION WORK

	(Demonstrators	50
	(Cooperators	—
1. Number of visits by agent to	(Other farmers	250
	(Business men	125
	(Boys' and Girls' Club members	75
	TOTAL	500
	(Railroad	1175
	(Team	—
2. Number of miles traveled	(Automobile	4000
	(Otherwise	25
	TOTAL	5000
3. Calls on agent relative to work at office or home	Personal	400
	Telephone	25
4. Number of farmers' meetings held under auspices of agent or Extension Division		40
5. How many meetings of all kinds did you address?		90
Total attendance at these meetings (approximate)		8750
6. How many field meetings held by you?		6
Total attendance at these meetings		50
7. What per cent of time spent at office work? $\frac{1}{3}$ %	How divided?	(Correspondence $\frac{1}{3}$ 20%
		(Conference $\frac{1}{3}$ 10%
		(Miscellaneous $\frac{1}{3}$ 20%
		TOTAL 100%
		(Supervising reg. dem. 10%
		(Other farm visits 20%
8. What per cent of time spent in field work? 60 %	How divided?	(At meetings 20%
		(Assisted in short course work 10%
		(Organization 20%
		TOTAL 100%
9. Number of official letters written		700
10. Number of articles relating to your work prepared for publication		60

Space for agent's stamp

F. C. MANLEY,

Demonstration Agent,
STAUNTON, VIRGINIA.

MISCELLANEOUS EXTENSION WORK (Cont'd.)

- | | |
|---|-------------------------------|
| 11. Number of different circular letters prepared by you and sent out | <u>5</u> |
| Total number of copies of such letters
(Give list and copy of each if possible) | <u>100</u> |
| 12. Number of bulletins or circulars of U. S. Department of Agriculture distributed | <u>500</u> |
| 13. Number of bulletins or circulars from State College or State Department of Agriculture distributed | <u>750</u> |
| 14. Number of visits to schools relating to work | <u>70</u> |
| 15. In how many schools did you assist in outlining an agricultural course? | <u>2</u> |
| 16. How many Extension schools or short-courses did you assist in?
Total attendance at these schools | <u>5</u>
<u>150</u> |
| 17. Total number of days you were engaged in these schools | <u>5</u> |
| 18. Number of farmers who attended short-courses at colleges as a result of your effort | <u>6</u> |
| 19. Number of boys attending Agricultural or other schools or colleges as a result of the club work | <u>Club work started 1919</u> |
| 20. How many times have you been visited by specialists from college or the Department? | <u>85</u> |
| 21. Was there a county fair held in your county? | <u>Yes</u> |
| 22. How many demonstrators, cooperators and club members had exhibits?
How many of these won prizes? | <u>150</u>
<u>100</u> |
| 23. How many demonstrations have you in truck or small fruit? | <u>None</u> |
| 24. Were they successful from a financial standpoint? | <u>_____</u> |

Space for agent's stamp

MISCELLANEOUS EXTENSION WORK (Cont'd.)

F. C. MANLEY,

Demonstration Agent,
STAUNTON, VIRGINIA.

25. How many farmers in your county are keeping cost records at your instance? Complete 8; Partial 12; Total 14
26. How many farmers in your county are practicing fall plowing as a result of county agent's work? 10
27. How many farmers are selecting seed? 250
28. How many farmers are growing any kind of improved seed for sale? 25
29. How many wood lots have been improved at your suggestion? _____
30. How many farmers in your county have been influenced to grow sugar cane or sorghum for syrup? _____

Space for agent's stamp

SPECIAL REPORT BY WHITE AGENTS ON WORK WITH

P. C. MANLEY,

Demonstration Agent,

STAUNTON, VIRGINIA.

NEGRO FARMERS

Do work with negroes.

NOTE:- The data reported on this page must be included in your report on all work done. Negro agents need not report on this sheet, but should fill out all other sheets of form 920.

