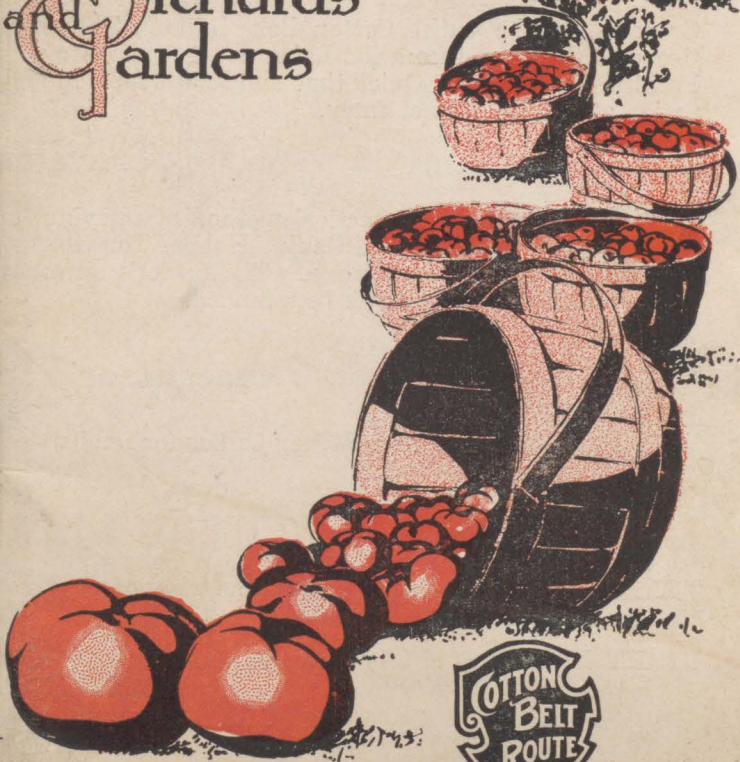


Profitable products of East Texas



Orchards
and Gardens





PICKING ELBERTAS
IN
SMITH COUNTY
ORCHARD

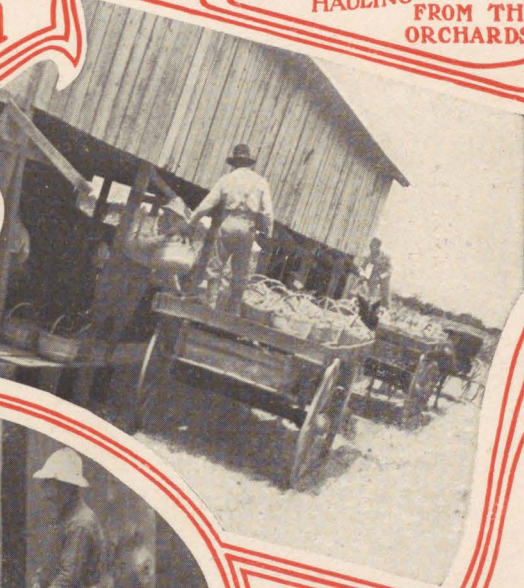
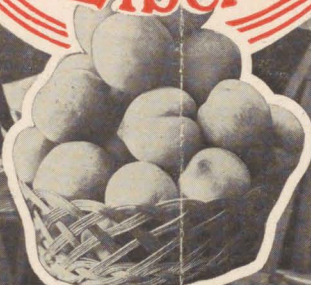


HAULING PEACHES
FROM THE
ORCHARDS

The Story of the Elberta



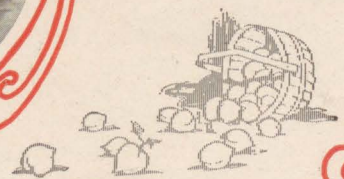
ICING REFRIGERATOR
CARS
FOR PEACHES



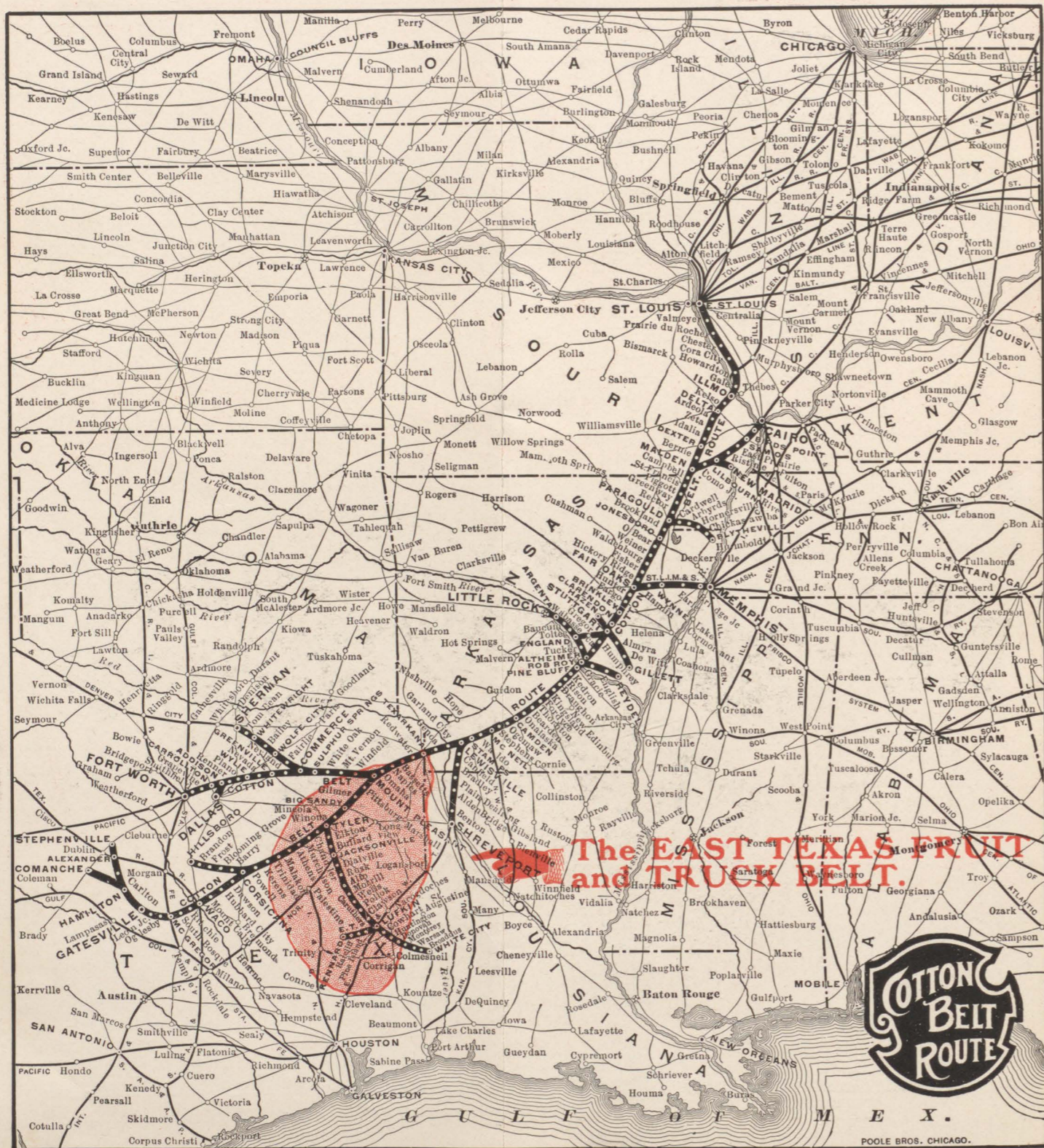
WHERE THE FRUIT IS
PACKED



LOADING BASKETS IN ICED
REFRIGERATORS FOR SHIPMENT



**Peach Growing in East Texas is a Car-lot Proposition,
Shipments for 1910 Aggregated 1600 cars.**



ElbertasTM Tomatoes

EAST TEXAS

"THAT E IN EAST STANDS FOR ELBERTAS; THAT T IN TEXAS FOR TOMATOES."



EAST Texas beats the world on peaches, it raises more tomatoes than any other state, it raises nearly as many strawberries and blackberries as it does peaches, and nearly as many Irish and sweet potatoes as it does tomatoes; it raises watermelons and cantaloupes, cabbages and beans, asparagus and green peppers, ribbon cane and sorghum, cow peas and peanuts, bermuda grass and alfalfa, plums and pears, apricots and cherries, and, besides all these corn and cotton, cattle and hogs, horses and mules, milk and butter and chickens and eggs.

Here is a country with a normal rainfall, with a normal number of clear days; a country that raises normal crops by normal methods, a country normal in altitude, latitude and longitude, where, in fact, the only thing abnormal is the wonderful productiveness of the soil.

The farmer has something to market every month in the year, he works every day in his fields and raises two and three crops the same season from the same soil.

There are no long hard winters, stock live almost the whole year on the native pasture; there is fuel and building material at the farmer's door, and the cost of living is lower than anywhere else in the United States.

This country is in the heart of the most thickly settled portion of the Southwest, there are large cities to the South, to the East, to the North and to the West, and perfect transportation facilities. It is not a country that promises, it is a country that delivers. Its day of opportunity is not coming, it is here!

Usually the land upon which fancy crops are raised is held at a fancy price. Should you go to certain localities in the West or South where they raise a few special kinds of fruit by highly expensive methods, you would have to pay \$300 and \$400 an acre for your farm. In East Texas you can get land that will yield \$100 and \$200 an acre for \$15 and \$20 an acre. You ought to quit growing \$20 crops on \$100 land and go down in East Texas where you can grow \$100 crops on \$20 land. That is what makes this a good country for the man of small means. He can get a start on a few acres, and if he once gets a start in East Texas he is on a swift road to independence.

Don't think that this is a country of fruit specialists and trained gardeners. Every man who is growing peaches and tomatoes and potatoes in East Texas is a practical farmer, a corn farmer, a stock farmer, and there are just as good opportunities here for the man who has been growing corn in Illinois, alfalfa in Kansas, or cotton in Mississippi as there is for the orchardist from Michigan or the truck grower from Missouri. It is a land of diversification, where they raise everything under a temperate sun. It is a country where you will be at home on the soil, among the crops and with the people, because they are your kind of soils, crops and people.

THE COTTON BELT IS THE LINE TO EAST TEXAS.





Profitable Products in East Texas



A Heavily Loaded Elberta.

Small Farms Pay the Best.

This is a country where a few acres well tilled are more profitable than a large farm not well managed. One acre is equivalent to two or three acres elsewhere, because two and three crops can be grown on the same land.

An ideal farm for one man is 40 acres. This will keep him busy all the year around if he makes the best use of the soil, and 40 acres will yield the farmer more clear money than will twice or three times that area planted in staple crops, which require a greater amount of labor.

This 40 acre farm, to obtain the best results, should be divided so that there would be about 20 acres of tree fruits, mostly peaches; there should be ten acres of truck and berries, tomatoes, Irish potatoes, garden vegetables, strawberries and blackberries, and the other ten acres should be in pasture and grain and forage crops to provide feed for the farm stock, the dairy cows, pigs, sheep and horses, these being one of the best sources of wealth.

With such a farm as this the owner would never want for something to do and yet he would not have more than he could handle. Some men make the mistake of trying to care for too much land, and that causes a big leak. A man can know intimately every individual plant on his 40 acres, and if he gives the crops the attention they ought to have there is hardly any limit to the possibilities for financial gain.

Means a Small Investment.

Forty acres will cost a man anywhere from \$400 to \$1,200, depending on how close one wants to get to town, or what kind of improvements are on the land. That's the way the prices run, \$10 to \$30 an acre. It's not like paying \$300 and \$400 an acre to begin with, and that is what they charge in other sections where fancy crops are raised. It is an easy place to get a start. These East Texas lands are low-priced



Gathering Peaches in the Barnwell Orchard near Gilmer.

now, but with the development that is going on they will increase and the man who gets a few acres now is going to be rich in time. There is no investment like good land.

First Crop Pays for the Land and Clears it.

Settlers are buying these East Texas timber lands, just like the lands upon which are the old established orchards; are clearing it and planting a crop the first year. Watermelons do better than any other crop on new land, and Col. R. Morrill, of Morrill, who has cleared hundreds of acres, says that a crop of watermelons will pay for the land, will pay for clearing it and will reimburse the grower for the cost of production. There are other crops that a man can raise, but nothing that brings such quick profits and that is so soon out of the way as watermelons.

About \$100 a Room for a Good House.

