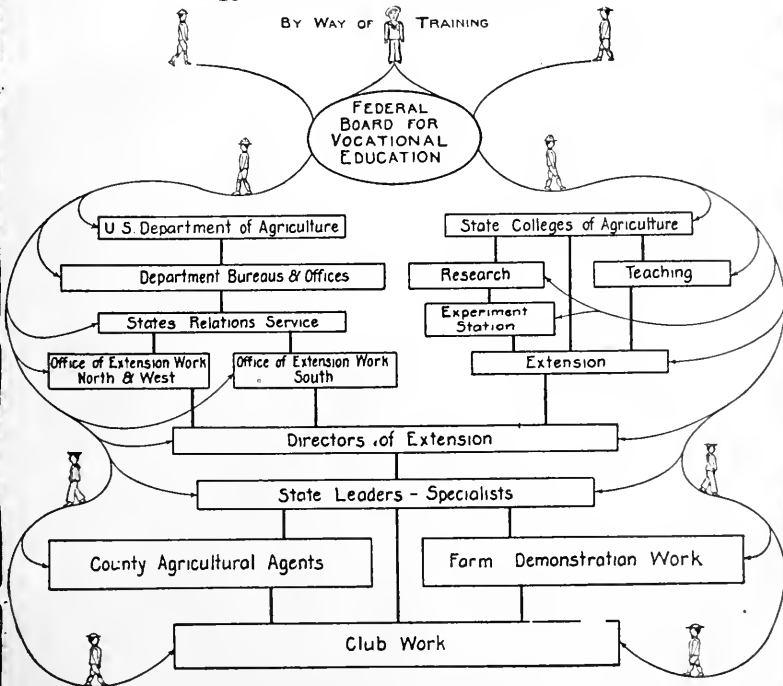


Opportunity Monograph  
Vocational Rehabilitation  
Series No. 33

# TECHNICAL AGRICULTURE as a VOCATION

OPPORTUNITY ROAD MAP  
FOR DISABLED SOLDIERS SAILORS AND MARINES  
WHO WOULD ENTER UPON  
TECHNICAL WORK IN AGRICULTURE  
BY WAY OF TRAINING



PREPARED BY THE  
FEDERAL BOARD FOR VOCATIONAL EDUCATION  
and issued in cooperation with the  
Office of the Surgeon General, War Department, and  
Bureau of Medicine and Surgery, Navy Department.

MARCH 1919.

### **Note to the Disabled Soldier, Sailor, or Marine.**

As a disabled soldier, sailor, or marine you should remember always that the Office of the Surgeon General, War Department, and all of its employees, the Bureau of Medicine and Surgery, Navy Department, and all its employees, and the Federal Board for Vocational Education, and all its employees, are mutually interested in your welfare solely. They have arranged a definite plan of cooperation to help you in every possible way. You can not afford to leave the hospital until the medical officers have done everything that they can for you to restore you to physical health and strength. Any other course will interfere with your vocational success later. Furthermore, you should by all means take advantage of the educational opportunities which the hospital has provided for you.

While you are making up your mind what line of work you want to follow you should take advantage of the opportunities to try yourself out in the different lines of activities which are provided at the hospital. When once you have made up your mind as to the employment you want to enter or the kind of training you want the Federal Board to give you after you leave the hospital, you should ask the vocational officers at the hospital to provide for you the kind of training which will advance you in the direction of the occupation which you expect to follow or for which you expect to be trained after you leave the hospital. You will find the educational officers at the hospital eager to render this service for you, and you should consult them early in your hospital career.

All disabled soldiers, sailors, and marines in hospitals who want information about reeducation should ask any instructor of the Hospital Educational Service or the representative of the Federal Board for Vocational Education.

Men discharged from the military or naval service who want information should write to or call at the office of the Federal Board for Vocational Education, Washington, D. C., or the District Office of the Federal Board of the district in which they are located. The district offices of the Board are located at the following points: Boston, New York City, Philadelphia, Washington, Atlanta, New Orleans, Dallas, St. Louis, Cincinnati, Chicago, Minneapolis, Denver, San Francisco, and Seattle. For addresses, see page 20.

### **Acknowledgment.**

This monograph was prepared by Dr. Walter J. Quick, Special Agent for the Federal Board for Vocational Education, under the direction of Charles H. Winslow, Chief of the Division of Research. Acknowledgment is due A. C. True, Director, States Relation Service; E. W. Allen, Chief, Office of Experiment Stations; W. H. Beal, Chief, Editorial Division, and Edwy B. Reid, Chief, Division of Publications of the United States Department of Agriculture, for suggestions and data; to the Curtis Publishing Co., for use of illustrations; also, to Dr. John Cummings, of the Research Division, for editorial assistance.



FIG. 1.—Agricultural students in animal husbandry and veterinary science judging breed merit and passing upon defects of draft horses.

## TECHNICAL AGRICULTURE AS A VOCATION.

### POSITIONS IN AGRICULTURAL COLLEGES, AGRICULTURAL EXPERIMENT STATIONS, AND IN AGRICULTURAL EXTENSION SERVICE.

Many responded to the call to arms from the student bodies and the faculties and staffs of the State agricultural colleges, experiment stations, and extension service. These institutions have lost also to war service, at least temporarily, numerous scientific associates, lecturers, and teachers, research experts and assistants, extension workers, county agents, and others in cooperative agriculture. During the war the withdrawals from all departments and lines of work were of necessity replaced by insufficiently prepared men who in turn, now that the war emergency is passed, will be replaced by trained, efficient men as such become procurable.

