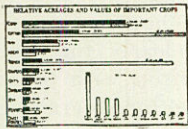


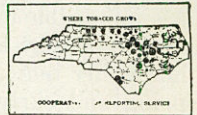
FARM FORECASTER

CROP AND LIVE STOCK REPORT FOR NORTH CAROLINA



UNITED STATES
Department of Agriculture
Bureau of Agricultural Economics
Division of Crops and Livestock Estimates

NORTH CAROLINA
Department of Agriculture
Agricultural Statistics
Crop Reporting Service



BULLETIN 42

RALEIGH

JULY, 1926

Timely Thoughts from Our Governor and Commissioner of Agriculture

BUSINESS METHODS IN FARMING

By Gov. ANGUS W. McLEAN

"We all know, in every community, some farmers who seem to have a kind of magic which enables them to maintain a relative success and security, regardless of bad seasons and price depressions. It is often a very simple wizardry, such as any good bookkeeper or thoughtful executive could explain; a simple planning for results and study of costs and regard for experience and knowledge of conditions. Sometimes this may be instinctive in the man, but the principle is there and it underlies his action.

"How can we reach the average farmer on whom the prosperity of all of us depends to give to his most important work the attention, the care and the analysis that are necessary in any other business? We may answer that education is the real remedy, but we have then to encounter the human equation of getting a great and important part of the population to accept the instruction necessary. Government agencies, direct or indirect, may and do make available for all who will study and learn the principles and the knowledge of soils, of cultivation, of farm methods and economy and of profitable marketing which are essential to produce the better product and obtain for agricultural effort an equal return when compared with profits accruing from other industry. Agricultural colleges can and do teach these methods and give instruction in the application of science to the soil. We are every day acquiring a more and more complete understanding of agriculture from the point of view of production, but how far we have advanced toward winning the average farmer to take advantage of this knowledge is problematical.

"For this lack two things are perhaps responsible. One is that the average farmer for one cause or another is a poor reader. We know how hard it is to get the farmer interested vitally in the meetings and teachings and demonstrations which the government provides at great cost for his benefit. Another thing is that the farmer is an individualist—a fine

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NECESSITY FOR CONSTRUCTIVE THOUGHT ON THE FARM

WILLIAM A. GRAHAM, *Commissioner of Agriculture*

The first and fundamental reason for operating a farm is to produce crops—enough crops to maintain the home and to furnish a surplus for the market; and, since the farm home needs so many things that cannot be produced on the farm, this surplus for sale is as vital to the farmer's welfare as are the amounts consumed in the home and on the feed lot.

The price received for this surplus depends entirely on whether the market is short on the particular product he has to sell. It is a prime necessity, therefore, for the farmer to study his markets and carefully adjust his production to the varying market demands.

Again, the farm home is the farmer's place of business where he, working in harmony and coöperation with nature, manufactures his farm products out of the soil and sunshine, the air and the moisture. Over but one of these elements that enter into the production of his crops does he exercise any control and that element is the soil. The amount and quality of the crop bears a direct relation to the condition of fertility in which the farmer finds his soil. It is of the utmost importance, therefore, for the farmer to study modern methods of soil fertility and soil improvement if he would keep his physical plant up to its maximum producing capacity.

Another matter about which the farmer would better think twice before he acts once is the ease with which he can use his farm as collateral for borrowed money. At one time it was difficult for the farmer to borrow money from the regularly organized loan agencies, but with the advent of the land bank he can use his farm as collateral and borrow up to one half its appraised value. For the average farmer this is both an advantageous and dangerous financial situation.

The all important question for him to ponder with extreme care is whether the particular use to which he expects to put the loan will enable him to repay the sum with interest within

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ANGUS W. McLEAN

Governor
of

North Carolina

From Robeson County

Farmer, Lawyer and Business Man



WILLIAM A. GRAHAM

Commissioner
of
Agriculture

From Lincoln County

Farmer and Statesman



THE AGRICULTURAL SITUATION

UNITED STATES

This has been an unusual year in that at the present time it is impossible to forecast any definite idea of what the crops may become by harvest time. Ordinarily, the July report is thoroughly indicative of trends towards final prospects. The spring and early summer have been so backward and dry that crops are still in an uncertain stage of development. Notwithstanding this the carlot movement of early truck crops has been fully as heavy as last year. Fruit prospects are for an abundant crop. Pastures and hay crops are apparently short, due to dry conditions, except in the far West. Stocks of last year's hay are low.

The wheat crop is in full swing. In general, the yield has been heavier than expected where thrashed. While the spring wheat is less than last year, the winter wheat is much heavier. World stocks of wheat are less than usual and unusually low in the United States.

The cotton situation has not changed materially. It is generally known that the carry-over of cotton is heavy and with the prospects of a crop this year that will be more than the demand, 14,000,000 bales, the increase in price is not probable. In fact, with the decreased usage of cotton in women's clothing, increased consumption is not probable. In view of the 2 per cent increase in acreage, there is a good excuse for the trade to lower the price. The cotton hopper, a new cotton insect pest, is apparently doing serious damage through most of the Belt. There are several insects that look very much like this "cotton flea," so that only an expert can tell it. These insects feed primarily in the buds and growing tips of the branches. As a result, the tiny squares turn brown or blackish in color and later drop, leaving a distinct scar. This is a peculiar symptom that may be watched for. The insect is very small, usually greenish in color. When present in large numbers, the adult will readily appear like small white gnats, darting among the plants whenever they are disturbed. Before developing wings, the hoppers are small green bugs, reminding one somewhat of plant lice. They remain on the plant and may often be discovered with their beaks inserted in small squares from which they extract the sap. This insect has only recently been reported in North Carolina.

