

# *10 Reasons* for buying a **Virginia** **Dairy Farm** *with illustrations to prove it.*



## **THE BULLETIN**

DEPARTMENT OF AGRICULTURE AND IMMIGRATION OF  
VIRGINIA,

**DAIRY AND FOOD DIVISION**

BENJ. L. PURCELL, *COMMISSIONER.*

### **JULY, 1915.**



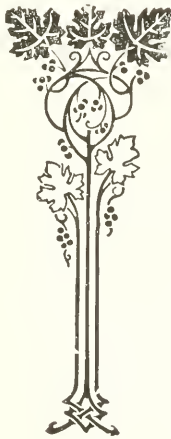
*BULLETINS WILL BE SENT  
FREE ON APPLICATION  
TO DAIRY AND FOOD  
COMMISSIONER,*

*RICHMOND, VA.*

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Ten Reasons Why a  
Dairy Farm In Virginia  
Pays Better Than In  
Any Other State ::





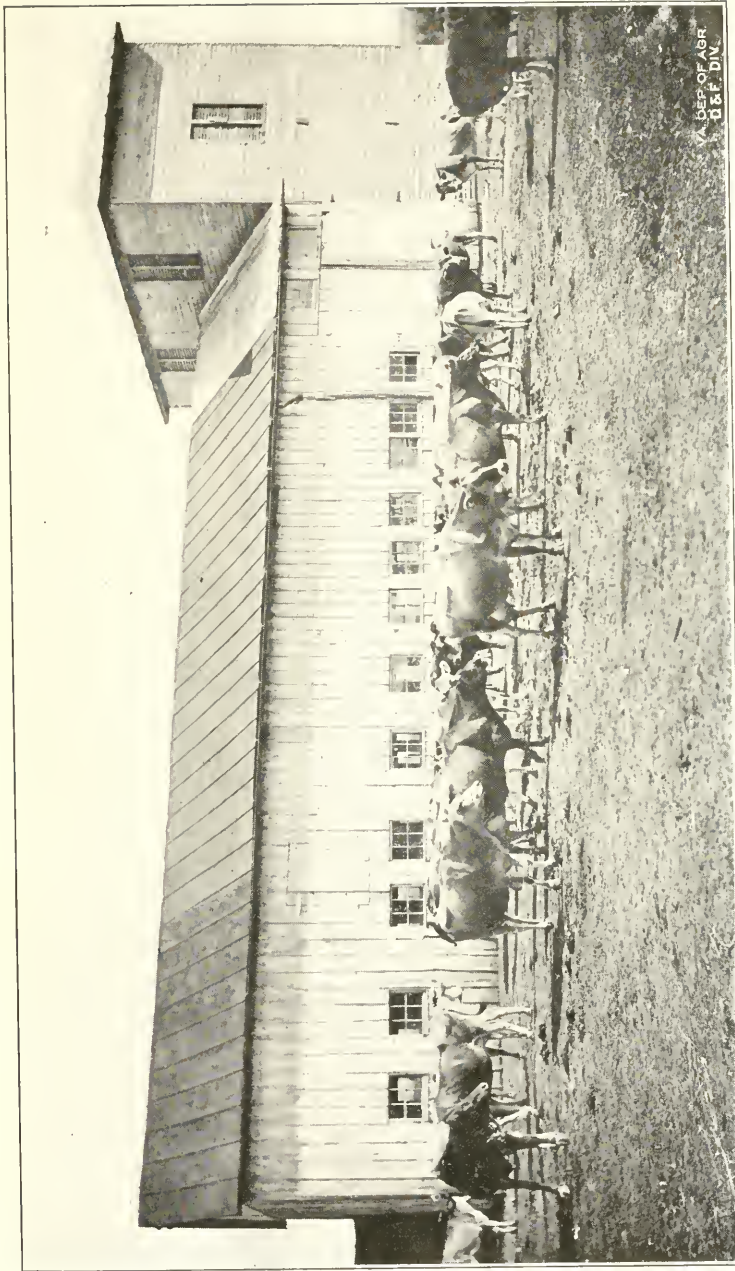


Va. DEP. OF AGR.  
D. & P. DIV.

**Marye's Heights, Fredericksburg.**

Position occupied by Confederate troops in the battle of Fredericksburg. Over two hundred Confederate soldiers were killed on the ground where the cows stand. Nine thousand Federal soldiers were killed and wounded in this battle. The building was used by General Lee as his headquarters before the battle, December 11-15, 1862.

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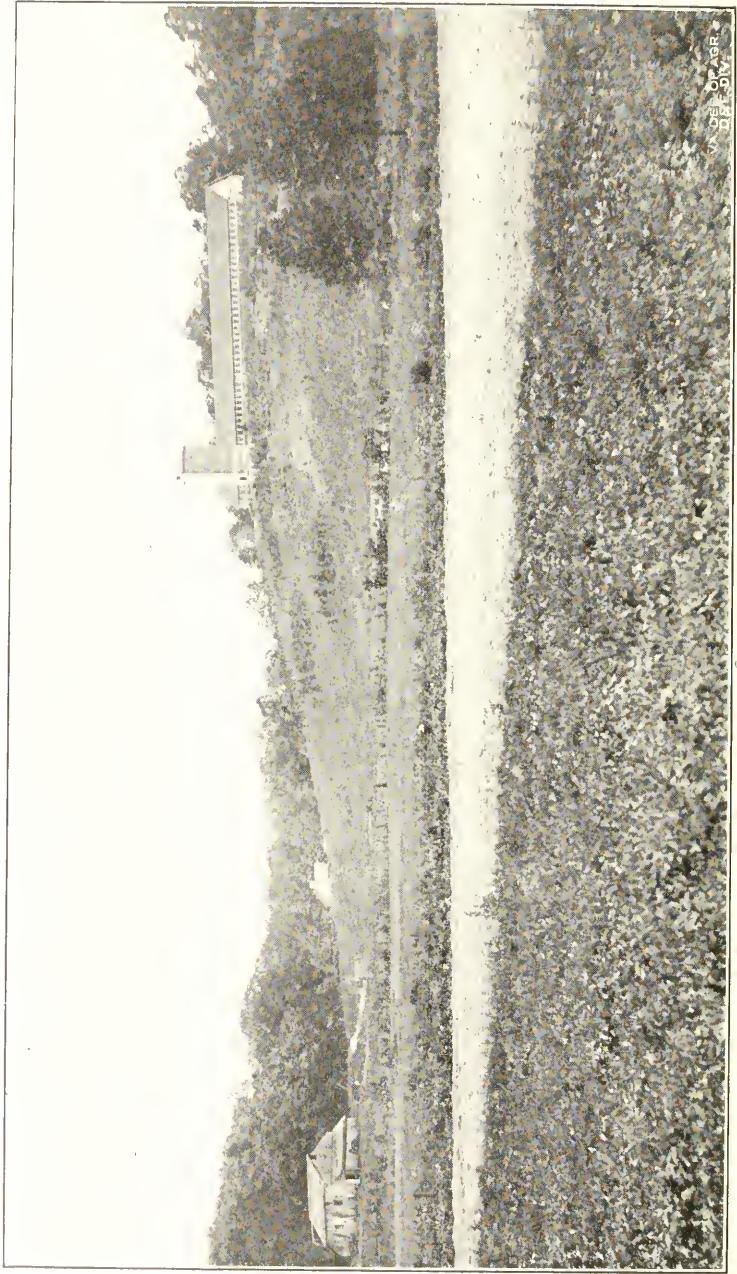


DEPT. OF AGR.  
B. & F. DIV.

**Jersey Herd on Washington Farm, Stafford County.**

This is the farm where grew the famous cherry tree. Here George Washington lived with his father. There is still standing a small log-cabin said to have been used in Washington's day as an office. During the bombardment of Fredricksburg, in December, 1862, artillery was planted here; and the farm used as a base for Federal troops in crossing the river on pontoon bridges.

