

NORTH CAROLINA'S

***All-Practice Commodity
Demonstration Program***



<i>Cotton</i> _____	<i>41%</i>
<i>Peanuts</i> _____	<i>19%</i>
<i>Soybeans</i> _____	<i>40%</i>
<i>Corn</i> _____	<i>1%*</i>
<i>Small Grain</i> _____	<i>4%*</i>
<i>Burley Tobacco</i> _____	<i>13.2%</i>

* Additional production gains are recorded as increased sale of livestock.

All-Practice Commodity Demonstration Program

The Agricultural Extension Service, farm suppliers and farmers have joined hands in a program to increase income and profits in North Carolina.

A "Steering Committee" was named at a meeting at N. C. State in 1961. The committee membership is composed of college, extension and research workers, representatives of fertilizer, seed, insecticide, fungicide, irrigation, lime, farm equipment, banking and utility companies, agri-business interests and commodity and farm organizations.

This steering committee will work through sub-committees on burley tobacco, cotton, corn, peanuts, soybeans, small grain, and other commodities as the need develops with main objectives:

1. Bring together good production practices that will give farmers high economical yields and good quality products.
2. Determine the production potentials of the crop.

In addition to farmers, state representatives of State College and industry are serving on the steering committee or one of the commodity sub-committees.

Well-rounded production programs have always been important. A farmer, for example, may increase his corn yield from 20 to 40 bushels by only adding extra nitrogen. But if he wants to go from 40 to 100 bushels, he may have to fumigate, rotate, add lime, use better seed, change his method of cultivation and weed control, etc.

Modern technology demands that all the technical know-how from all sources be combined for profitable production. It is difficult for a person trained in one specialty--such as weed control, or fertilizers, to conduct a demonstration without unknowingly violating some principle that limits production and profit. The best nitrogen rate demonstration on wheat, for example, may be worthless if mosaic, insects or weeds destroy the crop.

Farmers, State College, and industry have mutual goals of high economical farm production. Enthusiastic support of the all-practice demonstrations is encouraging. Contributions from many segments of the industry familiar with the program have been outstanding.

SAMPLE OUTLINE FOR AN ALL-PRACTICE DEMONSTRATION

Objectives - The purpose of these demonstrations is to increase the commodity yield and quality, and net income, particularly on farms where yields have been consistently low. A few of these demonstrations should be placed with average or above average producers to help determine production potentials when all approved practices are used.

Scope - A demonstration unit can vary from a few rows to the entire acreage on the farm. Official "All-Practice" demonstrations should be limited to the number that can be closely supervised by the individuals or teams available.

Local organization - The demonstrations should be a team effort of agricultural workers and industry with the county agent named as co-ordinator. It is suggested that the supervision of each phase of the demonstration outline will be assumed by a member of a group having the greatest experience, or specific interest in that phase. For example, a fertilizer representative or a machinery dealer might be responsible for the proper placing of the fertilizer to prevent injury to stands.

Selecting the farm cooperator - Choose the farmer that the others will follow when he adopts new practices. He should be interested in improving his level of production of the commodity. The farmer's past history of production should be about the average level of the community or below. His cultivation, fertilization, soils and equipment should be typical of the community.

Training School - It is desirable to hold training schools to acquaint farmers, agricultural workers and cooperating industry with the purpose of the demonstration. Each one should express his willingness to accept the assigned responsibility and to work as one of the group - not as an individual promoting his product.

Special Practices - Practices such as water control may be incorporated in the all-practice demonstration, providing they are under the supervision of trained personnel and it is agreed by the local group that this would contribute to the over-all program.

Materials supplied - It is the hope of the committee that the farm co-operators will furnish all of the materials for the demonstration. Where this will create a hardship on an otherwise desirable cooperator, the Extension commodity specialist should be contacted relative to the availability of the particular material. Relatively new materials, acceptable to the committee, may be included under careful supervision or when applied by trained personnel.

WHAT CAN IT MEAN TO YOU?

As a Merchant or Supplier - Would it increase your sales if the farmers knew how, and would use the materials and supplies necessary for high economical yields? Would it help you if you joined hands in this joint effort?

As a Handler or Buyer - Would an increased volume of a high quality product increase your income?

As a member of a community - Would it help you if all farmers were able to increase their income through more economical yields per unit of product?

Offer your support to the committees of your choice listed on the following pages. Your product will show to the best advantage when farmers are producing a high economical yield of a high quality product in demand at the market place.