Next to be figured is the cost of building. This is a timbered country and lumber of all kinds is low-priced. The farmer in most instances can buy directly from the mills and haul his material himself. The price of lumber runs from \$11 to \$15 a thousand. If you will compare these prices with those asked in your own town you will understand how cheaply one can build a cottage or a barn in this East Texas country.

There is a photograph on another page of a six-room bungalow that was built for \$700. That house would cost \$2,000 in Illinois or Iowa. Mr. Hall, the owner, says he could get rich building them for \$1,000 apiece. It has six large rooms, a wide porch on three sides of the house and it is well built throughout. One wouldn't want a nicer home.

So if a man paid for his land and the cost of clearing it with watermelons he would want only \$700 for a house and he would have a complete farm and be ready for business.



Farming, Orchard and Garden Lands



Tomato Field on the Owen Brothers Farm near Tyler.

What a Peach Orchard Costs.

That is what everybody asks when they get interested in East Texas, because everybody wants a peach orchard. Well, if you wanted to buy the land, clear it, plant the trees and sit down to wait for them to come into bearing, without thinking of raising anything else on your farm, the peach orchard would stand you the third year, at which time it comes into bearing, about \$50 an acre. But that isn't the way they start an orchard and that isn't the way you would start yours. In the first place you would save half of this initial cost with that crop of watermelons. You would have your land paid for, the timber cleared off and be prepared to plant your orchard. The nursery stock for peaches costs about \$5 an acre. That's a cash outlay. While you are waiting for your young trees to grow to fruit you make use of the land between the rows and help the orchard by growing cultivated crops, such as cantaloupes, tomatoes, potatoes, beans or cotton. The cultural methods applied to the growing of tomatoes are beneficial to the development of the young trees, and there is no location better suited to the tomato than the orchard.

Then when the fruit crop comes, that's where the profit is! From 60 acres Mr. Hall marketed \$6,000 worth of peaches this year and the returns generally average about \$100 an acre, sometimes running higher. If there are 20 acres of peaches on that 40 acre farm there ought to be a \$2,000 crop the third year.

A Perfect Peach Country.

In East Texas the advantages for perfect fruit production seem to be present. All pit fruits prefer a sandy loam soil with a clay subsoil, rather dry than moist, and well drained. These conditions are responsible for the splendid quality of



To the Packing Sheds.

peaches produced in East Texas. Nowhere else have the same varieties the fine flavor and beautiful color of the East Texas fruits. Under normal conditions peaches ripen ten days earlier in Texas than in Central Georgia, this section's principal competitor. East Texas is ahead of all the world in peach production, any way you look at it, for early fruit, for quality, for frequency of crops.

Varieties and Length of Season.

There are a great many different kinds of peaches grown in Texas. The earliest crop comes on in May and there are peaches until October, but the commercial peach season covers only about sixty days and the varieties that give the smoothest succession are:

- Arp Beauty and Yellow Swan, ripen the last days of May. Greensboro, ripens first week in June.
- Carmen and Mamie Ross, ripen about June 10.
- Slappy, the first yellow free stone, ripens about June 20.
- Belle of Georgia and Engle, ripen about June 20.
- Elberta, ripens between July 1st and 5th.

Greater than them all is the Elberta. It is the finest commercial peach that the world has ever seen and East Texas produces the best. This peach originated at Marshallville, Ga., and was propagated by Samuel Rumph, who also is the originator of the Belle of Georgia, which variety is said to have come from the same seedling as the Elberta.

It usually requires about two weeks to gather and market the Elberta crop. By July 15 this variety is out of the way. The Elberta will ship under ice for ten days and retain all of its freshness. This enables the growers to sell their peaches in the best markets of the country and to get the best prices.

Following the Elberta is a long list of Texas seedlings, the most of them of the clingstone variety. A new peach having



Profitable Products in East Texas



PLUM ORCHARD ON THE PALMER FRUIT FARM, BULLARD, TEXAS.

many of the good qualities of the Elbertas, but coming on thirty days later, has lately been found and probably will be popular with the East Texas orchardists. It is called the Augbert.

Fine Shipping Facilities.

The fruit and truck belt of East Texas is especially fortunate in having the best of shipping facilities. The Cotton Belt Route makes a special effort to accommodate the grower in providing packing sheds, loading and icing platforms and refrigerator and ventilator cars for the prompt movement of the crops. The fruit train specials have the right of way over everything else on the track. There is probably no other fruit district where the railroads co-operate more cordially with the growers.

Commercial fruit growing is a car lot proposition. The large orchardists are prepared to economically market their crops and the small growers are doing the same thing by forming associations or clubbing together for car load shipments, rather than to ship independently in mixed lots, which is the more expensive.

Some of the growers have adopted a system of packing that is doing much to establish a high grade for East Texas products. Their fruit is assorted, graded and packed under inspection and shipped under a label that guarantees the quality and protects the consumer against fraud and deception.

With this organization and these facilities the East Texas grower is able to ship his products to every part of the United States and Canada. During the harvest season all hands are in the orchards and the forces work night and day until the

rush is over. There are buyers on the ground who pay cash for the products as soon as they are loaded. The grower has telephone connections between his packing sheds and the loading stations and the railroads have the cars placed as fast as they are needed. As soon as the cars are loaded they are placed in special trains and hurried on passenger train schedules to the distant markets.

It is the theory of the modern fruit and truck grower that nothing should go to waste. There are local canneries and preserving plants to take care of the over-ripe fruit, and it is worked up into canned goods for out-of-season consumption. Good prices are paid for the culled fruit of the orchard and garden.

How the Tomato is Grown.

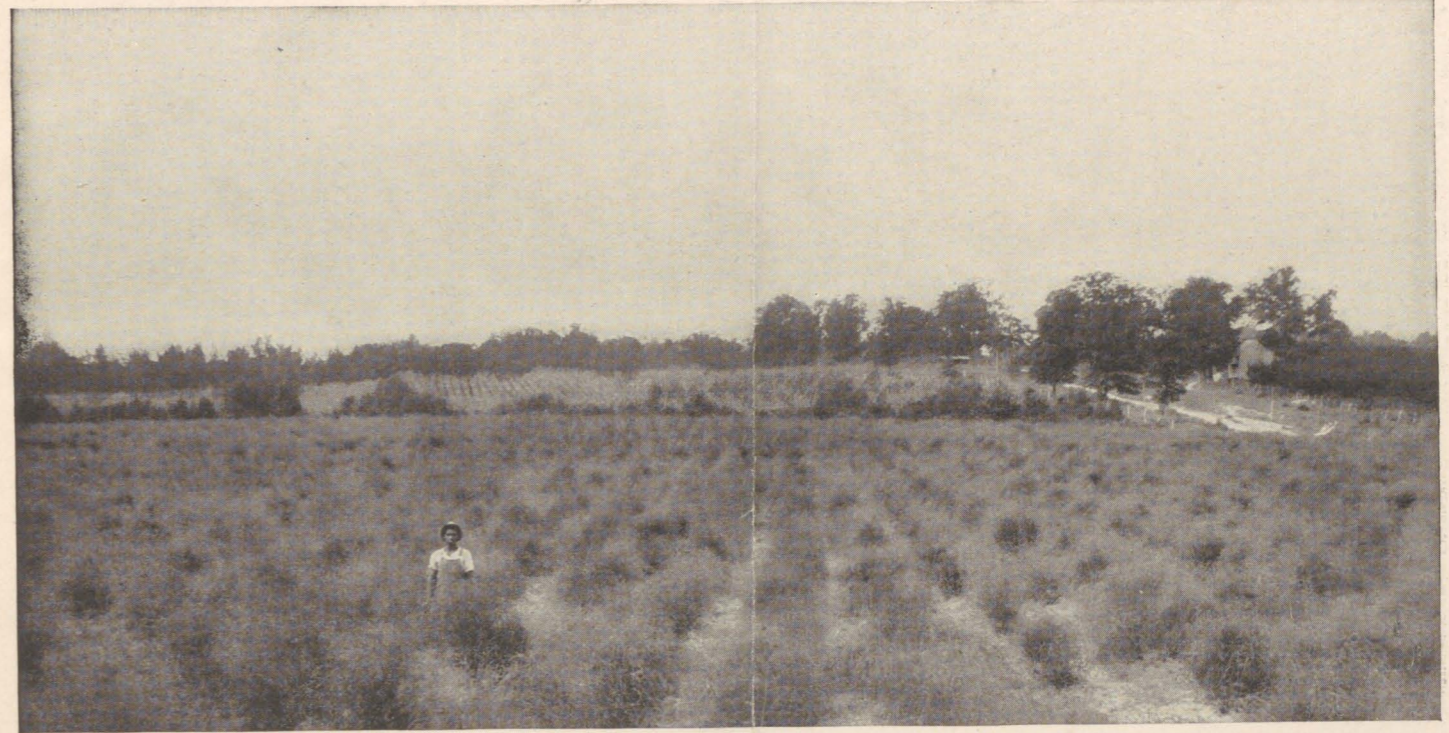
Next to peaches tomatoes are the largest and most profitable crop of the East Texas farmer. Tomatoes are grown in the open, just as any field crop, and they are ready for shipment in May and June when the Northern markets are eager for the fruit. The seeds are planted in hot beds during January and transplanted early in March. The harvest period covers more than sixty days, the yield is from 300 to 600 crates to the acre and the price ranges from 60 cents to \$1.25 a crate. Fall tomatoes are also profitable, but are not so largely grown.

Irish Potatoes.

One of the best truck crops of this section is Irish potatoes. They are planted the latter part of January or the first of February and are ready for the market by the first of May. The yield is between 75 and 100 bushels, on the average. The price runs around \$1 a bushel. Col. Morrill



Farming, Orchard and Garden Lands



100-ACRE ASPARAGUS FIELD LARGEST IN THE UNITED STATES, AT BULLARD.

at Morrill, Texas, gathered 10,800 bushels of Irish potatoes from fifty acres of land. Irish potatoes are also good for a fall crop, or any crop can be grown on the land after the spring crop is gathered.

Sweet Potatoes.

This crop yields 200 and 250 bushels to the acre and works in with any other crop the same season. The East Texas sweet potato, or "yam," grows extremely large and is rich in sugar content, owing to the bright sunshine of this section. There is always a good market.

Ribbon Cane.

Some interesting statements are made by growers regarding the yield of ribbon cane, which is raised for its syrup. This is a crop more particularly suited to the bottom lands and there is none more profitable. The average yield is 300 gallons of syrup to the acre and it frequently runs as high as 500 and 600 gallons. The syrup has a ready sale for 60 and 75 cents a gallon.

Peanuts.

Valuable for both its fodder and its nuts, this is one of the big pay crops of East Texas, being especially adapted to the sandy soils. The hay crop averages two and three tons to the acre and the nuts from forty to fifty bushels to the acre. In several localities there are peanut factories.

Corn and Cotton.

These are the staple crops. The yield of cotton is from a half to a bale an acre, and corn from thirty to sixty bushels.

Cotton gives the farmer an occupation for the fall months and corn is used principally for home use. Both crops are grown on the small diversified farm and with profit. Oats and rye are also good crops.

Forage Corps.

There is a long list of forages in East Texas, at the head of which is bermuda, called the bluegrass of the South. This grass grows luxuriantly on the bottom lands, along the hill slopes and in the timber. It is cut twice a year and yields from two to three tons to the acre.

Next to bermuda is the cow pea, which is sown broadcast after corn, oats or any other summer crop is gathered and makes three and four tons of hay to the acre. It is fed, pods and all, and it is like ice cream and cake to the cattle. This legume is highly beneficial to the soil.

Sorghum, grown for forage, is another of the great feed crops, especially for hogs. This crop yields heavily on almost any kind of soil and is planted by almost every farmer.

Japan clover grows wild in East Texas. There is some crimson clover. The native grass furnishes a fine pasture. In the river and creek bottoms there is a fine growth of cane which remains green long into the winter.

Alfalfa as yet is new to the East Texas farmer. In the Red River Valley near Texarkana and other places there is a considerable acreage, and the crop has succeeded splendidly, but as yet it is not extensively grown. There is this to be said about alfalfa in East Texas, it can be grown on \$20 and \$30 land and sold for \$18 and \$20 a ton, whereas the irrigation farmer grows it on \$100 and \$200 land and sells it for much less.



Profitable Products in East Texas



BLACKBERRIES, PEACHES AND VEGETABLES IN BOWIE COUNTY.

The Country for Hogs and Cattle.

