

# The St. Tammany Farmer

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## MARKETING FARM PRODUCTS.

Marketing his products is the biggest problem the farmer has. The man's farm that is worth \$500 an acre became valuable not because of the great productivity of his soil, but because of the fact that the crops raised could be placed on the market and sold for cash. The farmers organized, planted an acreage sufficient to make it profitable to the railroads to give adequate transportation facilities. Florida lands that are not as productive as those of St. Tammany parish became worth from \$200 to \$1000 per acre because truck could be raised for the high and early market and because a sufficient amount of these products were planted to cause the railroads to stand up and take notice that a big business was in store for them if they furnished quick movement for the crops in refrigerator cars that would put the stuff on the market in fine, fresh condition. Organization, standardizing and grading of products, special attention to the kind and size of packages desired on the particular market, and all the little details that enabled the commission merchant to handle quickly and with little trouble have given these products preference, stabilized them and created a demand that insures to the planter a profitable business.

St. Tammany parish has an advantage over a considerable amount of the valuable land that is now being planted in truck. We are earlier and have even better transportation facilities. The trouble with us is that we are not doing anything in this line systematically. If the railroad companies were to come to us to-day and ask, "About how many carloads of stuff can you ship this season and how many refrigerator cars do you want us to put on?" we could not tell. And if we could, the packages would probably not be standard and the products would not be graded, so if we did ship the return would be small and the farmers would say there is no money in truck growing. We get beat all the time. It is hard to make them understand that a medium sized graded potato will sell at a higher price than a package that contains a majority of large potatoes and the rest medium sized. Farm products must have a standard quality and must be graded to sell at a profit, and it is the only way a commission merchant can handle them at a profit.

This is strongly illustrated by a story told by Mr. Frank Giordano, who is a very successful truck grower. On the coast a friend had a field of lettuce for which there was an excellent market, but he failed to get the price that Mr. Giordano got, so Mr. Giordano went to this man's farm and packed three barrels of lettuce out of the twenty that were shipped. When the returns came in the three barrels Mr. Giordano packed brought \$10.00 a barrel; the rest of the twenty brought \$3.50 per barrel. Then his friend got mad and accused Mr. Giordano of being in with the commission merchant on the deal. But the fact was, there was just that much difference in the value of the lettuce, because of the condition it was in when placed on sale.

The syrup that is now being sold by the farmers of St. Tammany at less than the cost of production could all have been sold at a profit if it had been of a certain standard. In order to do this the farmers must be organized. While the true remedy for the wide variance in the quality and color of syrup is a central mill, yet organization and co-operation would enable the establishment of several grades in color and specific gravity in quantity sufficient to ship carloads of each grade, which would make it marketable.

Mr. Giordano is now shipping new Irish potatoes. His home is Covington and he is interesting himself building up the truck industry here. He has just received a letter from the Edward G. Davies Company, which operates the "Davies Cars." This is a fast freight refrigerator service. In this letter we notice two items of interest, as follows:

We are glad to hear that you are trying to interest the people in your section in truck farming and feel that this part of the country should make out well. As soon as I get a chance will come up and see you.

With regard to your cars of syrup, I have to-day gotten in touch with the Langhoff Sugar and Syrup Company and informed them that you had some cars for sale, and they have promised to get in touch with you.

If we could get our lands properly drained, St. Tammany parish could be made one of the most profitable trucking districts in the United States. It is the natural home of the Satsuma orange and the grape. These crops are profitable. There are other things we raise that could be bought out of the profits of more valuable crops. No place can beat us raising strawberries. Yet with all these advantages we are doing nothing because there has been no systematic effort to compete with sections that have not our advantages.

THE FARMER MUST ORGANIZE TO ACCOMPLISH ANYTHING. The movies, the magazines and farm journals are full of the results of co-operation, organization and home boosting. St. Tammany must get into the fight for better things.

### MR. BRIGGS' LETTER.

(Continued from page 1)  
vegetable matter, together with an abundance of lime. A soil having a suitable mechanical consistency is the first essential. Soils lacking in fertility can be improved by a proper cropping system or by the judicious use of manures."

