

get the merchants to co-operate with us by referring to me for instruction women who bring poor butter for sale."

The market for canned products has continued good since an early reputation for putting up standard packs was earned by club members. Always the demand for club products is more than the supply and particularly has this been the case in 1921 when drought cut short the vegetables and fruits. Reports show sold from 7 counties 76,156 containers of fruits and vegetables and 1295 quarts of jellies, jams, etc. Seven counties report 2697 quarts of fruit juices, syrups, etc. sold.

The aggregate of 1,251,002 pounds of cured meat, lard, etc., is reported sold and 572,532 pounds of home-made butter has been marketed by club members.

The report of poultry and poultry products sold will be found in the report of the poultry specialist.

BEAUTIFICATION OF THE FARMSTEAD

The beautification of the farmstead has been undertaken as a project in many home demonstration clubs. Directions are given for base plantings after simple plans have been discussed for individual cases. In several instances blue prints of home grounds were furnished by the U. S. Division of Horticulture and Pomological Investigation and in others by landscape designers who were interested in the work. The use of native trees, shrubs, and plants was demonstrated and before blue prints were given the owner of the home agreed to carry out plans and follow directions that his place might serve as a demonstration center for the community.

At club meetings a plant exchange was established at the proper seasons and plants, seed, shrubs, and trees were transferred from one farm to another. The Anson home agent says: "In March I gave lectures on beautifying the home grounds and had each club member bring plants to exchange with her neighbor at meetings. This was carried on for six weeks and I never visited a place that I did not bring back some growing plant or shrub to give to some one who needed it."

The following comes from the agent of Gaston County, a county of a hundred cotton mills:

"All spring we had been talking beautification of premises and growing gardens. As soon as the weather permitted, work began in earnest. Many of the mills furnished seeds and bulbs to any and all of their employees who would plant and take care of them. The local paper carried notes on the subject and as a result more than one weary tourist will remember bright spots along the way. The results were often not in keeping with landscape gardening but at any rate the places looked much better than weeds or bare ground would have looked. In many of the newer mill villages woods dirt had to be carried for more than half a mile before anything could be induced to grow."

FAIRS

A fair can be made the best kind of community school and the demonstration agents have not been slow in grasping this fact. A product properly grown, properly graded, and properly exhibited speaks very loudly in favor of good methods when the judge awards the blue ribbon and publicly explains the reasons. A live demonstration of how to bake in an oil stove gives an added interest to the display of biscuits which have scored because of proper baking and to have a demonstrator actually make a dress

form and fit a dress thereon before a community fair audience never fails to convince a woman that the prize winning dresses displayed are possibly within her power to make.

It is in the Home Demonstration building at the State Fair that an opportunity is given to demonstrate to the communities as well as to the counties the different phases of work for women. No one community fair could put on all the demonstrations staged here but almost anyone can arrange a convenient kitchen and get two or three good club women to demonstrate the making of bread, the use of the dish drainer, or how to prepare a well balanced meal for the family.

No Midway "Speiler" could have drawn the crowd more surely than did the appetizing odors coming from the kitchen booth at the State Fair. There were always men and women pressing close to the rail to watch the turning out of a piping hot roast from a pressure cooker or to see an angel cake done to a turn slip from the fireless cooker. There were questions about what to eat and how to prepare it and "Why does not my county have a home demonstration agent?"

There were ten booths lining the walls of the Home Demonstration building and in them, two to a booth, were twenty home demonstration agents doing their best to disprove the assertion, "It is no use trying to give instructions to a fair crowd; it will not stand still long enough."

No one could doubt that they had succeeded could he have seen the people around the home dressmaking and millinery booth who made it evident that they had come and come to stay until they had heard the last word about the fat woman who was first shown to them dressed as no fat woman should ever dare to dress and later was shown in a dress of good lines, becoming texture, and color which hid or disguised her bad points and did much to bring out her good ones.

At the nutrition booth the most popular demonstration was weighing and measuring both adults and children and noting those out of the normal. It was gratifying to see the absorbed interest and the eagerness with which the suggested diets for improvement of conditions were received.

Further along the line was the laundry booth. Here was contrasted the modern and the ancient way of doing the family wash; and demonstrations of how to set colors and how to remove stains were given as well as demonstrations in how to use modern appliances. These demonstrations held an audience which blocked the aisle.

Even the commercial grape juice people lingered at the grape product booth where clear muscadine grape juice was exhibited and the method of making explained.

It was the use of the thermometer and the scientific test of juice for pectin that caught the attention and proved to the people that haphazard jelly making was unprofitable and unnecessary.

A chicken properly dressed for market next to an improperly dressed one taught the lesson of standardizing products offered for sale as did the standard cartons with graded and ungraded eggs. Both the poultry and the dairy booths stressed the home marketing side as the rural housewife in so many instances adds to her income through her butter, eggs, and poultry.

Carrying on the income earning feature, a small loom for rug weaving was operated by the home demonstration agent whose club women had been successful in making and selling rag rugs. In the same booth demonstrations of basket making were carried on, the materials used being our own native pine needles, honeysuckle, etc.

The booth showing an artistically arranged living room and bed room where old fashioned furniture was used was perhaps one of the most popular at the Fair.

That these things were carried back to the communities is proven by what an agent has to say of an interior decoration booth at a community fair which the home demonstration club women had themselves arranged. "They were very proud of it," said the agent, "and one of the women was so afraid I might miss some of the good points that she took me around calling my attention to the color harmony, the placing of the rug, the furniture arrangement, particularly did she emphasize the fact that the pictures were hung with two wires and two hooks." In explaining she used such words as balance and harmony and almost quoted from a lecture on household furnishings which she had heard at the Farm Women's Convention.

One of the district agents says, "When it comes to arousing community interest and pride there is nothing which will accomplish this more thoroughly than the community fair." At these fairs all of the judging is done in the open. The people are interested in knowing why decisions are made; and as only women trained in judging are asked to act, it is not hard to give reasons. Score cards are used in all judging and as the poorer products are eliminated the audience gathers close to note the scoring from point to point. A clear explanation never fails to satisfy and many an exhibitor goes back with a knowledge that brings her to the fair a prize winner next year.

In exhibiting at the fairs, the home demonstration club women have gone from fruits and vegetables to the making and exhibiting of the more difficult jellies, jams, and pickles and later to beautiful packs of meat, game, chicken, sausage, etc. All of these women have learned to do commercial packing and the displays at the fairs have done much to advertise the fact that the rural women can put upon the market a standard product which will rank with the best grades of commercial products.

In 1921 one hundred and four community fairs were held in North Carolina. Those in a large measure fed the 28 county fairs and the state fair recruited from all.

ENCAMPMENTS

The girls' and boys' encampments are indispensable to club work. It is the event looked forward to during the whole year and is the only outing many country children have. Some club work instructions are given the boy or girl but it is the recreational feature that is stressed. The county farm and home agents have held twenty camps this year with an attendance of 1398 girls and boys. For the most part, camps are held where there is a running stream, a lake, or at the seaside, though many successful ones have been carried on without the learn-to-swim feature. Fishing clubs, country clubs, well situated schoolhouses, have all been turned over to the agents for the use of the boys and girls, and at several camps tents have been used successfully.

The largest camp was held in Sampson county with 240 boys and girls enrolled for the entire time, 600 coming for part of the time. The agent says:

"Local leaders from each club, one man and one woman, together with the agents, worked out the details of the encampment plans. These local leaders had entire charge of their clubs, the men supervising the boys and the women the girls. We found this plan worked well. There was one man