Where so many forage crops can be grown, where the winters are short and pasturage season long, meat can be produced probably more cheaply than anywhere else in the United States. Hogs run upon the mast until nearly Christmas and cattle require but little feeding during the winter months. There is bermuda, sorghum and grain to finish the hog, and bermuda grass and cotton seed meal to finish the beef steer at a minimum expense. The raising of hogs is the most lucrative business of the farmer. Recently there was established near Athens, in Henderson County, a demonstration farm where fattening experiments are being carried on with different breeds of hogs. The farmers are deeply interested in this work and are improving their breeds. The day of the old razor back is gone. The Poland China and the Berkshire are now on almost every farm. There is one farmer in Smith County, near Winona who has more than 700 head of finely bred hogs. There was a shortage in the supply of hogs to the Ft. Worth market last year that represented a loss of \$80,000,000 to the Texas farmer. East Texas, which has not before been considered especially a hog country, is going to raise more hogs.

Mules and Horses.

What ever the automobile may do in the revolution of transportation, it has not lowered the price of good horses and mules. East Texas is an ideal horse country. It has the bermuda grass, which is better than the blue grass of Kentucky, it has pure water and good all around health conditions. A Lufkin man tells in this book of an experience in raising colts, one of which he sold for more than \$112.50 before it was weaned. There is a farmer in Smith County who makes

a specialty of gathering up tired out brood mares in the city and breeding them for mule colts. The farmers around Naples, Texas, have recently purchased a fine German Coach stallion and this horse this season has forty-two colts. It is a mighty easy way to make money.

Dairying

Texas ought to be first as a dairy state. It not only has the feed crops, the water and the climate, but it is naturally a great cattle country. Yet milk and butter bring a higher price in the little towns of this state than it does in St. Louis and Chicago. That is because the dairy business hasn't been organized. That is all that is lacking. There are some enterprising farmers here and there who are making a success of dairying. J. E. Berry of Lufkin gives an interesting experience in this book, telling just how he made \$8,000 in a few years in the dairy business. What he did at Lufkin, others can do near any of a hundred other towns in this section.

Poultry Raising.

Further than that every farmer in East Texas has a barn yard flock, and that here and there a fancy breeder has a small plant, the poultry business has made little progress in East Texas. This does not mean, however, that the chicken is not a source of profit to the farmer. B. E. Barber of Jacksonville marketed \$365 worth of poultry and eggs last year, besides about \$3,000 worth of truck and fruit. His chickens were only a side line. One day a farmer brought on his wagon a load of chickens into Mt. Vernon that sold for \$147. Near Texarkana is Lakeside Poultry Farm, one of the largest in the state.

Farming, Orchard and Garden Lands



Strawberries, Dewberries and Blackberries.

Berries, and there is almost every kind of them grown in East Texas—strawberries, dewberries and blackberries, are among the earliest crops. The strawberries come on before the peaches and tomatoes and yield from \$100 to \$250 an acre. The dewberries are grown principally for the local market and not upon so large a scale; blackberries ripen in June and bring the farmer from \$150 to \$200 an acre.

Pecans.

There is a good deal said in this book about pecans. There are large plantings of the thin-shelled nut at different points in East Texas and some of the growers are beginning to get their first crop. Generally they are well satisfied with their experience. Grafting the thin-shelled fruit on the native sprout seems to be the most successful way of establishing the trees. Judge Guinn of Rusk, and Mr. Twohig of Bullard, have been successful with this method. One of the greatest believers in the pecan industry was the late Governor James S. Hogg, whose last wish was that a pecan tree be planted at his grave. A large pecan orchard is to be planted along the Colorado River, near Austin, the State Capital, as a memorial park to this lamented Texan.

Tobacco.

A fine grade of cigar wrapper tobacco is grown in this East Texas country, the product being equal to the best Cuban leaf. There is an opportunity for a greater development of this industry.

Watermelons and Cantaloupes.

Already it has been said what can be done with watermelons—that planted on new land they will produce enough to pay for the land, the cost of clearing it and the cost of producing the crop, returning the grower's money in six months. If a man hasn't any land to clear he can plant watermelons and put in his pocket from \$40 to \$60 an acre profit. It is a short crop and there is always a good market.

Mr. Hall of Brunswick relates an experience that shows what can be done with cantaloupes. On seven acres of land, between rows of young peach trees, he raised and marketed \$1,000 worth of cantaloupes. This crop does best on a small acreage, well handled. The yield ought to average \$100 an acre, year in and year out.

Through the Land of Profitable Products.

There are other crops that the farmer can raise and other things that he can do to make money in East Texas, but the reader will learn of them as he proceeds through the book, on a journey through the fruit and truck belt of East Texas. First a stop will be made at Texarkana, on the Eastern border of the state, then the narrative proceeds from town to town, and from county to county, as long as there are peaches and tomatoes, orchards and gardens to look upon. Come and go with us on this journey over the Cotton Belt Route, through the land of "Profitable Products" during the busy harvest time. It is a country the like of which you have not seen before, in the beauty of landscape or the richness of resources.



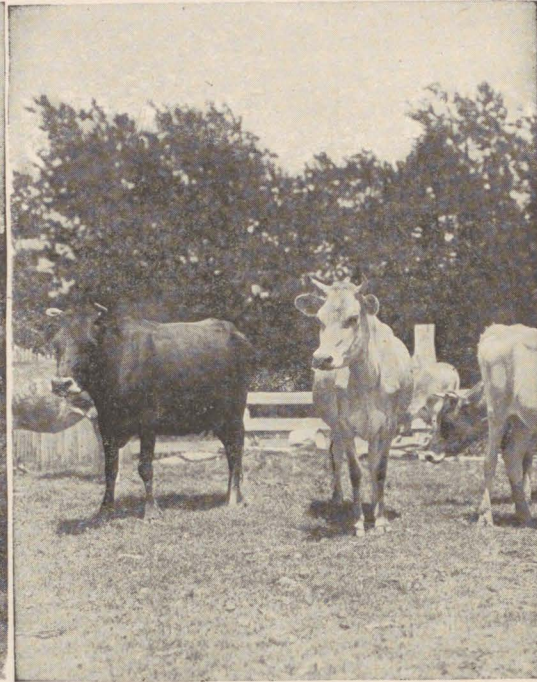
BLACKBERRIES ON CHAMPION FARM NEAR TEXARKANA, YIELD \$150 AN ACRE.



Profitable Products in East Texas



Dairy Cows Returning from the Pasture.



Dairy Stock on Gault Farm, Mt. Vernon.

Gateway to the Fruit and Garden Lands, The Texarkana Country.

FIRST of the several counties whose diversified resources and geographical location class them with the East Texas group, is Bowie, at the North-eastern border of the state, where entrance is made, through the Texarkana gateway, to the fruit and truck belt. Texarkana, as its name implies, is partly in Texas and partly in Arkansas. It is the market for a large farming population and the center of a fruit and truck-growing industry that extends over a good part of Bowie County, in Texas, and of Miller County, in Arkansas.

Along the Northern border of Bowie County, and the Northern and Eastern border of Miller County, flows the Red River, and along the Southern border of Bowie County, and through the Southern part of Miller County, flows the Sulphur Fork of the Red River. There are wide valleys abutting these streams which have a rich red or black alluvial soil, and here are to be found some of the oldest established cotton and corn farms, many acres of which are now being cultivated in alfalfa, potatoes and vegetable crops.

The Orangeburg Soils.

From the valleys on the North and South the land rises in successful swells toward the center, where there is a nearly level plateau, originally covered with a growth of pine and

oak, watered by numerous spring-fed streams. All of the uplands possess a fine, sandy loam soil of the Orangeburg type. In a report on the field operations in connection with a soil survey of Miller County, the Bureau of Soils has this to say about the Texarkana country:

Opinion of Soil Expert.

"The crops best suited to the upland area are fruit, truck, and tobacco of the filler variety, though the success of the latter crop is at present problematical. Fruit, however, especially peaches, is now grown, though in no case with the care and attention that such crops demand. The orchards now standing, in spite of neglect, show the possibilities of peach growing in Miller County. Both the soil and climate favor the production of this fruit. The long growing season, the absence of severe and erratic frosts, and the character of the soil—the Orangeburg fine sandy loam—are all favorable. These same factors are also favorable to the trucking industry and, combined with the transportation facilities of the county, make truck farming a promising possibility.

"The Miller fine sand is especially suited to the growing of alfalfa and Bermuda grass, both of which give heavy yields and at least three cuttings during the season. If the soil should be used more generally for these products, there would

Farming, Orchard and Garden Lands



Second Growth Alfalfa on the Tilson Farm.



Millet Waist High in Red River Valley, near Texarkana.

be plenty of feed for the cattle during the winter months, and they would then come to the spring pasture in condition. There also seems to be a good opportunity for the establishment of the pecan industry upon this type of soil, as is shown by the number of wild trees of this valuable nut found along the Red River. All of these crops, however, excepting pecans, require a more intensive method of agriculture than is at present in use."

Some Figures on Alfalfa.

Mr. Tilson, who owns a large Red River Valley farm near Texarkana thinks this section has the irrigated lands of the Northwest beat on raising alfalfa. He says that on their \$100 and \$200 lands they raise six tons to the acre, but have to sell it from \$4 to \$6 a ton, which, after the cost of gathering the crop is deducted, leaves them only about \$18 net per acre. In the Texarkana country the yield is three tons to the acre on land that is worth less than \$50 an acre, this alfalfa selling for from \$16 to \$20 a ton. The difference is that the East Texas farmer gets about \$50 an acre from alfalfa on low priced land, without irrigation, while the Northwestern farmer gets only \$18 an acre on high-priced land with irrigation. It is more than twice the profit on land that costs half as much. All the bottom land in this section will grow alfalfa, as will also any rich upland. Mr. Tilson has a fine alfalfa stand on his place.

Bermuda grass produces two crops a year on the river and creek bottoms. Bermuda hay is worth \$17 a ton as compared with corn at 63 cents a bushel, alfalfa at \$19 a ton and wheat bran at \$22 a ton. It is the greatest pasture crop in the South for cattle or hogs and it is native to all this splendid East Texas country.

W. C. Word, who has a model truck farm two miles North of Texarkana raised 6,000 cabbages on half an acre and sold them for 5 cents a head, or \$300. He began marketing his cabbage on April 8 and by June 1 had sold out. On June 10 he planted the same ground to strawberries. Mr. Word has only fourteen acres. It is all the ground he wants. He doesn't hire anybody to help him, but cleans up close around \$2,000 a year on the little place by his own labor. Ripe tomatoes come on here as early as May 16 and Mr. Word has sold \$50 worth a day from his gardens. His yield runs as high as 432 crates to the acre, all culls thrown out. Mr. Word finds a market in Texarkana for everything he raises and he makes a specialty of high grade produce.

On the Word farm is one of as pretty strawberry fields as can be found in East Texas and from it Mr. Word gathered \$306 an acre in profits this year. He also has a large patch of blackberries, a variety which he bred himself. From less than an acre he put up 4,000 cans of this fruit and sold a great many fresh berries.

Cleared Place With Crops.

Here is a man who has highly bred chickens, sleek, fat cattle and who, with all of his fruit and vegetables, has a front yard filled with beautiful flowers; who has a nice home, good neighbors, a carriage, a telephone and a good road, just outside of one of the big towns of Texas—a man who is as independent as a king. He bought that little fourteen acres and built that house on a credit. It has been paid for with the profits from the farm. He never gave a note a chance to come due.

J. M. Champion, who formerly lived in Mississippi, four years ago bought a 20-acre tract three miles from Texarkana. He set to work to establish a small fruit and truck farm, mak-



Peach Harvest Crew in Orchard.

ing a specialty of strawberries. From three acres he gathered and marketed \$850 worth of fruit. From two and a half acres of blackberries he got a return of \$250 and from an acre of early peaches he cleared \$190. Between the first of April and the tenth of June he sold from his twenty acres \$1,100 worth of products and they were "profitable products," too.

Fall Crop of Tomatoes.

Mr. Champion has about an acre and a half that he puts into fall tomatoes. This crop comes on in September, after the summer crop is exhausted, and lasts until frost. They net him from \$100 to \$200 an acre. Here is a farmer that keeps up the fertility of his soil by planting cowpeas, and who defies drouths and rumors of drouths by keeping his plow going. Dry weather never hurts him.

Clears \$1,700 to \$1,800 a Year.

What does Mr. Champion clear in a year by his operation? He isn't a man to boast and it was some trouble to get this information, but he thought it would figure up close to \$1,700 or \$1,800. Look around in your neighborhood and pick out the men who are putting away this much money, year after year, by their own labor. Why a 20-acre truck farm in the Texarkana country is a little mint.

Michigan Man Likes Texas.