It is to be noted further that agriculture in city high schools and other public-school grades is at the present time being taught largely by regular teachers not specially trained in the subject, the number teaching and demonstrating in the agricultural high schools of the country being about 2,500.

Under the Smith-Hughes Act providing for introduction into public schools of agricultural studies and projects, the demand for agricultural teachers, directors, and organizers has greatly increased, and will continue to increase in the future. In the establishment throughout the States of vocational courses, under this vocational education act, great difficulty has been experienced during the war in securing a sufficient number of men qualified to teach agriculture. From year to year, as more Federal and State funds become available, the vocational schools will broaden the scope of their work and more instructors and trained scientific men will be required.

In the higher institutions and services—the agricultural colleges, agricultural experiment stations, and agricultural extension service staffs—new appointments are constantly being made because of promotions, creation of new positions, changes for various reasons, resignations, and deaths. The agricultural colleges and experiment stations

#### Will you Carry on?

If none of the occupations outlined in this pamphlet are possible ones for you to learn, the Government has provided hundreds of courses in other lines, among which there is one precisely suited to meet your needs—one in which you can become 100 per cent efficient, whatever injury you may have suffered.

The scheme of occupations for which training will be provided by the Government free of cost to you includes more different sorts of employments than you have ever heard tell of. If you don't find one that suits you in this pamphlet, get another.

After you have been trained, Uncle Sam will undertake to find an employer who needs your help, or if you prefer to go it on your own, you will be provided with an outfit of tools.

If the training misses fire the first time and you find the new occupation unsuited to you, you can come back for another go in the game, and try a new occupation.

**Heads, you win!** employ approximately 3,500 on their faculties and staffs, including associates, assistants, instructors, and helpers. The extension service workers number approximately 6,500, and the number would be greatly increased were trained men and funds available. Hundreds of counties have no agricultural agents. Compensation in these various lines is liberal and proportioned to service rendered, increasing with promotion from lower to higher positions.

From the neck down you may be worth \$1.50 per day; from your neck up you may be worth any price, provided you will get prepared to do well the occupation which you and the representatives of the Federal Board find to be most suitable for you with your handicap.

Under these conditions numerous teaching positions are now open to men qualified to fill such positions in our agricultural colleges, in our vocational schools, and in our agricultural high schools located in every section of the country. Each year, also, even under normal conditions, as has been noted, many appointments of research experts and assistants are made to the staffs of our agricultural experiment stations, as well as of demonstrators and lecturers in extension work, and of county agricultural agents.

Those returning from overseas in fit condition will, in most cases, wisely resume their abandoned studies or scientific employment. Those disabled should, even during the period of their convalescence, begin to prepare themselves to resume former positions or others more desirable and in line of promotion. Some position is certainly awaiting you if you will but "run the course," take the training, and prepare for it.

These positions present exceptional opportunities in every State for disabled men who can qualify for them. They cover every phase of agriculture, and will appeal to men of practical experience in farming

CHART 13

## EDUCATION AND FARM IMPROVEMENT

(625 WISCONSIN FARMS)

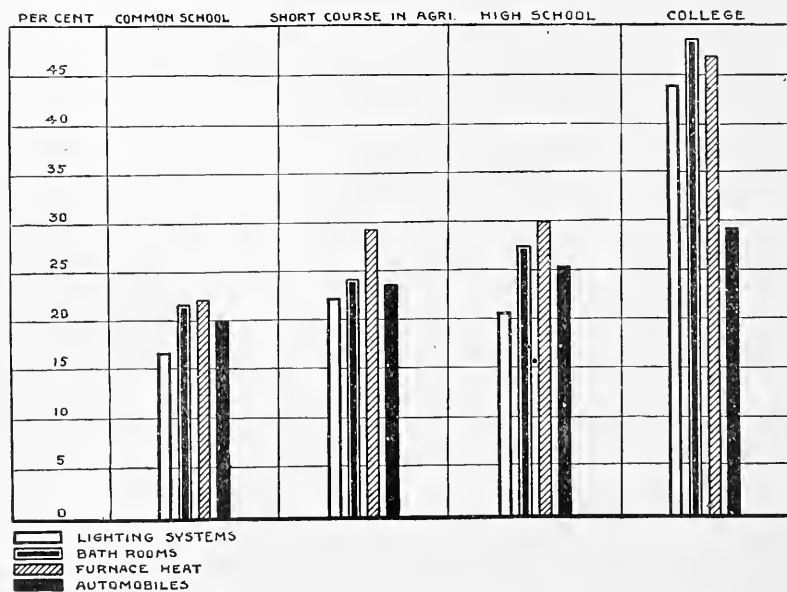


FIG. 2.—Education and farm improvement, based on a study made by the College of Agriculture, University of Wisconsin.

whose disability may make it inadvisable for them to undertake hard manual labor on the farm, and to men of scientific or technical training that especially fits them for teaching, lecturing, demonstrating, or conducting scientific research.