The large crop of Bright Leaf tobacco grown last year has meant a surplus production. While the demand for the Bright Leaf tobacco has been rather heavier than other types for smoking purposes, it is probable that an excess production this year would mean lowered prices. There is a 5 per cent decrease from last year's acreage over the United States. Tennessee and North Carolina are the only states showing increases in acreage. Georgia shows the largest decrease of all of the states. The average condition of the crop is 73 per cent.

A matter of considerable importance is that resulting from the Pig Survey, made as of June 1st. This shows that about the same number of pigs have been saved as a year ago. While the sows farrowed was increased 3.5 per cent and those bred and to be bred for fall show 36 per cent increase. The corn belt situation shows no increase in the supply of hogs for slaughter before next spring. This is presumed to insure sustained prices for a year yet to come. Due to the large increase in the fall breeding, a marked reversal of the hog supply is suggested along with the price situation late next year.

With the prospects for strong hog prices well into next year, with wheat fairly good, with cattle "coming back" in the West and the dairy industry improving in the East, it appears that this may well prove to be another season of improvement in agricultural conditions. In fact, an inquiry sent to thousands of farms all over the United States indicates a better financial return this year than any year since 1920.

PRICE INDEX

In comparison with the purchasing power of 90 a year ago, this year's figure shows 87 as compared with the non-agricultural commodities being 160. This shows clearly that the farmers are greatly handicapped in comparison with other industries with pre-war conditions. With cotton averaging 16c in May and June, in comparison with 23c a year ago, we have reached the point where it will buy only 83 per cent of "all other commodities" that it would from 1909 to 1914. Corn shows an ever poorer condition in that it will make an exchange of only two-thirds of other commodities that it would before the war. Hay, beef cattle and eggs are much in the same condition. Potatoes have maintained a rather good relative price and right now wheat, hogs, butter and wool have good purchasing powers.

AS NORTH CAROLINA APPEARS

Raleigh is near the center of the State and divides the Coastal from the Piedmont Plateau region. It is fairly representative of weather conditions. The rainfall for the past three months averaged less than 6 inches on July 13th. This was insufficient to take care of the plant growth and the natural evaporation needed. The rainfall on the 13th and 14th was therefore very much needed. Crops were beginning to suffer following the favorable seasons of June 19th and 20th. Many wells have become dry.

During observation and investigation trips in almost all parts of the State it was generally found that crops were looking unusually well considering the preceding weather conditions. The improvement has been amazing during the past month. Even the poor cotton stands are filling out rapidly so that by September 1st the ragged stands of both cotton and tobacco will not be particularly noticeable. Altogether the situation appears to be favorable with the exception of irregular stands in certain sections.

N. C. BUSINESS DEPENDS ON THE FARMERS' PROSPERITY

North Carolina is primarily an agricultural State. When the farmers prosper, all interests do, and when the farmers have no money to spend, then "business is sorry" in stores, factories and professional offices. If our rural welfare is so essential to general prosperity, it behooves the public to give a maximum attention toward maintaining prosperity on the farm. The farmer is essentially a spender, and the towns are the places where he leaves his money soon after he gets it.

For several years now, farming has been a losing business. College graduates are seldom going back to the country, but are seeking town jobs. There are good reasons for this. Thinking young people want to enjoy certain comforts, as well as to eke out an existence.

That farming is the most independent living one can choose, is often quoted. Perhaps the words "haphazard," "unremunerative" and "risky" of profession would cover it better. That there is real cause for concern is evident from the bills for Congressional farm relief now pending. Satisfactory adjustments must arise locally, however. What those measures are, must be determined by thinking men really interested in their neighbors' prosperity.

For one thing, farmers should be taught the advantages of cash and discounted payments, of budgeting his expenses, and determining costs of production. Simple bookkeeping is just as valuable in the farming business as it is in any other industry. As yet, however, a simple, inexpensive, system has not been available. Our North Carolina Civic Clubs can well afford to do some constructive work in this direction.

NORTH CAROLINA COMMENTS

COTTON PROSPECTS GOOD

In spite of the adverse weather conditions during April, May and June, resulting in a greatly belated crop with poor stands, yet the middle of July finds us with the evidence of the poor stands gradually being eliminated and the cotton putting on squares rapidly. Blooming is showing up in many sections very favorably, with good prospects for a favorable harvest. Past experience has proven that late springs usually result in favorable harvests. Dry weather is known to favor the cotton crop. The late spring is also an advantage in respect to boll weevil damage. The dry weather puts the plant roots deep into the soil, safe-guarding the crop from minor weather changes. The acreage appears to be about the same as last year, with a condition of something over 63 per cent of a full crop prospect. This condition was reported as of June 25th, but the crop has improved wonderfully since that time.