B. L. Davis, three miles North of Texarkana, has a 370-acre general farm on which are about sixty or seventy acres of fruit. Mr. Davis has lived in Michigan and he has lived in California. He thinks East Texas is as good as any country. It is the home of strawberries and blackberries, peaches do splendidly when properly handled and early apples are profitable. Mr. Davis has a canning factory on his place and he cans his fruit that is too ripe for the market. He has some fine hogs to which he feeds the culls and nothing goes to waste on this splendidly managed farm.

Big Chicken Farm.

Just outside the city of Texarkana is the Lakeside Poultry Farm, established about five years ago and owned by T. L. L. Temple. There are forty acres in this ranch, beautiful hill-



Marketing Truck at Texarkana.

side slopes overlooking a sylvan lake. The equipment includes extensive breeding pens, brooder houses and incubating plants, all constructed along the most modern plans. At present the farm has about 3,500 thoroughbred White Leghorns, Rhode Island Reds, Black Orpingtons, and White Wyandottes. Chickens from these pens have won many prizes at poultry shows all over the country and breeding stock and eggs are shipped into nearly every state.

Sweet Potatoes After Irish.

One hundred car loads of Irish potatoes were marketed at Texarkana this year. This crop is planted about February 14. Harvesting begins about May 20 and continues for a month. The average yield is eighty bushels to the acre and there are buyers to take the crops as soon as they are loaded. The same ground upon which Irish potatoes are grown can be replanted to sweet potatoes, peas or corn, for a fall crop. Potatoes and June planted corn will bring a return of \$100 an acre and cowpeas or vetch can be planted with the corn.

A. C. Campbell exhibited in the Board of Trade rooms at Texarkana some peanuts that produced on ordinary land \$50 an acre.

The City of Texarkana.

Texarkana, the metropolis of the Texarkana country, is unique in that because of its spreading out over parts of two states it is necessary for it to have separate municipal governments and courts, but commercially and socially the spirit of unity prevails. It is one big city for which Texans and Arkansans alike are working.

Mineral Resources Are Abundant.

More than a rich agricultural country to support it, Texarkana has a store of mineral wealth and timber resources. Clays, iron ores and glass sands are found here. It is only a few miles to the producing oil and gas wells in Northwest Louisiana, and natural gas is now piped to Texarkana.

Among the good Cotton Belt Route towns near Texarkana are Genoa, McKinney and Garland City, on the Arkansas side, and Eylau, Redwater, Maud, Corley, Carbondale, Woodard, Bassetts and Finley, on the Texas side.



Rich Farming Lands About Naples and Omaha, in Morris County.

HERE is a strip of land nine miles wide and thirty miles long that makes up for any geographical shortcomings by a multiplicity of agricultural resources. Morris is one of four diminutive counties which form a singular group in the North-East corner of Texas. It is the second county South of the Arkansas border and the second county west of the Louisiana line. The Cotton Belt Route traverses the Northern portion, through Naples and Omaha, an exceptionally rich section, where intensive farming has been developed upon an extensive scale.

Here the land is almost level, just rolling enough to give good drainage, the soil is a rich sandy loam on the uplands and a deep alluvium along the branch and creek bottoms, all well drained and watered by springs and small streams. The timber growth is strong and vigorous and includes a variety of the best hardwoods.

A. J. Leevis, one mile South of Naples, has nine and a half acres of orchard which yielded an average of 400 bushels of peaches to the acre this year.

Mr. Leevis, J. E. Conly and other progressive men of this section are doing much to improve the grade of live stock. A splendid German coach stallion has recently been secured and is the sire of forty-two of the finest colts in Morris County. There is also improvement in the breeds of cattle and hogs, and of dairy stock.

Irish Potatoes 230 Bushels an Acre.

Thomas M. Walker raised on one acre of land 230 bushels of Irish potatoes, which sold for \$213. C. S. Lewis raised



Plums on Leevis Farm near Naples.

and marketed 1,000 bushels of choice potatoes on five acres of land, selling the crop for from 42½ to 65 cents a bushel. He had enough seed potatoes left to plant a fall crop on the same ground.

At Naples there is a large million dollar hardwood lumber mill, employing more than 500 men. This industry supplies a good home market for garden products, milk, butter and eggs.

C. F. Floye, near Naples, had five acres of cabbage, in addition to many other crops and they brought him a good return. After the cabbage was gathered he was able to plant a second crop.

The Omaha Country.

Fourteen hundred dollars from 20 acres of Irish potatoes is the record made by Dr. T. T. Towles, who has a truck farm near Omaha. He also raised 200 bushels of sweet potatoes to the acre and 1,200 crates of green peppers to the acre. Two acres of cabbage netted him \$200, and after the cabbage he got \$75 an acre from snap beans. He grows tomatoes, egg plants, rhubarb, cauliflower and many other kinds of vegetables.

Thousand Crates of Peppers to the Acre.

C. J. Pinckard, who lives half a mile North-east of Omaha, had one acre of green peppers that made 1,000 crates. The plants were propagated in a hot bed early in January and on April 1 were set out in the field. He began gathering them on June 8. Mr. Pinckard believes in keeping up the fertility of the land.



Canning Factory in Peach Season at Omaha.



Profitable Products in East Texas



Harvest Time in the Moore Orchard, Mt. Pleasant.



Wallace Peach Orchard near Mt. Pleasant.

Titus County, Highly Praised by Soil Experts —Bermuda Grass and Pure Water.

SOIL experts are high in their praise of the rich qualities of the sandy loam typical of the gently rolling timber lands of Titus County, which is another of the group of small counties in North-east Texas where the diversified farmer is working a revelation in crop practices. Generally this country is mildly undulating, with a good deal of bottoms, and second bottoms along the small streams which give the land splendid drainage and provide abundant stock water. The alluvial soils are rich in organic matter and are highly productive of grain, grass and cotton, watermelons, sugar cane and similar crops. The higher land is better suited for fruits and garden crops, but they also grow splendid crops of corn and cotton.

Mayor Moore is a Farmer.

Mt. Pleasant is the seat of Titus County and the principal commercial and industrial point. In this vicinity are to be seen some of the finest orchards and some of the best farms. Mayor J. V. Moore of Mt. Pleasant, has 2,000 peach trees of the early variety. From an acre and a quarter of bermuda and pearl onions he made \$325. Berries on Mr. Moore's farm yielded \$125 an acre.

Peanuts Follow Irish Potatoes.

Irish potatoes yield from 60 to 70 bushels to the acre, and after the potatoes are gathered the farmer usually plants Spanish peanuts, which bring him a crop of nuts and hay. A peanut candy factory is now being built at Mt. Pleasant to take care of the large peanut output.

The Country For Dairy Cows.

Within a radius of two miles of Mt. Pleasant it is said there are two hundred ever-flowing clear water springs and the finest bermuda range in East Texas, which are advantages peculiarly suited to the dairying industry. There is not a better stock country anywhere. Any kind of forage crop does well.

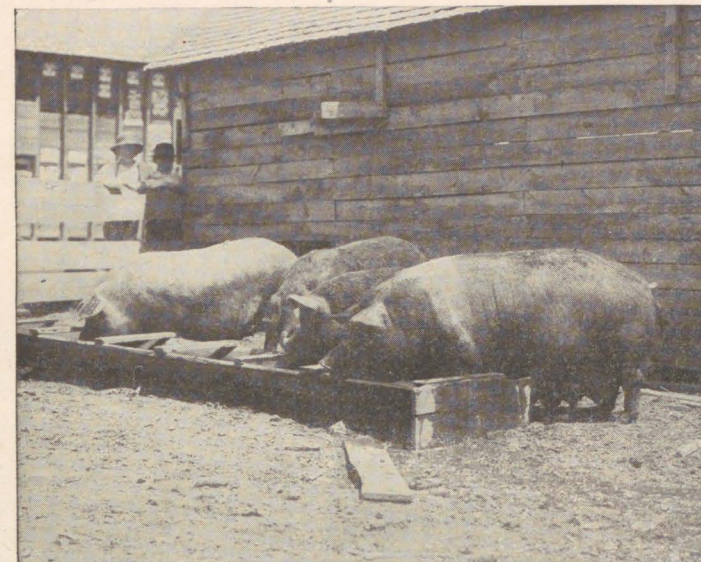
There are large shipments of strawberries and blackberries from all Cotton Belt Route points in Titus County. Figs are grown to some extent and Japanese plums are unusually prolific. Tomatoes, cabbage and all the garden crops are grown here.

M. J. Wallace has a 25-acre orchard near Mt. Pleasant from which he gathered 3,000 bushels of peaches. Mr. Wallace also raises half a bale of cotton and 50 bushels of corn to the acre on some of his land.

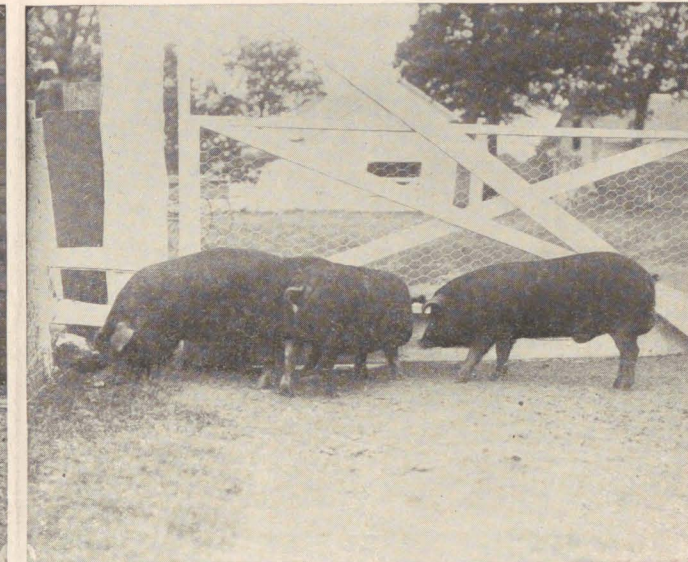
Mt. Pleasant is one of the prettiest little cities of North-east Texas. It occupies a high and healthful location, has all of the public conveniences and educational advantages that a city of its size could boast. The people are hospitable and enterprising.

One mile from the Court House Square at Mt. Pleasant, and connected with the city by a motor street car line, is one of the most popular health and pleasure resorts in Texas, the Red Mineral Springs and Dellwood Park. Here a hundred acres of woods and meadows, surrounding four of the most wonderful mineral springs in the state, have been arranged into a beautiful play-ground, with bathing pavilion, lake for boating, auditorium for public gatherings, amusement places and a palatial hotel, The Dellwood.

Farming, Orchard and Garden Lands



Hogs Raised by W. J. Gault, Mt. Vernon.



Hogs on Peltzer Farm near Winona

What Farmers Are Doing in Franklin County, About Mt. Vernon.

ON THE Western border of the East Texas fruit and truck belt, touching the Red River counties on the North and the prairie counties on the West, is Franklin County, another of the diminutive group, but one of the best little general farming, fruit growing and stock raising counties in the state. The Ft. Worth division of the Cotton Belt Route, extending westward from Mt. Pleasant, traverses the center of the county, through Mt. Vernon, the county seat.

There is a variety of soils in Franklin County, but the section tributary to Mt. Vernon is very much of the same character as the neighboring counties on the East, which have already been described. There is the same rich sandy loam, which everywhere is so prolific of fruits, vegetables, grains and grasses, crops that enter into the diversified list.

Started on \$8.50 Capital.

Six years ago C. S. Martin landed in Mt. Vernon with \$8.50. He had been in Oregon, California and Florida and when he got to Franklin County he decided that it was the fruit country he had been looking for. His limited capital wasn't any handicap because land is cheap. He set out an orchard the first thing and planted cotton between the rows of young trees. The cultivation of cotton is helpful to the fruit. That first year a good cotton crop gave him a big boost to better things. The next year he planted more orchard and grew more cotton and the third year he put his land in Irish potatoes, getting 150 bushels to the acre. Then his peaches came on and he has been making all of East Texas sit up and take notice. Mr. Martin now has a 200

acre orchard, 100 acres in bearing, and this year he shipped twenty cars of fruit. He is now one of the best fixed men in Franklin County.

L. M. Lowe, whose farm is five miles South of Mt. Vernon, is known as the "Watermelon King" of Franklin County. This year he expects to ship 45 cars of melons. After he gathers his watermelons he sows a crop of cowpeas, gets the hay and builds up the soil.

J. E. Gandy purchased an improved farm six years ago for \$3,000. The people around there didn't think the land would do anything great in the way of producing crops and they were a little critical because Mr. Gandy paid so much for the place. Since then the new owner has been growing so many potatoes and watermelons and so much corn and cotton, that one of the neighbors came around and offered Mr. Gandy \$7,500 for his home. But it wasn't for sale.

