Extension Service Review



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Let us consolidate our gains and let us resolve that this consolidation shall be for the continued progress and especially for the greater happiness and well-being of the American people.

Fruklin Strowerelt

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In This Issue

What are the measures that must be taken to bring about economic recovery? Rexford G. Tugwell, Assistant Secretary of Agriculture, outlines in a clear, concise statement the road we must take to bring about complete recovery. Hepointsouttheimportance of the simultaneous recovery of both agriculture and industry and their interdependence together with the impetus given to revived buying power by the public works program. "The failure of any one of these three attacks to attain its objective", says Assistant Secretary Tugwell, "means the partial failure of the others and the necessity of beginning anew."

What makes for success in conduction adjustment campaigns? County agents C. H. Beddingfield in Alabama, J. B. Hill in Oklahoma, and W.M. Landess in Tennessee, agree that committeemen and local leaders played a big part in getting farmers to plow up cotton in 1933 and to sign contracts to reduce their cotton acreage this year. Representatives of cotton, land, and banking interests, as well as local newspapers and the radio stations, cooperated in conducting the campaign in their counties.



"I s it possible that the increased purchasing power of farm folks for which the adjustment movement is inaugu-

rated, coupled with an increased desire on the part of farm folks to eat their cake in order to have it, may in time set free the small or large sum of money to install plumbing, remodel kitchens and install other labor-saving devices? Are we alert to this possibility and ready to meet it with the best possible information?" These are pertinent questions raised by Minnie Price, Ohio State home demonstration leader.

The training of 4-H club officers in Indiana during the last 3 years has resulted in much improvement in the conducting of local club meetings.

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ALFALFA growers of southern California and Arizona, representing a total production of 720,000 tons of alfalfa hay, found cost of production records of much practical value in working out a marketing agreement which has been submitted to the Agricultural Adjustment Administration. Although the cost of irrigation water is generally considered an important item in the cost of production, the records of the cooperators show that the cost of water may not have been a major factor in the success or lack of success, as the cost of labor varied widely.

On The Calendar

Washington State 4-H Club Camp, Pullman, Wash., June 11-16.

National 4-H Club Camp, Washington, D.C., June 14-20.

American Association for the Advancement of Science, Berkeley, Calif., June 18-23.

Farm and Home Week, Amherst, Mass., July 24-27.

The opinions of Iowa farm wom-en differ regarding the most important benefits to be derived from the Agricultural Adjustment program. Facts gathered from a survey conducted among farm women in 10 counties give increased farm income first place. Also, in the list were such benefits as the opportunity for more leisure time, training in cooperative effort, the development of a long-time national land-use program, and the possibility of developing a better understanding between country and town.



What will farmers do with their contracted acreage? Frank E. Balmer, Washington State extension director,

believes that the contracted acreage provides one of the best opportunities for a program of soil improvement and erosion control ever offered to farmers. He presents a program for handling this acreage in his State which includes permanent seeding in gullies, hilltop planting, soil improvement, weed control, and soil protection crops.

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m M}$ issouriextension workers last year planned a program of activities particularly for young people from 18 years of age to the age when adult extension work is taken up. They felt the necessity of keeping up the interest of these young people in agriculture, homemaking, and community-building activities after they had left club work.

The local news story is an important medium in Illinois for getting information on crop reduction campaigns to farmers.

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Extension Service Review

VOL. 5

WASHINGTON, D.C., MARCH 1934

No. 3

The Road to Economic Recovery*

REXFORD G. TUGWELL
Assistant Secretary of Agriculture

ONSIDER the reaction of the country to the first 3 years of depression. Down and down went the curves of business activity. Longer and longer grew the lines of idle workers and the rows of idle machines. The whole constituted a challenge to the American people to act as a body—to remedy a ridiculous situation which had developed out of their acting separately.

What positive measures could be undertaken? Let us see. The breakdown came at a time when our economy was a spotted reality of competition and control-with the control intrusted to irresponsible trustees. In 1929 we did not have a system of free competition and flexible prices. True, in some areas like farming, we have had highly flexible prices and a considerable number of individuals actively competing in both production and price. This flexibility in prices received by the farmer, however, has not been permitted to reach the consumer, so to be reflected back to the producer as an accurate, prompt thermometer of demand. Rigid freight rates, rigid interest charges, and relatively rigid wage rates and dividends of the processing and distributing trades have intervened. From 1929 to 1933, prices paid to farmers fell 61 percent, but retail prices paid by consumers for food fell only 36 percent. If prices throughout our economy had been as flexible as those in the farm area were, it is quite possible that the 1929 depression would have been of minor consequence. The truth was, however, that an important part of our economy had prices which were not responsive—as theoretically they should have been-to changes in supply or demand. At the furtherest extreme are railroad and public utility rates, steel rails, and many other goods and services whose prices were fixed over very considerable periods of time.

In such areas, the whole impact of changes in demand are taken in the form of changes in production without any changes in price.

Intermediate between the extremes of flexible price and fixed price, lies most of industry. In this area, prices are fixed



Rexford G. Tugwell.

for shorter periods of time but are periodically revised over longer periods of time. Thus, in varying degrees, changes in demand are met by changes in production, and more slowly and over a longer time only, by changes in price. This matter of temporary or more permanently fixed prices is vitally important. This fixity is a major disturbing influence in a system which is theoretically competitive. We had a choice, if the situation was to be remedied, of really restoring competition or of extending the areas of rigidity until they include all prices of real social consequence.

Effect of Depression

Notice how differently the depression has affected different parts of our economy. In the agricultural area in which prices are highly flexible the drop in effective demand during the depression has caused a great drop in prices while production has declined little. The farmers are working as hard as ever, but they get less for their product. Throughout most of industry, the effect of the depression has been essentially different. Prices have dropped relatively little compared to the drop in agricultural prices. The fall in demand has been met for the most part by reduced production. The income of the workers as a body has dropped as rapidly as that of the farm group, not primarily because wages were lower, though that has been important, but because of their being out of employment. Thus, while the cash income of farmers as a body and the income of wage workers as a body have fallen off to an almost equal degree, one has fallen because of a fall in prices and the other because of a fall in production.

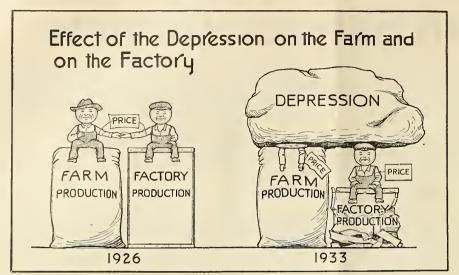
This difference in the effect of the depression on prices and on production is of vital importance. It is the key to many of the apparent conflicts between the agricultural and the industrial programs. Perhaps the picture of the depression is best portrayed by thinking of all the different economic activities distributed along a scale according to the amenability of prices to change. As has been suggested, most agricultural activities and certain industries are at one end of the scale and at the other extreme are certain more or less monopolized trades. Between these extremes are ranged the bulk of industry. If we think of the prices and production of different commodities as having been roughly in balance in 1926, the effect of the depression was to reduce prices at the flexible end of the scale and to maintain production there while at the other end prices were being maintained and production was dropping.

Restoring Exchangeability

To restore exchangeability in such a situation we could do one of two things;

^{*} Condensed from an address given by Assistant Secretary Tugwell before the Institute of Arts and Sciences at Columbia University, New York City, on Nov. 16, 1933.

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The depression has not affected agriculture and industry in the same way. In agriculture, the drop in effective demand has resulted in a great fall in prices, with production showing but little decline. The farmers are working as hard as ever, but they get less for their product. In most industry, on the other hand, prices have dropped relatively little as compared with the drop in agricultural prices. The fall in industrial demand has been met for the most part by reduced production. Thus, while the cash income of farmers as a body and the income of wage workers have fallen off to an almost equal degree, one has fallen primarily because of lower prices and the other because of lower production.

we could lift the flexible prices to the level of the rigid ones, and simultaneously increase production in the fixed price areas; or we could reduce the rigid prices to the level of the flexible ones, and reduce production in the flexible price areas.

The advantages of the first path toward the restoration of exchangeability are clear, and it is this path which has been taken by the Administration. The major advantage of lifting prices-of lifting most those which have fallen most and lifting not at all those which have not fallen-grows out of the burden of debt created at the old price level. To lower all prices to the level of those which had fallen most would be to overburden the debtors in the country and to endanger the solvency of our many great debtor institutions. Elementary justice thus required a lifting of the flexible prices to parity with the prices which had not dropped rather than the more difficult course of revising downward those which had remained fixed.

Here, then, is the more immediate objective of recovery; to raise prices in the area of flexibility, to raise production in the area of rigidity, and raise both prices and production in the intermediate areas of industry until all groups attain the ready exchangeability which they once had. How is this immediate objective to be reached? From here on we must take up each element of the recovery program separately, remembering that each element is essential and that each depends for its success on the

development of the other parts of the program.

The agricultural program may be considered first. Here the immediate problem was to increase the farmers' income. We believed that greater business activity leading to economic recovery would be induced by giving farmers more income than by saving it for consumers. If this were true a definite increase in business in total expenditure and in total income would result. So the farm program by raising prices sought on the one hand to restore price balance, and on the other hand to induce increased total expenditure with increased business activity resulting.