The greatest criticism of the government reports is that concerning the publication of reports on the cotton crop. Farmers are lead to believe that if the government did not publish cotton information that the farmers would be much better off. This is entirely erroneous as there are probably over fifty concerns securing private cotton estimates which would continue to be collected and used while the farmers and the general public would have nothing to guide them in the prospective production and the expected outturn in price. Instead of criticizing the government reports, farmers should be feeling and expressing gratitude for this service which is free to them but for which the cotton trade pays high prices for their privately collected information.

TOBACCO

The State's tobacco outlook is quite good in spite of the 66 per cent condition reported the first of the month. While the stands are irregular, averaging about 84 per cent of a full stand, yet with the probable 3 per cent increase in acreage there is a chance of making a good crop. The July 1st indication was for 305,000,000 pounds as compared with 378,000,000 harvested during the past season. In traveling in almost all parts of the State during the past month our observations have been that the tobacco crop is quite healthy and although the early June conditions were becoming unfavorable, the past month has resulted in good seasons, favorable growing weather and good cultivation.

CORN IS GOOD

The 83 per cent condition of the corn crop in North Carolina indicates a rather good crop, and especially so in comparison with last year's crop condition. In spite of the dry weather corn has seemed to hold its condition better than most all other crops. It fairly jumped during the past month following the more than three months' drought, ending June 19th. With a probable slight increase in acreage, the prospect is for about 45,000,000 bushels which is more than was made last year but almost 4,000,000 bushels under the five-year average. The August 1st report will probably show a crop quite up to the usual.

WHEAT

The wheat crop for the past three years has been unusually good. This year's yield while estimated at 12 bushels is generally reported to average more than that. With an acreage of 467,000, there is a probability of the harvest being more than 5,500,000 bushels. The quality is estimated at 92 per cent which is evidence of fine development. The stocks remaining on farms, brought over from last year, are 40,000 bushels.

UNFAVORABLE FOR OATS

The oat crop suffered more during the past winter and spring than any other of the small grains. While the yield averages about 21 bushels, the crop was very small in growth, especially the spring oats. The yield of spring oats was 18

bushels per acre and the fall, 24, the quality of the entire crop being estimated at 82 per cent. The crop was estimated as having 297,000 acres which indicates 6,200,000 bushels. This appears to be the first time that the oat production has exceeded that of wheat in North Carolina since 1899.

IRISH POTATOES

To show the difficulty of safely forecasting crop yields, we have the instance of this year's early Irish potato crop in North Carolina. Undoubtedly we had the worst spring prospects for many years. It was cool and late; then came two freezes killing many plants down to the ground and many fields were left with very bad stands. The outlook at that time was very discouraging. The best authorities reported very bad conditions. We were criticized for estimating a crop about "equal to last year's." Now that the crop is practically all harvested, we find the production much surpassing last year's and that it may even go beyond 6,000 cars of shipped potatoes. Incidentally, there is no reason why the North Carolina potato acreage should not be increased, for the government inspection has resulted in better prices and the freight rates give North Carolina an advantage over crops produced further South.

The fall potato, grown in the mountain counties as certified planting stock, is increasing in production and according to tests is better and cheaper than the Northern grown potato. There is an unlimited expansion possible in this area.

UNITED STATES JULY 1ST COMMENTS

While this *Forecaster* is intended primarily for North Carolina reports, many are interested in the United States crop data. This is why our summary is brief. The National corn, spring wheat and tame hay crops have the same acreages as a year ago. Winter wheat shows 19 per cent increase in acreage. The production of winter wheat is forecasted at 43 per cent more than last year and appreciably more than the five-year average, while spring wheat is considerably below last year and the average. Oats show a slight increase in acreage and a decrease in yield from last year and the usual. Peanuts are indicated at 4.4 per cent decrease in acreage, 75 per cent of a normal crop and appreciably below last year's and the usual yield. These represent the smaller types of peanuts primarily.

The fruit crop over the country is regarded as unusually good. The Georgia peach crop is larger even than was expected. The Irish potato crop shows a 2 per cent increase in acreage, 81.4 per cent condition and 334,000,000 bushels production which is about equal to last year and 15 per cent less than the five-year average. The sweet potato outlook is for 8 per cent more than last year and 19 per cent below the five-year average. Tobacco shows a 5.6 per cent decrease in acreage, except the Bright Leaf type which is increased. The yield per acre is expected to average 687 pounds, giving a production appreciably less than last year and the five-year average. More favorable recent weather conditions will probably change this situation by the August 1st report.

Necessity for Constructive Thought on the Farm

Continued from Page 1

the period of the life of the loan. If he cannot satisfy himself on this point he would better leave the money in the bank and try strict economy a little longer in an effort to get the things he must have without risking the loss of his home for what may prove an expensive luxury rather than an economic necessity.

If the present-day farmer expects to keep abreast of the times he must take advantage of every opportunity to study his business with special reference to other allied businesses, because farming and all other lines of industry are so inter-related that the failure of one greatly retards the progress of the other.