Fine Country for Stock.

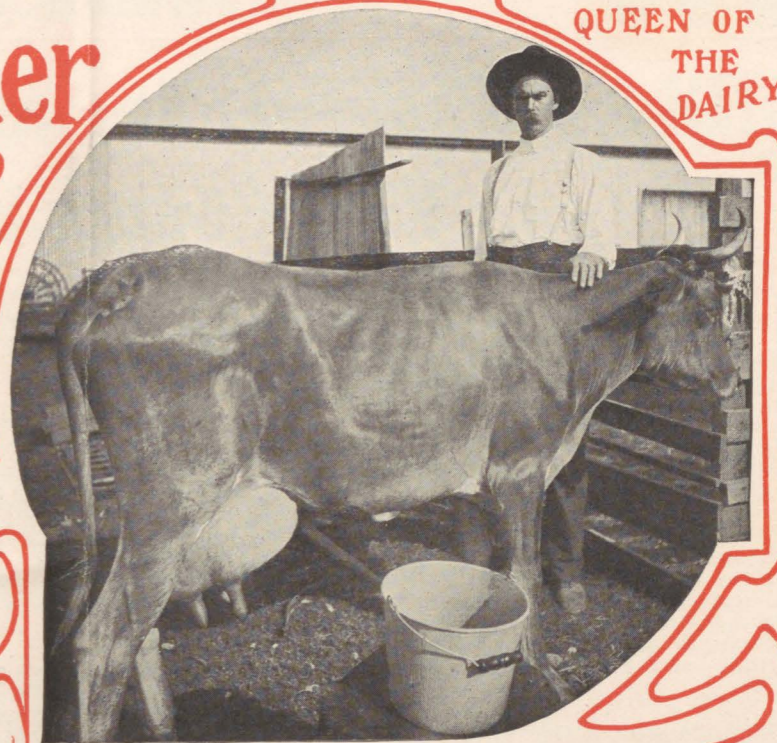
Hogs, cattle and chickens make a fine combination on a Franklin County farm. W. J. Gault of Mt. Vernon, has some splendid stock, some views of which are shown in this volume. Records of the Cotton Belt railroad show that Mt. Vernon is one of the largest shipping points for hogs and cattle in the state. Two hundred and forty-one cars of live stock were forwarded from this station last year. Poultry shipments run 10,000 pounds a week and eggs 250 crates.

W. B. Neal, a Franklin County farmer, brought into Mt. Vernon one day recently a load of poultry that was sold for \$147. How is that for returns from a barnyard flock?

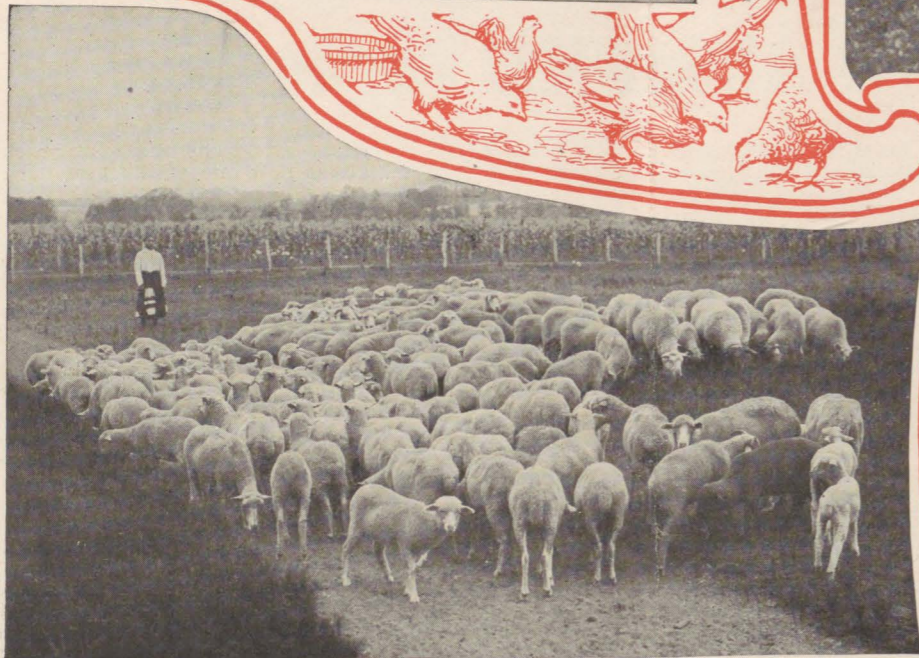
GOOD
HORSEFLESH

Side Lines of the East Texas Farmer

QUEEN OF
THE
DAIRY



WHERE THERE IS ALWAYS PLENTY
FARM AT BULLARD TEXAS



TWO CROPS, LAMBS AND WOOL

CORN THAT PROMISES 100 BUSHELS TO THE ACRE

ONE OF THE BIGGEST MONEY MAKERS

EAST TEXAS FARMERS HAVE SOMETHING TO MARKET EVERY MONTH IN THE YEAR



Diversified Farming as Practiced in the Rich County of Camp.

TOPOGRAPHICAL conditions in Camp county are not different from those sections already described, the land is undulating, with enough slope for healthy drainage. Two-thirds of the total area of the county, as yet unimproved, is covered by a growth of fine oak, hickory, ash and pine timber, which assures cheap building material and fuel, and in many instances will more than pay the cost of the land and the expense of clearing it. There are never-failing springs on almost every farm and the best well water can be procured at from 25 to 40 feet. Branches and small creeks provide abundant water for stock.

D. H. Abernathy, a merchant of Pittsburg, Tex., has practical knowledge of farming, and, with that, a progressive spirit. He has been experimenting with commercial fertilizer on old land and the result is that he finds that these soils respond better to fertilization and cultivation than any other. The sandy, gravelly loam has a clay subsoil that holds both the fertility and the moisture.

Fifty Acres of Bermuda and Independence.

Bermuda grass is cut three times a year in Camp county, and is pastured fall and spring. Fifty acres of bermuda, Mr. Abernathy says, will support a man. Anybody will cut the grass for half the crop, and the half the owner gets will amount to between \$25 and \$50 an acre.

Another good hay crop is cowpeas, which are sown broadcast and mowed. Spanish peanuts make both a hay and a nut crop. Sorghum is one of the best forage crops. These products make this a fine stock country.

Cowpeas after Corn and Oats for Pasture.

Cowpeas planted late in corn, come on with a fine growth of native crab grass and make the finest kind of fall pasture

for all kinds of stock. After oats are cut a crop of cow peas can be grown, making two crops upon the same land. Japan clover takes the land when the farmer neglects it and stock are fond of it.

Mr. Abernathy last year offered a prize to the Camp County farmer who would make the best yield of any kind of crops from one acre of land, his object being to direct attention to the wonderful possibilities in the practice of intensive methods. This merchant has about three acres adjoining his city residence and under his direction it has been made a model diversified farm. Upon it is raised every kind of vegetable and fruit and such field crops as are necessary to support the cows, horses and pigs on the place. Mr. Abernathy knows what an acre of ground in Camp County will do, but he wanted others to find out by their own experience.

Strawberries and Watermelons \$193.

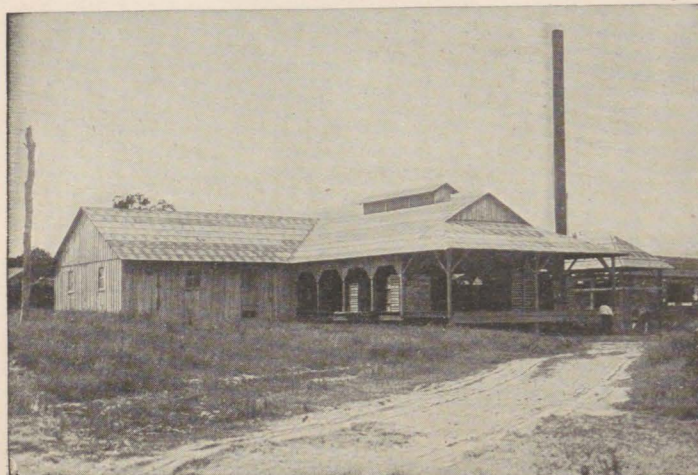
J. A. W. Darby, a farmer near Pittsburg, had half of his acre in strawberries and half in watermelons. His strawberries brought \$168 net, and the watermelons \$25, making the profit from this one acre \$193.

Bale and a Half of Cotton.

D. D. Pilgrim, six miles South of Pittsburg, raised on an acre of sandy branch bottom land, without fertilizing, 2,008 pounds of Triumph cotton, which he sold for \$103.16. This is the equivalent of a bale and a half of lint and 1,300 pounds of seeds.

Ribbon Cane, \$134.50 an Acre.

J. B. Barnwell, six miles east of Pittsburg, raised 269 gallons of ribbon cane syrup on one acre and sold his product for 50 cents a gallon, netting \$134.50 for his acre.



Canning Factory at Mt. Pleasant.



Picking Peaches in Leevis Farm, Naples.



Upshur County, About Gilmer and Big Sandy —Fruit, Truck and Sugar Cane.

THAT portion of Upshur County traversed by the Cotton Belt Route, which is from North Central to Southwest, is gently undulating, timbered and with a slope toward the Sabine River, which forms a portion of the Southern boundary. The soil is similar to that in other counties in the East Texas group, being a sandy loam with a clay foundation. Upshur touches Smith, Gregg, Harrison and Wood, all big fruit and truck counties.

It is around Gilmer, the County seat, and Big Sandy, in the Southern part of the county that diversified farming is highest developed. Strawberries and peaches, tomatoes and potatoes are shipped in large quantities from both these points, and from the smaller stations on the Cotton Belt Route. Watermelons, cantaloupes and ribbon cane syrup are among the most profitable side lines of the growers of corn and cotton.

Alfalfa Thrives on Upland.

John O'Byrne, of Gilmer, recently prepared about two acres of land for alfalfa, inoculated the soil and planted improved seed. The experiment has been a notable success. The alfalfa took hold at once and has been yielding big crops ever since. This was on upland soil. With alfalfa added to the long list of other forage crops this is a stock country without an equal. Hog raising, dairying and the breeding of mules and horses are immensely profitable.

The Country About Big Sandy.

Big Sandy is in the Southern part of Upshur County at the junction of the Cotton Belt Route and the Texas and Pacific railroads. It is a lumber manufacturing city, surrounded by a splendid agricultural country. The population of Big Sandy is 1,000. One mile South of the town is the Sabine River, which

is the boundary between Upshur and Smith Counties. On the North bank of the river is a pumping station of the pipe line from the Oklahoma oil fields to the Gulf.

Dallas Stanford raised 617 gallons of ribbon cane syrup from an acre and a half of land and sold it for 60 cents a gallon, realizing \$317.

Dewberries A Good Crop.

W. J. Holland, of Big Sandy, says: "Several years ago I set two acres of Austin dewberries. From these two acres I have gathered about \$100 worth of berries each year and this without fertilizing the ground. I am satisfied that with thorough cultivation I could make the two acres pay a good deal more."

D. B. Love, a truck farmer at Big Sandy, says: "I have five acres of tomatoes which I expect to yield 60 to 70 crates an acre. I am now selling tomatoes from this land at \$1 a crate f. o. b. the express office here. I expect to make \$300 from my five acres, and they may do better."

From One and a Half Acres of Land.

J. D. Marshall, a farmer living in Upshur County near Big Sandy, made affidavit on June 3, 1910, before W. J. Holland, a notary public, that he raised 680 gallons of ribbon cane syrup on one and a half acres of land and that he sold the syrup for 65 cents a gallon, which is a return of nearly \$300 an acre. Mr. Marshall further deposes that this is about an average yield for this vicinity.

W. L. Kay, of Big Sandy, says: "About the middle of last April I planted one acre to string beans. On June 15 I had picked from this acre 125 bushels of beans, which brought me \$140. The cost of planting, picking and cultivating the acre was about \$40, leaving me a profit of \$100."



Public Square at Gilmer in Cotton Season.



Plum Tree at Gilmer Upshur County.



Smith County, Where the Fruit Industry in East Texas had its Beginning.

HORTICULTURE is oldest in Smith county. It was here that the great industry had its incipency, and with its growth there has been identified the names of some of the most illustrious men in Texas—Hubbard, Douglass, Yoakum, Orr—men who were great in the councils of state, in war, in science and in education, but who were greater in the peaceful pursuits of the farm, in that their efforts have made the land bloom and prosper.