Will you join in helping everyone to help themselves?

COMMITTEES FOR ALL-PRACTICE PRODUCTION DEMONSTRATIONS 1963-64

COMMITTEE	CHAIRMAN	SECRETARY
Steering	George Smith	E. R. Collins
Corn	W. L. Haltiwanger	E. Y. Floyd
Cotton	R. L. Robertson	Glenn Toomey
Peanuts	J. C. Wells	Astor Perry
Soybeans	Howard Small	John Glover
Small Grain	J. C. Ferguson	Howard Small
Tobacco (Burley)	Luther Shaw	D. M. Gossett

AGRICULTURAL EXTENSION SPECIALISTS - NORTH CAROLINA STATE

Name	Committees						Affiliation & Address
	Steering	Corn	Cotton	Peanuts	Soybeans	Small Gr.	
Capel, George	X			X			In Charge, Marketing Ext., Patterson Hall
Collins, E. R.	X				X		In Charge, Agronomy Ext., Williams Hall
Ellis, H. M.	X						In Charge, Ag. Engr. Ext., Ag. Engr. Bldg.
Falter, John		X			X		Entomology, Gardner Hall
Ferguson, J. C.	X		X		X		Agricultural Engineering, Ag. Engr. Bldg.
Garriss, H. R.	X		X		X		In Charge, Pathology Extension, Gardner Hall
Glover, John	X			X	X		Agricultural Engineering, Ag. Engr. Bldg.
Gossett, D. M.						X	Agronomy (Burley Tobacco) Box 30, Waynesville
Haltiwanger, W. L.	X	X					Agronomy (Corn), Williams Hall
Hodges, S. J.	X		X				N. C. Agr. Ext. A. & T. College, Greensboro
Jones, George	X	X		X	X		In Charge, Entomology Extension, Gardner Hall
Marsh, Paul	X	X					Evaluation, 1911 Building
Martin, C. F.			X	X			Agronomy (Soil Management), Williams Hall
Nichols, Everett	X	X			X	X	Marketing (Grain), Patterson Hall
Perry, Astor	X			X			Agronomy (Peanuts), Williams Hall
Ritchie, Ray, Jr.	X			X		X	Agricultural Engineering, Ag. Engr. Bldg.
Robertson, R. L.	X		X	X		X	Entomology, Gardner Hall
Small, Howard	X				X	X	Agronomy (Small grain & Soybeans), Williams Hall
Sneed, Ronald	X	X	X				Ag. Eng. (Irrigation) Ag. Engr. Bldg.
Todd, F. A.	X					X	Plant Pathology (Tobacco), Gardner Hall
Toomey, Glenn	X		X				Agronomy (Cotton), Williams Hall
Wells, J. C.	X	X		X	X	X	Pathology (Small Gr., Peanuts) Gardner Hall
Worsham, A. D.	X	X	X	X	X	X	Agronomy (Weed Control), Williams Hall

VOCATIONAL AGRICULTURAL TEACHERS

Watson, B. L.		X					Box 261, Claypso, N. C.
Dowd, J. W.			X				St. Pauls, N. C.
Stokes, K. E.				X			Box 97, Aulander, N. C.
Davenport, H. B.					X		Box 814, Elizabeth City, N. C.
Moore, W. S.						X	Route 2, Catawba, N. C.
Cole, J. C.						X	Route 5, Marshall, N. C.

COMMITTEES FOR ALL-PRACTICE PRODUCTION DEMONSTRATIONS (Cont'd)