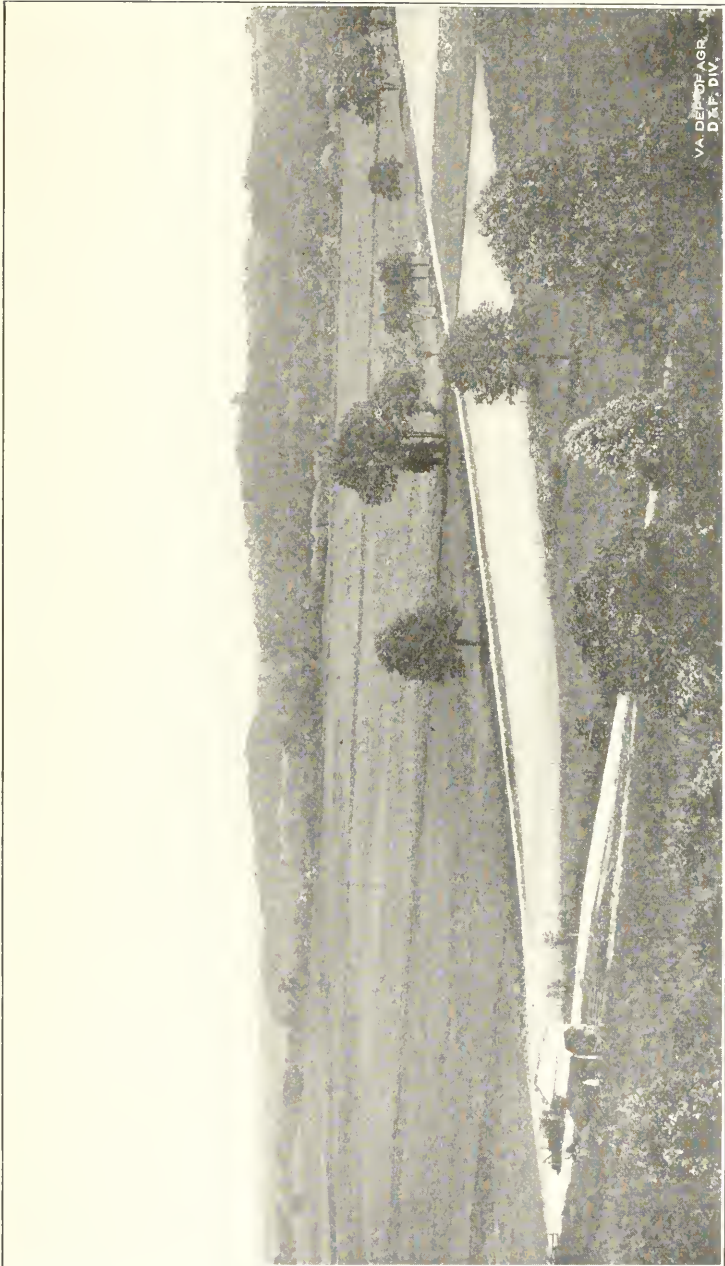




U. S. DEPT. OF AGR. \*  
BUREAU OF PLANT INDUSTRY

United Farms Company, Goochland County—Showing Dairy Barn and Meadow.

VA. DEPT. AGR.  
D. F. DIV.



James River Lowgrounds—United Farms Company, Goochland County.



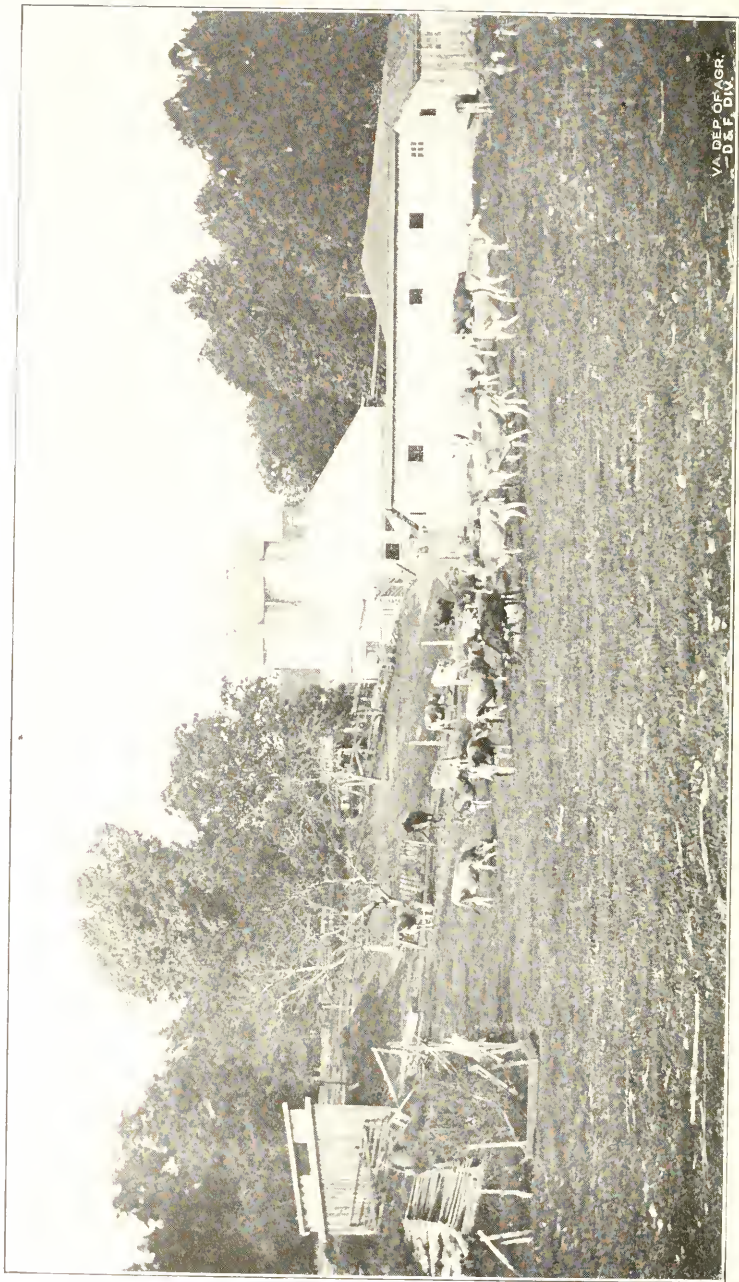


## Foreword



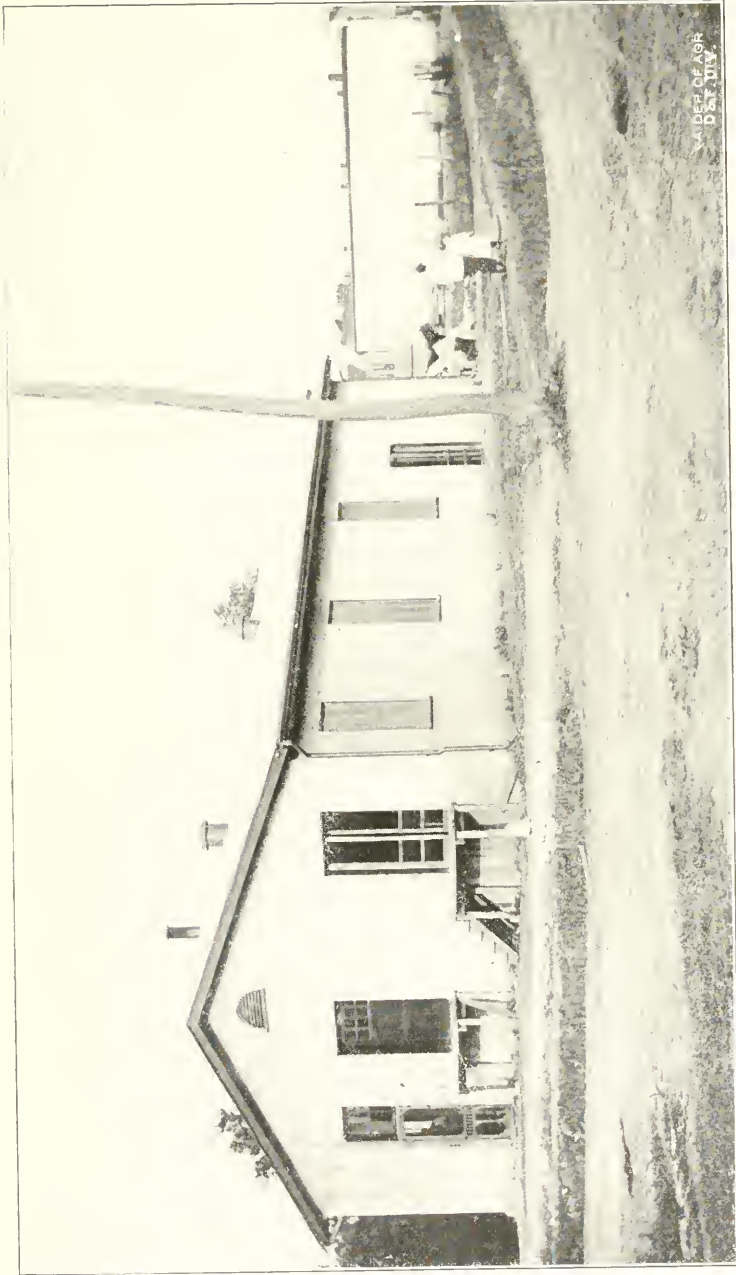
MUCH has been said and written of the glory of the Old Dominion, the mother of States and statesmen, the home of presidents, the land of romance, the centre of the struggle which convulsed a continent, and changed the republic into the nation. This phase of Virginia's greatness is not our theme. We are writing of the present and future, leaving the historian to dwell upon the past. Virginia, her agricultural development, and more especially her importance as a great centre for the dairy industry, is the subject here briefly considered. The twentieth century demands that a man shall find safe and profitable investment in his farm, together with comfort in his home, and ready access to the centres of population—without these advantages the trend to the cities is inevitable. No man willingly exiles himself from the pleasures of life, and the time has come when he must have reasonable assurance of such business on his farm as shall make for his immediate and permanent advantage, or he will strive in increasing numbers to swell the ranks of factory operatives, mill hands, small clerks and the host of weary workers who to-day throng our cities.