It was Former Governor Richard B. Hubbard who, when Minister to Japan, sent to his Smith county home the first Japanese plum; it was Captain James P. Douglass who inspired the Smith County Fair and later the Texas Fruit Palace, marvelous exhibitions that gave the world the first hint that here in East Texas were the greatest peach country and the richest garden spot on the continent; it was the venerable father of the renowned B. F. Yoakum that preached the gospel of peaches and tomatoes away back in those years when the farmers were struggling with six cent cotton, and it was Prof. A. W. Orr who, versed in the philosophy of the past, and foreseeing the promise of the future, put theories into practice

by creating some of the first great orchards of East Texas.

Smith county annually exports more than a million dollars worth of fruit products. There isn't a town in the county but what is known in the great fruit markets of the world. There is Tyler, Bullard, Troupe, Lindale, Arp, Swan, Winona, Flint, Goodson—and a dozen others, fruit towns—towns that live and prosper on the orchard and garden. The modern air craft couldn't find a place to alight in Smith county without endangering somebody's peach trees or tomato vines.

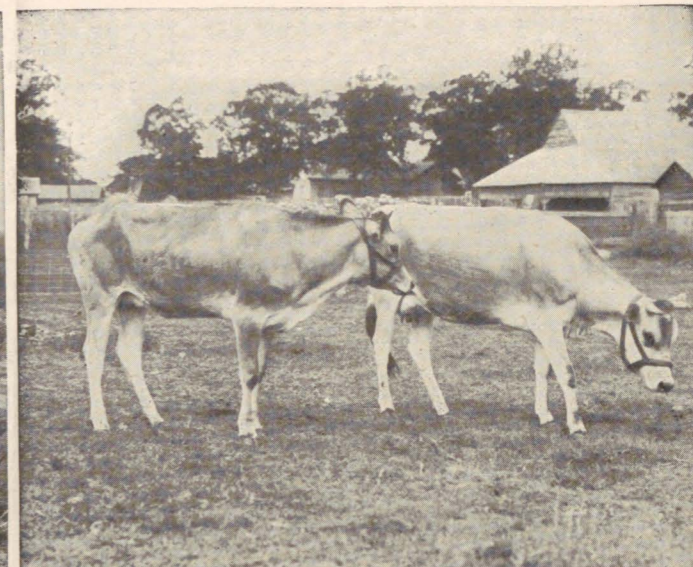
One of the largest peach orchards in Smith county lies near the Cotton Belt tracks just south of the Sabine River, at McGervey switch. For years it was known as the Sabine Plantation, there being in addition to the 250-acre orchard, a large acreage of corn, sorghum, cow peas and peanuts, and one of the biggest hog ranches in this part of the state. The property is now operated by the Peltzer Brothers of Kansas City, who have this year, during the peach harvest shipped two cars every day. The Elberta crop was especially fine. There is money in hogs in Smith county, nearly as much as there is in fruit and truck.



JAPANESE PLUM, BENDING UNDER A BURDEN OF FRUIT ON C. B. STORY'S FARM NEAR TYLER.



Gathering Tomatoes on Owen Farm, near Tyler.



One-Year-Old Jerseys, Raised by G. B. Whitley, Bullard.

C. B. Story, whose farm is near Bostick Switch, two and one-half miles northeast of Tyler, gathered \$500 worth of tomatoes from three acres of land this season. He had eight acres of watermelons that came on July 4 that brought him between \$75 and \$100 an acre, and he had one acre of Rocky Ford cantaloupes that brought him \$100. Earlier in the season Mr. Story sold \$325 worth of strawberries from two acres and he had two acres of Early Wakefield cabbage that brought him \$100 an acre. "I usually make about \$1,400 clear on my 20 acres of fruit and truck crops," said Mr. Story.

Sons Follow Father to Fortune.

The Owens Brothers, who now operate the farm upon which their father got rich enough to retire and move to town, gathered 400 crates of tomatoes to the acre on seven acres of land at Bostick Switch, these tomatoes selling for from 65 cents to \$1.10 a crate. They have 20 acres of Elbertas, which yielded two and one-half bushels to the tree and there were 72 trees to the acre. These peaches sold for 60 cents a bushel at the switch, fifty steps from the farm gate. From eight acres of strawberries they average \$150 an acre. They raised some early green peppers that sold for \$1.50 a crate.

Farming Beats Business in City.

W. G. Goodman, three miles northeast of Tyler, has 14 acres in strawberries and 150 acres in peaches. He expects to clear up between \$5,000 and \$6,000 on his peaches this year. His orchard is now five years old. The third year he cleared \$3,000. Mr. Goodman was raised in the city of Tyler and took up farming because it was a more profitable business than any in the city.

Flint a Fine Tomato Country.

At Flint, 11 miles south of Tyler, on the Lufkin Division of the Cotton Belt, there are some fine orchards and gardens. C. C. Feemster has been growing truck in this locality for ten years and he says his smallest proceeds from tomatoes for any one year were \$175 per acre, the profits sometimes running up to \$365. He has made \$165 an acre on cabbage.

A Splendid Country Around Bullard.

Upon the high red lands which divide Smith and Cherokee, the banner fruit and truck counties of East Texas, is Bullard from which point usually is shipped the first Elbertas and the first big red tomatoes of the season. There is a rich, deep red sandy loam in the vicinity of Bullard that can't be excelled for fruit and vegetable production. The altitude is high, the ground and air drainage is the very best.

Hundred Acre Asparagus Field.

It is near Bullard, just across the line in Cherokee county, that the large farm of the Palmer Fruit Company, embracing 1,520 acres and representing an investment of \$150,000, is located. The company has 1,000 acres in cultivation, including 350 acres of peaches and a hundred acres of asparagus, probably the largest single planting of this crop in the Southwest if not in the United States. J. P. Twhoig, manager of the Palmer Fruit Farm, gives an interesting account of his experience with asparagus. The first crate of this asparagus was shipped to Chicago and there, on March 3, sold for \$6 a crate, netting the producer about 50 cents a pound.

Other Large Orchards Here.

There is another large enterprise here, the Elberta Fruit Company, which has 1,138 acres of land in cultivation, including 10,000 bearing trees and 35,000 that will bear next year, also 500,000 asparagus plants. The Douglass Fruit Farm has 430 acres, including 30,000 bearing trees from which 40 cars of fruit was taken this season. These farms are under the management of F. J. Sackett, who has introduced the idea of packing green tomatoes and shipping them under ventilation, as they do in Florida, Cuba, Mississippi and Mexico.

Speaking about tomato yields, Sim Atkins, two miles east of Bullard, gathered \$1,500 worth of this fruit from three acres. He marketed \$100 worth of tomatoes each day for four days in succession and one load brought him \$165.

J. P. Blow, of Bullard, has had marked success in growing corn. His yields and the quality of grain have established a new record for Texas.



Packing Strawberries in East Texas, one of the Early Crops.



Spread of the Prolific Peach Tree, as Grown in East Texas.

Henderson County Leads in the Variety of Agricultural Resources.

HENDERSON County borders Smith and Cherokee, the banner fruit counties on the east, and Navarro and Ellis, two of the rich black-land counties, on the west. This county forms the western border of the East Texas Fruit Belt. In and about Athens, the county seat, Ash Switch, Murchison, Brownsboro and Chandler are splendid fruit and truck lands and some fine orchards.

Large Orchards Near Athens.

It is estimated that within nine miles of Athens there are 9,000 acres of peach trees of the Elberta and earlier varieties. After the third year these orchards pay their owners from \$100 to \$200 an acre. Plums and pears do well here. Strawberries and blackberries are big producers.

One mile from Athens the Warren Brothers have a little twenty-acre Elberta orchard which this year brought them in the neighborhood of \$1,600. From one acre of tomatoes these farmers cleared \$225.

Adam Broom, six miles south of Athens, last year raised 24 bales of cotton, which he sold for \$75 a bale; 2,300 bushels of corn, which he sold for 75 cents a bushel; 400 bushels of peas, which he sold for \$1 a bushel; 500 gallons of ribbon cane syrup, which he sold for 70 cents a gallon, and 200 bushels of sweet potatoes, worth 75 cents a bushel.

John Schultz, by his own labor and that of his three children, raised 14 bales of cotton, which he sold for \$75 a bale, and 2,000 bushels of corn, which he sold for 75 cents a bushel. Charles Coker, with his own family to help him, raised 25 bales of cotton, 3,000 bushels of corn, 200 bushels of peas and 100

head of hogs. The bigger a man's family the more money he can make on an East Texas farm.

Farmers of Henderson county are greatly interested in the agricultural demonstration work being carried on under the direction of Dr. S. A. Knapp, who is assisted locally by J. T. McWilliams. Sixteen farmers who followed the instructions of the government's experts last year, raised 966 pounds of seed cotton to the acre, compared with a general average of 500 pounds. This shows the effect of improved seed and better methods of cultivation. Sixteen farmers made an average yield of 30 bushels of corn to the acre.

Peas are one of the best crops of this section. Last year the farmers of Henderson county shipped 15,025 bushels of peas. The plant is a great soil renovator and the cured vines are the finest kind of stock feed.

Hog Raising is Given Impetus.

This is a splendid hog country. There is not only a fine mast, but a long list of root, grass and grain crops which make pork production cheap. It is the most lucrative branch of the live stock industry. Fifty-nine car loads of hogs were shipped from this county last year. The Ft. Worth Stock Yards Company regards this as a special field for swine breeding and it has caused to be established for the benefit of the farmers a demonstration hog farm near Athens. At this farm tests are being made with different breeds of hogs and with various fattening methods.

One of the finest specimens of pottery clay in the world is found in almost unlimited quantities near Athens and this material is worked up into fancy crockery wares by one of the largest plants of the kind in the South.



Jacksonville, the Heart of the East Texas Fruit and Truck Belt.

NO OTHER city in the fruit belt of East Texas is more widely known than Jacksonville, the great tomato, peach and strawberry market of the northern half of Cherokee county. It was here that Wesley Love, W. P. Devereaux, J. P. Jarrett and a few of the pioneer citizens established the industry of fruit and truck growing many years ago. It is here that the growth of the business from year to year has been most marked.

Around Jacksonville the country is probably more level than elsewhere, but there is the same red and gray sandy soil which everywhere is so immensely productive. There are large orchards and great sweeps of tomato fields on every hand. There is an atmosphere of diversification, an air of prosperity, an appearance of thrift and enterprise.

Where the land is so productive and where the business of fruit and truck growing is so well established it might be expected that the farm lands would be held at a fancy price, but there are many good farms that still can be purchased at prices as low as \$25 and \$35.

Here the newcomer has the advantage of a location among neighbors who are long experienced in the growing of these profitable crops and who are disposed to give him advice.

Jacksonville is a thoroughly modern little city, a city representative of the agricultural wealth behind it. The deposits

of the banks during the harvest season run as high as \$60,000 and \$70,000 a day. Here the various associations of fruit and truck growers have formed an exchange and buyers gather here from all parts of the country during the harvest season. The current prices are posted on blackboards, just as grain and stock quotations are bulletined in the great market centers of the world, and there is the same activity among buyers and sellers as there is on the boards of trade.

George Merk, whose farm is two miles west of Jacksonville, had nine acres of tomatoes this year from which he gathered a crop that netted him \$1,800.

George Hogan had seven acres of tomatoes which brought an average of \$163 an acre. Mr. Hogan also has a peach orchard from which he cleared more than \$2,000.

Four years ago B. E. Barber of Jacksonville, bought 40 acres of land for \$365 and started into the business of diversified farming. Last year he sold \$340 worth of poultry. From an acre and a quarter he sold \$246 worth of turnips. He had four and a half acres of Irish potatoes that netted him \$724.70. These potatoes were planted on February 15, and gathered on May 20, in time for a second crop on the same land. He had three acres of tomatoes that yielded from 600 to 700 crates to the acre, the crop selling for from 55 cents to \$1.30 a crate. In the last four years Mr. Barber has put \$12,000



G. W. MERK'S TOMATO FIELD NEAR JACKSONVILLE, CHEROKEE COUNTY.



Profitable Products in East Texas

in the bank from the sales of products raised on his farm, mostly by his own labor. That little farm that he bought for \$365 has grown to considerable proportions now, and the other day its owner was offered \$2,500 for his property.

J. S. Haws has a farm near Jacksonville, eight acres of which were cultivated in tomatoes on shares. On July 1st from this eight acres he had sold \$1,425 worth of tomatoes and there were still \$175 worth to be gathered.

Grows Grapes Like California.