Name	Committees						Affiliation & Address
	Steering	Corn	Cotton	Peanuts	Soybeans	Small Gr.	
Allen, Reece			X				American Limestone Co., Albemarle
Allen, Rex						X	Farmer, Route 1, Mars Hill
Aycock, Edmund	X						Wachovia Bank & Trust Co., Raleigh
Bailey, Warren H.					X		Carolina Nitrogen Co., Route 6, Salisbury, N. C.
Barden, N. R.			X				Naugatuck Chemical Co., 4106 Harvey Rd., Raleigh
Berry, Horace						X	Calif. Othro Spray, Inman, S. C.
Blocker, Doug			X				3107 Canterbury St., Greensboro
Bottom, E. D.	X			X			Universal Tractor Equipment Corp., Richmond, Va.
Boyd, C. V.	X	X			X		John Deere Co., Chamblee, Ga.
Brittian, F. W.		X					Coker Pedigreed Seed Co.,
Brittian, Jerry						X	Naugatuck Chem., Clemson, S. C.
Bullard, A. G.	X						Vocational Agriculture, Education Building, Raleigh
Burnside, Williams	X	X	X				Hercules Powder Co., P. O. Box 10406, Raleigh
Carter, Dean M.			X				Planters Nut & Chocolate Co., Suffolk, Va.
Chance, John B.	X	X					California Spray Chemical, Goldsboro
Chapel, A. A.			X				Sec. Carolina Farm Eng. Dealers Assn., Wilson
Clay, Glenn						X	Clay Seed Co., Box 27, Carlisle, Ky.
Collins, John B.						X	Farmers Home Administration, Sylva
Cooke, Henry L.			X				Coker Pedigreed Seed Co., 531 Vick Ave., Raleigh
Council, Paul	X					X	Southern Agric. Insect, Hendersonville
Cozart, S. M.					X		Centre Brick Warehouse, Wilson
Crockett, Thomas	X			X			Olin-Mathieson Chem. Co., Williamston
Cross, Stanley				X			Cross Seed Co., Wilmington
Daniels, S. Y.			X				Farmer, Seaboard
Dillard, Marion				X			Farmer, Belhaven
Dillard, Walter						X	Woolfork Chem. Co., Greer, S. C.
Edmunds, S. C.					X		Nitrogen Div., Box 10422, Raleigh, N. C.
Ellis, A. T.	X	X					International Harvester Co., Charlotte
Evans, Hervey, Jr.			X				McNair, Inc., Laurinburg
Fields, G. C.	X						Reliance Lime & Fert. Co., Box 13, Hertford
Floyd, E. Y.	X	X					Plant Food Institute of N. C. & Va.
Gardner, Nat	X				X		William-Trull Co., Box 1168, Reidsville
Gibson, James			X				John Blue Co., Laurinburg
Glover, W. N., Jr.					X		Allied Chem. Corp., 704 Capital Club Bldg., Raleigh
Ham, A. J.	X			X			Austinville Dolomitic Limestone, Austinville, Va.
Harrington, J. J.			X				Harrington Mfg. Co., Lewiston
Heidelberg, F. H.		X					N. C. Cotton Pro. Assn., Box 5425, Raleigh
Hendricks, J. W.					X		The Northwestern Bank, Statesville

COMMITTEES FOR ALL-PRACTICE PRODUCTION DEMONSTRATIONS (Cont'd)

Name	Committees						Affiliation & Address
	Steering	Corn	Cotton	Peanuts	Soybeans	Small Gr.	
Hendrix, R. L.	X	X				X	Shell Chemical Co., 745 W. Johnson St., Raleigh
Horne, G. S.						X	Gostobac, P.O. Box 3485, Charlotte
Howie, Roscoe			X				Farmer, Route 1, Waxhaw
Hudson, Dewey					X		Panogen Co., Albemarle
Jeffries, James T.	X						Jeffreys & Sons, Goldsboro
Jones, J. R.		X					Armour Fertilizer Works, Wilmington
Joyce, J. J.			X				Reliance Lime & Fertilizer Co., Norfolk, Va.
Keel, James			X				Keel Peanut Co., Greenville
LeCroy, T. H.		X					People's Bank & Trust Co., Rocky Mount
Lewis, George				X			People's Bank & Trust Co., Rocky Mount
Long, William		X					Long Manufacturing Co., Tarboro
Marshall, J. H.	X				X		J. I. Case Co., Charlotte
Maxwell, Myron	X	X					Maxwell Insecticide Co., Cary
McDonald, H. O.	X			X			The Oliver Corp., Richmond, Va.
McKowan, Paul D.		X					DeKalb Agr. Assn., Route 1, Box 44A, Bayside, Va.
McLamb, W. I.				X			Grange, Garland, N. C.
McNatt, Fred	X	X					The Nitrogen Division, 104 Riggs Dr., Clemson, S. C.
Mendler, J. L.	X	X					Allis Chalmers Mfg. Co., Charlotte
Mills, John						X	Mayo Seed Co., Knoxville, Tenn.
Mishoe, Tony	X		X				5912 Deblyn Drive, RFD, Raleigh
Morrow, A. R.			X				Southern National Bank, Lumberton
Morse, Ray		X					Farmer, Hertford
Nall, Merel D.	X	X	X				Monsanto Chemical Co., 612 Harvey St., Raleigh
Nicholson, J. L.	X					X	Agri. Stabilization & Cons. Ser., Raleigh
Page, W. J.	X		X		X		American Cyanamid Co., 1304 Dixie Trail, Raleigh
Parker, Jerry						X	Royster, Sylva
Perdue, Clyde	X		X				Wade-Rain Irrigation, Rt. 3, Louisburg
Pickett, Bill					X		Farmers Cooperative Exchange, Statesville
Plant, A. N.	X			X			5300 W. Lakeside Dr., Raleigh
Ramsey, Tom	X						Naugatuck Chemical Co., Box 630, Gastonia
Rankin, W. H.					X		2408 Stafford Ave., Raleigh
Rexco, Charles					X		Austin Heaton Milling Co., Durham
Rice, John R.		X					Liberty Limestone Corp., Buchanan, Va.
Richard, F. W.						X	Richard Seed Co., Winchester, Ky.
Reddick, Haul			X				Reddick Equipment Co., Williamston, N. C.
Rivenback, Edward			X				Ferguson Mfg. Co., Suffolk, Va.
Rivers, Fred						X	Naugatuck Chem., 2344 Grant Ave., Raleigh
Roberson, Howard						X	Agrico, Weaverville
Rogers, Hugh						X	Rogers Tractor Co., Clyde