With its eastern boundaries washed by the waters of the Atlantic, and its western highlands lying among the Blue Ridge and Alleghany mountains; with its altitude ranging from 10 to 4,000 feet above the level of the sea, Virginia has a wonderful variety of crops and agricultural resources. Remarkable progress has been made in the last few years, and the State is rapidly developing into one of the foremost agricultural States of the Union. Among the many sources of revenue from the farm, the



V.A. DEPT. OF AGR.  
— D. & F. DIV.

**Brompton Stock Farm, Fredericksburg, owned by M. B. Rowe.**  
A pure-bred working herd located on the famous Marye's Heights.



**An Excellent Illustration of Co-operative Business—Farmer's Creamery Company, Spotsylvania County.**  
The number of creameries in the State has increased over 80 per cent. in the last few years.





**Forest Home Creamery and Dairy Barns, Loudoun County.**



**Sanitary Barn and Silo near Richmond, Henrico County.**

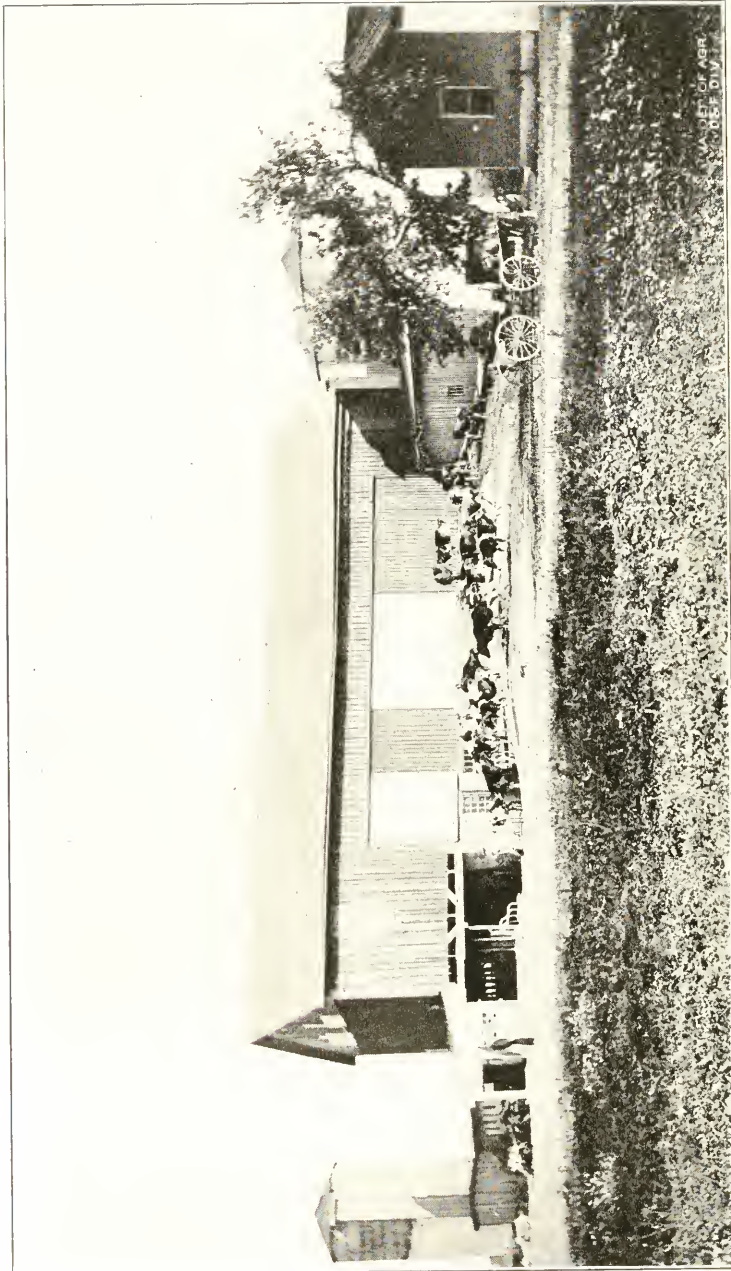
income from dairying has taken a prominent place. Starting with a few plants, erected mainly for the handling of milk and cream, the number of factories has rapidly increased, until they are now located in practically every section of the State. The production of cream for the manufacture of ice cream, as well as for the making of butter, has increased enormously in the last few years.

Read these ten reasons for owning a Virginia farm—they understate the case—and say, is not life under these conditions as nearly ideal as one can hope for?

Investigate these facts and then act upon them.



Field of Silage in Botetourt County—Yield, 33 Tons per Acre.

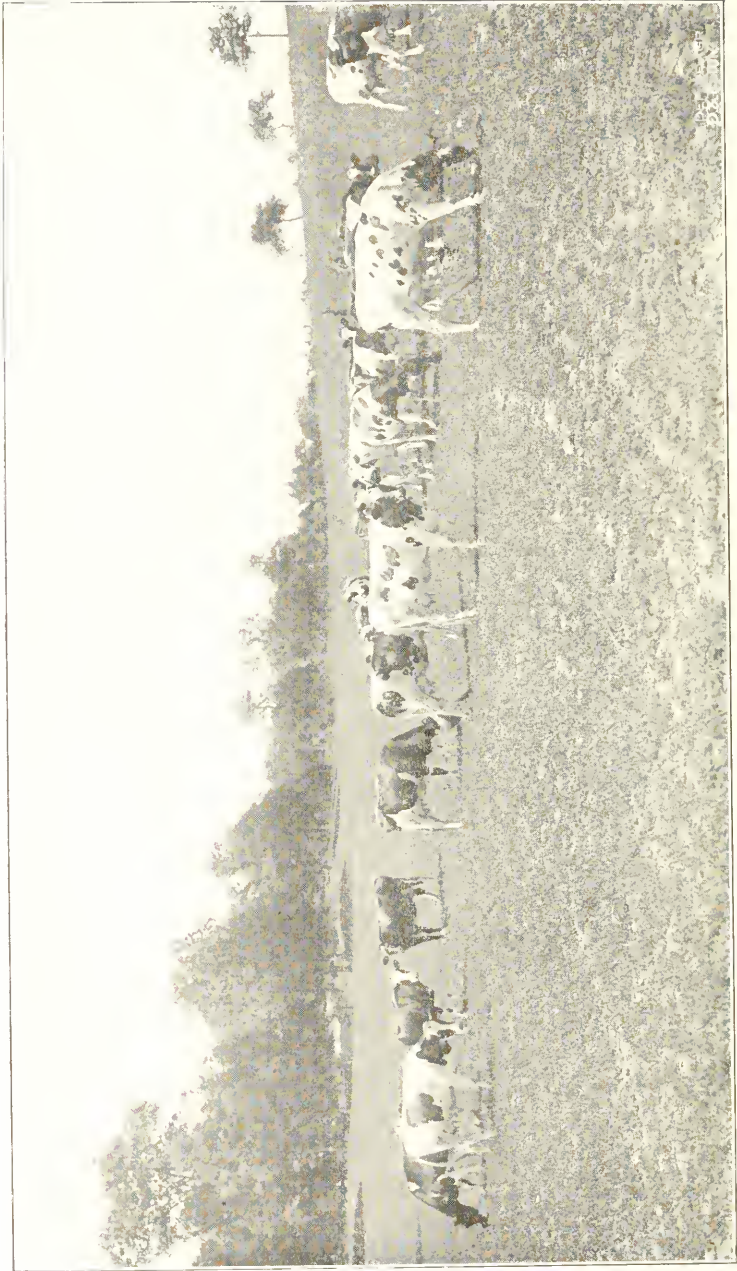


**Little Falls Farm, Spotsylvania County, Owned by E. C. Nathan.**  
This farm was used as a base for Federal troops.





Dairy Barn, United Farms Company, Goochland County.