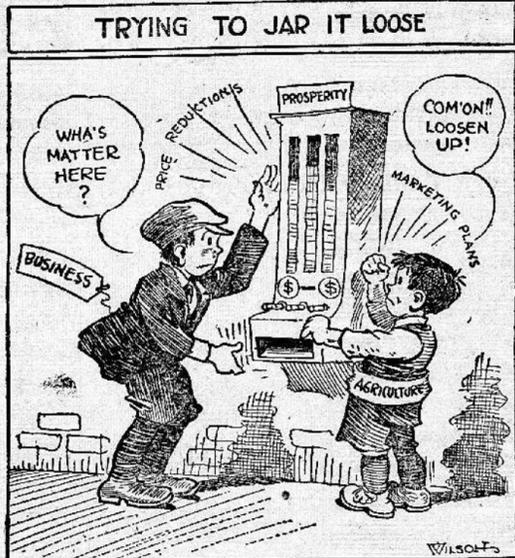
#### Money Value of the Crop

In 1909 W. R. Beattie, U. S. Government Horticulturist, gave the following estimate of the value of peanuts as a money crop: "The peanut vines, after the removal of all the first-class peas, have a feeding value practically equal to the cost of the field culture of the crop. An acre of first-class peanuts, calculating the yield at a ton of vines, worth from \$8 to \$10, and 50 bushels of peas, worth \$40 to \$60, will give an income of from \$48 to \$70. The cost of growing an acre of peanuts is variously estimated at from \$12 to \$25, including seed and fertilizers. These figures show a net return of from \$36 to \$45, which is above the average for the crop as now grown in the United States, but decidedly lower than may be expected under favorable conditions and proper cultural methods." At present prices of hay (around \$30 a ton) and 7c to 8c a pound for peanuts, the estimate would amount to a considerably higher figure; but if drainage will help us to produce so valuable a crop on our cut-over lands, then drainage pays.

Value of Peanuts for Stock Feed. "Where the vines are properly cured in stacks, the hay will come from the picker bright and clean,

with a feeding value equal to, if not greater than, first-class clover or alfalfa hay." "No other crop grows this section is as cheap a source of feed for fattening hogs. One acre planted solid (i. e., not interplanted with corn) will, without any other feed fatten three or four shoats." But when interplanted, the corn and peanuts in alternate rows and the velvet bean planted later in the same row with either the corn or the peanuts, the combination "results in a larger and more economical yield of feed from an acre than is produced by any one or two of these crops grown separately." "On land where peanuts do well this mixture produces an abundance of feed of a well-balanced ration and will produce a better quality of pork than a feed of either peanuts or velvet beans without the corn." "The peanut vines and peas when chopped or ground together form almost a balanced ration for a dairy cow."

Methods of Feeding. "When grazed or 'hogged' off, the peanuts are sometimes planted at the time the corn is given the last working, and are allowed to grow as a catch crop among the corn. After the corn is pulled, cattle are turned in to eat the fodder and the peanut tops. Following the cattle the land is pastured by hogs to clean up everything that remains." "Corn, peanuts and velvet beans are planted in combination only when the peanuts and at least a part of the beans are to be grazed off. The corn, and often a part of the mature beans, are harvested early and the hogs are then turned in to gather the peanuts. The hogs have a strong lik-



ing for the peanuts and will not eat many beans while the former are available. If a sufficient acreage of North Carolina peanuts is planted to carry the hogs until the end of the year, the beans will have become sufficiently softened by rains or by moisture from the soil to be palatable. The beans will then furnish grazing until about the 1st of March, or even later if the land is not plowed. It is often difficult to get hogs to commence eating velvet beans, especially early in the season, when they are too hard to be palatable. This means that, as ordinarily handled, the beans will not be readily grazed until after several killing frosts and the beans have been more or less trampled and thus softened by the moisture absorbed from the soil. If the weather is dry this may be very late in the season. Frequently, it is desirable to have the beans grazed earlier. This may be assisted by plowing under the crop. The beans then are quickly softened by the moisture absorbed from the soil, and since they are found in bunches, they are readily rooted out by the hogs and consumed with but little waste. Only a few farmers have yet learned this practice, but these few are following it with excellent results. In the case of the velvet bean-peanut-corn combination, the plowing should be done as soon as the greater part of the peanut's studied cattle were turned into the fields of velvet beans to gather from one-half to three-fourths of the crop, the remainder, sufficient to carry the hogs, remaining on hand after the peanuts were grazed off. The common practice is to market most of the fattening hogs directly from the peanuts, leaving only the sows and fall pigs to graze on the beans. However, if the beans are turned under as described above, they might well be used, especially in conjunction with some crop like sweet potatoes, to help harden the soft pork resulting from a peanut ration. As a grazing crop, velvet beans, do not have the fattening qualities possessed by peanuts, though the pork produced is firm and of good quality." From the foregoing it clearly appears what a profitable feeding crop the peanut may be made.

And here is a suggestion decidedly worthy of consideration: "There seem to be splendid opportunities in the peanut-growing sections to develop a trade in country-cured hams and bacon similar to the Smithfield products of Virginia. This peanut-fed pork should command a price higher instead of lower than that from corn-fed hogs." Think of the opportunity to develop a market in New Orleans.