Recovery Program

It is recognized that in the area in which prices are highly flexible, as in agriculture, it is only possible to raise prices by reducing supply or by increasing demand. The total recovery program involves both, though the agricultural adjustment program, taken alone, involves mostly a reduction in production. The need for this reduction is greater because of long accumulated surplus as traceable to the shift of this country form debtor to creditor status during the war. This shift involved such a reduction in our agricultural exports as to unsettle all the relationships which had been established during our long history as an exporter of raw products. Nor can we count on any immediate change. Combined with a positive program for reducing farm production, and

as an aid in bringing about reduction, the processing tax has been employed as a means for raising the price paid by the consumer so that it constitutes more nearly an adequate remuneration for the farmer. The proceeds of the proceessing tax have been distributed in a manner to insure the reduction of erop acreage. So supply is limited to the demand.

A part of the program involves an effort to increase farm exports, a difficult program and a program on which little reliance can be placed for dealing with the existing crop surplus. However, no opportunity is being overlooked, such as furtherance of world commodity controls. Not much can be done of a permanent nature, however, unless we are willing to admit on far easier terms than are at present in force upwards of half a billion dollars in foreign commodities in exchange for our agricultural goods.

Still another element in the recovery program is of a long-run nature; the effort to remove some 40 million acres of land from cultivation, an effort which has beneficial incidental results, such as the arrest of erosion and the conservation of the soil. The relation sought in this way between farm and industrial activity is of a permanent sort and belongs not in the category of emergency action but of long-time planning of land and population.

Increasing Incomes

All this agricultural effort ought to increase farmers' incomes; and if the industrial program is carried on adequately, the whole community must benefit. At the same time success in raising prices to the farmer necessarily rests on the corresponding success of the industrial plan. Through the action just described the supply of farm products is being reduced. Complete success, however, demands that we also increase the demand. If the unemployed population can be returned to work they will be in a position to buy more farm products. This is the farmers' interest in the spread of employment and increased The two are inextricably related.

When we come to the industrial sector of the recovery program, the immediate objectives are almost exactly the reverse of those in the agricultural sector. The main problem is, in some industries, to raise volume of production and volume of payrolls without increasing price; in other industries, to raise volume of production and volume of wages with an increase in price but

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The County Adjustment Campaigns

Agents tell how cotton contracts were signed in their counties

Expert Committeemen Aid Cotton Campaign



C. H. Beddingfield.

Success of both the plow-up and the present 1934–35 cotton-reduction campaign, Lee County, Ala., has been due largely to the thoroughness with which the committeement have mastered every detail of the cotton contracts. This thorough

knowledge was gained by intensive study of the contracts in county-wide meetings of committeemen before the campaign began and by weekly meetings on Saturdays after the sign-up began. At these meetings mistakes and difficulties were ironed out. A list of these was obtained from inspection of contracts which committeemen mailed in each day.

In December, before the campaign began, a letter was prepared explaining the contract and mailed to every landowner in the county. In the meantime, I spent a week studying all the literature available on the reduction plan. The county organization was then completed with the selection of committeemen limited to men who, first of all, commanded the respect and confidence of the farmers in their communities. The other requirements were that committeemen should be men who were "thoroughly sold" on the program and who had the best possible knowledge of farming conditions, including an accurate knowledge of acres and vields.

Landowners were then contacted in 12 meetings held in various sections of the county, at which time details of the contract were explained. The publication of campaign material was made through the Opelika Daily News which has a wide circulation throughout the county. News on the campaign was published daily in this paper.

Committeemen were relieved, as far as possible, of all clerical work by adequate provision being made for this work at the county agent's office. As the contracts were mailed in daily, they were inspected, and all tabulations were made. Those having mistakes or questionable yields and acreages were "flagged" and referred back to the local committeemen before being sent to the county committeemen. A constant check was made to see that average yields were kept in line with the figure for the county supplied by the State statistician.

To my mind, the greatest problem encountered in the campaign was to have the committeemen visualize exactly what constitutes a farm and to secure from the farmer accurate figures on acres and yields for which the land was eligible. This problem was solved by personal inspection of the contracts and by sending to committeemen letters explaining the mistakes in a clear, concise manner.

Favorable sentiment for the campaign was accomplished through numerous mimeographed letters to farmers and committeemen, explanation of the campaign before meetings of civic clubs, and through the daily paper publication of much information on the campaign. As county agent, I made certain that all bankers and leading businessmen in the county were thoroughly informed on the program's value.

Without doubt, however, a major portion of the campaign's success rests on the "expert committeemen." Through their efforts and the cooperation of business and farm leaders, Lee County reached its quota in the reduction campaign early in February and last summer was the first major cotton county in Alabama to "go over the top" in the plow-up campaign.—C. H. Beddingfield, county agent, Lee County, Ala.

Local Leaders

The cotton-adjustment program just being completed in Pontotoc County, Okla., is by far the largest and most important project ever attempted by the Extension forces. About 75 local leaders took direct part in assisting the county agent. The fine cooperation of the business people throughout the county with these leaders brought this program before the farmers and enabled the county agent to put the program over in a satisfactory manner and in the shortest possible length of time.

After receiving detailed instructions from the Washington office on the cotton-adjustment program, a county-wide meeting was called on June 24, in the district courtroom in Ada, where the cotton-adjustment program was explained to about 1,000 farmers and business men. A committeeman for each community was appointed. These men were farmers in that particular community, whom we thought best suited to carry on this work. The duties of this committeeman were to go back to his community and call meetings, explain in detail the cotton-adjustment program, and write contracts.

On June 27 a meeting was held for all committeemen. By this time we had received a bundle of cotton benefit contracts. These contracts were distributed equally among these committeemen, a John Doe copy which we had prepared in our office was placed in the hands of each. Each committeeman on going back to his district, began at once to write contracts, inspect the cotton to be taken out of production, and agree on price.

We did everything possible to aid these committeemen in field work. To keep them up to date on information a mimeographed copy was made of each letter or telegram of instructions received from the State director of extension or the Washington office and mailed at once to each committeeman.

The cotton-adjustment program has been of great benefit to a large number of farmers, as we have been repeatedly told. One farmer writes, "This check will pay me out of debt, and I will have for my own the cotton that I pick or sell." We have also heard from many of these men who participated in the program. One committeeman states, "If this acreage had not been taken out of production, cotton would not be bringing over 4 cents per pound this fall."

While the value of the adjustment program has been of benefit to the farmer as a direct relief, it has also been a stimulant to business recovery as a whole.

It has afforded the county agent an opportunity to serve the farmers in a capacity heretofore unheard of, and this program has been carried on to completion in the most satisfactory manner. I do not know of anyone who is not satisfied with the results. Therefore, it is needless to say that I am proud of the opportunity to serve the farmers of Pontotoc County and to have had the opportunity of assisting them in the huge program just completed.—J. B. Hill, county agent, Pontotoc County, Oklahoma.

Shelby County Cotton-Adjustment Campaign



W. M. Landess.

The county agent in a county like Shelby County, Tenn., in which a large city is located, has a twofold responsibility in a campaign such as the present cotton-adjustment campaign.

gation to secure the adjustment in his county, such as every other agent has:

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Jane McCoy, of Tippecanoe County, Ind., leading a group of 4-H club officers in a club song.

Training 4-H Officers

HREE years ago the Indiana State 4-H club leaders turned their attention to the 4-H club meeting. These leaders believed that much could be done to improve the effectiveness and value of these meetings through the training of the club officers. In 1931 series of meetings were held throughout the State.

Each year since the training started additional meetings have been held. In 1933 there were 30 meetings of county club officers with an average attendance of 69 boys, girls, and local leaders, and a total of 2,067 persons who have received this leadership training.

The meetings were held for periods of $1\frac{1}{2}$ to 2 hours either in the afternoon or

evening in some available building, such as the schoolhouse. The afternoon meet ing proved most successful, although some night meetings were scheduled. The officers of all the clubs in the county were invited to attend. At the meeting the group was divided into sections of presidents and vice presidents, secretaries, news reporters, and song leaders. The leaders present were free to attend any of the section discussions. The presidents and vice presidents were given assistance in handling a meeting, parliamentary law, correct order of business, and the value of planned programs. Secretaries were given aid in keeping records and minutes of the meetings. The writing of news stories and the leading of

club singing were topics for discussion in the other sections.

At the close of the discussion period the general group assembled and a model meeting was held, using one officer from each of the sections. This meeting is conducted as a regular club meeting and the full routine of business and recreation is followed through.

As a result of these meetings and the training of the 4-H club officers considerable improvement has been noted in the local club meetings, which have been better planned and organized. A clearer understanding of what should be done and how to do it has been evident. The increased interest in the meetings has resulted in a larger attendance. More complete and concise records of the meetings are now being written. The experience that has been gained by the 4-H club members and leaders has been of value, and will continue to be, in aiding them to play their part in activities of the community. It has given a new idea of responsibility to the club officers.

PARM women in four counties in southern Mississippi added \$22,952 to the farm family cash income during the past year through sales of surplus garden, poultry, dairy, and culinary products at club markets, according to Mrs. Emma Lindsey, district agent, who has received reports on the markets from the county home demonstration agents.

The club markets are operated by members of the home demonstration clubs, women's civic organizations, and the local home demonstration agent. Only home demonstration members who prepare, grade, pack, and standardize products according to standards set up by the extension specialist in home marketing are permitted to sell on the club markets.

The County Adjustment Campaigns

(Continued from page 35)

but he also has the responsibility of seeing that the business interests of his city make their weight felt over all their trade territory. In both of these projects, Shelby County is very proud of their record in the 1934 and 1935 cotton-adjustment campaign.