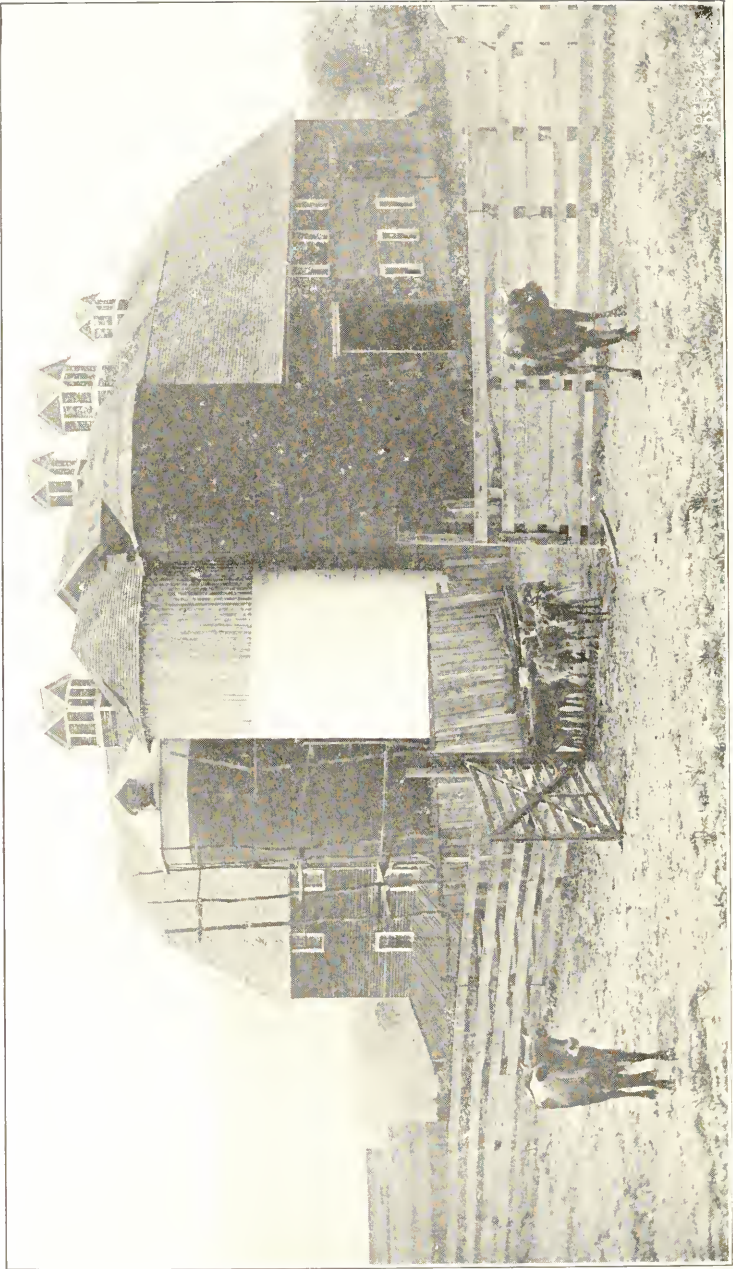


Registered Holstein-Friesian Herd, Woodstock, on Blue Grass Pasture,



A Guernsey Herd Belonging to John W. Freeman,





Hedgefield Dairy and Stock Farm—Group of Registered Calves at the Gate.

# Ten Reasons Why a Dairy Farm in Virginia Pays Better Than in Any Other State

## I. CLIMATE.

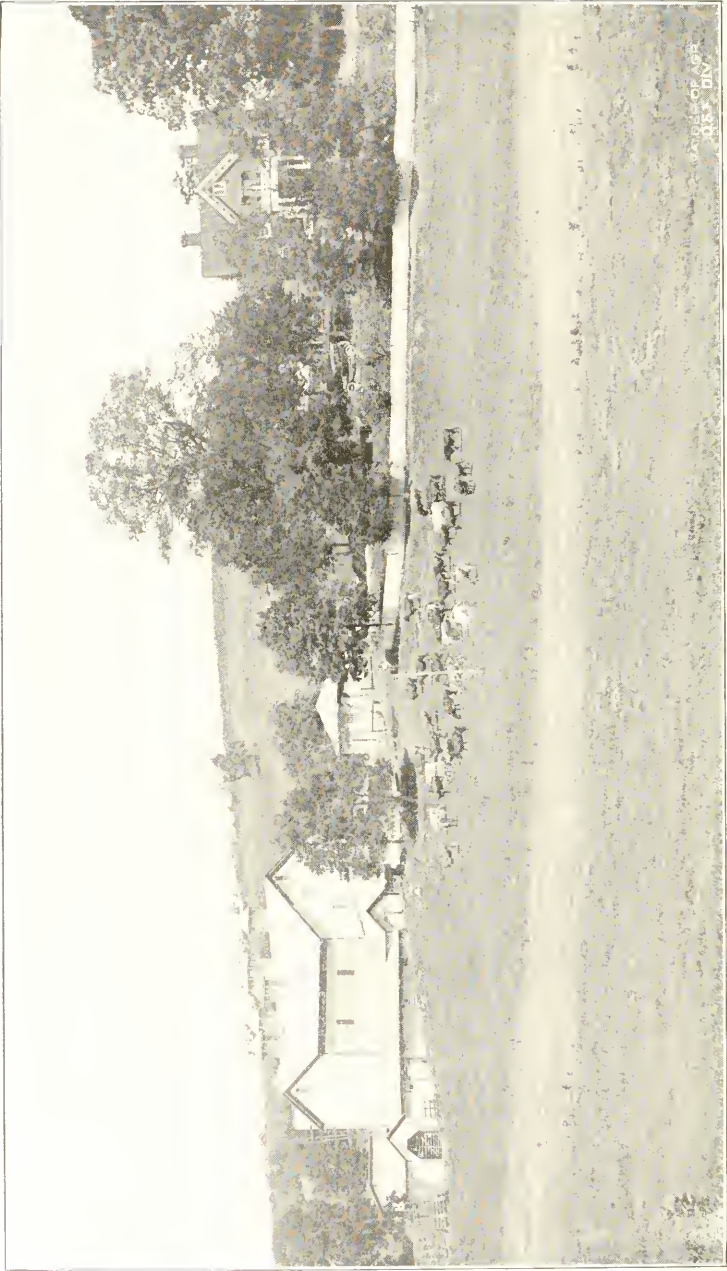
Virginia has never had a blizzard, a cyclone or an earthquake. The winters are long enough to give the farmer a chance to cut ice from his own pond, and to kill out noxious insects. They are so short as to make grazing practicable for nine months in the year.

### **Short and Mild Winters.**

Far enough south to escape the cold, hard winters of the North and West, and far enough north to escape the torrid heat of the South, Virginia has a temperature well suited for the raising of cattle and the production of dairy products. While the winters last from three to four months, the temperature seldom falls below ten degrees above zero, and there are few days that it does not rise above the freezing point. Expensive barns are therefore not required for the housing of stock, and much of the time they can, without discomfort, spend in the open air.

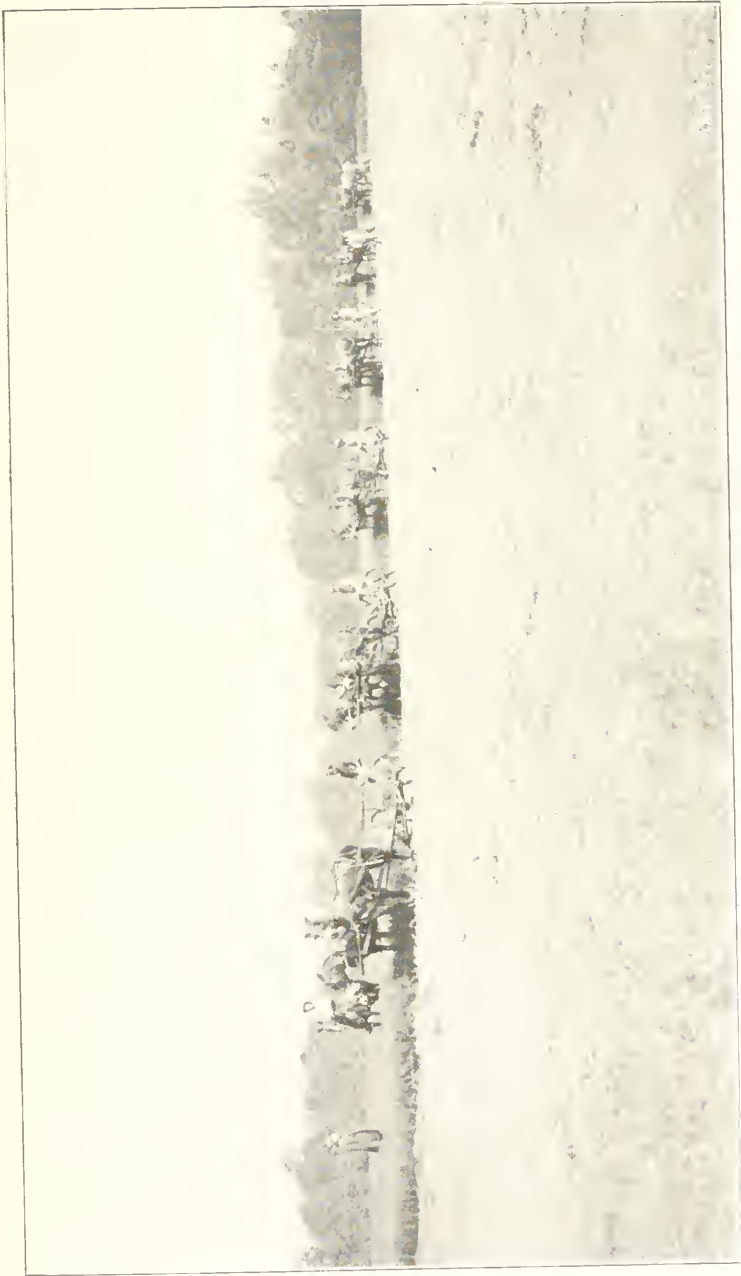
### **Long Grazing Season.**

The long grazing season is valuable in producing dairy products economically. Cattle can be kept on pasture for some time after frost has destroyed the pastures of less favored sections. Cows can frequently be grazed from the first of April to the last of November. The famous Kentucky natural blue grass grows abundantly over a large area of the State. In Southwest Virginia beef cattle are finished for export on the blue grass pastures, no grain being fed.



