DULUTH WANTS MORE FARMERS IN NEIGHBORHOOD

IF St. Louis county had never a mine within its limits it would be a rich farming country. Its lands are fruitful but, as it is, there is no populous district in the United States which so much needs a local source of supply of farm and dairy products as that about the Head of the Lakes. There is nowhere such a congested population in the midst of cultivable land that is worse supplied in this particular—so far as home products are concerned. For of all the astonishing things that present themselves to the attention of the observer of this marvelous development of natural and commercial resources there is nothing that so much impresses the close student as the fact that this population of 200,000 or more is almost wholly dependent upon outside sources of supply for its daily bread anad butter, and meat and milk and vegetables.

This state of affairs might not be so impressive if Duluth was situated on the edge of a desert instead of being set down in the midst of a territory which embraces rich and easily tillable lands which may be described generally as the cheapest cultivable earth in the United States. But the people of Duluth and the other cities and towns have been so busy contemplating the possibility of getting a mine and a million, or have so hedged themselves about with the limitations of the commercial life, that they have gone on for years sending abroad for their food supply and neglecting the golden opportunity that is presented for establishing an enduring claim on future independence by getting a piece of land somewhere within a few miles and turning it into such a prennial source of revenue as no mine can be. For, as ameJs J. Hill so well said in one of his pessimistic speeches the other day, "a mine can be worked out, but a farm is inexhaustible if properly treated."

Within a few minutes' or a few hours' ride of Duluth land can be bought for from six to ten dollars an acre upon which a man with any sort of intelligence and industry can raise anything that is grown in the northern United States quite as readily as it can be grown anywhere and at as little expense. Within easy walking distance of his farm or garden patch he can sell his produce for as much money —at the current prices—as he could get for it in New York City. This is not a glittering generality, as it might seem, but a plain statement of an easily stubstantiated truth.

If the men of Duluth and the surrounding towns would but pause a moment to contemplate the conditions which surround them, one-half of them would be landowners as soon as they could get into touch with a farm land agent and half of these would be leading a cow or driving a few pigs out to a country estate in the forst fine days o fthe coming spring. Fo rthere is no lack of evidence that any man iwth ordinary intelligence can make garden, dairy or stock farming pay in St. Louis and Carlton counties.

Instances innumerable might be cited to prove that success must inevitably follow any proper effort at taking a profit from cultivating the soil of these counties. Men of means, and men without means—rather more of the latter than o fthe former—have demonstrated that there are no better farmin lands than these at the back nikses,jpercifioXVhattysoeadthe door of Duluth. The men who have proved this are getting rich exactly in proportion to the time and attention and energy and capital they are able to apply to the business.

GOOD COUNTRY FOR A POOR MAN

It is a poor man's rather than a rich man's country. It requires no great amount of capital to get a farm, for, as yet, the movement that is most assuredly about to start that will render St. Louis and Carlton counties rich and populous agricultural districts is not yet fairly under way. And the men of means who have directed their attention to demonstrating the value of the surrounding lands for agricultural purposes could not have used their resources to better purpose. They have conferred a distinct boon upon these communities at the Head of the Lakes, and no one will grudge them the profit thhey have taken in supplying their own tables and the market with better meats, vegetables and dairy products than could be bought at any price when brought from a distance.

It may be fairly stated that the experimental stage has been passed in the development of these St. Louis and Carlton county lands. Within a very few years innumerable tracts of lands in the counties mentioned, within fifty miles of the Head of the Lakes have been bought by men who are now developing them. One company alone—the Boston and Duluth Land company, which took over the unsold lands of the St. Paul & Duluth and Northern Pacific railroads in these counties—has sold upwards of 200,000 acres of its holdings and in nearly every case the land was bought by a man who proposed to develop it. Nearly nine hundred families have settled upon the soil and during the coming year the products of their enterprise will reach this market in considerable quantities. As a class the people who have bought and settled upon the lands are practical farmers—stockmen or dairymen—coming from the adjacent territory—Minnesota, Wisconsin and Iowa.

LANDS ARE EASILY CULTIVATED

The lands generally are cut over timber lands, containing some standing timber of marketable value. Some tracts carry hardwood trees.