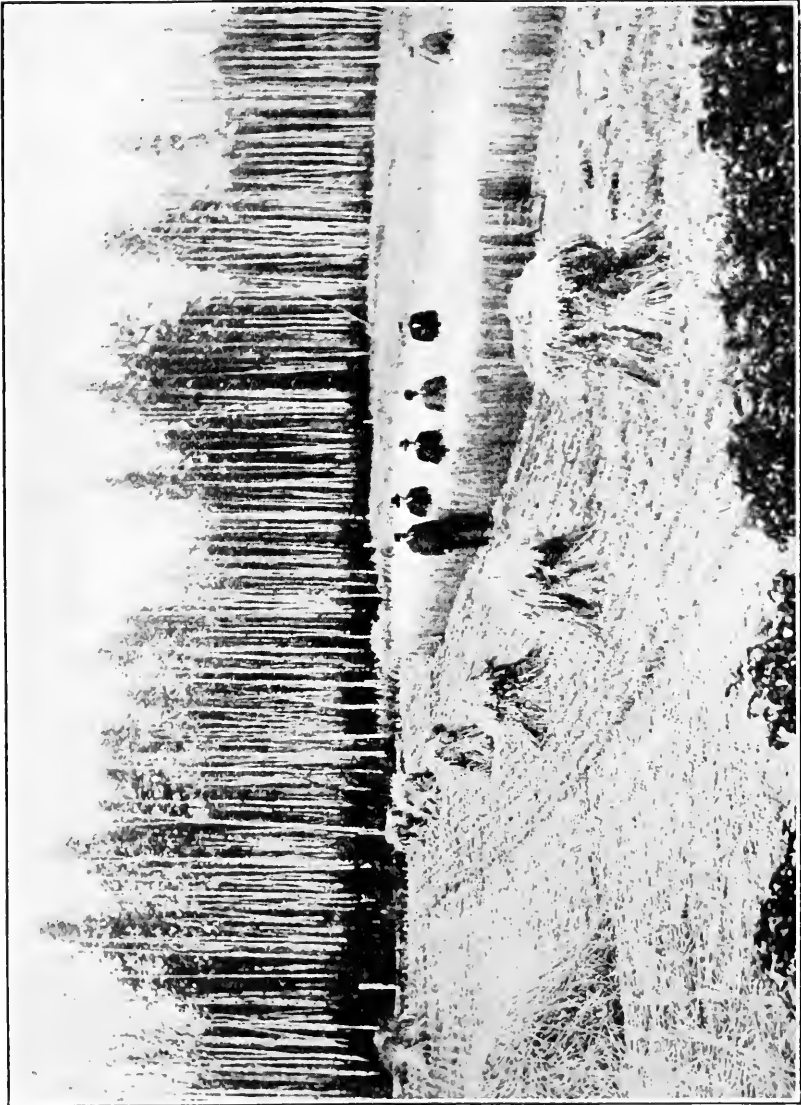


Fig. 3.—Farm demonstration with oats on reclaimed cut-over lands.

In general, the positions most suitable for men who have been disabled, where such men have had practical agricultural experience and some agricultural education, and where they are disposed to take the necessary vocational training, will be positions as county agricultural agents, or as demonstrators in the cooperative extension service, or as organizers and directors of the club work in animal husbandry

**Uncle Sam Foots the Bill.** and cropping. These positions may serve most admirably to give training for promotion to some more specific line of work.

If you are interested in what the Government has planned to do for you in training and placing you in civilian employment, remember that if it is necessary to re-educate you the entire cost will be borne by the Government. Training will be furnished free of cost and you will also be paid as long as the training lasts a monthly compensation equal to the sum to which you were entitled under the war-risk insurance act, or a sum equal to the pay of your last month of active service, whichever is the greater.

#### Agricultural specialists.

While the agricultural specialist has usually a thorough knowledge of some particular line of work, and is exceptionally efficient in that line, he does in many instances specialize in several different lines. For example, many have specialized successfully in "poultry, fruit, and bees," and a specialist may easily be well informed in all three of these lines. Nearly all farmers devote themselves to some specialty in which naturally their sons also become efficient. By vocational training such young men who have been disabled in the war, especially those who have had in addition to their practical farm rearing some systematic school training in an agricultural course, may have their development rounded out until they become capable, practical specialists. Their efforts may be expected to be attended by that success which always accompanies the combination of practice and theory. A special vocational training will be necessary to fit such men for positions in agricultural colleges, experiment stations, or extension service.

#### Promotion opportunities ahead.

Much of the specialist's work can be undertaken by men with serious physical disabilities, and the opportunities for promotion along lines of expert and special service are excellent.

CHART 19

### GOVERNMENT APPROPRIATIONS TO U.S. DEPARTMENT OF AGRICULTURE AND LAND-GRANT COLLEGES 1904-1918

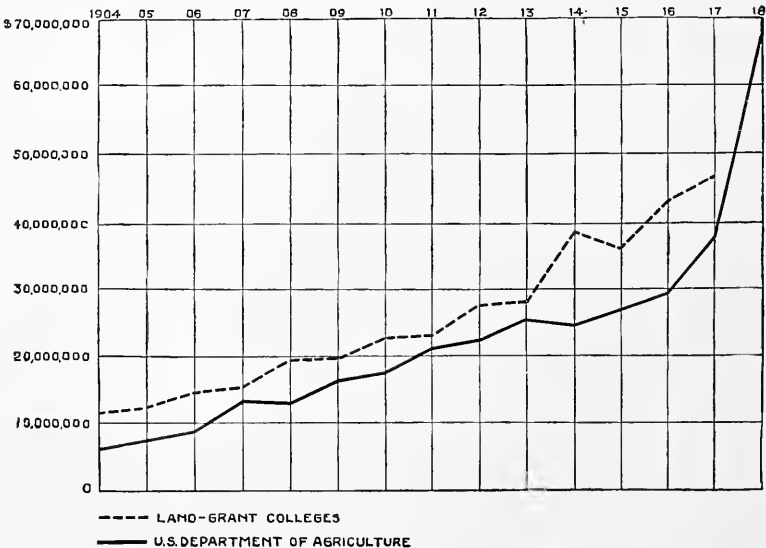


FIG. 4.—Government appropriations.