Rotation and Drainage. "Peanuts should be grown in rotation with other crops rather than as a specialty. The cropping system will depend somewhat upon the area of other grown crops, but the arrangement should be such that the land will be planted to peanuts one year in each three or four. A good

rotation is corn or cotton the first year with cowpeas planted between the rows at the time of the last cultivation; the next season plow under the remains of the cowpeas and plant the land in peanuts; as soon as the peanuts are harvested sow the land with rye and use as a winter pasture; plow under the rye during the springtime and plant cowpeas, using the peas as a hog pasture during the autumn; then return to corn or cotton the following year. "Another plan would be to devote the land one year to sweet potatoes instead of cowpeas, or to a crop of early Irish potatoes followed by cowpeas or crimson clover. In this rotation stable manure should be applied to the crop of corn or cotton, and the commercial fertilizers with peanut and potato crops. Peanuts should invariably follow some well-cultivated crop which has been kept free from weeds." We shall not forget the importance of drainage in keeping the system of rotation up to a high point of efficiency, so as to keep the land occupied and to make over yep a profitable crop. A Word to the Wise is Sufficient. "This word of final caution in U. S. Farmers' Bulletin No. 1127, 'Peanut Growing for Profit,' is sufficient proof of the value of drainage: 1. "Plant peanuts in rotation with corn, cotton, cowpeas and other farm crops. 2. "Be sure your land is adapted to growing peanuts. Do not plant sour or poorly drained land to peanuts." It pays to have drainage, because drainage much more than pays for itself.

## ANNOUNCEMENT

To the Farmers and Citizens of the Parish of St. Tammany:

I am prepared to repair all makes of gas or kerosene engines and well pumps. Also electric wiring and plumbing done at reasonable prices. Give me a trial.

R. B. VAUTIER,  
1207 21st Ave., Covington, La.  
Phone 233, P. O. Box 494.

## USE ASBESTOS SHINGLES

They are Fire Proof, Storm Proof and Leak Proof and give the best satisfaction. Made by H. W. Johns-Manville Company.

Sold by  
**H. J. SMITH'S SONS**  
Covington, La.

## ADVERTISER

Home Sweet Home by Jack Wilson

## CLASSIFIED ADVERTISEMENTS

Foreign Advertising Representative THE AMERICAN PRESS ASSOCIATION

For car trouble phone 181. Star Garage. Head of depot.

FOR RENT—Rooms for light-housekeeping. Apply 410 Lockwood street. ap23-1f

FOR SALE—Verna Heim, splendid modern home, completely furnished, and 10 acres land beautifully located on the Mandeville road and Abita River, near Covington. Artisan water, agricultural implements. Low price and reasonable terms. See Dr. Stevenson. ap23-3t

WANTED—To purchase, for quick cash, several farms and acreage. address in confidence Will J. Morgan. Abita Springs, La. ap23-1f

FOR SALE—Sow and eight pigs, about three months old. Phone 339, T. A. Vaughan. ap30-2\*

STRAYED—Bay mare, branded O with arrow on left hip, white spot in face, white hind foot, weighs about 1300 pounds, about 14 hands high. Reward for information leading to recovery. Notify Walter Gray, Covington, La., Lee Road. ap30-2t

Housewiring of all kinds at the lowest price for modern work, at Trenchard. Tel. 366.

NOTICE. I am applying for a pardon, having been convicted of manslaughter. ap30-3t WALTER TYRNEY.

For service phone 181. Star Garage. Head of Depot.

MAY FESTIVAL MAY 6. The Women's Auxiliary of the Presbyterian Church are planning more elaborately than ever before for the May Festival to be held May 6th in the church yard. Twelve tiny maids are to trip through the figures of the may-pole dance, while one fairy queen and her royal court grace the scene with their presence. There will also be tables of fancy work, growing plants, cut flowers, and, of course, plenty of delicious cake, candy and cream for sale.

DODSON'S LIVER TONE KILLS CALOMEL SALE. Don't sicken or savorate yourself or paralyze your sensitive liver by taking calomel which is quicksilver. Your dealer sells each bottle of pleasant, harmless "Dodson's Liver Tone" under an ironclad money-back guarantee that it regulates the liver, stomach and bowels better than calomel without making you sick—15 million bottles sold.—Adv. 2

For first-class mechanics at Star Garage. Phone 181. Head of depot.

STRAYED—From Lacombe, La., on March 27, 1921, one iron gray female mule, branded, scar on both shoulders, one split hoof, long tail, thick mane. Notify Harry Cousin, Lacombe, La. ap23-2t\*

FOR SALE—Several whole squares of ground, between the Fair Grounds and Sulphur Springs. Some facing Lee Road. Fine home-sites. Some good building will be erected on some of the squares in a short time. Now is the time to get one of these squares. Cash, or terms to suit the purchaser. J. E. Glisson, 407 Gibson Street, Covington. ap30-1f

GLASSER'S BRANCH Phone 216. I have returned with two loads of good horses and mules, from \$25 up. See me for a trade. I have the right kind for you. Will trade for chicken and live stock. Bugles, surreys and harness, cheap.