A Dairy Farm in Augusta County, Valley of Virginia—The Blue Grass Section.





A 220-acre Alpha Field, New Kent County—First Cutting.

## 2. WATER SUPPLY.

Natural springs furnishing abundant water, may be found on most farms in Virginia, without effort, for the cattle, and supplying with the help of simple and inexpensive machinery all of the water needed for the house and barn. Irrigation is unknown, because it has never been needed. The rainfall is moderate.

Near the seacoast, where springs are not so numerous as in the highlands, artesian wells are used. These have proved most satisfactory, giving an abundant supply of excellent flowing water.

## 3. LOW-PRICED LANDS.

Where lands are high in price, necessitating a larger income to pay the interest on the investment, it often requires close calculation to figure out a profit. Land in Virginia, which is in cultivation, and that will respond readily to improvement, can be purchased in many sections as low as \$20 per acre. Land on which more labor will be involved to bring it to a state of cultivation can be purchased for from \$8 to \$10 per acre. In the last ten years, in nearly all sections of the State, land has more than doubled in value, but the price is still small, and is especially inviting as an investment.

Besides these lands, ready for immediate use, there are thousands of acres of marsh lands now known to be reclaimable at a cost which, in five years, will bring enormous returns. This is one of the most promising fields for investment in the country and has been successfully tried on a very large scale in Eastern Virginia.

## 4. SOIL.

The State is divided naturally into the low-lying lands along the seacoast and as far inland as Richmond. This section is known as the Tidewater region; the Piedmont comes next, lying, as its name implies, at the foot of the

Blue Ridge; beyond the Blue Ridge stretches the range of the Alleghanies, and between these two ranges lies what is known as "The Valley." The soil varies as much as the character of the country. In Tidewater Virginia are plains with responsive and warm soil suitable for market gardens and delicate fruits. Here grow the great peanut and truck crops, and here may be found the best examples of intensive agriculture in the United States. In Piedmont are the rich upland loams, unsurpassed as wheat and tobacco lands, the best of lands for sheep and cattle raising. On the slopes of the Blue Ridge the soil is warm and rich. Here is the great fruit belt, where the apples grown have made an international reputation for Virginia, and with the fruit trees go the blue grass grazing farms. The Valley, with its heavy clay and limestone, is the home of the famous blue grass. Soils, suited to all kinds of crops, are, then, to be found in Virginia, and with any or all of them the dairy and cattle business is a natural and profitable adjunct.

#### 5. CHEAP FEEDS.

It follows from what has been said of Virginia's climate and soil that food for man and beast can be raised at a minimum cost. Corn is king in Virginia. No State can produce corn for grain or silage more economically and abundantly. Average yields per acre of 100 bushels of corn or twenty tons of silage are common. Owing to the long growing season, two forage crops per year can be grown with great profit.

#### **Crimson Clover.**

By sowing the corn lands in crimson clover at the last working of the corn, this crop comes in the early spring and can either be used for grazing or cut for hay, and the land again planted in corn or some other crop. Crimson clover is not only a good feed for dairy cows, but also a





York Grange Farm, York County. Crop of Wheat and Vetch Harvested  
June 19, 1914—Eighteen tons Silage per Acre. Land immediately  
Seeded to Sorghum.



Sorghum Harvested in Late Fall—25 Tons per Acre put in Silos, a Total of 43 Tons per Acre on this Land. (See preceding picture.)



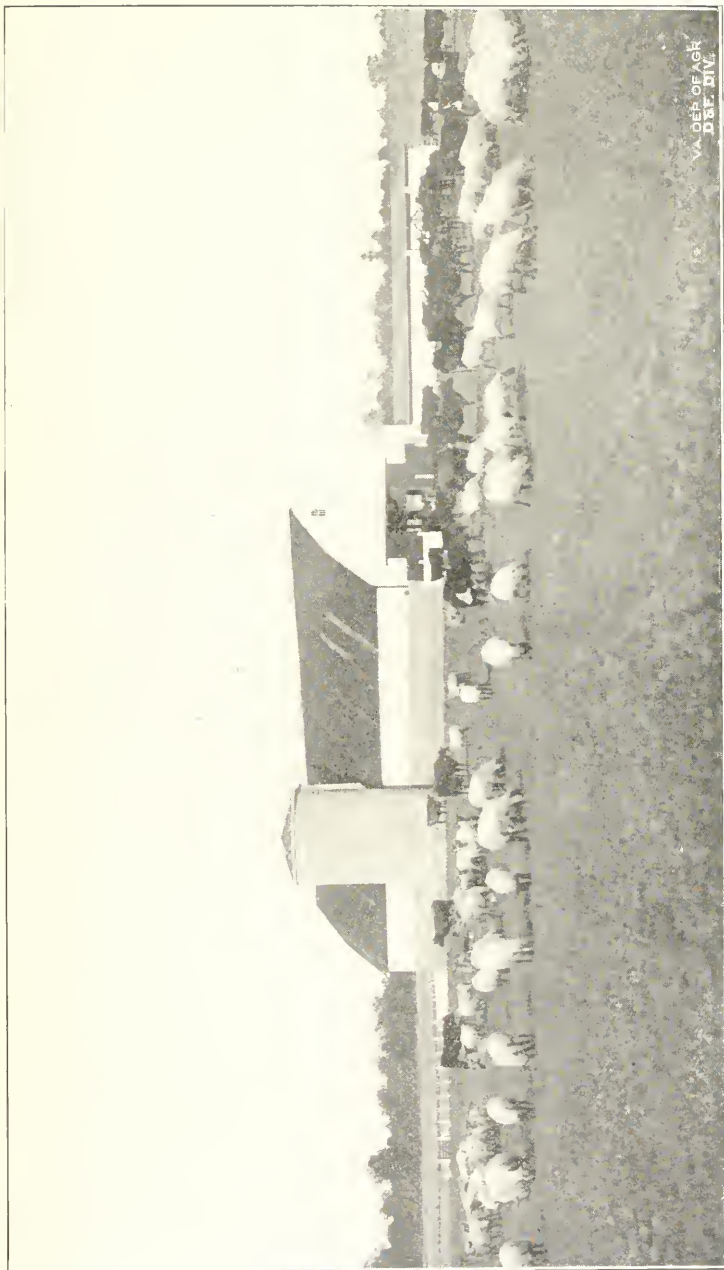


Holstein Herd in York Grange Dairy, in the Peanut Section.



Interior York Grange Dairy Barn and Milking Machine, York County, near Williamsburg.





V. DEB OF ACK  
DEP. INC.

**Belvidere Farm, Owned by Alice Berger, Fredericksburg.**

This is one of the finest farms in the State. Fourteen hundred acres, of which one thousand are in cultivation. Large areas in alfalfa and corn. Three hundred head of stock in the grove shown here.

great land improver, and thousands of acres of land have been improved by the use of this most valuable legume, the yield of which is enormous.

Cow peas and soja beans are also used as soil improvers, and for sowing in the corn crop and grazing in the fall after the corn is taken from the land and put into the silo. Peas and beans make excellent silage and are largely used in Virginia for this purpose.