COUNTY CROP CONDITIONS F

COUNTY	Corn	Winter Wheat	Oats		Potatoes (Irish)		CON				
	Condition	Average yield per acre	Average Yield Per Acre This Year		Average yield per acre of early potatoes	Condition	Sweet Potatoes	Tobacco	Hay (all tame)	Clover for hay	Pasture
			Spring oats	Fall or winter oats							
	Per cent	Bushels	Bushels	Bushels	Bushels	Per cent	Per cent	Per cent	Per cent	Per cent	Per cent
Alamance	85	10	35	40	32	68	78	64	60	45	48
Alexander	86	12	20	20			85	68	68	35	60
Alleghany	81	12	32		75	92	80	88	71	71	75
Anson	70	15		25	90	75	55		55	40	58
Ashe	88		20		100	100	53	75	70	68	67
Avery	73	14	24		70	95	75	75	50	48	61
Beaufort	93		17	15	96	63	89	64	76	80	77
Bertie	78		12	15	50	55	68	58	70		45
Bladen	84		20	20	47	50	45	45	63		64
Brunswick	82		18	22		50	73	65	65		58
Buncombe	90	16	30		63	83	75	75	80	65	73
Burke	86	16	19	24	43	48	77	68	54	47	39
Cabarrus	75	14	20	28			83		75	60	50
Caldwell	90	12	20	30		60	75		80	80	65
Camden	87		35	45	45		50		70		50
Carteret	85				89		70	53	90		63
Caswell	77	11	14	19	26	83	88	73	74	74	58
Catawba	88	17	20	20	40	58	75		42	37	56
Chatham	76	15	11	18	25	100	60	74	60	43	54
Cherokee	97	11	20		77	90	83		85	80	88
Chowan	80				27	62	58	65	60	75	67
Clay	90	10	16	24	33	55	86		60	70	60
Cleveland	75	15	16	22	105	50	67		64	47	56
Columbus	89	20	17	21	73	78	89	71	74		61
Craven	81		15	21	76	52	63	49	80		70
Cumberland	80		13	18	50	43	63	57	55		56
Currituck	82				65	80	55		75		85
Dare	90				125		80		100		100
Davidson	74	15	15	25	27	67	53	62	44	50	59
Davie	71	11	18	24	75	35	63	54	52	38	41
Duplin	98		13	16	55	98	87	71	73		73
Durham	76	15	25	20	20	45	77	61	75	48	57
Edgecombe	92		16	27	60	80	76	61	75	82	74
Forsyth	90	12	17	19	50	50	60	80	62	28	52
Franklin	73		40		63	85	65	58	60	45	53
Gaston	68	14	18	26	62	73	59		52	35	44
Gates	80		5	10		62	50		50	50	60
Granville	80	12	19	22	49	69	76	71	66	67	61
Greene	91		14	20	35	68	76	72	78	75	80
Guilford	76	12	19	21	45	40	74	67	52	44	55
Halifax	89	12	15	20	77	70	81	51	62	74	67
Harnett	77	12	15	38	70	73	65	66	58		58
Haywood	87	17	20	20	50	75	70	73	66	64	91
Henderson	87	12	25	30	73	72	80	70	64	68	62
Hertford	83				70	100	65	60			50
Hoke	85	15	15	32			53	52	50		38
Hyde	83		32	37	93	90	85		95	80	88
Iredell	79	14		26	44	56	67	80	58	47	54
Jackson	95	13	25		75	83	75		55	55	62
Johnston	83		32	43	60	44	73	58	68	68	52
Jones	91	15	30	25	52	60	88	64	78	80	74
Lee	74	11	24	28	100	50	77	55	56	60	51
Lenoir	89		17	18	47	52	75	66	73		55
Lincoln	75	20	22	37	63	78	60		63	60	48
McDowell	87	13	16	22	42	48	70		62	65	53
Macon	87	11	15		100	75	80		63	70	51
Madison	96	11	21		73	95	94	93	90	89	98
Martin	91		15	12	47	67	76	71	50	75	55
Mecklenburg	63	11	34	38	20	35	53		63	67	35
Mitchell	92	18	29		90	99	71	95	88	73	82
Montgomery	73	16	20	27	55	66	63	63	51	63	58
Moore	80		15	20			63	67	65		55
Nash	88		30	37	48	56	76	56	60	75	60
New Hanover	94				85	100	90				
Northampton	88				110	73	70	50	70	67	66
Onslow	90				63	75	65	70	60		60
Orange	77	14	17	25	15	45	77	55	60	49	62
Pamlico	93		15		79	85	93	75	95		88
Pasquotank	90				90		75		75		82
Perquimans	88		10		100	62	80		57		67
Person	88	11	10	20	50	48	74	74	61	58	62
Pitt	82		40	25	41	40	65	66	70	80	47
Polk	75	12	20	20	150	75	38				50
Randolph	82	15	23	28	58	69	74	74	62	44	63
Richmond	78		10	18			68	60			68
Robeson	86		10	22	48	58	41	38	75		33
Rockingham	80	11	13	15	60	73	77	60	45	52	45
Rowan	76	14	18	27	40	44	55		49	25	44
Rutherford	72	15	10	20	55	38	48		25	40	47
Sampson	83		22	40	40	40	50	53	50		25
Scotland	85	12	20	50	25	40	62		40		35
Stanly	73	12	16	23	60	63	79		72	54	55
Stokes	87	10	26	35	33	72	78	82	64	64	63
Surry	85	10	12	16	65	66	73	76	58	58	65
Swain	100	12	40	20	100	100	90		100	95	95
Transylvania	100	16			50	63			55	58	45
Union	65	15	20	29	50	58	53		66	65	36
Vance	72	15		10		50	60	54	60	50	62
Wake	78			22	36	65	69	57	63	87	58
Warren	78				20	25	75	46	33	75	52
Washington											
Watauga	90	11	23		93	99	72		61	55	69
Wayne	100		10	12	100	80	50	60	50		85
Wilkes	89	11	21	21	45	69	79	78	59	69	68
Wilson	90		15	18		50	55	63			80
Yadkin	86	9	15	22	40	58	75		61	57	55
Yancey	95	10	20		100	100	95	65	90	38	88
State	83	12	18	24	65	66	71	66	65	58	63
U. S.	77.9	15.4	29.0	29.0	104.3	81.4	73.7	73.1	71.9		77.0