Cars to hire. Phone 181. Head of depot.

FOR SALE—Seven-passenger, six-cylinder Studebaker touring car; traded in on new Nash. Will sell for \$450.00. This car is equipped with 5 good tires, is in good running order and a bargain. F. G. C. Auto Co., Covington.

FOR SALE—Two National cash registers; 1 Ford truck; 1 oil tank, 175-gallon capacity; 1 Overland runabout. Apply Antone Patecek, Madisonville, La. mr26-1f

Classified ads. produce results if placed in The Farmer.

SHERIFF'S SALE. Sandy D. Bulloch vs. Louis Burrell. No. 3389. Twenty-Sixth Judicial District Court, Parish of St. Tammany, Louisiana. Notice is hereby given that by virtue of a writ of seizure and sale, issued out of the honorable aforesaid court, and to me directed, bearing date the 16th day of April, 1921, I have seized and will offer for sale at the principal front door of the courthouse in the town of Covington, Parish of St. Tammany, State of Louisiana, between legal sale hours for judicial sales, on Saturday, May 7, 1921, the following described property, to-wit: One dun muley steer. One yellow white-pledged steer. Terms of Sale—Cash, with benefit of appraisement. WALTER GALATAS, Sheriff. ap23-3t

WE HAVE IT. Come and see us and let us talk Seed to you. We have the best, including Reuter's... Fresh and reliable. MARSOLAN'S STORE Covington. \$19-10t

FOR SALE—A beautiful brass bed with canopy, like new; large buffet, carved leg round dining room table, oak dining chairs, library table, 3-piece library set, comfort rockers, two new brass canopys for wood beds, ice chests, and refrigerators. New linoleum 75c yard. "Every day is bargain day"—at Elmer's Furniture Exchange, 422 Columbia. a16

FOR SALE—Second-hand piano, cheap. Apply Miss Barnett, at the Bodebender place, 19th and Jefferson Avenue. 129

FOR SALE—Oak chifferobe, oak chiffonier, kitchen cabinet, kitchen safe, one Johnson Cabinet Grand Piano, like new, big bargain; mahogany combination desk and bookcase, large bedavenport, large range, little used; ice chests and refrigerators. Every day is bargain day at Elmer's Furniture Exchange, Columbia Street. mr6

SEWING AND HEMSTITCHING by Mrs. F. F. Planche, 1114 19th Avenue, Covington. Hours 9 to 4. 8c per yard, customer to furnish the thread. Mail orders promptly filled. Box 652, Phone 92. mr13

FOR SALE OR RENT—Big five-room house with front and rear porches; 1-2 square of ground; entire front lined with oak trees, splendid shade; two large barns, one with cement floor. Apply at 1520 23rd Avenue, or address Box 633, Covington, La. ap9-1f

FOR SALE—10 fine little horses and mares, 2 young mules 4 years old; broke and gentle; will sell very cheap; guaranteed as what is represented. Come see me if you need a horse and you won't go off without one. Apply J. M. Aouelle.

FOR SALE—Stove wood and fat pine. 200 fat pine post. W. L. Radon, 415 Lockwood street, Covington. 1e12.

FOR SALE—Chevrolet "490" touring car. Every purchaser of one of these Model 490 touring cars becomes a member of the 50,000 Chevrolet Club and will receive a \$70.00 cash rebate from the Chevrolet Motor Co. after August 1st. Ask us for details of this club. F. G. C. Auto Co., Covington.

FOR SALE—Two fresh Jersey cows. Apply W. M. Pools, Covington, La. mr28

Electrical Supplies, motors and fans; house wiring. L. T. Ragan, 512 Lockwood Street. mr51f

## UNCOVER THE ARMS. BUT WRAP UP NECK.

Now it's the arms that are to be exposed. The new short sleeve on this changeable brown and gold summer silk would not be so noticeable but for that high neck. Cuffs, girdle and side drapes are edged with silk in plain golden brown tone.

## Electric Wiring

We have just received a shipment of Electrical Supplies including the following:

- Mazda Electric Globes
- Electric Wiring
- Cleats
- Knobs
- Sockets
- Porcelain Tubes

and other necessary supplies to wire the homes and places of business

## SMITH HARDWARE CO., Ltd.

## THE BIG SALE

"THE FASHION," which has moved next to Bullich's Drug Store, is now conducting a BIG SALE in Men's Women's and Children's furnishings. Also Jewelry of all kinds. Sale runs until May 7th.

A. SAWAYA