1. Number of negro demonstrators (all crops) _____
2. Number of negro demonstrators reporting (all crops) _____
3. Total acreage of all crops grown under improved methods on negro demonstration farms _____
4. Number of negro cooperators (all crops) _____
5. Total acreage of all crops of negro cooperators _____
6. Number of negro farmers who planted pure or selected seed on their demonstrations _____
7. Number of negro farmers you have influenced to select seed for next year's crop _____
- Estimated quantity of all seed selected (bushels) _____
8. Number of negro farmers who fall-plowed their demonstration acres _____
9. Approximately, how many negro farmers in your territory are following demonstration methods on their farms? _____
10. Name the principal crops grown under demonstration methods by negro demonstrators and cooperators _____
11. Number of pure blood animals bought by negro farmers at your suggestion:

Horses & Mules _____	Dairy Cattle _____
Beef Cattle _____	Hogs _____
Sheep & Goats _____	Poultry _____
12. Number of negro farmers who have produced practically all their home food and feed due to your influence _____

Space for agent's stamp

RESULTS OF BOYS' CLUB WORK

P. C. MANLEY,

Demonstration Agent,
STAUNTON, VIRGINIA.Crops

NOTE: Local agents, as well as county agents, having Farm Makers Clubs, should use this form for reporting results, the reports on the two lines of work to be kept separate. On the back of this sheet, or on a separate page to be attached hereto, furnish a list showing the kind, quantity, and value of boys club products, or materials used by boys club members, bought or sold cooperatively. Make a separate list for purchases and one for sales. Report all grains and potatoes in bushels and cartloads, making a separate report on each kind of grain, as 10 ears corn or 8,000 bushels. Report all seed in bushels, all fertilizers and lime in tons, and wool in pounds. In reporting value, give the value at which the commodity was actually sold, or for which it was bought. A full report on this subject is urged.

Clubs	Enroll-ment in clubs	Number of com- munit- y clubs in which re- ceiv'd	Total production (bushels)	Aver- age yield per acre bu.	Aver- age cost per bu. \$	Total cost of production \$	Total value of crop \$	Total profit \$	Number members making 100 or more bu. per a.
Corn	3	1	87	87					
Pearst (Wtts)									
Hay									
Potatoes (Irish)									
(Sweet)									
Grain sorghum									
Wheat									
Oats									
Peas (Peas)									
Hay									
Soy (Beans)									
Beans (Hay)									
Velvet beans									
Cotton (Lint)			lbs	lbs					
(Seed)									
Miscellaneous									
TOTAL									

* Tons of cured hay.

Number of boys agricultural clubs.

Number of community clubs in which boys participated

It is important that you send with this report one or more human interest stories relating to club work, with illustrations, if possible. This form is for the purpose of facilitating the gathering of uniform data on boys' club work.

Space for agent's stamp

RESULTS OF BOYS' CLUB WORK

P. C. MANLEY,

Demonstration Agent,
STAUNTON, VIRGINIA.Livestock

NOTE: Local agents, as well as county agents, having Farm Makers Clubs, should use this form for reporting results; the reports on the two lines of work to be kept separate. On the back of this sheet, or on a separate page to be attached hereto, furnish a list showing the kind, quantity, and value of boys club products, or materials used by boys club members, bought or sold cooperatively. Make a separate list for purchases and one for sales. Report all livestock in carload lots, keeping the different kinds of livestock separate, for example, ___ cars cattle; ___ cars hogs, etc. In reporting value, give the value at which the commodity was actually sold, or for which it was bought. A full report on this subject is urged, and this form is for the purpose of facilitating the gathering of uniform data on boys' club work.

Clubs	Enroll-ment in clubs	Number of complete reports rec'd	Total number of animals	Total final weight (pounds)	Average cost per pound	Total cost	Total value of milk produced by cow-calf club	Total value	Total profit
PIGS									
Fattening demonstration									
Growing demonstration	30	22	30	7500				\$750	\$750
Sow and Litter demonstration									
SHEEP									
BEEF CALF									
Fattening demonstration	5	5	5	4250				\$1250	\$850
Growing demonstration	13	13	13	10,400				\$3250	\$2400
Cow-calf demonstration									
DAIRY CALF									
Growing demonstration									
Cow-calf demonstration									
POULTRY									
Demonstration	45	35	500	2000				\$900	\$900
Miscellaneous									
TOTAL	93	75	548						

ESTIMATE OF BOYS' CLUB RESULTS NOT REPORTED
or from incomplete reports.

Space for agent's stamp

F. C. MANLEY,
Demonstration Agent,
STAUNTON, VIRGINIA.

C R O P S

NOTE: Local agents, as well as county agents, having Farm Makers Clubs, should use this form for reporting results, the reports on the two lines of work to be kept separate.