N OF						Wheat	Corn	Oats	Egg	Farm Wages		Cotton		
anuts	Soybeans	Cowpeas	Apples	Peaches	Sorghum cane for (sirup)	Per cent 1925 crop on hand July 1, 1926	Per cent 1925 crop on hand July 1, 1926	Per cent 1925 crop on hand July 1, 1926	Production average number eggs per day per hen	By the month without board	By the day without board	Condition	Per cent of a full or perfect stand	Date of first bloom this year
Per cent	Per cent	Per cent	Per cent	Per cent	Per cent				Number	Dollars	Dollars-cents	Per cent	Per cent	July
80	78	56	46	42	62	3	8	0	.6	39	1.87	68	64	July 18
	70	72	78	56	65	0	16	5	.2	43	2.13	59	65	July 19
	90		82	50	76	15	9	6	.5	45	2.00			
		50	65	55	30	0	18	0	.4	38	1.75	63	70	July 18
			72	63	100		11	7	.4					
			82	58	67	33	14	22	.4	52	2.00			
77	88	85	50	50			53	0	.4	45	1.88	71	77	July 7
82	75	50	53	32			38		.5	35	1.90	56	69	July 13
55	76	67	45	10	50		48	0	.4	40	1.67	58	61	July 4
83	78	75	63	48	50		19	0	.5	40	1.75	63	70	July 8
	75	68	80	30	90		5	0	.5	43	2.00			
25	76	77	73	63	80	11	21	0	.8	43	2.33			
	65	93	33	45	85	0	14	6	.5	35	1.50	67	75	July 8
	75	75	58	80		6	12	25	.8	45	2.25			
	85		62	25			28	0	.5	40	2.00	70	88	July 20
90	70	90					30		.4	40	2.30			
	81	81	59	14	90	3	6	45	.4	33	2.13			
63	60	60	71	68	85	7	12	2	.5	40	1.60	74	73	July 15
50	68	66			40	1	12	20	.4	38	1.58	58	60	July 15
	97	83	65	32	95	0	18	0	.5	30	2.00			
65	78	90	62	50	75		27		.2	30	1.50	63	78	July 11
	85	77	55	25	90	40	5	0	.5	53	2.25			
73		66	70	72	66	0	14	16	.5	35	1.78	61	66	July 12
88	86	82	72	62	65		28	4	.6	38	1.50	75	76	July 3
61	91	40	44	37	90		36	0	.4	40	1.75	74	79	July 8
	63	63	25	19	30		36	0	.6	35	1.60	59	66	July 6
	77		80	75			12		.8	37	1.75	43	63	July 20
60	85	100		85			0		.4	50	2.50			
	25	25		70	50	0	16	2	.4	35	2.33	69	74	July 21
85	60	72	55	51	60	0	7	0	.6	36	2.00	64	76	July 17
75	97	84	44	44	55		24	0	.5	38	1.75	67	78	July 6
	63	85	56	38	70		50		.7	38	2.33	48	55	July 15
84	85	87	71	35	80	5	15	94	.3	35	1.39	67	76	July 11
	70	77	100	90	60	1	25	0	.4	40	2.50			
75	58	67	57	60	70		19	0	.4	43	1.80	54	60	July 17
75	50	57	68	64	58	0	7	1	.4	37	1.92	57	68	July 17
67	67	75	62	50			17		.3	40	2.00	55	79	July

DO YOU KNOW?

How does estimating differ from guessing? In estimating several known factors influencing the situation are weighed in determining a final result. In guessing these influential factors are not taken into consideration. Crop report statistics are true estimates.