Howard Diller, who moved to Jacksonville from Decatur, Ill., in 1902, says: "For the last three years I have turned my attention to the raising of grapes. I have about 20 varieties and all of them grow and ripen to perfection. I have grown grapes in the North but I never had as fine a stand and as good a yield as I have had here. I could not begin to supply the demand at 20 cents a pound. My grapes will compare with any I have seen from California."

Potatoes Net \$100 an Acre.

G. W. Boring, of Jacksonville, says: "I planted eight acres of Irish potatoes in January, from home grown seed raised in the fall, using five bushels of seed to the acre and 500 pounds of fertilizer. I gathered and sold \$950 worth of potatoes from this crop. My total expenses, exclusive of my own labor, did not exceed \$125. I have some land in potatoes from which I expect to get not less than 100 bushels to the acre. It is no trouble to grow two crops on the same land."



HARVEST OF EARLY POTATOES IN CHEROKEE COUNTY. A FALL CROP FOLLOWS ON THE SAME SOIL.

Diversifies on Twelve Acres.

W. J. Elkins has a twelve acre farm near Jacksonville. He says: "I find that a small farm well cultivated pays best. I have something to sell every month in the year. My spring crop consists of corn, ribbon cane, potatoes and tomatoes, and my fall crop includes Irish and sweet potatoes, cabbage, turnips, tomatoes and beans. I have sold more than \$1,000 worth of produce up to the present time and the total expense did not exceed \$200, exclusive of my work. I expect to sell my fall crop for \$300. This has been my shortest crop."

What 15 Acres of Truck Will Do.

L. C. Holcomb, who has a 90-acre farm six miles from Jacksonville, says: "In 1907 I sold my spring crop of tomatoes and potatoes for \$1,800. In 1908 I got \$700 from my tomatoes. This year I was making improvements and did not plant any fall crop. Last year I sold my spring crop of tomatoes for \$1,100. I never put more than 15 acres to truck any year. I raise plenty of forage and corn to run my farm and also raise my meat. My farm is not for sale at any price."

\$701 From Less Than Two Acres.

S. S. Hance, of Jacksonville, says: "From one and three-quarters acres of tomatoes I gathered 1403 crates, which I sold for 50 cents a crate, making my return \$701.50 and I still have 40 or 50 crates to market. The total expense of the crop exclusive of my labor, did not exceed \$75."

Farming, Orchard and Garden Lands



In the Peach Orchard at Harvest Time.

Better Than \$100 a Month From 4½ Acres.

F. L. Mims, of Jacksonville, says: "We planted four and one-half acres of tomatoes from which we gathered and sold 1,700 crates at an average price of 97 cents a crate, which brought us \$1,650. The total expense of the crop, exclusive of our labor, did not exceed \$400."

What Other Crops Will Yield.

Farmers who are well posted give the following yields for staple crops grown in the vicinity of Jacksonville: Corn, average 27½ bushels, will run to 42 bushels to the acre; ribbon cane (for syrup), 350 gallons per acre, worth 50 cents a gallon; sweet potatoes, 200 bushels per acre; Irish potatoes, average 75 bushels per acre; tomatoes, 300 to 450 crates per acre (2½ crates to the bushel); cotton, one-fourth to a bale per acre; bermuda hay, one to two tons at each cutting, three cuttings a season, price \$15 to \$22 a ton; Johnson grass, one and a half to three tons per acre, price \$16 a ton; Jacksonville ships 200 to 300 cars of this hay every year; cabbage, four to eight tons per acre.

At Craft and Dialville.

South of Jacksonville, at Craft and Dialville, there are some fine orchards and tomato fields. The Jarrett orchards are at Dialville. Between Dialville and Rusk the topography is more rolling and the soil is generally of the red sandy type, which is especially recommended for tomato culture. Many of the old plantations in this section, which before the war were cultivated in corn and cotton, have grown up in pine and oak timber and the old furrows are still to be seen in the forests. These lands are rich in fertility from their long idleness and are inexpensive to put in cultivation. Splendid farm sites can be bought, in small tracts at from \$15 to \$25 an acre and on the purchaser's own terms.

In and Around Mt. Selman.

In the northern part of Cherokee county, midway between Bullard and Jacksonville, is Mt. Selman about which little city there is a good deal of activity in fruit and truck growing. The McKee Brothers have a large nursery here. There is also a creamery and a good many fine Jersey cattle. Burton & Newton, G. T. Tarrant and Joseph Brock are among some of the prosperous growers in this section. Some of as fine



Hauling Peaches from the Orchard.

peach orchards and tomato fields as can be found in East Texas are in the vicinity of Mt. Selman. The land is high and well drained and there is a good, rich red and dark sandy loam.

Six Acres of Tomatoes Bring \$750.

R. V. Dublin, of Mt. Selman, has made \$750 from six acres of early tomatoes, 300 crates to the acre. From one-fourth acre of snap beans he gathered 25 bushels, selling them for \$1 a bushel. He made 100 bushels of Irish potatoes from an acre, selling them for \$75 and from one-half an acre of cantaloupes he cleared \$35. There were 65 cars of truck shipped from Mt. Selman that brought around \$25,000.

Makes \$2800 from Nineteen Acres.

From nine acres of tomatoes and ten acres of Elberta peaches S. S. Dublin received \$2,800 in cash. Eight years ago Mr. Dublin borrowed money to start into the fruit and truck growing business. Now he owns 105 acres of the best Mt. Selman land. Mr. Dublin has a fine orchard of Slappy peaches which are just coming into bearing. These peaches are ready for shipment by June 25, and they are said to be the equal of the Elbertas for marketing purposes.

\$100 An Acre from Elbertas and Tomatoes.

C. H. Meek, of Mt. Selman, had seven and one-half acres of tomatoes from which he gathered 100 bushels to the acre. They netted him \$1 a bushel. He has five acres of Elbertas that cleared him \$100 an acre.

Fruit and Truck Growing Around Alto.

Another of the busy diversified farming sections of Cherokee county is Alto, south of Rusk. Here there is a beautiful level country with a rich sandy soil. There are many highly developed farms in this section and Alto is one of the best towns on the Lufkin Division of the Cotton Belt Route. The shipments of peaches, tomatoes and potatoes from Alto aggregate nearly 100 cars a season and there is also shipped from this point a good deal of live stock, cotton and other farm produce.

Corn, oats and forage crops of all kinds produce abundantly; melons, potatoes and peanuts make record yields and the old staple crop of cotton has a place in the front rank of "profitable products."



Profitable Products in East Texas



THE HOUSE THAT A NORTHERN MAN BUILT IN EAST TEXAS FOR \$700.

A Farmer Who Lives in a \$700 House and Grows \$6000 Crops in East Texas.

IN THE experience of William C. Hall, of Brunswick, there is a fine example of what a newcomer may do in this splendid fruit district of East Texas. Mr. Hall was formerly in the banking business in Michigan, having been a neighbor in Berrien county of Mr. Morrill, whose large fruit farm adjoins that of Mr. Hall at Brunswick. The principal inducement for Mr. Hall was the splendid health conditions in East Texas. He purchased 130 acres of raw timber land at \$10 an acre, had it cleared at a cost of about \$10 an acre and immediately set 60 acres to peach trees, making this crop a specialty.

While waiting for the young orchard to come on Mr. Hall

the first year planted seven acres to cantaloupes and from this crop netted an even thousand dollars. When the peach trees were three years old they yielded a bushel and a half of fruit to the tree. The next year the crop averaged five bushels to the tree, and this year, from the 60 acres Mr. Hall gathered between 8,000 and 10,000 bushels, or about 20 cars. The profits from this seven-year-old orchard will be upwards of \$6,000.

This was all a wilderness when Mr. Hall went to Cherokee county. A man could get all the land he wanted for from \$10 to \$12 an acre. In laying out his farm Mr. Hall had in mind the idea of home comfort, as well as financial gain. Upon a



Farming, Orchard and Garden Lands

high knoll, overlooking the whole of his farm, he selected a place for the home, and here a score or more of fine pine and oak trees were left standing, to shade the premises. Bermuda grass was planted upon the space allotted to the lawn and a force was set to work to build, in the midst of these pleasant surroundings, a beautiful bungalow with wide porches—just such a house as there is a picture of in the mind of every city man who has longed for a home in the country. This house has six large comfortable rooms, wide porches on the south and east sides and a summer kitchen. It is surrounded by flowers and shrubbery and is one of the most delightful home spots one could imagine. From the porches there is a sweeping view of miles of the finest peach orchards in the world. The cool breezes play in the towering pines and from the distance there comes the song of the mocking bird and the cooing of the turtle dove.

How the House was Planned.

This ex-Michigan banker entertains his visitors among these surroundings and tells them of the transformation that has been wrought in the last seven years. Everyone who has seen the Hall bungalow is anxious to know what is the cost of such a building. When Mr. Hall told some of his Eastern friends that the building, with its six large rooms and the big porch almost circling the house, cost him only \$700, it created no little surprise, but this is a country where lumber of all kinds is plentiful, and a man like this enterprising East Texan needs no architect or contractor, or little else except a strong hand or two to help him. Lumber is \$10 and \$12 per 1000 feet here, compared with \$28 and \$30 in St. Louis and Chicago.

Mrs. Hall is a Northern woman and a former school teacher. She finds the social surroundings congenial. There are good neighbors and every farm home has a rural telephone. Dinner and house parties are more frequent in the neighborhood than among circles of friends in large cities. There are church services and entertainments of various kinds to make life pleasant. At the same time people live the simple life, giving little attention to frills and fashions. It is the healthful, wholesome life of the out-of-doors that makes people strong and happy.

"This is as good a country as a man who is looking for profitable occupation and healthful surroundings can find anywhere," says Mr. Hall. "Anything can be raised here. Irish potatoes, sweet potatoes, tomatoes and cantaloupes are as profitable crops as peaches. A man doesn't have to depend upon any one crop. He can diversify to his heart's content. Forty acres is enough for any one man to attempt to handle, with the help only of his family, and on forty acres more can be made than on some of the large farms devoted solely to staple crops. The ideal farm would be twenty acres of tree fruits, ten acres of truck and berries and the remainder of forty acres in pasture, grain and forage crops. There is good money in stock, because there is plenty of grain feed nearly all the year round."

There is land around Brunswick, just as good as that upon which the Hall farm is located, and with just as pretty homesites, that can be bought for \$20, \$25 and \$30 an acre.

A Fruit Demonstration Farm.

Adjoining the Morrill orchards on the south is the Cotton Belt Route's fruit demonstration farm of 300 acres, conducted under the superintendency of Edw. Boyd, who went to East Texas from Brunswick, Nova Scotia. This company has 160 acres in peaches, 25 acres in early apples and smaller plantings of plums and other fruits as well as a number of field crops. The success of this farm has been a real demonstration of the value of the soil for fruit production and neighboring orchardists have received many suggestions by observing the method of its operation. Here the theories of the fruit expert are put to practical tests and the benefits derived therefrom are established for the community's guidance.

The Cherokee Orchard Company, which is composed of Missouri people, has 1,000 acres of land near Brunswick, about 400 acres of which have been set to peaches, some of which are in bearing for the first time this year. C. H. Richmond, general manager of this company, says: "Our opinion is that this portion of East Texas is the finest place in the world for men with small means to get a start. Lands are still cheap, but are rapidly advancing. As a fruit country, especially for peach culture, one has only to ask any commission man. The climate is unsurpassed. The water is excellent."

The Morrill Orchard and Truck Farm.

One of the largest peach orchards in Texas was established about eight years ago by the Morrill Orchard Company, at Morrill, in the southern part of Cherokee County. The general manager of this company, Roland Morrill, has large fruit interests at Benton Harbor, Mich., and is one of the best known orchardists in the United States. Repeated failures of the peach crop in Michigan and continued success of East Texas growers with the new variety of early peaches, known as the Elberta, caused Mr. Morrill to visit East Texas and investigate the possibilities of commercial orcharding. He was quickly convinced that here the peculiar conditions desired

for peach culture were as near perfect as anywhere else, and, believing that East Texas could stand up against all competitors in the production of this crop, he organized a company and purchased 13,000 acres of land near Morrill. The company now has more than 1,400 acres of peaches and several thousand acres of truck and field crops in cultivation. This year the Morrill orchards marketed 165 cars of peaches, of the finest quality ever shipped from Texas. This fruit, being especially graded and packed, commanded a fancy price on the market.

Potatoes on the Morrill Farm.