### **Alfalfa.**

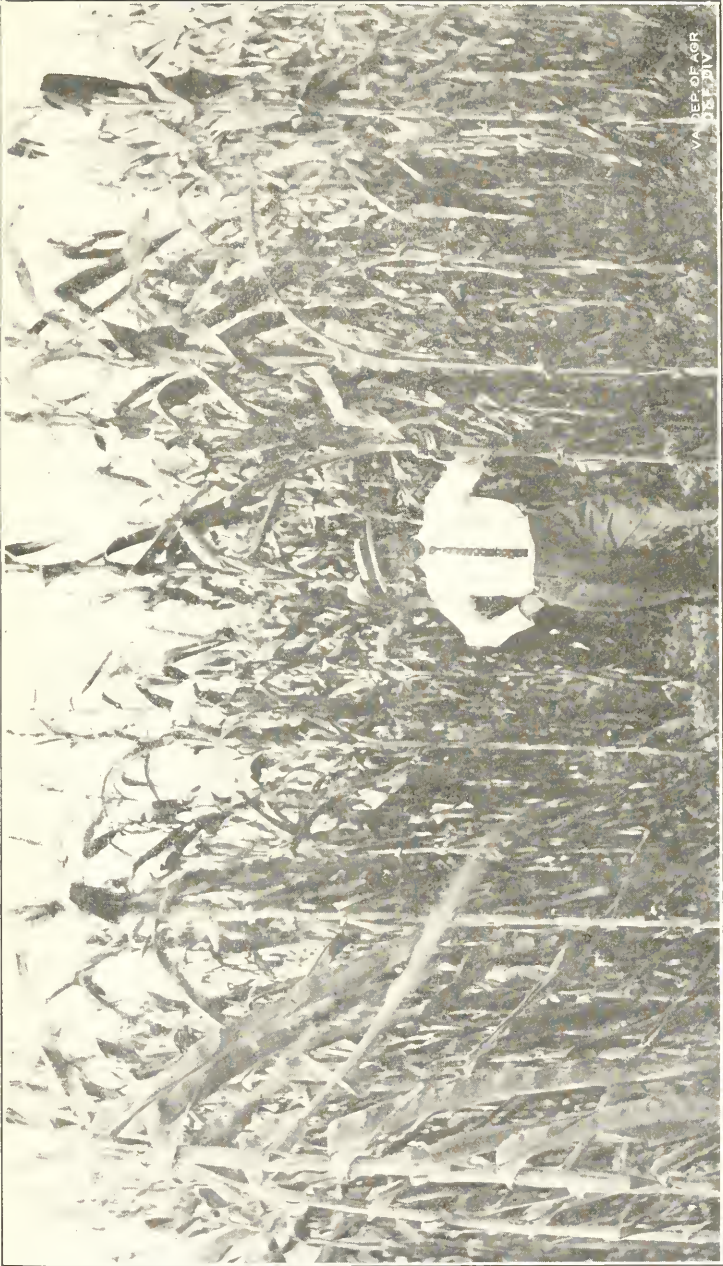
Alfalfa can be grown in all sections of the State and the yield of alfalfa per acre is as large as in any other State, with the possible exception of the irrigated sections of the West. This is a crop that the farmers are using more and more each year.

### **Other Crops.**

Rye, Canada peas, crimson clover and winter vetch are crops that, in their order, come to maturity in the early spring and are much used for either grazing or for soiling purposes. Near the large cities where land is high, and in the sections where trucking is the main crop, the system of soiling is carried on with good results, two and sometimes three crops being cut from the same land in one year. Cows are kept in the barnyard and green feed cut and hauled to them. Starting in the early spring with the above-mentioned crops, winter oats, alfalfa, wheat, spring oats, red clover, corn, sorghum and kaffir corn, soudan grass, soy beans, cow peas, millet, etc., can be grown and fed in their order. From most of these crops good hay is made. Timothy, orchard grass, herds grass, the clovers, etc., are also grown extensively for hay and bring large returns.

In conserving the entire value of the corn crop, the silo is in general use throughout the State.

In Piedmont and the western section of the State, where



Silage Corn in Shenandoah County—Eighth Crop in Succession on this Land—Twenty-two Tons per Acre.





the blue grass is a natural product and where in the past export beef has been raised, those farmers that have taken up the dairy work have demonstrated that milk can be produced perhaps more economically than in any part of the Union. On those blue grass farms, allowing a fair price for the grazing of the stock, and for all labor involved, it has been demonstrated that milk can be produced at a cost as low as six cents per gallon.

While in the eastern section natural blue grass does not thrive as it does in the mountains and hills of the western and central parts of the State, yet these sections, which are not so high above the sea level, are especially adapted for the raising of leguminous crops of all kinds, and here the nearness to the seaboard makes the marketing of early garden truck especially profitable.

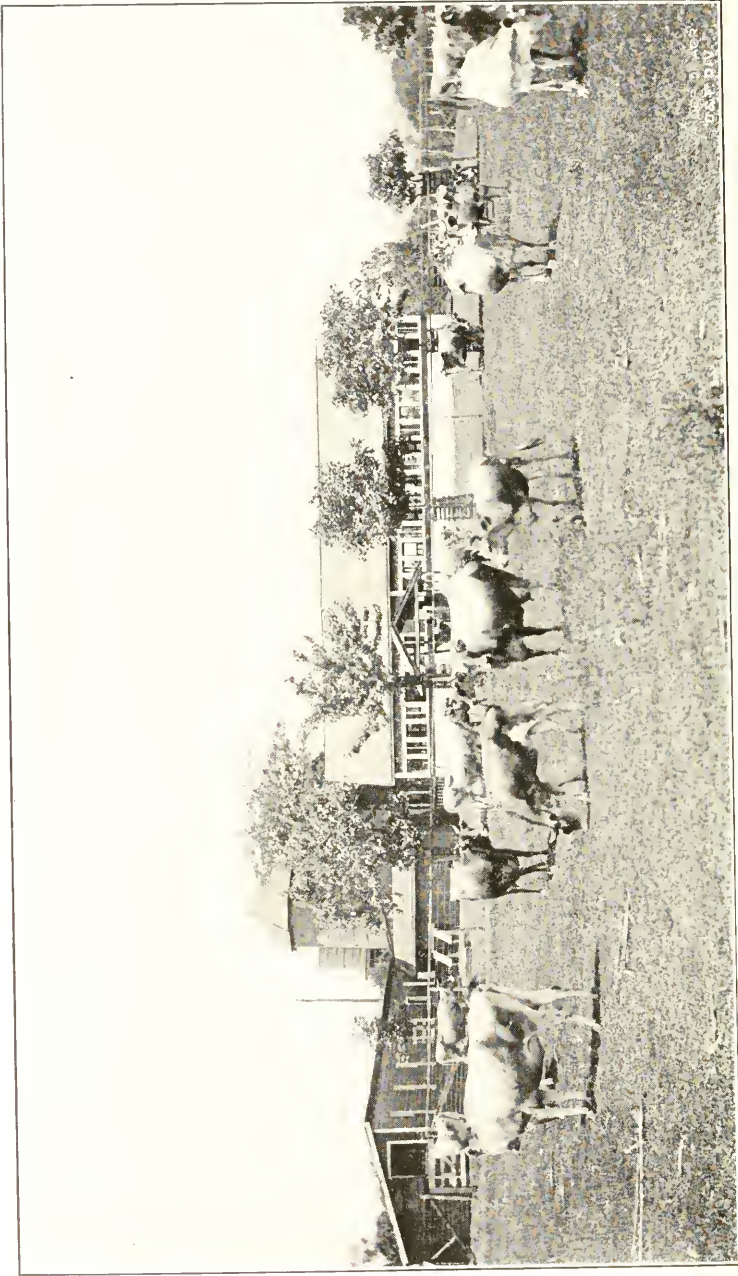
#### **6. PRICE OF LUMBER.**

Virginia is one of the few States that still has large areas of growing timber and the low price of lumber, compared with the prices paid in other States, offers inducement to the farmer to build barns and silos.

In the last few years thousands of silos have been put up in the State, and many of these have been home-made, and in hundreds of cases the lumber has been supplied from the farm on which the silo was erected.