The following lists of positions in schools, colleges, and experiment stations, as teachers, lecturers, demonstrators, and research men, indicate the wide range of opportunity open to men of varied training, experience, and capacity. The lists have been made up from official publications showing the positions in agricultural institutions, and an attempt has been made to indicate the number and character of appointments usually made to the staffs of such institutions.

For example, the department of animal husbandry in an established agricultural college located in a State in which grain production and live-stock industries are prominent will frequently include, in addition to the head of the department of animal husbandry, four or five and sometimes as many as eight or ten associate heads of subdivisions, each subdivision employing instructors and assistants, together with a number of herdsmen and helpers for practical work.

The number of departments and subdivisions and the number employed in each department, of course, varies from institution to institution. In the following lists, when the singular form is used, as for example "associate," it indicates that commonly one associate is employed in the subject indicated in an institution covering the subject adequately. Where the plural form is used it indicates two associates as the usual number employed, and where the name of the position is followed by a numeral or numerals, as "associate (2 to 5)," it indicates that more than two will usually be found on the staff.

#### Agricultural college positions.

The Federal Board for Vocational Education has completed arrangements with the State Agricultural Colleges for special technical and for regular courses, giving such training for the positions indicated below as seems most suitable, taking account of age and experience in each case. You should consult the nearest vocational officer, remembering that Uncle Sam is ready to train you free in a technical course and pay you while you are taking it, also to help you secure a permanent position after your training is completed.

#### If You Do Not Take Training!

You will go back home under a handicap, worth less below the neck possibly than ever before. The only way you can overcome this after the hospital authorities have done all they can for you is by making yourself worth more above the neck. That means training. The Government will provide this for you entirely free of charge. Your instruction will be paid for and you and your dependents will be supported while you are getting your education. What is the answer? Choose the course you want, after consulting with the representatives of the Federal Board. Make up your mind to take the training. After you have gone home on a furlough, tell the folks that you are determined to make your future and theirs safe.



FIG. 5.—Agricultural class making a study in porcine quality.

**Life in the open.**

Civil engineering means life in the open. If you like this kind of life, why not consider civil engineering? If you are adapted to it you can find out about this by talking to the representatives of the Federal Board.

If you were pursuing a course in one of the State Agricultural Colleges or in an agricultural high school when called to arms, resumption and completion of that course is generally to be recommended. You can not as a general rule afford to abandon a course once begun in which you have made any considerable progress.

Many minor positions are available to ambitious students requiring financial assistance promptly after or even during preparation. Many of the less important college positions immediately available for men who have taken training provide opportunities for further study and training leading to higher positions in the agricultural colleges, as indicated in the positions here listed. The same is true of positions listed herein under Experiment Stations and Extension Service.



FIG. 6.—Agricultural students in animal husbandry judging sheep.

### LIST OF POSITIONS IN AGRICULTURAL COLLEGES.

#### Faculty:

Dean.  
Assistant to dean.  
Office employees.  
Heads of departments.  
Associates.  
Instructors.  
Assistants.

#### Agriculture, head of department.

Rural schools, supervisor.  
Junior school, superintendent.  
High schools, agricultural, supervisor.

#### College:

Librarian.  
Assistant librarian.  
Curator.

#### Agriculture—Continued.

College—Continued.  
Assistant curator.  
Photographer.  
Assistant.

#### Farm management:

Associate.  
Instructors.  
Assistants (2 to 4).  
Farm manager.  
Farm foremen.  
Farm laborers (3 to 15).

#### Journalism:

Editor.  
Assistant editor.  
Assistants.



*Agriculture—Continued.*

## Education, scientific:

Associates.

Assistant.

## Economics:

Associate.

Instructor.

Assistant.

## Pedagogy:

Associates.

Instructors.

Assistants (2 to 5).

*Agricultural engineering, head of dept.*

## Rural engineering:

Associates (2 to 4).

Instructors (2 to 6).

Assistants (2 to 4).

## Highway engineering, associate.

## Irrigation engineering:

Associate.

Assistants.

## Drainage engineering:

Associate.

Assistants.

*Agronomy:*

## Head of department.

Associates (2 to 5).

Instructors (2 to 4).

Assistants (2 to 4).

Seed, analysts.

## Farm crops—

Products—

Associate.

Instructors.

## Plant breeding—

Associates.

Instructors.

Assistants.

## Soil investigations—

Biology—

Associates.

Assistants.

Physics—

Associate.

Instructors.

Assistants.

Soil, analyst.

Bacteriology, associate.

Fertilizers—

Instructor.

Assistant.

*Animal husbandry:*

Head of department.

111166°—19—2

*Animal husbandry—Continued.*

Associates (2 to 5).

Instructors (2 to 4).

Assistants (2 to 4).

## Cattle—

Associates (4 to 10).

Instructors (4 to 6).

Assistants (2 to 4).

## Horse—

Associates (4 to 10).

Instructors (4 to 6).

Assistants (2 to 4).

## Swine—

Associates (4 to 10).

Instructors (4 to 6).

Assistants (2 to 4).

## Sheep—

Associates (4 to 10).

Instructors (4 to 6).

Assistants (2 to 4).

## Pathology—

Associate.

Assistant.

## Nutrition—

Associate.

Instructor.

Assistant.

## Meats, assistant.

## Genetics—

Associate.

Instructor.

Assistant.

*Bacteriology:*

Head of department.

Instructors (1 to 4).

Hygiene, associate.

*Beekeeping:*

Associate.

Apiarist.

Instructor.

*Botany:*

Head of department.

Associates.

Instructors (1 to 3).

Assistants.

Plant pathology—

Associate.

Instructors (2 to 4).

*Canning:*

Associate.

Instructors.