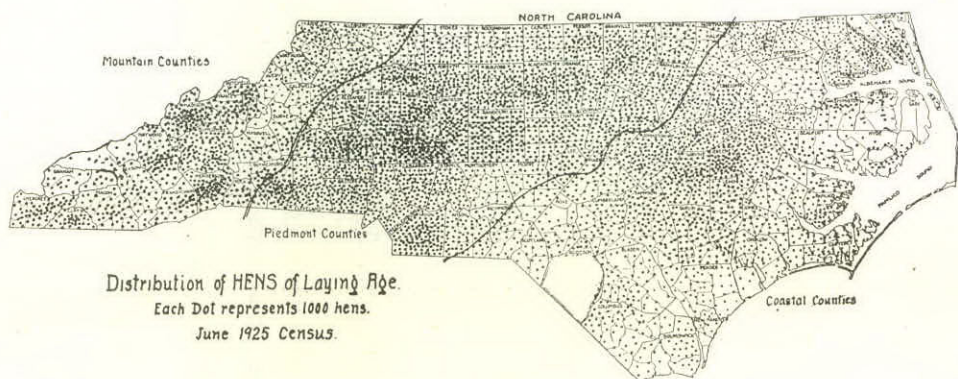
How does reasoning differ from knowing? Many reporters claim that they do not know certain information asked for in our reports, yet when we reason with them we find that their information is very valuable. We desire our estimates based on reasoned replies even if the conditions are not altogether known exactly.

How does a trend differ from exactness? Much like the preceding thought, a trend is an indication, so to speak, a weather vane pointing in general directions. Those acquainted with the situation are usually acquainted with the trend of things when they do not know *exactly* what the real situation or the results may be. Business successes are based on drawing conclusions from trends. Farmers too often do not take advantage of this type of reasoning.

Approximation differs from absoluteness because as a general situation, especially in farming, certainty is never known, because tomorrow may through unforeseen circumstances eradicate today's certainty. Based on previous experiences, however, approximate conditions and results may be expressed with a fair degree of assurance of its ultimate achievement.

We wish our reporters would take the above thought in mind when filling out schedules sent them for reports. They should remember that our reports are the results of reasoned opinions and judgments. We do not expect absoluteness, exactness nor guessing in their reports, but rather we want reasoned out estimated information. It is too frequently true that farmers depend on the thoughts and reasoning of others rather than on their own deductions. Because they are not accustomed to reasoning out conclusions, it is not going to aid them in their final success. Just as other industries have found it advisable, so will farmers find that it pays them to spend more of their time in study and research, rather than putting their whole time into physical exertions.

DISTRIBUTION OF HENS AND SOWS, 1925

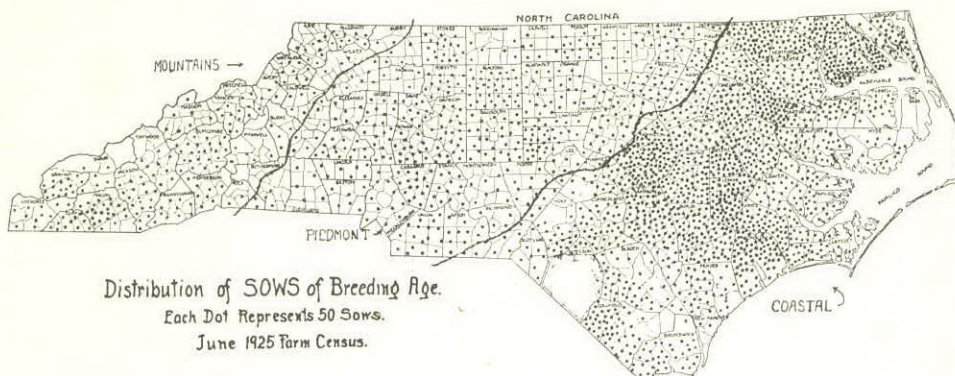


LAYING HENS

The accompanying graphic map, showing the distribution of hens in North Carolina, indicates that farm poultry is fairly evenly distributed over the State, according to the Farm Census results of last year. There does seem to be a certain amount of concentration, for instance, in the territory adjacent to Asheville, that between Randolph and Catawba counties and centering around Greene County in the East. Doubtless these concentrated areas will show large shipments of poultry this year. The increased interest in this activity is an important feature of farming.

SWINE OF BREEDING AGE

The dotted map, showing where sows of breeding age are located in this State, should be of interest to those expecting to market their surplus stock. The work begun by our Swine Specialist, W. W. Shay, is yielding good results now as indicated by the frequent carlot shipments from different counties. Between his feeding and profit-making extension educational work, it may be expected that the swine industry will continue to show increased numbers and advancement in this livestock field. Remember that each dot represents fifty head of mature swine.



THE COTTON REVIEW

The price of cotton this year will probably be lower or higher than the present price, depending upon the later prospective production above or below 14,000,000 bales. A 14,000,000 bale crop will give about the same world carry-over of 5,400,000 bales of American cotton. The annual consumption is about 14,000,000 bales. There was a decided increase in the yield per acre for the United States during the past two years. The acreage has also increased.

With the prospective increase in acreage this year, conditions of weather or insect damage must be decidedly adverse to prevent a larger carry-over from the 1926 crop which would result in a lowered price level if the crop is over 14,000,000 bales. The North Carolina conditions right now show a decided lateness and very irregular stands in the cotton belt, due to excessively dry weather.

Business Methods in Farming

Continued from Page 1

and proper quality in itself but one that has its drawbacks when it is applied to a pursuit which is in natural competition with every other trade, calling and industry—all without exception more and more highly organized. No legislature, no governmental agency, no practice of 'cussing out' the buyer of his products, no goodwill and respect for the farmer is going to help him greatly until he decides to help himself. He can do that only when he learns his situation, takes account of his disadvantages and realizes his opportunities to improve his methods, by thinking and acting in his own interest as his trade competitors do.