Speaking of other crops than peaches grown on this big farm, Col. Morrill says: "We have grown the Triumph, the



The Brunswick Farm House.



standard early potato of the South, for seven years. At first an average yield of 100 bushels to the acre satisfied us pretty well, but we became convinced that we should give a little better cultivation and in consequence we have increased the yield to 150 bushels an acre and have taken 10,800 bushels off of 50 acres. We have also, in an experimental way, on less than an acre, with double fertilization, taken off at the rate of 427 bushels of marketable potatoes an acre. The lowest average price we have received in seven years for the entire crop of potatoes has been 63 cents, and the highest, \$1.04. The average cost of production and shipping has been under 40 cents. Therefore I say frankly that the Irish potato crop is a profitable one, more particular so if grown in small areas and under higher culture than we have practiced.

Cantaloupes Pay on Small Acreage.

"The cantaloupe we have grown with varying success in quantities of 50 to 150 acres a year, but peaches being our principal ambition, and as our orchard was coming into bearing, we discontinued the cantaloupe because it interferes with the earliest shipment of peaches. With smaller areas, thoroughly cultivated and possibly shipped to smaller markets, they would pay very well indeed.

"The watermelon crop has become quite a favorite with us because it is always salable and, so far, at prices sufficient to pay for cost of the land, the labor of clearing it and the expense of production. We make it a practice to grow watermelons on first year land, freshly cleared. I believe the crop will pay on any good sandy land, and the better the culture the better the net results.

Corn 30 to 50 Bushels an Acre.

"Of cotton, we grow annually a few hundred acres, getting at least full average results. I only remember one year when it failed to make a little money. While I would not call this a corn region, we succeed in making 30 to 50 bushels of corn per acre on our best land, some of it being river bottom and as rich as land can well be. Corn is usually high priced and we need it for stock feed, so we have always considered it profitable, certainly desirable to have the cribs full when we begin the season's work.

"So far as vegetables ordinarily grown in gardens are concerned it is surprising how well they thrive here and how much can be produced on a small piece of land, if thoroughly cultivated.

Peaches That Take Ribbon.

"Our main crop and the crop we came here to grow is peaches and we have 1,400 acres planted, on which we have expended a great deal of money, labor and thought. In 1908 we gained the honor of unsolicited statements in the papers of St. Louis and Chicago that the Elberta peaches shipped from this farm were the finest ever seen on those markets, and with over 20 years experience in as fine orchards as there are in America, I say freely that I never saw their equal. Our neighbors have set peach orchards and cared for them in an up-to-date manner, until today there are 2,700 acres of peaches at this point in practically a solid body, that we do not think can be duplicated in the State of Texas.

"I do not think I ever saw a soil more responsive to thorough and intensive culture than are these light soils of East Texas. To the man who undertakes no more than he can handle this country offers some splendid advantages, one of the principal ones being the certain appreciation of real estate values, which is bound to come and keep on coming until every acre of good soil in the United States is occupied by a farmer."

Rusk and its Surroundings.

Rusk is the seat of Cherokee county and one of the oldest cities of Texas. It claims a population of 3,500. There are three railroads and ten trains are operated in and out of Rusk every day. Here is located one of the State penitentiaries, with its many industries. From Rusk the State of Texas has constructed a line of railroad to Palestine, about 30 miles westward. Rusk is located midway between Jacksonville and Alto, two of the big fruit shipping points on the Cotton Belt Route.

Surrounding the city is a range of red hills which contain millions of tons of valuable iron ore. The plateaus on top of these hills and the valleys between, are ideal fruit lands, having all the advantages of soil and elevation. For many years there was operated a large iron furnace at the State Penitentiary at Rusk and profitable use was made of the minerals. Three miles east of Rusk is the site of the once busy industrial city of New Birmingham.

Within a few miles of this county seat town, where there are the best of schools, churches and social advantages, one can buy the finest of truck and fruit lands for from \$10 to \$25 an acre. These lands are beautifully located.

Plant Potatoes in January.

R. L. Robinson and B. C. Coupland, of Rusk, have been especially successful in the growing of Irish potatoes, getting a return of \$100 an acre from this crop. Last year they planted on January 27, and had potatoes ready to ship by May 1. The yield was a hundred bushels to the acre and the price an even dollar for every bushel.

Missouri Man Likes Cherokee.

R. E. Bailey moved to his farm near Rusk from Fulton, Mo. He is engaged in general farming but has a small planting of strawberries, about two acres, from which last year he sold \$250 worth of fruit. Mr. Bailey says that this is one of the easiest places for making a living he has ever seen. Among Mr. Bailey's neighbors is S. S. Rowe, also a former Missourian, who is making a specialty of stock raising and who has some of as fine colts as Callaway county, Missouri, ever produced.

J. P. Sears, of Rusk, is a truck grower that raises a good many different kinds of crops, but his experience with green peppers is worthy of special note. From two and a quarter acres he sold \$1,365 worth of the large pods, this on ordinary sandy soil.

Fifty Acre Pecan Orchard.

Judge Frank Guinn, one mile from Rusk, has one of the largest cultivated pecan orchards in East Texas. He began planting about four years ago and now has out 50 acres of trees, including several of the leading thin-shelled varieties. Judge Guinn has been successful in budding pecans to hickory sprouts. While the pecan orchard is growing to maturity crops of cotton, beans, tomatoes, pepper, Irish potatoes, cucumbers, watermelons and cantaloupes are raised between the trees. These truck crops yield from \$150 to \$250 an acre.

Dr. A. H. McCord has a 6-acre pecan orchard now in bearing. The older trees yield from 250 to 400 pounds of fruit annually, the nuts selling for 50 cents a pound. These trees are of the most improved thin-shelled varieties. The orchard is considered by its owner to be a fine investment.

Watermelons a Paying Crop.

T. M. May, who lives four miles east of Rusk, has 20 acres of watermelons, and H. G. Reeves of the same neighborhood has five acres. The watermelon is prolific on the sandy soils of both upland and bottoms.



Farm and Orchard Lands About Lufkin and the Rich Country Southward.

Dairy Made Him \$8300 in Six Years.

Lufkin, Texas, June 17, 1910.

Six years ago I started in the dairy business with a capital of \$12. I now have 78 head of Jersey cattle with an Island bred bull at the head of the herd. I have two brood mares and raise a colt every year from each of them. I sold one of the colts, three months old, the other day for \$112.50, which price made me \$90 profit. I have 26 head of hogs which I keep on the waste of the place. My farm consists of 151 acres, 30 acres in cultivation and the rest in pasture. I have eight acres in corn that will yield 40 bushels to the acre and have some new land in cotton which will yield half a bale to the acre. With no capital I have made and saved property worth \$8,300 in six years. There is plenty of land in East Texas that offers the same opportunities if a man will only stay with it. There are lots of good towns along the Cotton Belt that are without a dairy, as Lufkin was before I started. A man can get out two or three miles from town and buy the cut-over timber lands for \$10 an acre and raise anything he wants.

J. E. BERRY.

San Augustine County.

Southward from Lufkin the Cotton Belt Route penetrates the great pine forests of Angelina and San Augustine Counties to White City, the present terminus of the Lufkin Division. Here the agricultural development is not so marked, but the soil and climatic conditions are much the same as they are in other parts of East Texas. The lumber men are rapidly clearing the land and making a way for the settler, as they did in the country to the Northward. Lands here are much lower priced than elsewhere in East Texas.

AGRICULTURAL development in Angelina County has awaited the clearing of the great forests of pine and hardwood timber, which for more than thirty years have kept busy the great lumber industries and sustained the many towns and cities in this section of Texas. The farmer has followed in the wake of the timber cutter.

Raises Cowpeas, Ribbon Cane and Peanuts.

N. D. Wright, of Lufkin, is one of the successful farmers of this section. He is the kind of a farmer that plants cowpeas between his corn, thereby getting two crops and keeping up the fertility of his land. Mr. Wright gets from 400 to 500 bundles of oats to the acre, 250 bushels of sweet potatoes, 350 gallons of ribbon cane syrup, which sells for 60 and 75 cents a gallon. Sugar cane is one of the most profitable crops the Angelina County farmer can raise. The syrup is of special quality and always brings a good price. Mr. Wright raises peanuts for his hogs and makes from 1,500 to 1,800 pounds of pork to the acre. The meat is of the same quality as the famous Smithfield hams.

Raises Peanuts and Ribbon Cane Syrup.

Lufkin, Texas, June 20, 1910.

Among the special crops raised in this section are peanuts, ribbon cane syrup, sweet potatoes and Irish potatoes. On my land the yield is from two to three tons of peanut hay per acre, which sells for from \$16 to \$20 a ton. I raise from 200 to 300 gallons of ribbon cane syrup per acre, and always get 50 cents a gallon for it. There is hardly any farm product that we do not raise at a good profit because we have a splendid market right here at home.

J. K. BUTLER.



Business Block at Lufkin, Texas.



Modern Dairy Plant near Lufkin.



Cotton Belt Route



A Final Word to the Homeseeker.

When you think of contentment as you would want it on a farm, don't you think of fruits and flowers, of milk and honey, of grain and grass, of trees and running brooks, of hills and valleys, of sunshine and blue skies, of sleek cattle and grunting pigs? East Texas has all these.

This is a country that needs no artifices of the irrigator or the soil expert to bring forth its richness. It is a country where you till the soil in the same old way that your fathers did, only a little better and a little oftener, if that is possible; it is a country where the farmer operates all the year around, where he begins plowing in January and February and where he does not quit gathering his crops until Christmas; it is a country where two and three crops are grown upon the same land the same season; it is a country of plentiful rain and of abundant sunshine; it is a country where the crop opportunities are maximum and farm expenses minimum.

East Texas has sent its message. The farmers down there have told you what they have done. The pictures have been shown to you to substantiate their statements. There is only one way that you can better get acquainted with East Texas and that is to go and see the country for yourself. Go and see it all, get the pick of the land!

On the first and third Tuesdays of each month you can buy at the principal Northern Gateways, at special low rates, round trip tickets to all parts of East Texas. You can purchase one of these tickets via the Cotton Belt Route and arrange to stop off at any station from Texarkana Southward, resuming your journey at pleasure and stopping at will, going or returning, provided you complete your trip within 25 days.

If the Cotton Belt Route can be of any assistance in helping you to plan your trip, in quoting you rates, or giving you information regarding schedules and service, just sit down and write a letter to any of the officials or representatives named on this page. They will be glad to serve you in any way they can.

LIBRARY OF COTTON BELT ROUTE LITERATURE (Free Upon Request)

Homes and Harvests in Arkansas.—A forty page book treating on the climate, soil, natural resources, development and products of Arkansas along the Cotton Belt Route. The book is illustrated throughout. Many interesting farming experiences are published giving actual results obtained in this productive and healthful country. In few sections of the United States are the opportunities so great or the rewards so liberal as in Arkansas.

Texas Farm, Fruit and Garden Lands.—A book of forty pages, dealing with the opportunities for home-building in Texas, along the Cotton Belt Route.

Northwest Louisiana.—A book of twelve pages, describing fully the

great possibilities of the Northwest corner of the State—the newest and richest spot of a wonderful commonwealth. Illustrated with farm and stock pictures.

The Rise of Rice in Arkansas.—A twenty-four page folder, handsomely illustrated. Tells you of the growth and development of the "World's Greatest Cereal" in Arkansas along the Cotton Belt Route.

Southeast Missouri, Valley and Ridge.—A profusely illustrated booklet of thirty-two pages. Full description is given of the rich and productive agricultural lands awaiting the settler in Southeast Missouri, along Crowley's Ridge and in the St. Francis Valley.

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Full information as to rates and routing will be furnished cheerfully upon application to any of the Freight Representatives of the COTTON BELT ROUTE, shown on Page 30.

WELLS FARGO & CO EXPRESS

Operates on the entire Cotton Belt Route. The only Express Company having continuous through lines from Ocean to Ocean and from the Lakes to the Gulf; also throughout the Republic of Mexico and connections to Europe. Facilities unexcelled. Quick time and lowest rates to all points. Passengers' baggage carried in bond without examination at original port of entry.

Travelers' Checks

A most convenient and practical method of carrying funds on trips in this country or abroad. These Checks are payable at Express Offices, Banks, Hotels, Tourist Agencies, and by Merchants throughout the civilized world, without discount or commission. The holder's signature is the only identification required and if the Checks are lost or stolen the amount will be refunded.

Domestic or Foreign Remittances

Wells Fargo & Co also issue Money Orders for remittances to any part of the world at very low rates.

WESTERN UNION TELEGRAPH CO.

TELEGRAMS for transmission over the wires of the Western Union Telegraph Company accepted at public telegraph stations of the Cotton Belt Route.

NIGHT LETTERS of fifty words or less handled at the regular rate for a 10-WORD DAY MESSAGE.

Compiled by John C. Small
Photographed by Bell & Palfrey
Printing by Security Printing Co.
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