To secure our quota of approximately 41,000 acres, we relied on and believed in the community committee plan of work. We placed the entire responsibility on the committeemen, feeling that they know their neighbors. We called these men in for 2 days' training and gave them cards listing every tract of

land within their prescribed and mapped areas. We have assisted them in projecting their program through a series of campaign meetings which covered the entire county in a little over a week's time. They have since returned to us contracts that will cover at least the 41,000 acres, executed by more than 2,000 farmers. At the present state of tabulation, the total of these contracts is only 6 pounds per acre above our 5-year average production.

Through the aid of a Civil Works Administration set-up, we have been supplied with efficient help in receiving, reviewing, correcting, and tabulating these reports.

In the matter of meeting Memphis' responsibility toward its trade territory, we called together representatives of

cotton, land, and banking interests in the city. This original group organized themselves into a committee, then pledged they would back the Government control campaign 100 percent and would require every person they dealt with in a business way to do the same. The weight of this movement can be judged by the fact that one individual present pledged his company which controlled several thousand acres of cotton. They put on an active campaign over the radio, through the newspapers, and by letters and circulars, which have been a great influence over this trade area, so much so that our workers met with little difficulty in securing the required quotas. -W. M. Landess, county agent, Shelby County, Tenn.

Adjusting the Home-Economics Program

MINNIE PRICE

State Home Demonstration Leader, Ohio Extension Service

Three Guiding Principles

- The basic long-time objectives must guide the adjustments in content, program, and methods.
- 2. The underlying philosophy of meaning of the adjustment program with its stress on human welfare and on humanistic and social values is especially significant to the home-economics extension program.
- 3. The adjustment program depends for success upon group action and group understanding, both of which are in turn affected by our methods of procedure and program content.

THAT are some of the factors in this adjustment period of which we must be aware and with which we must deal? The underlying philosophy of the adjustment program will surely affect our thinking and our planning. The philosophy of this adjustment program does not affect the homemaker to the exclusion of the others in the rural family, but, in my opinion, the rapidity with which this philosophy affects rural life will depend much on the homemaker. Therefore, if this underlying philosophy is sound and important it must have more attention in the home-economics extension program.

Reduced production, which is a part of the adjustment program for the time being, can set free time in which culture and richness of life may be developed—a culture which bank failures or fly-bynight speculators cannot take from the farm family. The homemaker in that farm family, more than any other member, will influence the family's attitude toward this time that is set free and will determine in many places whether or not such time shall be set free and utilized for enrichment of life.

The adjustment program is truly more than a plan for economic recovery. It holds possibilities for the recovery and development of those qualities on which satisfactions in life depend, for hundreds of persons are thinking constructively today where only one thought yesterday of the possibilities of putting the safety and happiness of human life in rural areas on an equality with people

in urban areas to which rural life has in years past contributed so much. The relationship between economic law and an adequate program of human welfare is recognized today by an increased number of people and calls for leadership in planning as well as in execution of plans relating to home and community life.

Group Action

The adjustment program is dependent on intelligent and willing cooperation and group action. Collective planning



Minnie Price.

and action for collective welfare is a part of the thinking in this movement. The need for group action for betterment of health facilities, reading, recreation, and dozens of other activities has been emphasized for years past. Home economics extension as well as other types of extension may well look to the program and to the methods used to see that we are not encouraging individualistic activities to the destruction of coopera-Can home-economics extension contribute to the development of group action that is commendable? Is the challenge of today great enough to move us so that we can contribute in great measure to this mood? To get very far with group action demands a change in the warp and woof of the thinking of the American rural people including many of us who stand as teachers. Group discussion, group planning of programs, and other group activities can contribute to

this move away from individualism, provided they are so conducted that those who make up these groups are allowed freedom in thinking and given opportunity to express this thinking.

We have considered three angles of the underlying philosophy in this adjustment program. What are some of the problems affecting home and community life with which we must reckon?

First among these problems are those pertaining to health. Rural women are asking that information regarding protection from disease, sound nutrition, child health, truth in advertising of foods and drugs, and similar questions be made available to every mother and homemaker.

Consumer problems have long had some attention in the home-economics extension program, and the adjustment period reveals the need for added emphasis.

Creative Arts

We all acknowledge values in wholesome recreation and leisure-time activities, but tradition has kept us from too whole-heartedly endorsing a recreation program in extension. Farm women, when meeting to discuss programs, are forcing us, as we assist with these program plans, to clarify our viewpoints. They are asking us to develop methods whereby play, music, reading, nature study, and various forms of creative arts may have some attention.

More of the living is produced today than previously at home as defense against the lowering of the standard of living. These efforts are visible, tangible activities, easily recognized, easily praised, and likely to occupy the center of our thinking in this adjustment program. They are not likely to drop out of the picture for some time yet.

Homes are inadequately equipped to carry on even the ordinary tasks of homemaking, to say nothing of the added tasks such as soapmaking and breadmaking and others which have come back into the home. Is it possible that the increased purchasing power of farm folks for which the adjustment movement is inaugurated, coupled with an increased desire on the part of farm folks to eat their cake in order to have it, may in time set free the small or large sum of money to install plumbing, remodel kitchens, and install other labor-saving devices? Are we alert to this possibility and ready to meet it with the best possible information?

As citizens of the communities in which we are working and also as public servants the home-economics extension staff members and rural women of extension groups have contributed to relief work from their background of knowledge and will continue to do so. This relief work has been added to a program and has not supplanted the long-time educational program for rural homemakers.

The unity of rural and urban interests is becoming more apparent, but failure to acknowledge this gives rise to social and economic questions which need attention. Population trends may also affect emphasis in programs.

Family Relationships

The grouping of two or more families under one roof gives added reason for attention to the field of family relationships and child development, and especially to the need of reaching young mothers with education in homemaking.

With regard to methods, the future of the program depends largely on an adequate research program as a basis for teaching, adequate machinery through which rural homemakers may continue to be articulate, staff members adequate in number and qualified by training and experience, coordinated programs which recognize the family as a unit, and willingness and freedom to venture into new fields and try new methods.

Are we brave enough to experiment with our methods of work? Thinking gets stereotyped. We need an emergency to force constructive thinking. Previous to 1929 there was, and perhaps since 1929 there has been, inadequate examination of procedures. There is an old Scotch phrase which describes it, "The heather is wet." Fires, you know, will not spread in wet heather.

Today the heather is not wet. The fires are burning. Men and women are fumbling for some way out. Rural groups of homemakers are interested in the program of which they have had a taste, and the need for an enlarged and greatly extended program exists. Women trained in home economics can make a contribution if basic objectives are kept in mind and if new ventures can be made. It is truly a time for high thinking and careful examination of programs, methods, and results.

ORTH CAROLINA farm women canned 11,570,950 quarts of surplus food during 1933. Extension workers trained 1,125 community workers, who in turn carried the instruction to rural women in all parts of the State.

Florence E. Ward

Florence Elizabeth Ward, a member of the Extension Service of the United States Department of Agriculture since 1915, died at Garfield Hospital, Washington, D.C., February 23.



On November 1, 1915, Miss Ward came to the United States Department of Agriculture as an assistant in boys' and girls' club work. With the development of extension work with women she was given charge of home demonstration work in the 33 Northern and Western States. She held this position from March 1, 1918, to July 1, 1923, at which time the offices of extension work in the South and in the North and West were consolidated. Miss Ward was then appointed regional agent in charge of extension work in the 12 Eastern States, which position she held until her death.

During the World War Miss Ward aided in food conservation work carried on among the women of the United States. At the close of the war while emergency home demonstration agents were still employed a survey of 10,000 farm homes was made. Miss Ward wrote a bulletin, entitled "The Farm Woman's Problems", which was based on the study which she and her assistants made of the facts obtained from this survey.

Among other publications of which Miss Ward was the author are: Status and Results of Home Demonstration Work, Northern and Western States, 1919; Status and Results of Home Demonstration Work, Northern and Western States, 1920; Status and Results of Home Demonstration Work, 1921; and Home Demonstration Work under the Smith-Lever Act, 1914–24.

Born at Mauston, Wis., Miss Ward was reared on a farm. She graduated from the National Kindergarten College in Chicago during 1903. She was in charge of the kindergarten training department, Iowa State Teachers' College, from 1906 to 1914. While serving in this capacity, Miss Ward went abroad under the auspices of the National Civic League to study problems of women and new developments in the care of children. After studying with Madame Montessori in Rome she wrote a book, entitled "Montessori Method and the American School." She also contributed to a number of publications and periodicals relating to education and rural life. From 1914 to 1915 Miss Ward was professor of vocational education at the State College of Washington.

C. W. Warburton, Director of Extension Work, made the following statement concerning Miss Ward. "Miss Ward brought to cooperative extension work the training of an educator and a sympathetic understanding of farm problems gained from her farm upbringing. She was a prominent figure in the development of the present cooperative extension work and contributed much to the present system, particularly in home demonstration lines."

Miss Ward was especially competent in her contacts with people of distinction. Her culture and wide acquaintance made her valuable as an extension worker. She was interested in her work from a professional standpoint and in the advancement of women's interests.

Miss Ward has long been active in club circles. She was a life member of the National Women's Country Club, and held membership in the Arts Club of Washington, the Women's University Club, the Women's City Club, the League of American Pen Women, and the Women's National Farm and Garden Association. She was eounselor of the home demonstration committee of the General Federation of Women's Clubs, a member of the committee of publications and promotion of the American Child Health Association, and manager of the Rural Life Bureau of the National Congress of Parents and Teachers.

Miss Ward was 61 years of age. She leaves a sister, Mrs. L. W. Beem.

NE hundred and ten 4-H boys and girls of Larimer County, Colo., with their leaders recently celebrated the completion of 15 years of club work in the county. At the banquet local leaders and State leaders made short talks and the boys and girls were presented with awards for excellency of work.