Assistants.

Helpers.

*Chemistry, agricultural, head of dept.*

## Soil, crops:

- Associates (2 to 5).
- Instructors (2 to 5).
- Assistants (2 to 8).

## Soil physics:

- Associates.
- Assistants.

## Fertilizer control:

- Manager.
- Analysts (2 to 10).
- Recorders (2 to 4).
- Markers (2 to 5).

*Chemistry, general, head of dept.*

## Inorganic:

- Associates.
- Instructors (2 to 4).
- Assistants.

## Organic:

- Associates.
- Instructors (2 to 4).
- Assistants (2 to 4).

## Physiology:

- Associate.
- Assistant.

*Dairy husbandry:*

- Head of department.
- Associate.
- Instructor.
- Assistants.

*Dairy industry:*

- Associate.
- Instructors (1 to 3).
- Assistant.

*Dairy bacteriology, associate.**Entomology:*

- Head of department.
- Associates.
- Instructors (2 to 4).
- Agriculture, instructor.
- Insecticides—
- Instructor.
- Assistant.

- Limonology—
- Associate.
- Instructor.
- Assistant.

*Floriculture:*

- Head of department.
- Associate.
- Instructor.
- Assistant.

*Forestry:*

- Head of department.
- Instructor.
- Management—
- Foresters.
- Rangers.
- Guards.
- Pursuits—
- Associates.
- Assistants.
- Silviculture, associate.
- Arboriculture—
- Associates
- Assistants.

*Gardening, market:*

- Head of department.
- Assistant.
- Vegetable, associate.
- Small fruits, associate.
- Truck—
- Associate.
- Instructor.

*Geology:*

- Associate.
- Assistant.
- Meteorology, associate.

*Horticulture:*

- Head of department.
- Associates (2 to 4).
- Instructors.
- Assistant.
- Pomology—
- Associate.
- Instructor.
- Assistant.
- Citriculture—
- Associate.
- Instructor.
- Assistant.
- Zymology—
- Associate.
- Assistant.

*Landscape architecture:*

- Head of department.
- Associates.
- Assistants.

*Microbiology:*

- Head of department.
- Instructor.
- Assistant.

*Parasitology:*

- Associate.
- Assistant.

*Poultry husbandry:*

Head of department.  
Associate.  
Instructors.  
Assistant.

*Rural sociology:*

Head of department.  
Assistant.  
Instructor.

*Veterinary:*

Head of department.  
Associate.  
Assistants.  
Diagnosis, associate.  
Medicine—  
Instructor.  
Assistants.  
Histology, instructor.  
Laboratory—  
Supervisor.  
Assistant.  
Physical therapeutics, instructor.

*Veterinary—Continued.*

Anatomy—  
Associate.  
Instructor.  
Pathology, associate.  
Surgery, associate.  
Bacteriology, associate.

*Viticulture:*

Head of department.  
Instructor.  
Assistant.

*Zoology:*

Associate.  
Instructors (1 to 3).  
Assistants.  
Limnology—  
Associate.  
Instructors.  
Ornithology—  
Associate.  
Instructor.  
Assistant.  
Morphology, associate.

**Agricultural experiment station positions.**

Technical books have been in such exceptional demand by the wounded in the hospitals that the American Library Association could hardly fill the orders, it is noted, and that vocational education has received a big stimulus from the soldiers having acquired the vocational study idea which argues well for efficiency in their future undertakings.



FIG. 7.—Grain and meadow experiments on the level land. Limestone pastures on rolling lands in the background.

\$25 or \$10 a  
Week?

What is the difference between \$25 and \$10 a week; between comfort and poverty; between independence and the constant fear of dependency; between saving for a rainy day and living from hand to mouth? The difference is one of training. It is the difference between the trained and the untrained man. Therefore, take training.

It is difficult to adequately comprehend the value of the soldier's experience educationally. He has learned discipline and devotion to a cause and that simple reading is not study. Study has been required and he knows how, with concentration of his supple mind, to acquire definite knowledge and employ it.

It should be emphasized that eligibility for positions in experiment stations, except as assistants and helpers, presupposes definite college preparation. The college course pursued should include training in experiment work in some technical line in agricultural experimentation or demonstration as a vocation. Experiment station work differs radically from educational work in agricultural colleges and high schools, and it may be well suited to those properly qualified for it who are disinclined to undertake teaching.

Experiment work is exceedingly interesting and preparation for it can to greater advantage be undertaken by those who have had some agricultural college training, or even agricultural high school training, combined with practical experience in agriculture. Half the battle is won when one has determined to achieve efficiency in some line of work, and to take such training as is required to prepare one to enter into agricultural service as an expert.

#### LIST OF POSITIONS IN AGRICULTURAL EXPERIMENT STATIONS.

##### *Station staff:*

Director.  
Vice director.  
Assistant to director.  
Editor.  
Photographer.  
Chiefs of divisions.  
Associates.  
Assistants.

##### *Agricultural engineering, chief.*

Irrigation—  
Associate chief.  
Assistants (2 to 7).  
Mechanical—  
Associate chief.  
Assistants (2 to 5).

Electrical—  
Associate chief.  
Assistants (2 to 4).

Landscape—  
Associate chief.  
Assistant.

##### *Agricultural extension, chief.*

Cooperation, assistant chief.  
Farm projects—  
Associate chief.  
Assistant.

##### *Agronomy:*

Chief of division.  
Assistants.  
Soil physics—  
Associate chief.

##### *Agronomy—Continued.*

##### Soil physics—Continued.

Assistant chief.  
Associates (2 to 3).  
First assistants (2 to 6).  
Assistant.