#### **7. DEMAND FOR DAIRY COWS.**

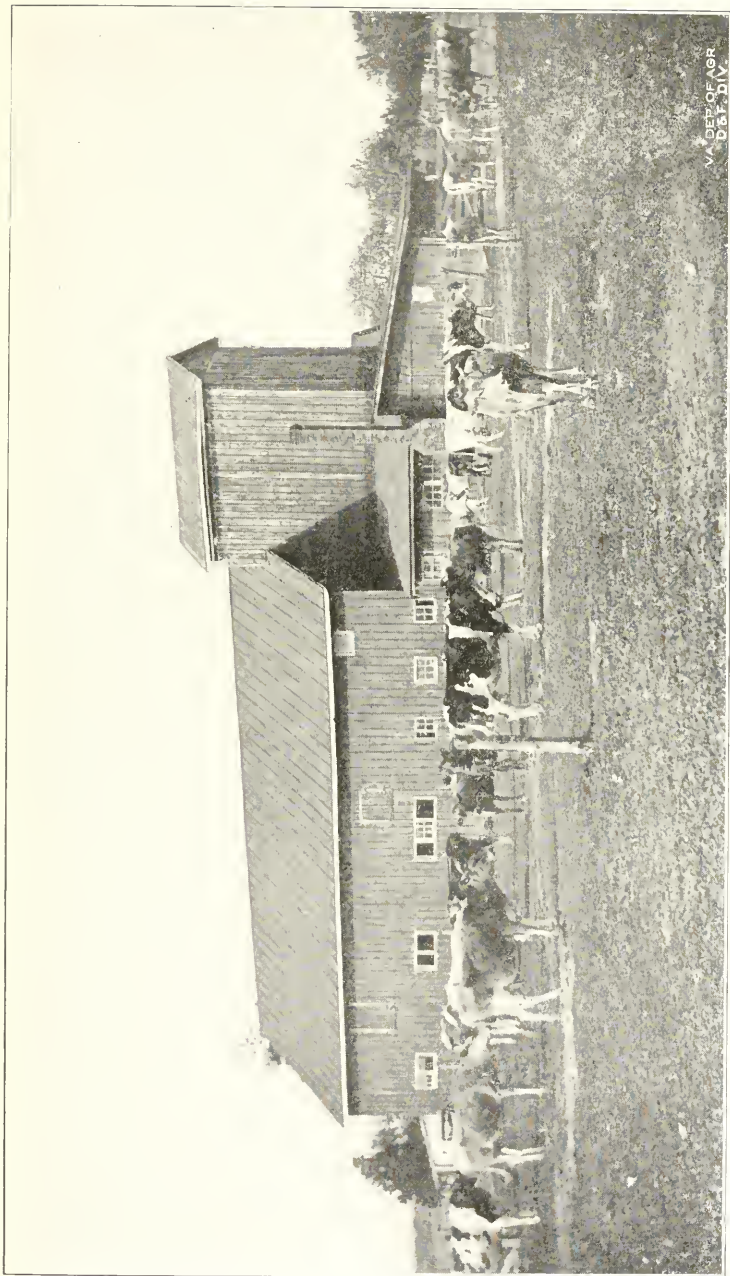
There is a constant demand throughout the South for good dairy cows. During the past few years large numbers of dairy cows have been brought in from the North and West, the demand being much greater than could be supplied by the breeders of the State. The dairyman using a pure-bred sire and grading up his herd will find a ready sale for all of his surplus stock. This demand has already created a supply, and from the standpoint of breeding and production Virginia can show some of the



**Pure-Bred Jerseys on Mansfield Hall Farm, belonging to E. C. Vance.**

The Federal troops, crossing the river on pontoon bridges, landed on this farm, where the engagement known as Hamilton's Crossing took place, December 13, 1862.





**Chatham Dairy Farm, Fredericksburg.**

General Burnside's headquarters were on this farm before the battle of Fredericksburg—Federal artillery was planted here.

best herds of the country. The demand, however, has not been fully met, and enterprising business methods will bring quick and gratifying returns to the stock raiser who strives to meet this increasing demand. Here again the climatic conditions are especially advantageous.

## 8. TRANSPORTATION.

No enterprise can be classed as profitable which leaves out of consideration the transportation question. Virginia is the great central station between the North and South. Three railroads cross the State from East to West and three unite New England with Florida and traverse Virginia from north to south. The eastern section of the State from the ports of Norfolk, Newport News, West Point and Richmond enjoys unsurpassed water transportation facilities with New York, Philadelphia, Baltimore and Washington, being within twelve hours of the most distant. This insures rapid and frequent communications with all sections—a matter of vital importance in dealing with dairy products.

Many of the dairymen of Virginia are shipping cream to the markets of the southern cotton-growing States, where a ready sale at good prices can always be found. Cream can be pasteurized and shipped into these sections with little loss, as the railroad facilities are excellent and the rates are low. The markets for creamery butter in the South are large, amounting to millions of pounds annually, a small part of which only is made in the South.

Norfolk, next to New York in importance as a shipping port, is a distributing point for several millions of pounds of creamery butter every year, while Richmond, Lynchburg and Roanoke also handle millions of pounds of butter and cheese. The great mining State of West Virginia also offers exceptional opportunities for the sale of dairy products. These markets must be supplied, and the logical place from which to supply them is from the State of

Virginia, where they can be produced and marketed with least cost and greatest facility.

### **9. UNLIMITED AND UNEXCELLED MARKETS.**

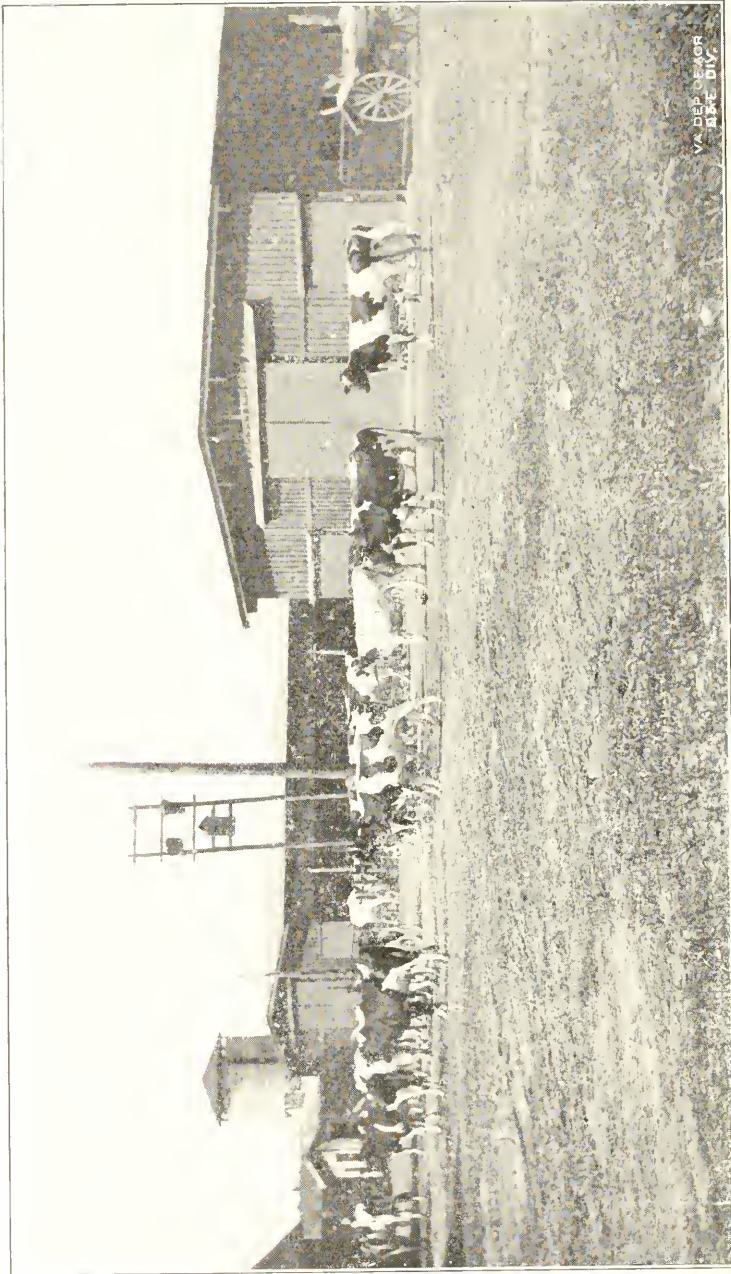
In 1914, of twenty-nine cities located in all parts of the United States, the average price received for milk by the dairymen supplying the Richmond market was the highest, while Washington, D. C., came next. Five hundred dairies in the northern part of the State furnished a large portion of the milk sold in Washington. Richmond is supplied entirely by dairies located in the State. The market for creamery butter and cheese in Virginia, and the six States immediately south, is practically unlimited. None of these provide more than a very small per cent. of the amount used in the State, and Virginia's geographical position and superior shipping facilities give her an ideal opportunity to supply this demand, or to dispose to great advantage of any surplus from her own farms and factories.

### **10. EXPERT AID.**

The Virginia Legislature has made special and liberal provision to foster and encourage the dairy industry of the State, and the Dairy and Food Division of the State Department of Agriculture is equipped to render valuable assistance to the dairymen of the State, also to aid prospective dairymen in every possible way. They are prepared to facilitate the selection of farms, to give practical help in explaining methods for the conduct of the business, the care of the herd and the marketing of the product. Men especially fitted to advise along the lines of dairy farming and the operation of creameries, are employed by the dairy division and their services may be had without charge by any one asking for them.