Planning a Contracted Acreage Program

In accordance with the acreage reduction contract of the Agricultural Adjustment Administration

FRANK E. BALMER

Director, Washington Extension Service

THE Replacement Crops Section of the Agricultural Adjustment Administration has commented very favorably on this program for handling contracted acreage as an example of what can be done from a State standpoint.

HE "contracted acreage" is without doubt one of the most vital problems of the entire controled production program. The Agricultural Extension Service is vitally interested in the contracted acreage because it provides one of the best opportunities for a program of soil improvement and erosion control ever offered the farmer.

Soil Improvement

Completion of the sign-up for the wheat adjustment campaign found wheat growers of the State of Washington with approximately 293,000 acres of land which must be retired from wheat produetion for the crop year of 1934. As the Extension Service is primarily interested in the soil-erosion and soilimprovement aspects of the problem rather than the policing problems of the County Production Control Association, steps were immediately taken to formulate a plan whereby a project of soil improvement and erosion prevention could be worked out which would in no way jeopardize the retirement of these acres from competitive production.

Leonard Hegnauer, extension agronomist, was assigned the task of drawing up such a program in conformity with the wheat and corn-hog reduction contracts. After a series of conferences with the college and experiment station agronomist and soils experts, and a review of the erosion problem with W. A. Rockie, regional director of the new erosion project, Mr. Hegnauer proceeded to formulate the table appearing on this page which segregates the contracted acreage for each county into the uses most conducive to maximum benefits from the standpoint of soil improvement and erosion control. Each county was carefully analyzed beforehand from the standpoint of rainfall, soil conditions, and systems of farming.

Due to the wide variation in rainfall and land contour in the eastern and western sections of the wheat counties, the proposed use of the contracted acreage was placed under five heads, all of which come under either soil improvement, erosion control, or both. Rainfall varies from less than 10 inches in the level or gently sloping Big Bend area bordering on the Columbia River to as high as 30 inches in the hills of the sharply rolling Palouse country where Whitman County, the largest wheat-producing county in the world is located. Rainfall is a severely limiting factor in making up a program for the Big Bend country.

The division headed "Soil Protection Crops" in the table applies largely to the Big Bend counties of Adams, Douglas, Franklin, Grant, and Lincoln, although a considerable area of Whitman and Walla Walla Counties falls into this division. As the winter wheat and summer-fallow system of cropping is used almost exclusively in the State, protective crops must meet this system of cropping. If land is summer-fallowed 2 years in succession, an excess of nitrogen accumulates in the soil in much of this region and causes serious burning of the crop. Due to the light rainfall and sandy texture of much of the soil, wind erosion is a serious problem. Protective crops attempt to meet these two requirements.

The lack of moisture along the western border of the Wheat Belt, or the Big Bend region, makes the growing of legumes and the ordinary grasses practically impossible. Therefore the contracted acreage of approximately 176,000 acres must be protected with a growing crop of wheat or rye until plowed under for summer-fallow. In some places volunteer growth may answer. Wheat or rye, or even volunteer growth, plowed under at the proper time will add organic matter and will not interfere with succeeding crops. They will also play an important part in control of wind and water erosion. Crested wheat grass is being studied as a possibility in this section and may be found adaptable.

Plans for Seeding

The legume soil-building or soil-improvement crops apply to most of the counties in the Palouse area where the rainfall ranges from 16 to more than 25 inches a year. The area will have about 65,000 contracted acres on which it will be highly desirable to seed popular legumes adapted to this State, such as alfalfa and the sweetclovers. While the main function of these crops is to build up the nitrogen and organic matter in the soil, they are also an excellent erosionprevention crop. Due to the low price of wheat in recent years the wheat grower has been forced to raise every bushel of wheat he could to keep his "head above water", and naturally when

Contracted wheat land

	Acreage under wheat allotment contract			Proposed use of contracted acreage				
Counties	Applica- tions	Signed acres	Con- tracted acres	Permanent seeding in gullies	Hilltop planting	Soil im- prove- ment	Weed	Soil-pro- tection crops
Adams	891	320,000	48,000	1,000		4,000	800	42, 200
Asotin	232	33, 805	5, 070	200	200	4,000	300	370
Benton	105	47,000	7, 050	300	100	1,500	500	4,650
Columbia	437	79, 071	11,860	1,500	1,000	6,000	600	2,760
Douglas	850	130, 555	19, 583	800 600		2,000	550	16, 233
Franklin	378 447	99, 881 68, 265	14, 982 10, 239		300 900	1,000	400 500	12, 682 2, 139
Garfield	700	95, 000	14, 250	1, 200	900	5, 500 800	200	12, 550
Island-San Juan	36	1,034	155	100		105	50	12, 550
Skagit	1	9	1 1			103	30	
Kittitas	146	4, 966	745	25		100	40	580
Klickitat	399	50,600	7, 590	400	150	2,000	500	4, 540
Lewis-Clark	144	1,946	292			262	30	
Lincoln	1, 300	270,000	40, 500	3,000	1,500	5,000	2,000	29,000
Okanogan	178	13,050	1, 957	100		1, 200	100	557
Pend Öreille	14	348	52	10		32	10	
Spokane	1, 103	111,828	16,774	4,000	2,000	6,000	1,500	3, 274
Stevens	296	12, 528	1,879	100		1, 500	100	179
Walla Walla	751	194, 207	29, 131	4, 500	2,000	9,000	1,500	12, 131
Whitman	2, 843	407, 237	61, 085	5, 500	6,000	15,000	3,000	31, 585
Yakima	117 27	7, 756 912	1, 163 136	40		150 50	100 15	873 71
Ferry	21	912	130			50	15	/1
Total	11, 395	1, 949, 998	292, 494	23, 975	14, 150	65, 200	12, 795	176, 374

Total wheat farmers-1929 census, 14,690.

prices were high he raised the maximum bushels so as not to miss any profits. Consequently, the building up of the soil with legumes has been neglected and contracted acreage gives an excellent opportunity to take advantage of this program.

Hilltops denuded of the rich top layer of soil, exposing clay points in many places, and rapidly washing gullies are two erosion problems particularly prevalent in the Palouse area. Mr. Hegnauer estimated that such hilltops in the wheat area totaled approximately 14,150 acres, while land where gullies should be seeded down amounted to about 23,975 acres. Part of this hilltop and gully area will be seeded through the Federal Pacific Northwest Erosion Control project under the direction of W. A. Rockie. The remaining acres will await more complete arrangements for allowing wheat growers in the Palouse area to take out enough additional acreage of hilltops and gullies to equal the 15 percent of average acres.

Hilltop and gully seedings have been quite well planned out in a general way. The hilltop seedings are especially important because of the initial impetus given to the water rushing down the hillsides and also because huge snowdrifts on north slopes carry away tons of soil when they melt in the spring. While unusually hardy grasses and legumes will be among the recommended seedings, the planting of trees and woodlots will be emphasized for much of the area, particularly on the clay points where there is little hope of completely restoring the top soil. The gully plantings recommended include perennial grasses, alfalfa, sweet clover, and other firm-rooting crops adapted to the different sections. The main purpose of the gully plantings will be to keep the water courses from washing deeper and remove the hazard to machinery and farm animals.

Weed Control

Mr. Hegnauer estimates that more than 12,000 acres should be segregated for the specific purpose of weed control. Weeds are constantly on the increase in many sections and those with perennial rootstocks have become a serious problem in several areas. It would be a serious mistake not to use this opportunity to make a definite attempt at weed control. Clean cultivation, grasses, or legumes to choke out the weeds, or in extreme cases the use of calcium or sodium chlorate sprays would be among the means that could be applied on this acreage.

Combinations of at least several of the five divisions that have been elaborated upon can be applied to the contracted acreage on every farm. The next problem is to secure the cooperation of the

Records Prove the Program

RARM - MANAGEMENT information obtained from farmers' records is used to advantage in proving the county agent's plan of work in Cheatham County, Tenn. This is a small hilly county in the dark-tobacco areas in middle Tennessee. Most of the farms are small and much of the land is worn and eroded. County Agent P. W. Worden, who worked out the program, was in the county for 10 years and has recently transferred to Union County, Tenn. The program which he has used so successfully is as follows:

First, a terracing project was undertaken on the more rolling land. After terracing, legumes such as Lespedeza and red clover were planted. While the soil is being rested and improved, County Agent Worden was introducing the subject of better dark tobacco with higher yields and improved quality, particularly to the farmers who were cooperating with him but also to the farmers of the county in general. With the increase in soil fertility, due to erosion prevention, legumes and proper fertilization, the tobacco crops on the demonstration farms, as a rule, are of higher quality each year than they were the preceding year. As the supply of feed and pasture increased, due to more legumes and grasses, livestock enterprises were added as supplementary sources of receipts on the larger farms and to some extent on the smaller farms. In adding more livestock to the tobacco farms of Cheatham County, Agent Worden called attention to the value of good type aud quality in the animals bought and laid much emphasis on the use of purebred sires.

The time required to establish this program varied from 4 to 8 years, although instances are known where the incomes were more than trebled over a period of 3 years.

To check on this program, a number of the cooperating farmers kept complete records of the year's operations. At the end of each year the farm records were summarized and the information used by the county agent in pushing his county program and also by the farmers in making additional improvement or changes in their farming practices. The county agent then knows that his program has been successful, for he has the dollars and cents results of his efforts. These records have shown the amount of income to be in direct proportion to the extent the program has been adopted on the farm. The facts about farming in the county interpreted in the light of the farm-management records were discussed in community meetings held once each month in 12 communities in the county. Sometimes one of the specialists from the college gave a talk at these meetings on the agricultural outlook or some timely phase of the agricultural situation.