Clubs	Number of mem- bers not report- ing	Estimated total production (bushels)	Estimated total value of crop
Corn	5	300	\$ 600
Peanut (Nuts Hay)		*	
Potatoes (Irish Sweet)			
Grain sorghums			
Wheat			
Oats			
Peas (Peas Hay)		*	
Soy Beans (Beans Hay)		*	
Velvet beans			
Cotton (Lint Seed)		lbs.	
Miscellaneous	12	?	\$250
TOTAL	20	300	\$850

* Tons of cured hay.

Space for agent's stamp

ESTIMATE OF BOYS' CLUB RESULTS NOT REPORTED
or from incomplete reports.

P. O. MANLEY,

Demonstration Agent,
STAUNTON, VIRGINIA.

Livestock

NOTE: Local agents, as well as county agents, having Farm Makers Clubs, should use this form for reporting results, the reports on the two lines of work to be kept separate.

Clubs	Number of members not reporting	Estimated total number of pounds	Estimated total value of livestock
PIGS			
Fattening demonstration			\$
Growing demonstration	3	550	\$85
Sow and Litter demonstration			
SHEEP			
Demonstration			
BEEF CALF			
Fattening demonstration	5	3500	\$525
Growing demonstration			
Cow-calf demonstration			
DAIRY CALF			
Gré demonstration			
Cow-calf demonstration			
POULTRY			
Demonstration	10	No. fowls 100# 250 lbs.	\$150
Miscellaneous			
TOTAL	18	4250	\$765

The Boys and Girls Club Exhibit

at the Staunton
Fair,

F. C. MANLEY,

Demonstration Agent,
STAUNTON, VIRGINIA.

September 2-6,

1919

In-as-much as the baby beef club exhibit was such a success last year, 1918, at the Staunton Fair I made arrangements with the secretary Mr. C. E. Halston, to have all of the clubs make exhibits this year. Mr. Halston very generously gave (\$250.00) for premiums for all of the clubs; baby beef, pig, poultry, garden, and canning. He also provided a 40 X 80 tent in which to have the exhibit.

Entry blanks were sent to every club member over which I had supervision and about (80) eighty boys and girls in the pig, baby beef, and poultry clubs expressed a desire to make exhibits. There were (20) twenty poultry, (2) two corn, (12) twelve baby beeves, and (12) pig entries that came in and exhibits made.

Because of the fact that the regular poultry department of the fair had to use all of their good poultry exhibition coops I had to construct exhibition coops out of the broken and discarded coops of that department; even at that they looked as good as these in the regular poultry department. Owing to an overcrowding of the regular stalls of the cattle department I had to build (12) twelve baby beef stalls in the club tent and even then did not get all of my baby beeves in the club tent. The pigs I had in the regular swine department headquarters, which was rather unsatisfactory.

The judges that judged in the regular classes of the different departments at the fair judged the club exhibits; and they remarked, each in turn, that the exhibits of the club members as a whole were better than those in the other departments. One farmer in the county remarked that the club exhibits were the best part of the whole fair and that they showed that there was something more to club work than 'talk'.

Having talked the matter of the club department over with secretary Halston he said that next year he would give me as much space, 40 X 80 feet, as he did this year and that I could use it the way I thought best for club work. Profiting by the mistakes I made this year, if we have the club exhibit during the fair next year, I will have the exhibits of the members over whom I have supervision all together in the one tent. Baby beeves, pigs, poultry, corn, garden, and the exhibits of the different organized clubs of the county. Miss Moffett has requested a tent of her own for the home demonstration and canning exhibits. It proved rather unsatisfactory having the canning exhibit in the tent with the baby beeves, poultry, etc. this year.

Quite a number of boys expressed a desire to join one of the clubs next year, and from present indications I will have more club members than I can satisfactorily look after.

Space for agent's stamp

P. C. MANLEY,

Demonstration Agent,
STAUNTON, VIRGINIA

SUCCESSFUL UNDERTAKINGS

Each county agent will be expected to report three (3) important pieces of extension work attempted and successfully accomplished by him during the year. Details of your plan, method of procedure, and results, together with any other interesting facts and observations concerning each piece of work, should be included.

This sheet and as many additional sheets as are necessary should be used for this purpose.

See next pages for information.

Farmers Institutes.