##### Plant breeding—

Associate chief.  
First assistant.

##### Soil fertility—

Associate chief.  
Associates (2 to 4).  
First assistants (2 to 3).  
Assistants (2 to 3).

##### Crop specialties—

Associate chief.  
Assistants.

##### Crop production—

Associate chief.  
First assistant.  
Assistants (2 to 3).

##### Cooperative experiments, superintendent.

##### Soils laboratory, assistant chief.

##### Soil biology—

Assistant chief.  
First assistants.

##### Soil analysis—

Associates.  
First assistants.  
Assistants.

##### Rust work, assistant.

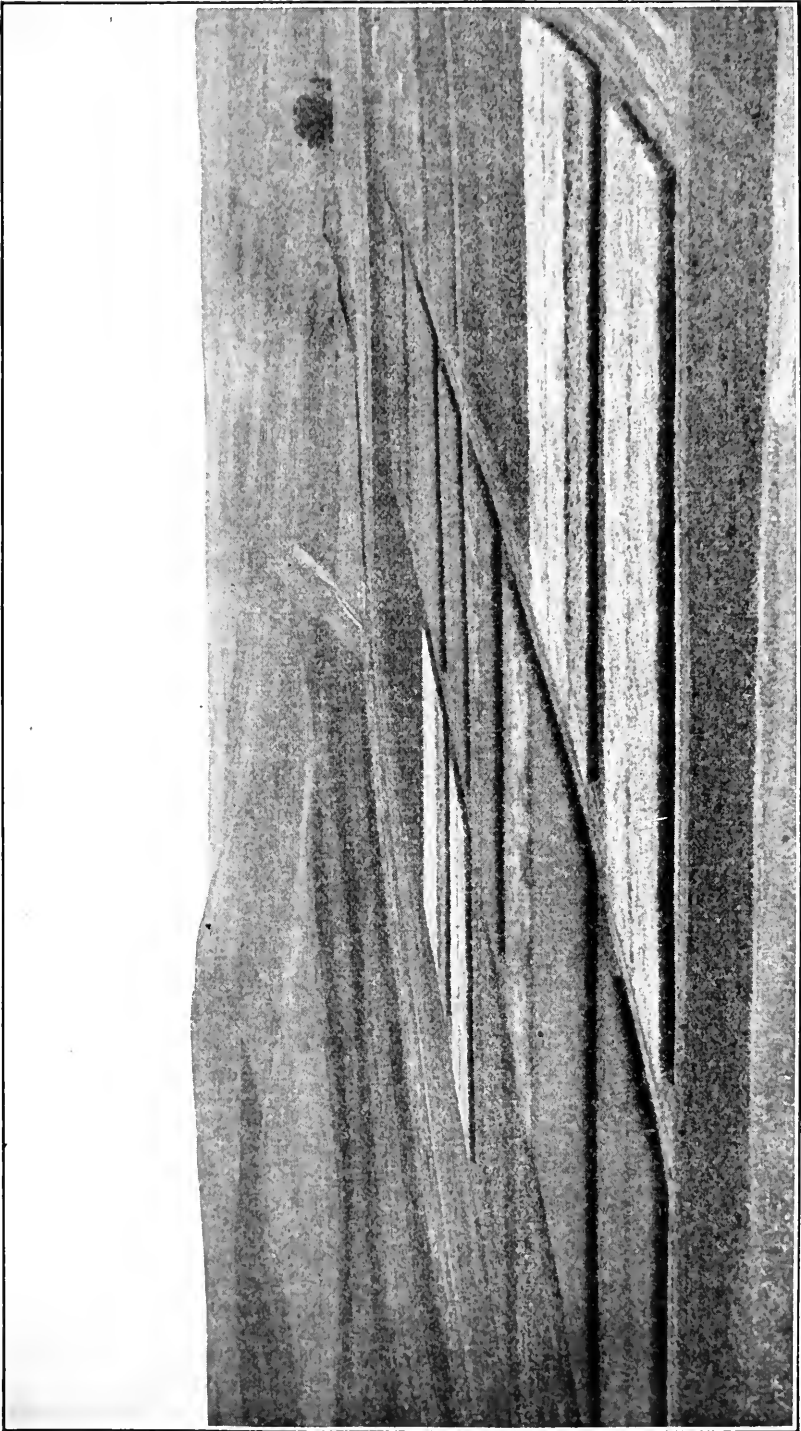


FIG. 8.—Typical experiment plots of an agricultural experiment station farm.

*Agronomy—Continued.*

- Dry farming, assistant.
- Seeds control, associate.
- Laboratory, analyst.
- Testing, assistants.

*Animal husbandry:*

- Chief.
- Associates (2 to 3).
- First assistants (2 to 3).
- Assistants (2 to 3).
- Animal nutrition—
  - Associate chief.
  - Associates.
  - Assistants (2 to 3).
- Swine husbandry—
  - Assistant chief.
  - Assistants.
- Sheep husbandry—
  - Assistant chief.
  - Assistants.
- Horse husbandry—
  - Assistant chief.
  - Assistants.
- Cattle husbandry—
  - Assistant chief.
  - Assistants.
- Genetics—
  - Assistant chief.
  - First assistant.
- Animal pathology—
  - Chief.
  - Assistants.

*Botany:*

- Chief of division.
- Assistant chief.
- Associates.
- Assistants (2 to 3).
- Plant pathology—
  - Associate chief.
  - Assistant.

*Chemistry:*

- Chief of division.
- Assistant chief.
- Assistants (2 to 3).
- Dairy chemistry—
  - Associate.
  - Assistant.
- Floricultural chemistry—
  - Associate.
  - Assistant.
- Horticultural chemistry—
  - Associate.
  - Assistant.
- Soils chemistry—
  - Associate chief.