County Agent Worden's farm-management work has been successful because it has furnished both the agent and the farmer with workable information that can be used in improving the farm business. This county has led all counties in the State on average labor income and in percentage of farms having an income after paying expenses and 5 percent interest on the investment.

individual wheat growers in carrying out the project as a whole. Growers who sign acreage-reduction contracts agree not to use the contracted acreage for realizing cash returns during the term of the contract. They have no desire to violate any provisions of the contract or regulations and are accepting the program of soil improvement and erosion prevention permitted in the reduction contracts and regulations in regard to the use of the contracted acreage.

TWENTY thousand beekeepers in New York State received additional income from the sale of honey amounting to more than \$1,000,000. The State produced 10,000,000 pounds of the Nation's 250,000,000 pounds.

RKANSAS extension workers have A figured the relative value of general farm cash crops against the value of home-garden produce. They estimate that a garden of one half acre would produce \$100 cash value in food. This is 5 to 10 times the amount which would have been realized from the same area planted to general farm crops. Mrs. I. B. Shinn, a county garden demonstrator, has the following record. In 1931 she sold \$199 worth of vegetables; in 1932, \$68; and in 1933, \$36 besides having ample supplies for home use during the entire year. This seems ample backing for her statement "I have found that one half acre of garden has proved of more help both from the standpoint of health and finances than any other farm crop."

Two Veterans In Federal Extension Service Retire

HE Department Extension Service has sustained a heavy loss through the retirement from active connection with it of J. A. Evans, Associate Chief and regional agent for the Southern States, and I. W. Hill, field agent in 4-H club work for the same territory. Mr. Evans was one of the very first field agents appointed by Dr. Seaman A. Knapp, beginning his service in Texas on February 12, 1904. He has had almost 30 years in demonstration work, continuing in service since 1904, except for 15 months spent in Portuguese East Africa where he made a study of cotton production for the Portuguese provincial government.

Mr. Hill was appointed assistant in boys' and girls' club work on June 17, 1912, and served on the Washington staff without interruption from that time until his retirement on June 30, 1932, on account of having reached the age limit under the provisions of the Economy Act.

The Southern States, in particular, are heavy losers through the retirement of Messrs. Evans and Hill, Probably no person now living knew Dr. Knapp better than did Mr. Evans or has as au intense a loyalty for Dr. Knapp's conception of education through demoustration as he has. Briefly, Mr. Evans was born December 18, 1863, in Illinois. His parents moved to southwest Missouri when Mr. Evans was young and when 22 years of age he went to Texas. All his life Mr. Evans has kept in close touch with farming, particularly in the cotton-growing States. As the demonstration work increased to include other States besides Texas, Mr. Evans was made State agent for Louisiana and Arkansas. In 1911 he came to the Washington, D.C., office as Assistant Chief of the Office of Extension Work, South, and was made chief in January 1920. When the offices directing extension work in the South and in the North and West



I. W. Hill

were combined Mr. Evans was made assistant chief of the new Office of Cooperative Extension Work, and associate chief in January 1930.

In commenting on Mr. Evaus' retirement, Dr. C. W. Warburton, Director of Extension Work, said "We very much regret to lose the services of Mr. Evans. particularly at this time, when we are engaged in cotton- and tobacco-production control programs and other activities of much importance in the South. He was a pioneer in extension work and has had much to do in molding extension policies and plans. His long experience, sound judgment, aud broad knowledge of southern agriculture made him a most valuable adviser and supervisor, whose keen insight and sane counsel will be greatly missed."

It can be truly said of Mr. Evans that he has rounded out a service to his country of exceptional distinction and value.



J. A. Evans

Mr. Hill was born June 25, 1861, and reared on a farm near Auburn, Ala. He was graduated from Emory College, Oxford, Ga., in 1880. Taking first a position as a teacher at Whitesville, Ga., he held successively the positions of principal of high school, president of an academy, superintendent of the city schools of Gadsden and Opelika, Ala., and superintendent of education for Alabama. He became field agent in charge of boys' and girls' club work in the Southern States in 1912. Mr. Hill is known and loved among 4-H club boys and girls not only throughout the South but in the many States in other sections of the United States that he visited. At the National 4-H Club Camps held in Washington he has presided at the morning assemblies with a genial dignity and tact that endeared him to both the boys and girls in attendance and to those who appeared before them. ever to anyone, 4-H club work has been a vital living thing, it has been that to I. W. Hill and to the thousands of boys and girls who have heard him warm to his loved task of giving them an understanding of and enthusiasm for what 4-H club work represents.

THE Illinois Extension Service has issued a warning to the many city families who are planning on moving to rural sections. H. C. M. Case, chief of farm management at Illinois College of Agriculture, says that such families should be sure that careful plans have been made for the production and sale of the farm products; otherwise they are likely to be disappointed. Continuing, Mr. Case points out that the small farm should first be considered as a source of family food needs, and second, for the addition of income from one or two

sources for which the market is quite definitely assured. Actual farm experience plays a large part in determining a man's chances of success.

A VERY commendable feature in the 4-H club reports from Vermont this year is the long-time service of the members. Two hundred and fifty club members and 150 leaders are completing 4 years of service. Two members of the county club agent staff are entering their fourteenth year of service.

THE Massachusetts Extension specialist in horticulture manufactures, W. R. Cole, looks upon home vegetable gardens as an investment which will make a return of 500 percent. He says that this year a family of five can invest approximately \$8.50 in fitting, planting, and spraying the garden and receive returns in the form of food to the value of \$45 or \$50. In addition, they receive some work, a lot of fun, health, vigor, and satisfaction; and will have fresh vegetables for their table and enough to can some for the winter.

Negro Extension Work



Alfalfa Cost Records Aid California Agent

THE cost of production records kept on alfalfa in Los Angeles County, Calif., are now being summarized for the third year with about 15 cooperators submitting records for 1933.

"The information gathered has been appreciated this year more than ever before because of the necessity for more economical production and because of the value of these data in connection with marketing agreements", says County Agent M. B. Rounds.

The alfalfa growers of southern California and Arizona, representing a total production of 720,000 tons of alfalfa hay, worked out a marketing agreement using the information obtained in the cost analysis studies. This agreement has been submitted to the Agricultural Adjustment Administration. Because of the concrete data available, it has the support of all the growers and most of the dealers.

Summaries Made

An enterprise analysis study such as this has been found more valuable in California than the keeping of records on the farm as a whole because of the highly specialized character of most of the agriculture in the State. The alfalfa studies were started in Los Angeles County in 1931 with 20 cooperators completing their records. In 1932 the study covered 12 records; and the 1933 summary will be based on the records of 15 cooperators. The project was organized and is carried on by the county agent. From each of his cooperating farmers, he gets a monthly report which is immediately transferred to a monthly accumulation sheet. In doing this, the agent checks on any omissions or discrepancies either with a telephone call or a visit to the farm. An annual inventory is required which is taken by the agent. At the close of the year, the agent has the assistance of a farm-management specialist in summarizing and interpreting the data.

Each cooperating farmer is supplied with a copy of a summary of his own records together with a mimeographed report of the entire group. As soon as these are available, the farmers who have kept records meet to discuss special phases of the study and to receive help in comparing their figures with those of the entire group. This information is also used at general meetings, tours, exhibits, and in general news articles.

The studies for the 2 years which have already been summarized show a net loss. The 1932 records showed a total cash and labor cost of \$6.79 per ton, de-

preciation of \$4.04 per ton, or a total cost of cash and depreciation of \$10.83 per ton. Returns failed by \$1.16 to equal cash and depreciation costs but exceeded by \$2.88 the cash and labor costs. The net loss was \$3.18 per ton during the year.

Cost of Water

The cost of irrigation water is generally considered an important item in the cost of production, and it is. However, the records of the cooperators show that the cost of water may not have been a major factor in the success or lack of success, as the cost of labor varied widely and on some farms seemed more important.

It is in the field of irrigation that the most valuable results of the study arc seen. Among the factors important in determining water costs are pumpingplant efficiency and the amount of water used.

On a 40-acre farm it has been found that each difference of 1 percent in plant efficiency has an average value of about \$21.38. When the efficiency drops below 50 percent, it certainly would be found profitable to restore the plant efficiency by repairing or replacing the worn pump parts or by making the necessary pump adjustments.

It has been definitely determined that 4 acre feet of water is ample for the irrigation of alfalfa in the Antelope Valley where the records were taken, and that under no circumstances is more than 5 acre feet justified during the season. The annual decrease in the average use on duty of water is almost 3/4 acre foot per year since 1925, when it was found that the average usage on 10 typical ranches was 9% acre feet. The 1932 cost of production cooperators averaged 5.4 feet during the season. Considering that the power cost alone per acre foot pumped averages \$2.97, it is readily apparent that the decreased consumption of water has created an enormous saving to farmers in the Antelope Valley.

Cost Analysis Studies

That the data from cost analysis studies have been valuable to county agents in translating the results of research experiments into practical farming is shown in the case of the decreasing amounts of irrigation water used by orchardists. The Experiment Station proved in 1920 that there was no such thing as an optimum soil moisture content for plants. The plant obtained water equally well when the water content of the soil was just above the permament

wilting percentage as when it was near field capacity. This would save the farmer much irrigation water and avoid the danger of injury to trees from leaving the soil dry too long.