COMMITTEES FOR ALL-PRACTICE PRODUCTION DEMONSTRATIONS (Cont'd)

Name	Committees						Affiliation & Address
	Steering	Corn	Cotton	Peanuts	Soybeans Small Gr.	Tob. Bur.	
Rogers, Pete			X	X			Olin-Mathieson Chem. Co., Greenville
Rogers, Will H.	X						Farm Bureau, Box 2478, Raleigh
Sale, C. L.				X			Virginia Electric & Power Co., Williamston
Sale, Guy M.						X	Farmers Cooperative Exchange, Asheville
Shields, Frank P.				X			Shields Co., Scotland Neck
Sizer, Robert				X			Ferguson Mfg. Co., Rich Square
Smith, Burwell						X	Carolina Power & Light, Asheville
Spain, George					X		N. C. Dept. of Agriculture, Raleigh
Speight, J. B.		X					Speight Seed Farm, Winterville
Stallings, F. C., Jr.	X				X		Chilean Nitrate Ed. Bur., Inc., 610 Capital Club Building, Raleigh
Steinhauer, C. J.	X	X					DuPont, 1810 Sanhurst Dr., Charlotte
Stephens, Floyd				X			Planters Chemical Corp., Fayetteville
Stoller, Jerry H.	X	X					Southern Nitrogen Co., P. O. Box 246, Savannah, Ga.
Sugg, Norfleet	X			X			Planters Cotton Oil & Fert. Co., Rocky Mount
Sugg, Joe S.				X			N. C. Peanut Growers Assn., Rocky Mount
Surtman, J. R.	X	X					Carolina Ford Tractor Co., Charlotte
Swartz, William			X				Caledonia Prison Farm, Rt. 1, Halifax
Talbert, Homer					X		Statesville, N. C.
Tatum, Richard		X					Southern National Bank, Laurinburg
Tullos, John			X				Tullos Tractor Co., Rocky Mount
Underwood, G. T.				X			Farm Bureau, Murfreesboro, N. C.
Van Arsdall, J. W., Jr.						X	USDA-AMS, Greenville, Tennessee
Wagoner, John		X					Wagwood Farms, Rt. 1, Gibsonville
Walker, Jimmy						X	Farmer, Walker Warehouse, Asheville
Ward, E. G.				X			Union Carbide Co., 2124 Cresthill Drive, Columbia, S. C.
Watts, C. J.				X			Johnson Cotton Co., Dunn, N. C.
Westmoreland, W. G.	X	X	X				Geigy Chemical Co., 713 Yarmouth Rd., Raleigh
Weaver, David					X		W. G. Weaver & Sons, Winston-Salem
Werth, Bogardus	X	X					20 McIntosh Dr., Savannah, Ga., Velsicol Chemical Co.
Williams, Ben				X			Daly-Herring Chemical Co., Ahoskie
Wisenhunt, M. R.						X	Smoky Mountain Fertilizer Co., Waynesville
Wooten, Atlas		X					Farmer, Greenville
Yelverton, John	X	X					Akron Irrigation, Dunn
Tilgeman, Myers			X				General Utilities and Gin. Co., Dunn