The Dairy and Food Commissioner earnestly invites correspondence from all who are or may become interested in dairying in Virginia. Prompt replies to inquiries may be counted upon, and the Commissioner will





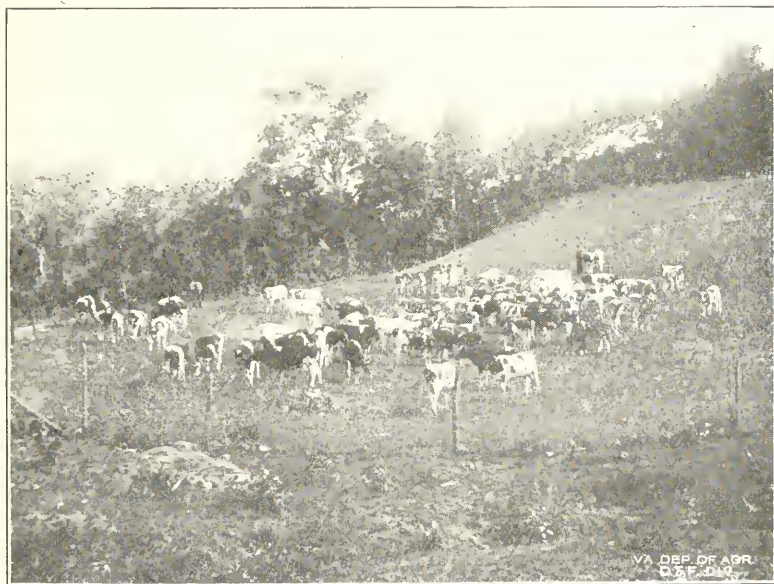
V. A. DEB. LEVOR  
LIFE DIV.

**Holsteins on Lee Hill Farm Belonging to Henry Warden.**  
It was on this farm that General Lee had his headquarters during the battle of Fredericksburg.

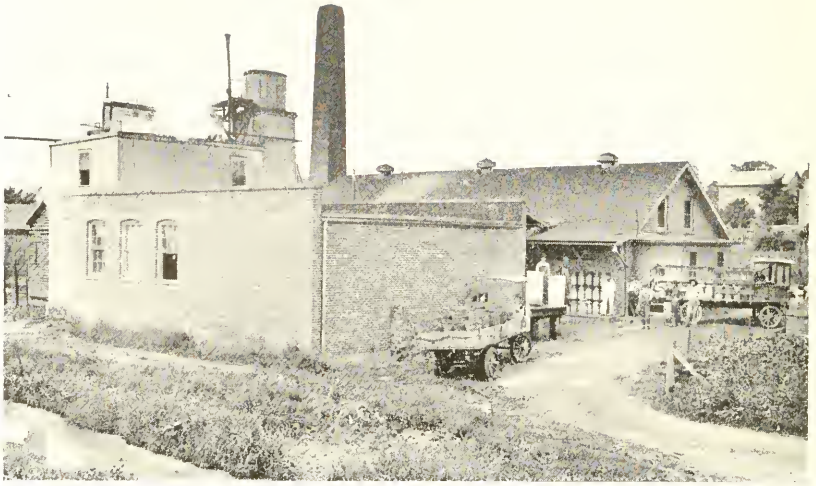


**Albemarle Creamery Co., Charlottesville, Albemarle County, a Co-operative Concern.**

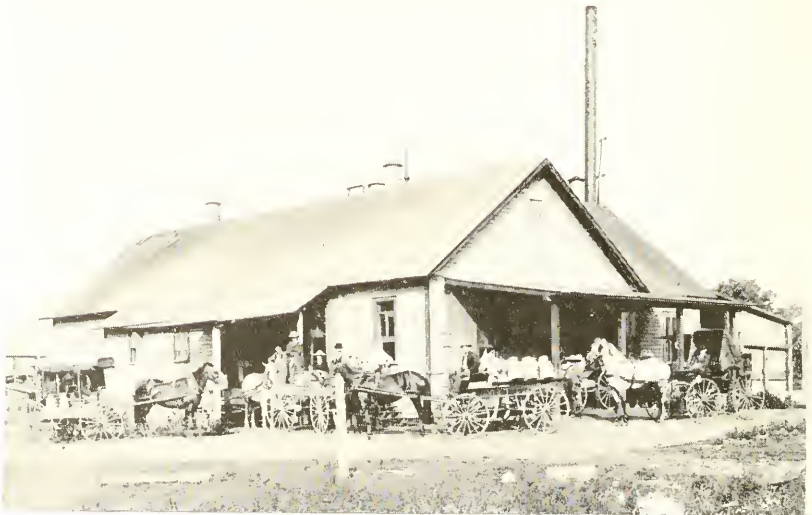
This is near the University of Virginia, one of the most beautiful places in the State, famous for its fruit growing as well as for the seat of learning founded by Thomas Jefferson.



**Horseshoe Stock Farm, Henry County.**



**A Virginia Creamery at Woodstock.**



**A Co-operative Virginia Butter-Making Plant, Dayton.**



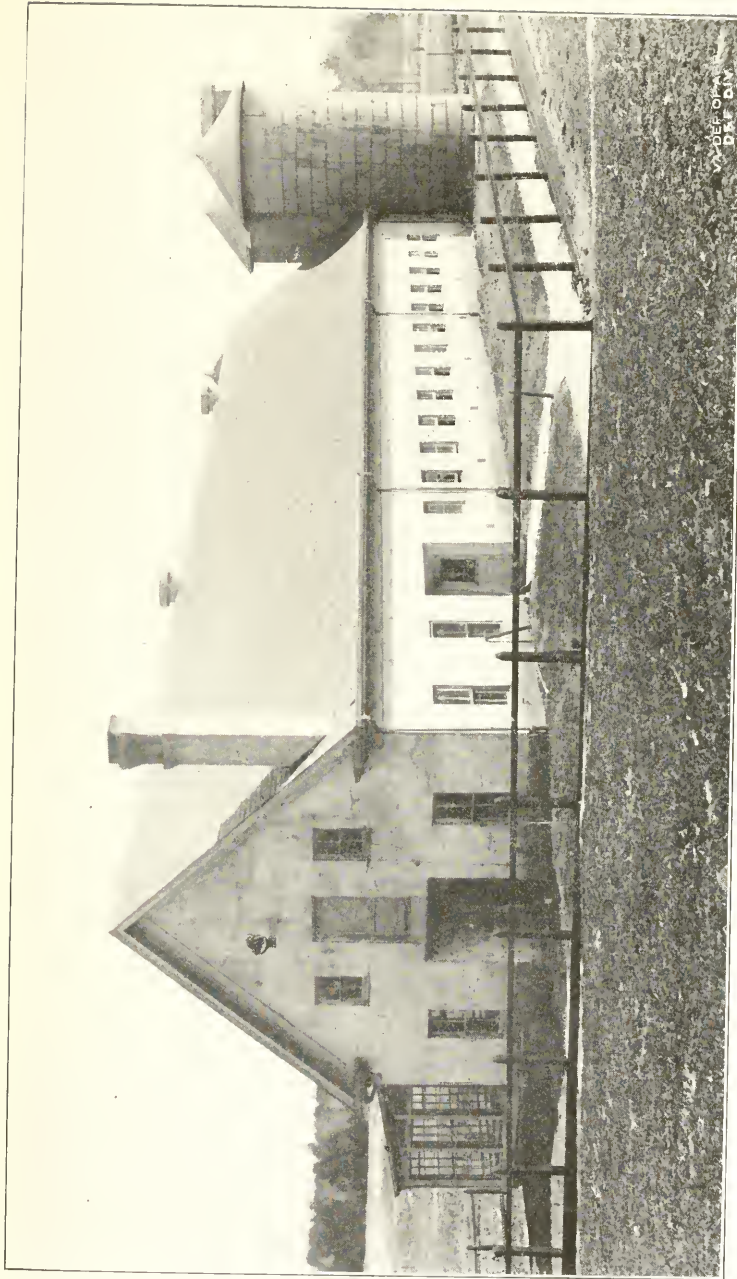


**Hedgefield Dairy and Stock Farm, Wythe County.**  
Herd of sixty-four cows in milk and their yearling heifers, fifty in all.





Model Sanitary Dairy Barn in Prince George County.



Exterior of Barn Shown in Preceding Picture.

not only furnish desired information, but will also personally assist prospective investors in finding suitable locations, and in helping them to start right and to keep right.

### SUMMARY.

A man who is looking for great possibilities in the dairy business must keep in mind these features:

1. He needs a good climate.
2. He needs to be sure of abundant water supply.
3. He needs to locate on low-priced lands when he is starting.
4. He needs a soil which responds readily to care and holds the improvement.
5. He needs a cheap food for his cattle.
6. He needs cheap building material.
7. He needs good and easy transportation.
8. He needs a ready sale for such of his herd as he does not desire to keep.
9. He needs a profitable market for his product.
10. He needs sympathetic aid from persons on the field who are prepared to give expert advice and practical assistance to prospective settlers.

These ten needs are met by the reasons outlined above. If you have any doubts on the subject they can be easily solved by writing to Benj. L. Purcell, Dairy and Food Commissioner, Richmond, Va. Letters are a pleasure; correspondence is solicited. Virginia hospitality can be shown even through the mails.





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