Practical methods, of water application were worked out and placed in the hands of extension workers but the educational program progressed very slowly. The theoretical background for the recommended irrigation practices was never questioned. The orchardists would sit and respectfully listen to the presentation but do nothing to save irrigation water in their own orchards,

But, when the farmers themselves began to secure data on the quantities of water used on citrus orchards in Orange County, Calif., in the 1925 enterprise analysis study, the program went forward. From this information the optimum quantity of water for best yields of quality fruit was determined. Comparisons were made also in costs and profits between those orchards using the optimum amounts of water and those using excessive amounts. Other counties began collecting the same type of information on different orchard crops. As a result, the extension workers soon had definite figures as to the dollars and cents value of irrigation practices worked out at the experiment station. These data provided the needed background for pointing out to orchardists the value of water conservation. The water conservation program is beginning to show definite tangible results. It is estimated that the water-saving projects have benefited the farmers in California more than \$6,500,-000 since the 1925 studies were begun.

The alfalfa study in Los Angeles County will be continued for 5 years so that seasonal variation may be accounted for. The facts accumulated will establish in the minds of the farmers of the county the most economical practices in growing alfalfa hay under varying conditions, and will show definitely what amounts of water are necessary to grow a good crop of hay.

PENNSYLVANIA has a total of 132 farmers' markets, 62 of which are open-air markets. The latest addition to this system of markets is a community structure costing \$15,000 located at Hanover. Stalls are rented to farmers at a very low price and a complete occupancy is expected. For the nonproducing period of the year it is planned to use the building for other purposes. The building is 64 feet by 156 feet and contains 96 stalls.

Using Localized News Stories in Illinois

Long have extension editors held that the news story is an effective means of spreading new teachings. Never, however, have they had such an opportunity of proving that point as came to them during the wheat-production-adjustment activities.

In Illinois, for instance, 40 special stories arranged so that farm advisers could localize them by filling in their names and other local information were prepared and sent out by F. J. Keilholz,

extension editor in Illinois, during the course of the wheat campaign. It was the first extensive trial ever made in that State of the localized news story as a means of spreading new teachings, but it will not be the last.

In spite of the fact that Illinois farmers already had reduced their acreage of all wheat 61 percent since 1919, the State took fifteenth place among all States in the percentage of the wheat acreage signed up in the Agricultural Adjustment Administration campaign. Illinois, with a 55 percent sign-up, led its neighboring States.

By no means is all the credit for the Illinois results claimed for the localized news stories. They were only one factor, but any

factor that produced thousands of inches of printed matter in the 850 daily and weekly papers of Illinois is bound to weigh heavily in the outcome of any campaign in that State.

Distribution of the localized stories was made exclusively through the farm advisers serving the 102 counties of the State and was started as soon as it was determined that the Extension Service was to be responsible for the preliminary educational and organizational work of the campaign.

Sources of Information

Every available source was tapped for information upon which to build the stories. Some of the earlier stories were developed from county statistics in the State crop and livestock reports. Others were suggested by material sent out by the Extension Service of the U.S. Department of Agriculture. Some of them were based upon work which the College of Agriculture has been carrying on for a number of years in the interests of ad-

justing production to demand. There was never any dearth of material, and the supply became even more plentiful as the campaign progressed. Innumerable stories were suggested by trying to anticipate the needs of an imaginary farm adviser at the different stages of the campaign. Stories then were prepared on all phases of the program—the announcement of meeting places, the holding of meetings and what was accomplished, the first signer, the biggest

signer, the organization of the county wheat production control association and, finally, the coming of the checks for the benefit payments.

Cooperation and suggestions of subjectmatter specialists and administrative officials of the Illinois Extension Service were invaluable in making the series of 40 stories a success.

Once each week the stories were mailed to the farm advisers, two or three stories being sent each time and the mailing being aimed so as to reach the adviser's office by Saturday morning, office day. The advisers then filled in the necessary local facts and figures, typed or mimeographed the stories in their offices and distributed the copy to the papers in their counties.

Editors not only used the stories, but they also eulogized the service. At least one editor took the trouble to express his commendation upon the service to his local farm adviser. For the advisers, of course, the stories were invaluable. They established the adviser as the local authority on the Agricultural Adjustment Administration's wheat campaign; they supplied him with background facts and material which he otherwise might not have had, and they made it possible for him to get out a regular and thorough local news service on the campaign in a way that he could not have done in the rush of all his other work.

Papers Using Stories

How many thousands of inches of

wheat-adjustment news were published in Illinois as a result of these stories will never be known. County farm advisers cooperated whole-heartedly in sending in tear sheets from their county papers more or less regularly, but time permitted nothing more than a small check-up here and there. In De Kalb County, Ill., for instance, 26 issues of 9 different papers carried a total of 416 inches of wheat-adjustment news during the period from August 11 to September 7, 1933. This was an average of 16 inches an issue.

In Washington County one paper carried a total of 173 inches of wheat-adjustment news in 10 issues, or an average of more than 17 inches an issue, while

another paper in the same county carried 76 inches in 7 issues, or an average of almost 11 inches an issue. Newspapers of Whiteside County during the period from July 28 to October 16 carried 48 wheat-adjustment stories, totaling 322 inches.

These are only a few check-ups and they are scattered, but they are representative and convincing. Even if they had not been made, the worth of the localized news stories in a wheat-adjustment campaign or in any other piece of Extension Service work would have been established. The enthusiasm of editors and farm advisers over the service, the wide-spread use of the material, and the results that were obtained in the campaign were convincing.

As the intensive wheat campaign closed, one thing became true about the then approaching corn-hog campaign in Illinois. Localized news stories were to have an important part in it, and they have!

Iowa Women Appraise Adjustment Program

ARM women of Iowa are divided in their opinion of the most important benefits to be derived from the agricultural adjustment program. The majority place increased farm income first; but many others list such benefits as the opportunity for more leisure time, training in cooperative effort, the development of a long-time national land-use program, and the possibility for developing a better understanding between country and town.

These facts were indicated by a survey conducted among farm women of 10 counties in various parts of the State by leaders in home-economics extension work at Iowa State College. Miss Neale S. Knowles, Mrs. Mary K. Gregg, and Mrs. N. May Larson distributed questionnaires among women attending county or township meetings of farm bureau women. Seven possible benefits were listed, and the women were asked to rate them according to their importance.

Fifty women in the 10 counties listed increased farm income as most important. This item ranked high in most of the answers, according to W. H. Stacy, extension rural sociologist, who compiled the results of the survey.

Twenty-seven women, however, listed "training in cooperative work" as most important. This indicates, said Mr. Stacy, that they recognize the beginning of a program by which farmers may work together for their own interests better than they have in the past.

Land Utilization

Eighteen women listed the beginning of a permanent national land-utilization policy as the most significant benefit to be derived from the farm adjustment program. Closely allied to this is the "soil conservation" factor which was rated high in all lists and first by three women. Many farmers have been forced to "mine" the soil in an attempt to make total production offset lower prices. These farmers are looking for a chance to protect the fertility of their soil.

Better understanding between town and country was listed as most important by 11 women who reported that there already is evidence of greater sympathy and interest between town and country than at any time in Iowa history.

That the agricultural adjustment will check the trend toward more "intense working conditions" on the farm was given by nine women as their reason for placing the opportunity for more leisure time first as a probable benefit of the program.

Nine farm women rated "parity price" as the most desirable benefit of the adjustment program. This term is not generally understood, however, many people confusing it with a mere increase in farm prices, said Mr. Stacy. Increase in farm prices if accomplished by an increase in other prices would not raise the farmers' purchasing power or benefit him financially as far as current expenses are concerned. Parity price, when secured, will make a unit of farm produce buy as much as it would before the war.

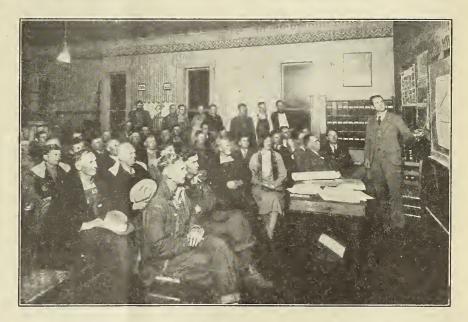
"A difference was noted between the different sections of Iowa as well as between individual women", said Mr. Stacy. In Plymouth County, near the heart of the so-called "farm-strike territory" in western Iowa, 11 out of 26 women said that increased farm income would be the most important result. Nine felt that the opportunity for more leisure was most important and six said that the most significant element in the program is the beginning of a long-time utilization plan.

In Muscatine County, in eastern Iowa, where the advantages of town-country co-

cperation are more in evidence, according to Mr. Stacy, 6 of 14 women gave better understanding between rural and urban people as the most important. Three listed training in cooperation first; 3, the land utilization element; 1, parity prices; and 1, increased farm income. Interest was greatest in soil conservation benefits in Winneshiek and Allamakee Counties in northeastern Iowa where the land is hilly and rough.

"This small, but representative, cross section of Iowa farm women", said Mr. Stacy, "indicated that increased farm income, while of great immediate importance, is only one of the benefits to be derived from the adjustment program. The long-time phases of the program are probably even more important from the social viewpoint in that they may result in a better ordered society and system of agriculture.

"Finest of all is the new understanding between town and country and the assurance that we will not have to continue 'sweat-shop methods' of production on the farm in order to make a living, but will be able to adjust our work program to provide an opportunity for profitable leisure, a higher standard of living, and greater enjoyment of life."



VOCATIONAL AGRICULTURE TEACHER, A. G. Kirkpatrick, explains the corn-hog contract to a group of farmers attending his evening class in Perkins, Okla. County Agent Word Cromwell, seated at the table, is ready to help make out contracts or assist in any way he can. This is just one example of instruction given in many counties and communities in carrying on the adjustment program. Oklahoma's 100 white vocational agriculture teachers have reached 15,000 farmers through their night classes for farmers. About 250 of these night classes, almost entirely on adjustment work, have been held this season.