*Chemistry—Continued.*

- Soils chemistry—Continued.
- Associates.
- Assistants (2 to 4).
- Crops chemistry—
  - Associate.
  - First assistant.
  - Assistants.

*Dairy husbandry:*

- Chief.
- Associate chief.
- Assistants (2 to 3).
- Bacteriology—
  - Associate chief.
  - Associates.
  - Assistants.
- Breeds, experimental—
  - Associate chief.
  - Assistants.
- Manufactures—
  - Associate.
  - First assistant.
  - Assistants.
- Milk production—
  - Associate.
  - Assistants.
- Dairy production, first assistant.
- Economics, assistant.

*Entomology:*

- Chief of division.
- Associate chief.
- Assistants (2 to 4).
- Beekeeping—
  - Apiarist.
  - Assistant.

*Farm organization, chief of division.*

- Farm surveys:
  - Assistant chief.
  - First assistant.
- Management:
  - Associate chief.
  - First assistant.
  - Assistants (2 to 7).

*Forestry, chief of division.*

- Surveys:
  - Associates.
  - Assistants.

*Horticulture:*

- Chief of division.
- Assistant chief.
- Olericulture—
  - Chief.
  - Assistant chief.
  - First assistant.
  - Assistant.

*Horticulture—Continued.*

- Truck crops—
  - Associate.
  - Assistant.
- Plant breeding—
  - Associate chief.
  - Assistant.
- Fruit breeding—
  - Assistant chief.
  - First assistant.
  - Assistants.

*Horticulture—Continued.*

- Floriculture—
  - Assistant chief.
  - Assistants (2 to 3).
- Pomology—
  - Assistant chief.
  - Associates (2 to 3).
  - First assistant.
  - Assistant.
- Plant physiology, associate.

**Agricultural extension service positions.**

The recent war necessity for organization of agricultural forces exhibited the cooperative extension system through county agents, farm bureaus, and local organizations, as a very effective means of greatly increasing agricultural production.

To the Agricultural Extension Service established by our Government in connection with the Department of Agriculture and the State agricultural colleges was due this agricultural cooperation enabling the American farmer in a great emergency to meet practically every demand for production promptly and effectively.

Much remains to be done to perfect the cooperation of organizations in developing county communities, but a broad foundation has been laid for the service and well-trained, practical men are employed to carry the results of scientific research, demonstration work, and practical experience to the farmer.

**County agricultural agents.**

The men holding these positions are known as county agents who direct and demonstrate farm problems, club leaders who direct extension work with young people, and specialists in different lines of agriculture.

There are 2,936 counties in the United States, of which 2,300 have county agricultural agents. The duties devolving upon the county agent are numerous. In brief to introduce to the farmers in a practical manner the scientific investigations and the experience of successful farmers. Also to demonstrate so well their practicability that farmers may be induced to adopt them.

If practical and reliable, the county agent is able to reorganize and direct the agriculture of the community and be a force socially and economically in improving country life. In short, he should be able to instruct in all subjects having to do with improved agricultural practice, and from a business standpoint with buying and selling and general farm management. Many of these projects are brought home to the farmer, and he is influenced in their adoption by actual demonstrations which he is induced to undertake, with his own labor and at his own expense. These projects are conducted under supervision, and may have to do with crops, live stock, drainage, or any phase of farm work.

**County agent in touch with farmers.**

The position of county agent affords an exceptional opportunity as a step to further advancement. The county agent is an organizer of farm bureaus, farm clubs, and stands back of all in demonstration work. He is practically the farmer's business adviser as well as his educator, and need for his services is found in directing farm activities as well as

**Remember this!**

A handicap is a state of mind. If you have one, change your mind. You can do that and no one else can do it for you. Grit will beat any handicap as it won the war. It will beat yours.

Your handicap is not a handicap unless you are determined to make it one. The folks back home know that you do not wish to be a dependent idler for life, and the Government proposes to help you re-establish yourself in a civil employment as an independent worker with every opportunity for advancement.

You will not be compelled to take any training whatever, but you will be given expert advice and help in getting such training as you need, if you choose to take it. Your disability compensation will not be reduced because you take training and learn to work. Your wages will be additional income and your compensation will continue in the same amount that will be paid if you do not take training. The training is free and you and your family will be maintained during the period of training. It's up to you!

**Doesn't it?**

Training counts. You know it counts, for it was training that helped you to beat the Hun. It will count with you if you take advantage of the opportunity Uncle Sam is making for you. You never understood what real training meant until you joined the Army. You now understand what training means. Take it.

in demonstrations. As has been well said: "The purpose of the agent is not to make farmers' bulletins, but to interpret them; not to take theory to the farmer, but practice to the puzzled tillers of the soil." In no other line of research work are young men of agricultural rearing and experience and with scientific training more successful or acceptable than in directing the farmer, though he may be old in experience, in the many up-to-date measures productive of success and profit on his farm.

Last year 500,000 farmers conducted demonstrations of various kinds in cooperation with county agents which covered an aggregate of 1,000,000 acres. County agents held 135,000 meetings attended by 7,000,000 farmers, made 1,200,000 visits to farmers, and received 1,250,000 office calls from farmers for advice.

The county agent works with all county societies, such as granges, farmers' unions, alliances, farmers' institutes, community clubs, and such boy and girl clubs as he may organize to support his work.