At my suggestion and at the request of the members of the Augusta County Agricultural Advisory Committee a series of farmers meetings or institutes were held in the county August 13 to 23. A great deal of interest was shown when these meetings were talked about to the farmers and every thing promised that they would be well attended and very successful, but such was not the case. The first meeting was held at Middlebrook and only four (4) farmers came. None of the advisory committee from that district were present. That same evening on Aug. 13 a meeting was scheduled at Greenville and only a very few were present there; less than a dozen.

On August 19 a meeting was scheduled at Churchville and I sent Mr. Hodgeson, Woolsey, and Bushman, out there and they reported that no one came. Mr. Cooper and I went to Craigsville on the same date but only five (5) came. We visited the farms of three of the leading farmers there and these three farmers were the only real farmers at the meeting.

August 20 meetings were scheduled for Winesboro and Stuarts Draft. Only one man reported at Winesboro and he was the member of the advisory committee from that district, Fred Driver. The meeting scheduled for Stuarts Draft was called off, as those in touch with the situation there said that no one would attend.

New Hope was the next place a meeting was to have been held and only two showed up there. Consequently we had no meeting.

On the 22nd, of August we went to Mt. Solon and found about a hundred persons there for the all-day farmers meeting. Every one seemed very much interested and all seemed to enjoy the talks given by the specialists from Blacksburg. A motion was made for a similar meeting there next year at the same date. Granted. The vote was carried unanimously. That night at Spring Hill there were about fifteen (15) present and we had a very good meeting. They asked for a similar meeting next year.

On Saturday we had a meeting in the County Building in Staunton and had about twenty five (25) present. This was largely a horticultural meeting as the Augusta County Fruit Growers had their semi-annual meeting at this time. Asst. Director V.F. Moore made a short talk on demonstration work while Prof. Schoone gave a talk on Cedar Rust. A resolution was passed at this meeting asking that the Federal and State Dept's. of Agriculture, horticultural divisions, make a cedar rust survey of the county, and to make proper suggestions to the fruit growers of the county for its control. The members of the association were informed that such a survey would be made during the week of August 25 - 30, 1919. Provided the fruit men of the county would provide transportation, which they agreed to do.

I would conclude that the meetings the county over were not a success; Mt. Solon and Spring Hill being the exception.

Club Work In Augusta County, 1919.

When I took up the work of county agent in Augusta County I found only (18) eighteen members of the boys and girls clubs, 1918. I at once realized that the agricultural extension work would never advance in the county as it should until this very important phase of extension work was put across. Accordingly I made plans to get a representative enrollment in club work for 1919.

During January I visited all of the rural high schools in the county, fourteen in all, and explained the club work to the pupils in all of the grades excepting the lower grades where the pupils were under ten years of age. In February I again visited the schools and made several enrollments and left cards with the teachers for any additional boys or girls that desired to take up club work.

As spring advanced more and more began to take an interest in the work and by May first around (300) three hundred boys and girls had sent in enrollment cards for the baby beef club, pig club, garden club, poultry club, corn club, and some in the sewing club. Some of these members were turned over to the home demonstration agent leaving me with around (160) one hundred and fifty boys and girls to look after during the summer. Owing to my other work I found that one hundred and fifty were too many to give the attention to that the first years work requires. However I made the best of the situation and did the best I could.

Eight boys and girls clubs were organized in the county and did splendid work. Meetings were held regular and programs were prepared for each meeting. After the first meeting or two the members conducted their meetings like they had been accustomed to holding meetings all their lives.

The county club contests took place during the Staunton Fair and there were around (150) one hundred and fifty entries in the club department. The club exhibits and the interest of the club members attracted a great deal of attention from the general public.

During this summer a boys and girls club encampment was held at Grottoes and about fifty of the members attended. More members would have attended but delayed farm operations kept a great many at home and prevented them attending. Club instructions, games, athletics, etc. furnished the members something to do all of the time and they were kept busy. Every member attending was immensely pleased and expressed a determination to continue in the club work until the age limit cut them out. This club encampment and short course will be an annual event in club activities in Augusta County I believe.

For the first venture in club work, to any extent, in the county it was a great success from every point of view, and prospects are bright for larger and better work in the future.

F. C. MANLEY,

Demonstration Agent,
STATIONER, VIRGINIA.

See Soy Bean Work under head, Summer Legumes,
Soy Beans.