The Road to Economic Recovery

(Continued from page 34)

not an increase at all commensurate with the increase in the price of agricultural products.

At first thought you will ask how the wage bill can be increased by an industry without increasing the prices charged. This is the very crux of the recovery program. It was by reducing production and wages in some industries without a corresponding drop in prices, that we destroyed exchangeability. To restore it the process must be reversed. In many industries the declining volume of production in the last 3 years has increased overhead costs per unit of product.

In order to meet this increasing cost, the industrialists have, on the one hand, maintained prices at nearly their former level, and on the other hand, have reduced wage rates and employment. In this way they shifted the burden of reduction to the workers, brought on unemployment and destroyed purchasing power.

To regain exchangeability, it is necessary that the increased direct costs of operation attributable to paying higher wages should be absorbed by profit takers without any increase in prices. This involves spreading overhead and increasing wages so that the increased volume of production can be purchased by workers, or in part by workers and in part by farmers who receive more from the workers for the commodities they supply.

It must be recognized, of course, that there are many industries which fall between the two extremes of price flexibility and price rigidity. In such industries, the regaining of exchangeability requires that only part of the increased eosts due to increased wages be absorbed by the industry through a wider spreading of overhead costs, while the remainder of the increased costs is passed on to the consumer. In still other industries in which prices have fallen very greatly over their earlier level, a return to an economic balance would undoubtedly require that the whole of the increased costs be passed on to the consumer. In such cases, the worker would be directly benefited at the expense of the eonsumer, a condition properly parallel to that in respect to agricultural products.

It will be seen that the most important consideration in all this is that increased payments should be made to workers without a corresponding increase in charges made to the consumer. The reverse of this has taken place during the depression. Less and less money has been paid out in pay rolls, while the prices of industrial products have shown to corresponding decline. The reversal of this process is necessary to recovery.

Because of the importance of this, it would seem that insufficient attention has been given to classifying industries according to the extent to which the increased costs could be properly passed on to the consumer and the extent to which they ought to be absorbed by the

industry. To the extent that industry effectively supports the present program, the increased wages paid out will represent new purchasing power, a net gain in the demand for the products of industry and agriculture, and a real step forward toward recovery. To the extent that a lifting of prices out of proportion to increased costs occurs, we will have retarded progress. The balance of gain or loss from the industrial sector is the responsibility now of industry itself.

So far we have covered the agricultural and industrial programs. A third major factor consists of public and civil works. Through these programs, it is intended that a large volume of new purchasing power shall be created. By these expenditures, workers are given increased power to buy. This power to buy means that the money paid out for these purposes will go directly for the purchase of goods. The Public Works program is getting under way. There have been difficult problems of organization. Like any effort of this sort results are slow to appear in the early stages. But a formidable momentum is now apparent.

These, then, are the main features of the recovery program. The complete success of each depends upon the success of the others carried on as parallel drives in the grand strategy. They constitute a reasoned whole which should carry us to success. The failure of any one of these three attacks to attain its objective means the partial failure of the others, and the necessity of beginning anew.

Working with Young People

THE need of arousing the interest in agriculture, homemaking, and community-building activities of young men and women in the age group just above that ordinarily reached by boys' and girls' 4-H elub work was realized by extension workers of the Missouri College of Agriculture. Last year they planned a program of activities particularly for young people from 18 years of age to the age when adult extension work is taken up. This program was introduced for the first time in Cass, Holt, Jackson, Nodaway, and Pettis Counties.

Extension workers have observed that interest in 4-H club work usually drops materially in the upper ages and that rural young men and women beyond 20 years of age had not been given adequate consideration in the extension program. In the State at large, the extension interest practically disappears at 20 to

reappear again at about 30 for a slow climb to 40 or 45 where it remains constant until 60 or 65. Evidently, this is the period of greatest readjustment in the lives of rural young people; consequently, the regular extension programs have not served well their diversified interests. Many are establishing homes of their own in new communities at this time of life; while others are leaving the parental roof to east their lot elsewhere; and some are attending college.

In 1933, the movement had 148 members enrolled—72 young men and 76 young women. There were 96 projects earried out, which included in agriculture, beef production, bee keeping, dairy, corn, commercial truck crops, farm accounting, fruit, gardening, hogs, poultry, sheep management, soil erosion, soybeans, tobacco, turkeys, and vetch growing; and in home economics, baking, clothing, food preservation, household accounts, nutri-

tion, more attractive homes, and yard improvement. These activities were more successful when the work of several members was built around the same interest with the agricultural projects fitting into their place in farm management, and the home-economics projects into a homemanagement scheme, which facilitated group instruction and group discussion.

In addition, regular county-wide or community meetings were held which were attended by all the young men and women enrolled, both married and single. These programs consisted of business, recreational, and social activities in which all took an active part. Picnics and educational tours were features of the summer season.

These programs were conducted by the eounty extension agents and home demonstration agents under the general guidance of the State club staff and with the assistance of the subject-matter specialists of the Missouri College of Agriculture.

Home Outlook for Accomac County, Va.

HE home outlook for 1934 in Accomac County, Va., was an added feature to the regular crop outlook meetings held annually in the county. These community meetings were held from December 4 to 9, with an average attendance of 469 farm men and women. At each meeting a part of the program was devoted to a report on a recent survey of the family's home furnishing needs and the family food requirements by Nora Miller, home demonstration agent.

Survey Interpreted

The interpretation of this survey given to Accomae County homemakers was somewhat as follows: The homes in the county after 4 years of reduced income showed that the homemakers in their determination to keep up appearances, have been ingenious, but economic schemes are almost exhausted and continued efficient operation of the house is dependent on utensils and serving dishes.

Sheets have been opened in the middle and the selvages sewed together, pillow cases made over, window shades turned upside down, and leaking cooking utensils patched.

Twenty-five members of the homemaking advisory board furnished facts about their equipment on a questionnaire given by the agent during November, on which the following articles were listed: Sheets, pillowcases, blankets or comforts, towels, table cloths, window shades, large cooking utensils, and tableware. The women reported the number of these articles usually kept on hand, number bought in 1932, number bought in 1933, and number

needed in 1934, the number of people in the family, and number of beds in the kome. The members listed purchases in 1934 which will bring the supply up to the standard of those usually kept.

The average number of sheets usually kept was 4 per bed. The number on hand is 3 per bed and one extra for each 3 beds. In 1933 one sheet was bought for each bed and one extra for each 2 beds. Figures for pillowcases were the same.

Three towels for each person and 3 extra for each 5 people are usually kept. Now there are 2 for each person and 1 extra for each 2 people, and 1 more for each person is needed. The window-shade requirement is 1 for each 4 windows. Each family will need two large cooking utensils such as boilers, kettles, and dishpans, and one coffee pot. Additional dishes needed are 3 cups and 3 plates for each 4 people, and 1 glass for each person; four times as many of the above articles are needed as were bought in 1933.

Winter Coats

The only check made of the family wardrobe was on winter coats. All the women and all the men except one have not bought a coat in the past 2 years and will need one in 1934.

No facts were collected on the needed repairs of screens, walls, woodwork, floors, and stairs, but this need is evident.

Food Requirements

According to a food-requirement study in the county, about nine tenths of the

food necessary for the balanced diet can be produced and preserved on the farm. The requirements for one adult for 1 year follows: 76 gallons of whole milk or its equivalent in cheese and buttermilk; 100 pounds of leafy green and yellow vegetables; 90 pounds of tomatoes and citrus fruits; 210 pounds of other vegetables and fruits; 25 pounds of dried fruits: 165 pounds of potatoes and sweetpotatoes; 160 pounds of flour and cereals; 20 pounds of dried peas, beans, and nuts; 15 dozen eggs; 100 pounds of beef, pork, fish, lamb, and poultry; 52 pounds of facts including butter, oils, bacon, and salt pork; and 60 pounds of sweets including sugar, molasses, honey, jams, and jellies. A balanced diet, the women reported, saves doctor and dentist bills.

Gardens

In 1933 some people had year-round gardens, filled their canning budget, and supplemented their canned pantry foods with fresh green vegetables during the fall and winter months. The women in home demonstration groups reported 26,000 quarts of canned goods; the 4-H girls 831 quarts; the total having a cash value of \$6,191.25.

The needed repairs and replacements of necessary home equipment, the status of the family wardrobe, and obligations hanging over from depression years will absorb forecasted farm profits in 1934. If most of the food for the family is provided on the farm and the available cash is used wisely for other necessities the Accomac County farm home can enter the new era with few scars of the depression.

"WHERE are 4-H club champions 10 years after?" is the interesting question which Alex D. Cobb, assistant director of extension in Delaware, has answered regarding 10 boys and 4 girls in that State. With only one exception, he found that they were all actively identified with farm and home life. Three of the girls are married. One girl is a teacher of home economics, another a leader in the grange and a successful turkey grower; and another is in partnership with her husband and father in raising purebred cattle and seed corn. All of them are leaders in the local 4-H elubs.

Five of the boys are successful farmers with high standards of production. Six of them are graduates of agricultural colleges, and three of these are teachers of vocational agriculture. When things are to be done in their communities these boys and girls have a part in the work.

COMMUNITY or cooperative canning has been done in scores of Arkansas communities in the 51 counties that have been active in this project. The equipment for this service consists of 386 permanently located centers, 70 sets of "roving" canning equipment, and 4 canners on wheels. All of this equipment is under the supervision and direction of the extension workers in the State. Special training has been given to those who have charge of the canning centers.