#### Club leaders.

This club work is supervised by State and county leaders. Over 2,000,000 boys and girls were enrolled as club members the past year. For example, the members enter into competition in corn growing, for prizes on a basis of largest production at lowest cost, best collection of 10 ears, and best story of the year's work. They receive from the extension instructors definite information regarding soil, planting, and cultivation, and are taught valuable lessons in handling soil, picking seed, improving varieties, use of fertilizers, cost accounting, etc. Similar clubs for like purposes grow home gardens, potatoes, cotton, grain, and fruits, and much enthusiasm has been manifest in clubs for the raising of pigs, sheep, calves, and poultry. These clubs are all elementary to the more important work directed by the extension workers in general



FIG. 9.—County agent in the field showing a club boy some points of potatoes.



farm lines, farm gardening in particular, and profitable farm poultry raising.

### Extension service.

The extension service workers have the support of many local organizations in addition to those assisting the county agents, such as local

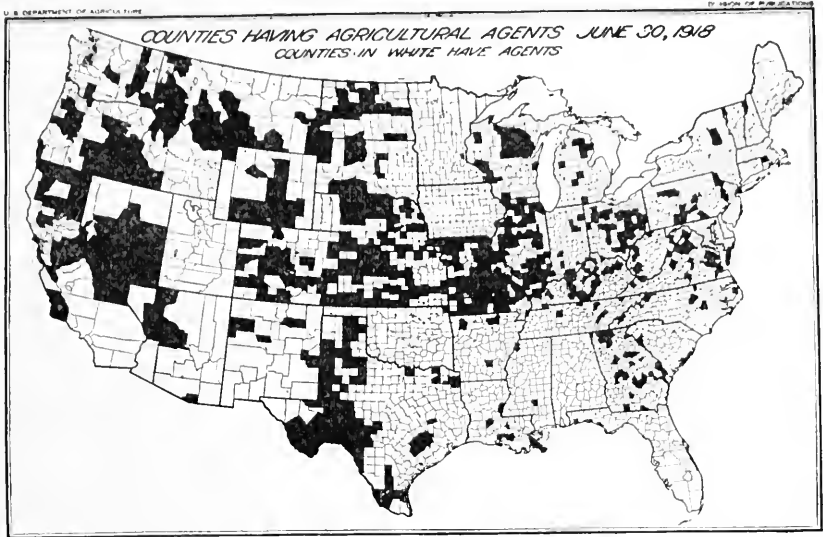


FIG. 10.—2,300 of the 2,936 counties in the United States have county agricultural agents—1918 Report, States Relation Service.

boards of agriculture, county councils, farm bureaus, clubs, and agricultural committees. There are over 1,000,000 farmers members of such organizations assisting county agents and extension workers.



FIG. 11.—County agent and farmer observing a corn harvester in action.

The agricultural projects contemplated under the vocational education act are lending great assistance to extension-service workers through cooperation by encouragement to the country boys undertaking the projects along with their club competitions.

You may well ask if there is any field of employment open to you which promises greater satisfaction in health, happiness, and service than is found in agricultural extension work. The scientific undertakings are attractive, the positions numerous, paying good salaries, and, if one desires, they can be sought where one's life may be largely



FIG. 12.—County agent demonstrating to club member how to select seed corn.

in the outdoors. It is in fact difficult to conceive of a more attractive vocation for which to select education and training. The curriculum of some agricultural colleges will give you complete preparation and will assure you success in some specific line of technical agriculture.

Positions available in extension service are shown in the following list:

## LIST OF POSITIONS IN AGRICULTURAL EXTENSION SERVICE.

*Extension staff:*

Director.  
 Vice director.  
 State leader.  
 State leader, junior, extension.  
 Assistant State leaders.

*Agricultural extension:*

Leaders.  
 Assistants.

*Agronomy, specialist.*

Farm crops:  
 Associates.  
 Assistants (3 to 8).

## Soils:

Associates.  
 Assistants (3 to 6).

*Animal husbandry:*

Specialist.  
 Associates (2 to 5).  
 Assistants (3 to 7).

*Botany, agricultural:*

Associate.  
 Assistants.

*Club work, assistants (2 to 4).*

## Boys' and girls' clubs:

Leader.  
 Assistants.

## Canning clubs:

Leader.  
 Assistants.

## Pig clubs:

Leader.  
 Assistants

## Calf clubs:

Leader.  
 Assistants.

## Garden clubs:

Leader.  
 Assistants

*Crop pests:*

Specialist.  
 Associate.  
 Assistants.

*Dairy husbandry:*

Specialist.  
 Associates (3 to 10).  
 Assistants (2 to 7).

*Farm demonstration work, State leader.*

Divisional, each branch:  
 Specialists (5 to 12).  
 Assistants (5 to 10).

## Farm, advisory:

County agents (1 each county).  
 Assistants.

## Junior extension:

State leader.  
 Assistants.

*Farmers' institutes, specialist.**Farm management:*

Demonstrator.  
 Assistants (several).

*Farm organization:*

Specialist.  
 Associates (2 to 7).  
 Assistants (2 to 8).

*Hog production, assistant.**Horticulture, specialist.*

Demonstration:  
 Associates (2 to 5).  
 Assistants (3 to 8).

## Spraying:

Specialist.  
 Assistants.

*Market surveys:*

Associate.  
 Assistant.

*Poultry husbandry:*

Specialist.  
 Associates.  
 Assistants.  
 Management, associate.  
 Farm poultry, associate.

*Publications:*

Editor.  
 Assistants.

*Rural engineering, assistant.**Short courses and exhibits:*

Superintendent.  
 Associates.  
 Assistants.

*Veterinary extension:*

State veterinarian.  
 Associate.  
 Assistants.

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