"It is only as the farmer comes to think of himself in business and to use business methods in his daily tasks that the people as a whole, in industry, trade or the professions, will remotely approach a proper use of and profit from our State's rich endowments. A prosperous agricultural industry is the prime necessity not only in North Carolina but in America today."

INCONSISTENCY

That farm products are not on a parity with products of other industries should be not only recognized but should be corrected. That the more progressive or ambitious farm folks are leaving the farming profession for more remunerative, comfortable and "respectable" work, is quite apparent to the rural social economists. Peasantry is growing. That farming is the most complicated, hazardous and *least* independent of all *businesses* is appreciated by only a few of the town people upon whom the farmers must depend for their cash aid.

The average consumer of clothing and food seldom realizes what price the producers of the raw materials get out of what is finally paid. So long as these and many other inconsistencies continue to the farmers' disadvantage, it will be difficult to convince our most *essential* producer that he should be content and loyal in his work. Farmers lose if they either make big crops or if they make small yields. Others decide the prices.

There certainly is an inconsistency in the present cotton situation. There is a carry-over of cotton that would last the country for only a few months, yet it will keep for years. The world wants 14,000,000 bales of American cotton annually, but if we grow more than that, down comes the price, out of all proportion to the surplus. It is inconsistent with the price of underproduction. The present 17 cents price is less than what it costs the *average* grower to produce it. The average mill is not making cotton goods under losing conditions. It closes down first to resume when prices justify—a thing that farmers cannot do.

The biggest opportunity for our wonderful City Civic Clubs to take a constructive interest in, is to *win* the interest of our unfavored farmers by really doing something to put the agricultural industry on a parity with other producers. Mere advice without works is not going to convince them. Their suspicion is the result of past misfortunes, like getting a finger burned. Win their confidence and they will more than repay through community prosperity. They have been neglected too much in social ways, too.

CENTRALIZED GOVERNMENT

There are a certain percentage of the people who are against centralized government. These are to be found particularly in County Court Houses, they forgetting that they are a part of the centralized government of their county, State officials for the State, and the Federal men form the centralized group for the Nation. The Republican form of government devised this method as being best for law enforcement and for the best service to the people as a whole.

Think what the cost would be if all of the government and law activities had to be functioned within the county itself. The cost would be somewhat more than three times what it is at present and not nearly as efficient. Many think that the power of the county is taken away by State and Federal laws. There are many advantages to centralized systems of government; for instance, education, good roads, prohibition, mail service, transportation and other public service utilities. Many of these become investments rather than mere expenses for the taxes paid. For instance, the road tax saves us money in our road transportation.

An illustration of the lack of centralized control is shown in the case of the farmers. Each farmer thinks and acts for himself. Many think they need no leadership or centralized control. Thus they think the government and all industries are making prey of them. They have no confidence in even those agencies striving to protect and advance their interests.

VOCATIONAL AGRICULTURAL EDUCATION

Over one hundred agricultural teachers attended the summer school at Raleigh recently. All of these visited the Crop Reporting Service offices and spent some little time digging out data pertaining to their local conditions, from the 1925 Farm Census books. Several expressed surprise at the information they obtained. We regretted very much that certain counties had the desired township information lacking altogether, or else it was in such poor form that it was not usable.

Through this educational agency we can see an increased demand for and probably the awakening of local officials towards better Farm Census reports. We regret thus far to learn that the county officials are rarely interested in this and too seldom appear to have given this duty nearly the attention it needed. Until local interests, like the vocational teachers, get after their county officials showing them that the information is needed locally, it will be impossible to obtain the reports as complete as they should be.

The vocational agricultural instruction is growing quite rapidly. With local agricultural data available it is inevitable that this instruction will become increasingly valuable. Too little of the business basic information has been utilized in their education. Until our farmers put more thinking, research, planning and forecasting into *their* business, that great nightmare "Uncertainty" will continue to overshadow their problems.

AS THE FARMER SEES IT

The writer counts himself familiar with most of the farmers' problems in North Carolina. That these problems are real and menacing, he appreciates and thoroughly sympathizes with the farmers. There is no more unsystematic, hazardous, or less appreciated industry.

He walked, on the 14th of May, into a prominent county official's office when a well-dressed, intelligent man of about fifty years of age broke into the conversation, ridiculing the State and Government field men for trying to ruin the country by setting fires to the forests, raising unjust taxes and otherwise acting as parasites on the public. The County Official seemed to think that this was reasonable, forgetting that he was one of them, and then broke in with the statement "There are lots of farmers making good money and if some of them can make, why can't others? I know of a trucker who comes here every day in the year and brings fresh vegetables that he grows himself. Why he has grown beans and other spring truck and marketed it all through the winter months. The beans sold at 15 cents per quart. At that rate, a man ought to make a fortune on a small truck farm."

Having been reared on a truck farm and knowing of the finances of this same truck farm for the past several years, I can say that while we are supposed to be making good money, that each of the three past years have shown definite losses in spite of good local markets available.