ADDISON COUNTY, Vt., farmers hauled over 4,000 tons of "marble dust" or agricultural lime from the quarry of the Rock Products Co. near Middlebury last summer and fall. The landscape around Middlebury is literally dotted with lime piles.

R. O. Randall, eounty agent of Addison County, who has been very active in promoting the use of this material among the farmers of his county during the year, states that most of it will be used to prepare soils for alfalfa growing.

The "marble dust", according to recently conducted tests by the agronomy department of the Vermont Agricultural College, has a neutralizing value of 98.4 percent, which compares very favorably with that of commercial lime regularly sold on the market.

National 4-H Club Radio Program

Annual Theme: 4-H Club Work Influences the Farm and Home

Fifth Phase-The Contribution 4-H Club Work Has Made to Farming and the Farm Life of the Negroes

Saturday, May 5, 12:30 to 1:30 p.m., Eastern Standard Time

What I Have Learned About Foods and Nutrition Has Improved the Health of Our Family _____ 4-H club Negro girl.

Farm Practices Have Improved on Our Farm Because of 4-H Club Work____ 4-H club Negro boy. What We Emphasize in 4-H Club Work. T. M. Campbell, field agent, Negro

work, Extension Service, U.S. Department of Agriculture.

The Contribution 4-H Club Work Has Made to Farming and the Farm Life of the Negroes _____ J. B. Pierce, field agent, Negro Music We Should Know-Fifth Phase of the 1934 National 4-H Music Hour-Featuring Compositions by Cadman,

Nevin, Lieurance, De Koven, and Skil-

work, Extension Service, U.S. Department of Agriculture.

ton _____ United States Marine Band.

A County Agent's Day

County Agent T. C. Kennard of Vinton County, Ohio, gives a glimpse of his day

TECTIC" is a good word to use in describing the life of a county agent nowadays, and on rare occasions "heckled" might be appropriate. If variety is the spice of life, we surely ought to have plenty of seasoning. All of which merely means that apparently there is no end or limit as to number and variety of things a county agent is asked to do or to know about these days. In the course of one day we have been asked to adjust a sewing machine with a peculiar ailment. Thanks to R. D. Barden's able tutoring a year or two ago, we were able to diagnose the trouble of long standing and secure another satisfied customer.

Among other requests for our assistance were the following:

How to fill out processing tax blanks for hogs, no weights kept, no nothing! Didn't know a hog had so many parts to him. These requests were too numerous to mention.

How's this one? How to make wholewheat bread without sugar, for a diabetic or something. We didn't know but Miss Garvin did. Thanks Alma, we get the customer.

By letter: "I have a farm in Vinton County with young peach orchard neglected. We want to get farm back to grass and make orchard profitable. Don't want to spend much money on it."

Other requests want us to recommend someone for Civil Works Administration project to serve on this committee, talk to our parent-teachers' association, locate eroded farms for camp superintendent and explain what it is all about to a farmer who has such a farm, suggest and help plan and conduct program for boys' camp, install officers at grange, teach Sunday school class, or what have you.

By letter again: "Please hurry up with those soil samples requested 2 months ago." This from Dodd; supposedly a friend.

By telegram: "Must have annual report at once." This from ---- That's a pal for you.

Oh well, we're not complaining. In fact we're glad for these calls. That is what we have been asking for. We like to have folks feel as this man-"I'll go ask the county agent. He will tell me more about it in 10 minutes than I can get from the other fellow in a week." That's what he said and although we modestly denied it, we didn't argue the matter with him.

Service—that is our job as we see it. Possibly we don't guide this service as we should or could, but it does fit our people and we try to do the job as we see it.

New Motion Pictures

HE sound "movies" available for distribution by the United States Department of Agriculture have been augmented by six additional releases with special musical scores made through the cooperation of the United States Marine Band, the Army Band, and the Navy Band. These pictures, in addition to those already being circulated by the Office of Motion Pictures, make a total of 14 sound subjects available for free distribution.

The pictures scored by the Marine Band Orchestra, under the leadership of Capt. Taylor Branson, are "Forest and Water", a 1-reel picture designed to point out the vital influence that the forest has on the water supply, and "Forest and Health", a 1-reel picture showing how the forest ministers to the spiritual and physical health of mankind. Both of these films are Forest Service releases.

The Army Band, led by Lt. Thomas F. Darcy, has provided an appropriate musical setting for a 1-reel Public Roads picture, "Roads to Wonderland", which shows scenic shots of Mount Hood in Oregon National Forest, Crater Lake in Crater National Park, and Yosemite National Park. A Forest Service picture, the "A. B. C. of Forestry" (1 reel), originally made especially for use in the Civilian Conservation Corps camps, has also been scored by the Army Band. This picture conveys elementary information about the forest and the practices of forestry.

"Highway Beautification" (2 reels) and "Forest and Wealth" (1 reel) have been scored by the Navy Band Orchestra. led by Lt. Charles Benter. The first, a Bureau of Public Roads picture, suggests practical ways for preserving and enhancing the beauty of roadside plant material and otherwise beautifying highways and adding to the safety and comfort of travel by elimination of obstructions. The latter is a Forest Service picture, which depicts a story of the forest's contribution to industry and the comfort and wealth of mankind.

The 35 mm prints of the new sound pictures may be borrowed by application to the Office of Motion Pictures, United States Department of Agriculture, Washington, D.C. No rental is charged, but the borrower must pay transportation. A list of the other available sound films may also be obtained upon request.

Let Us Open the Doors

N ALL civilized lands today we stand appalled by the tragic nonsense of misery and want in the midst of tremendous world stocks of essential goods. Science has given us control over nature far beyond the wildest imaginings of our grandfathers. But unfortunately those attitudes, religious and economic, which produced such keen scientists and aggressive business men the civilized world over, make it impossible for us to live with the balanced abundance which now would be ours if we were willing to accept it with clean, understanding hearts. ¶ I am deeply concerned in this because I know that the social machines set up by this administration will break down unless they are inspired by men who in their hearts catch a larger vision than the hard-driving profit motives of the past. Our people on the street and on the soil must change their attitude concerning the nature of man and the nature of human society. They must develop the capacity to envision a cooperative objective and be willing to pay the price to attain it. They must have the intelligence and the will power to turn down simple solutions appealing to the short-time selfish motives of a particular class. If we could rid the general mass of our people of that paralyzing fear which breeds and grows at a bare sustenance level of wages and prices, and which spreads in time to infect the whole of business and society, it is conceivable that we could proceed in time from an economy of denied plenty, with heaping surpluses next door to bitter hunger, to an economy of potential abundance developed to the uttermost and ungrudgingly shared. It is mean and niggardly in a land so wide and rich as this one, and many others, to stem the currents of production, and to deflect the things all men desire into channels so limited, for a privileged few. It is bad management. Perhaps we can evolve in this country an economy that deals in potentialities instead of in denial. Perhaps in time we shall be able to unleash the productive capacities of all our industries, including agriculture, and turn out for the widest distribution imaginable the kind of goods which Americans, and people throughout the world in general, so achingly desire. ¶ The purpose of the New Deal is to revive the feeling of mutual obligation and neighborliness which marked our early pioneer settlements, and to make that spirit effective throughout the modern interdependent community, the Nation as a whole. I wonder if one reason that the people in those simpler societies were more neighborly and less inclined to prey upon one another, was not simply that their fear was of nature rather than of their fellow man. They knew for certain that they did not have to gouge other men in order to live and provide for their own. They were free men, secure. They were not driven by that fear of nameless forces which haunts both farm and city faces throughout this world now. They were not forced to strike out blindly against these remote, anonymous forces; and to be uncompromising, hard and mean in self-defense. I feel that in all civilized countries we are all heartily sick of such meanness. ¶ That an enforced meanness has throughout modern society become a real menace, no one can deny. The breadlines testify to this reality; a million forced sales of farms in this country tell another part of the wretched story; and then you have only begun to take count of all the millions the world over who live in constant and degrading fear that the same thing may happen to them tomorrow. I There can be no final answer to our present difficulties; there can hardly be even a satisfactory tentative answer until we decide which way we want to go. That question should be debated throughout America, and on the highest possible plane. It should be debated in Congress, in public forums, in city and in country schoolhouse meetings in every State. This time, our course must not be decided behind closed doors, either in Washington or on Wall Street. The people must be let in on the problem. This time, let us open the doors and debate our future course throughout the length and breadth of the land.

Hawallace
Secretary of Agriculture.

A.A.A. PROGRESS REPORTED

A complete and detailed description of what has been done during the last nine months in extending relief to farmers is contained in a 393-page report just published by the Department. This report is entitled

AGRICULTURAL ADJUSTMENT

A Report of Administration of the Agricultural Adjustment Act May 1933 to February 1934

A glance at the chapter headings will give some idea of the completeness of this report. Although not all extension workers will be interested in the entire report, a thorough reading of certain sections will be of benefit to everyone. The expense of printing the report has made it necessary to limit the edition. However, the free distribution of the complete report will include all extension workers and teachers of vocational agriculture. Copies may also be purchased from the Superintendent of Documents, Washington, D.C., for 25 cents each.

EXTENSION SERVICE

U.S. DEPARTMENT OF AGRICULTURE

WASHINGTON, D. C.

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OBJECTIVES AND MECHANISMS

ORGANIZATION

COTTON

WHEAT

TOBACCO

CORN AND HOGS

DAIRY PRODUCTS

RICE

SPECIAL CROPS

SUGAR

BEEF CATTLE AND SHEEP

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