

LIVESTOCK ASSOCIATION ORGANIZED IN RUSSELL COUNTY, VIRGINIA

These Virginia Farmers Expect By Cooperation to Add Greatly to the Profits From Their Livestock

RECENTLY a livestock association has been organized in Russell County, Va., and has aroused interest and attracted attention all over the state. In fact, the movement has met with such favor that many of the leading cattle men and farm demonstrators in other counties are planning to bring about a similar organization. The association in Russell County was organized by the farm demonstrator of the county, who took up the work there on January 1, of this year.

Russell is strictly a grazing county, one of the best in the state, yet the livestock there have been of a surprisingly inferior type and quality. The chief income of the Russell farmer is from cattle, 5,000 or 6,000 fat steers being shipped from the county annually.

Many of the older farmers of Russell say that the conditions were much better 25 years ago; that the cattle were then superior to those to be had at the present time. This is mainly due to the fact that several years ago the landowners held larger areas and with their tenants had a good many cows. Consequently each man kept a good bull on his own farm. These first-class bulls maintained a high type of cattle.

At the present time, however, a different state of affairs exists. Farms are smaller and the man who keeps a bull must depend upon the income derived from service to cows belonging to his neighbors to maintain the animal. This system has proved anything but effective because of the fact that the custom has grown up not to pay for the services of a bull. The farmers have not been keeping good bulls, for the simple reason that it is unprofitable to do so; they have been running a charity organization. Numbers of men, who have kept bulls have not realized a dollar on the animal, although \$50 or \$60 was often due. The number and quality of bulls has, therefore, gradually decreased. Before the Russell County Livestock Association was organized there were 80 or 90 bulls in the county, and of that number only eight were pure-breds, the rest being scrubs or near scrubs. The object of the association is to place a pure-bred Shorthorn bull within reach of every farmer in Russell County.

No Money in Scrubs

THERE is no question that the movement will add thousands of dollars to the income of the county each year.

The cost of producing a good steer is no greater, if as great, as that of producing a scrub. A conservative estimate of the difference in value would be \$50 on the head. When 5,000 cattle are turned out each year the difference is enormous. Not only will the bulls placed in the county by the Association bring about this great saving, but the keeping of a bull will become profitable. A farmer owning a bull individually can hardly force payment in advance for the services; it brings about unpleasantness with his friends and neighbors. However, if he were keeping a bull for the Association and had orders to collect in advance it would be an easy matter to do so. The Association requires payment strictly in advance, and holds the farmer keeping the bull personally responsible for all fees.

The Association is a stock concern and is incorporated under the laws of the state. Each farmer who is a member of the association takes one or more shares of stock at \$50 per share. In this way about \$6,000 has been raised for the purchase of bulls. The Association is being enlarged all the time and will in all probability have some \$10,000 stock, which will be

sufficient to place a pure-bred bull in every community.

The animals are being purchased by a committee of stockmen and placed with reliable farmers on such terms that the farmer keeping the bull gets three-fourths of the income from him, together with the breeding of his own cows free of charge. The Association gets the other fourth, which will pay expenses and interest on the money invested at the rate of 8 or 10 per cent. Every two or three years the bulls are to be exchanged from farm to farm to avoid inbreeding. When an individual owns a bull, he must sell at that time or inbreed. After five or six years the animals can be sold at cost and others purchased to take their places. The Association expects to standardize the breed in the county and work up a reputation for that one breed—the Shorthorn.

The officers of the Association are as follows: President, E. S. Finney, Lebanon; Secretary-Treasurer, J. A. Pruner, Lebanon; Buying Committee, J. T. Smith, Blackford, and H. H. Fletcher, Elk Garden. The above officers, together with the County Demonstrator, serve as an Executive Committee, which manages the affairs of the Association.

W. G. WYSOR.

Lebanon, Va.

MARKET ONLY FIRST-CLASS STUFF

(Prize Letter)

TO SELL produce and hold good customers it is always best to put the best stuff on the market. I live near a good public road six miles from Laurens, South Carolina, a city of about 10,000 inhabitants and a hustling little town. There are several railroads running through Laurens, and these have a good many employees. I know most of them, and many of the other citizens. When I am in town I make it a point to go where vegetables, fruits and other articles of this kind are sold, and ask what is being paid for such stuff. If the price is good I will ask if he would like to try some of mine at the same price, as good as that if not better. The answer is mostly "Yes, but your stuff must be good." That suits me, as I never sell any other kind.

When I get ready to sell such stuff, as eggs, tomatoes, potatoes, apples and peaches, I put them in three classes, large, medium, and small. I put the white eggs in one class and the brown shelled eggs in another. By so doing it makes the stuff more uniform in shape, color and size. This kind of stuff is more easy to sell and I can get more for it.

I am preparing to have a good garden this summer and plenty of vegetables to put on the market and plenty to eat also. I plant the best seed, for I believe in starting with good stuff and then producing and putting good, first-class stuff on the market. By so doing there will always be a demand for such goods.

A. E. B.

Barksdale, S. C.

It's tough to be a boy of three, Cause "don'ts" is all you hear. It's all that's ever said to me When older folks are near, My pa and ma and sister May, My aunts and uncles, too— I guess have never learned to say A solitary "do."
—Edgar A. Guest.

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