When a farmer attempts to put a value on his own time and that of his family, the average person thinks he is unfair as their time "is worth nothing." If the cost of crops were reliably calculated on the same basis as other industries prepare their costs, the average farm product in North Carolina would show from 25 to 50 per cent annual loss in producing it, but since the farmers work for whatever they can get out of the crop, contributing theirs and their families' time, growing most of their subsistence on the farm, the cost factors are usually not known. This much is true, the more ambitious young people are leaving the farm because it does not offer opportunities nearly as attractive as those available in towns. The rapid increase in tenantry and of idle acres is self-evident of the trend.

SEEN ALONG THE ROADSIDE

We hear much of the book and desk farmer, but a different kind was encountered in Robeson County this month. He had on a nice straw hat, white shirt and over-all trousers. He had a nice cigar in his mouth and a hoe in his hand, working in his cotton field. A short distance behind, there were two girls and a lady, probably their mother. The girls had on silk stockings and very attractive dresses, rather large hats and well-stockinged arms, also hoeing the cotton. Any one could tell at a glance that these were the family and owner of the farm. Labor was evidently not available.

In Pender County several fields were passed where the farmer's entire family from the grown-ups to the three-year olds were planting out tobacco. This scene was not uncommon. If it is against the law for children to work in other industries, why not in farming? If this be enforced on the farm, many farmers would have to go out of business.

In talking with another prominent farmer, he was asked concerning the farm labor situation. His reply was that there was no "situation," it was simply a predicament. He had three girls between the ages of fourteen and twenty years of age. They refused absolutely to help with any field work. He only had one boy eleven years old, who helped him. He was complaining that his girls did not fail to help get rid of the meagre income he had through their expensive dressing and the use of his automobile.

It occurs to us that there should be no more occasion for the farmer to be compelled to use his family in the field than should those who own manufacturing and other industrial plants.

THE BOOK AND DESK FARM ADVISER

A young man was hailed along a farm roadside. "Air ye goin' ter farm here this yer?" "Well, I hearn thet ye been to de State College and I wants to tell ye thet book larnin' and farmin' is two diffent things. But ye will larn—if ye sticks long enough. Them air clothes is too good to get much work out of."

This farmer didn't take into account that the State College agricultural students were raised on farms and that their schooling had simply taught them the WHY of various methods. Approved and PROVEN methods had been learned. Reasons for actions and results had been taught them. Instead of using a few local farmers' advice, they had gained the benefits of the findings of thousands of the best farmers.

Some one said: "Oh, he is one of them desk advisers, who sits up and knows it all." We know that this has been applied to us.

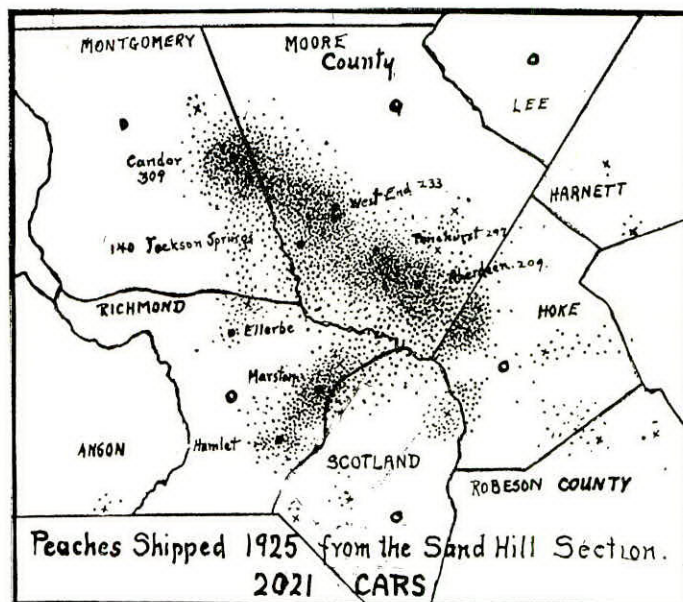
Perhaps we are more familiar with more crops and the manner of their growth, cultivation, harvesting and dis-

position in North Carolina than any single farmer in the State. In fact, we should be, for during the year we must travel over the State and study these things closely. Don't think that Desk Advisers sit at their desks all the time, or that their travels are filled with ease and pleasures. But, then our information is the RESULTS of what hundreds of our best informed farmers report to us.

CARLOT SHIPMENTS OF NORTH CAROLINA PEACHES 1925 SEASON

The accompanying dot graph shows the principal peach territory of the Sand Hill area in Moore, Montgomery, Richmond, Hoke and Scotland counties. This area shipped last year 2021 cars of peaches. Each dot represents one car. Needless to say, many were shipped out by truck in addition to those canned and otherwise disposed of. The total production in this area probably reached 2400 equivalent cars.

This year's peach crop is variously estimated from 1600 to 1900 cars for quantities to be shipped. The condition since the April freezes has been very problematical. A month ago



the situation was very serious as the drought was telling on the size and causing dropping of the fruit. The condition last reported was 60 per cent of a full crop prospect. Something like 28 per cent in the increase of bearing fruit trees was reported for this year.

With the government inspection service and more business-like methods being employed through coöperative marketing, the North Carolina peaches have been bringing a premium on northern markets. Incidentally, peaches can be grown almost anywhere in North Carolina to perfection, provided the same care and attention is given as is practiced in the Sand Hills peach territory. Quality peaches cost in labor and materials.

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