The soil generally is easily cultivable, growing as fine timothy and clovr and lending itself to cereal and vegetable crops as readily as any land in other parts of the country which have presented attractions to men who knew the possibilities of agriculture. Farms of very considerable size have been opened up on the confines of Duluth and some of the finest stock in the country—horses, cows and pigs—are just coming into the market. Market gardening has proved so very profitable to the few men who have shown the enterprise necessary to undertake it for the purpose of supplying the Duluth market that the area devoted to this purpose will, next year, prove a considerable factor in the wealth-producing portion of the counties of Carlton and St. Louis. Carlton county must be reckoned with as being very closely adjacent territory, from the fact that its boundary touches the city limits of Duluth very closely.

The development so far has been to a considerable extent brought about by the requirements of individuals and institutions. Duluth men who were not farmers in any sense have gone into the cultivation of lands in the neighborhood as a business proposition. They had to buy the lands to start, so they had no booming end in view. And they have been so invariably successful that the country must now perforce compel attention from practical farmers and men of small means who must find their ultimate salvation from possessing a stake in the soil. What a man with money enough to buy a considerable tract of land a put a herd of cows on it can do, may be done with a larger proportionate degree of success by the man who has small means and must content himself with a few acres and a few cows. The low price of the lands and the fact that the market is ready and waiting for the products of the farm and dairy should make the undertaking of opening farms in the vicinity of Duluth the most attractive of all propositions to the people of the city. It should not be necessary to seek abroad for families to take these lands. Fortune cannot come to the man who works for a day's wage unless he gets himself a bit of ground and finds means for supplying his own needs and those of his neighbors by producing at no expense, beyond the incidental labor, those fruits of the earth that are so readily yielded to the man who will reach out his hand for them.

MINES NOT THE ONLY SOURCE OF WEALTH

The riches of the mines of St. Louis county are very good to contemplate, but the interest of the people of Duluth—the vast majority of them—in the products of the mines is merely incidental. They make for the prosperity of the community, but how many can hope ever to get a living merely by cutting coupons from mining bonds? These mines with all their riches—because of these very riches—have proved a serious detriment to the development of the agricultural resources of the county because they accented this as an industrial and commercial community. Before the mines were opened the lumbermen kept settlers off the lands. People came out of the east and flocked to the remote prairies of the farther west, there to raise products which must be shipped back here for a market. The lumbermen did not invite them to stop here, for they did not want neighbors. Then, in later years, people were too busy taking a chance of geting in the way of fortune in the marts of trade to think about agriculture. So it is that within fifty miles of Duluth—within ten miles or even five—there are lands to be had at from one-fifth to one-tenth of the price they would bring five hundred miles to the northwest and which will produce quite as valuable crops as the remoter fields. Then it is always to be remembered that a bushel of wheat is worth seven cents more at Duluth than it is at Grand Forks—and every other agricultural product adaptable to this latitude is valuable in the same proportion.

These lands require clearing very generally, but instead of being a handicap to either the poor man or the rich one, this is rather an advantage. The land that is to be cleared very generally has on it wood that will bring more in the market than the cost of clearing it and in very many cases almost enough to pay for the land. Timber that was left standing—ignored by the high and mighty lumber baron—now has a market value for pulp and posts. The cordwood is always a source of revenue. And the land when cleared is rich in agricultural possibilities. Thomas Shaw is perhaps the best equipped authority on general agriculture in the northwest. Here is what he has to say of St. Louis county, through which he recently journeyed for the purpose of informing himself:

"This journey has but strengthened my convictions in regard to the market adaptation which the land possesses in nearly all of this region for various branches of farming, including stock-raising, the growing of vegetables and small fruits. As I reflect upon the extraordinary adaptation of nearly all this region for the growth of these products, I wonder that every foot of the soil, with the exception of a few sandy stretches, chiefly near the railroad, was not brought under cultivation years ago. But there is no accounting for the currents which immigration sometimes takes. That thousands of people seeking homes should have gone far west into a treeless and almost rainless prairie, with such a region much nearer their own homes, is one of the inexplicable things. There is no accounting for it, unless on the supposition that the agricultural value of the land in this area was not known."

This value is becoming known very rapidly now. Presently it will be fully appreciated and there will be heard complaints from men who were on the ground and who let the golden opportunity go by. This opportunity should be peculiarly attractive to the poor man, one with limited means. As C. P. Craig, who knows about farming in St. Louis county from experience, said the other day:

"A man doesn't have to wait for his returns if he goes into dairying here even on a small scale. You buy a cow today, take her home, milk her in the morning and your profit starts." That states the case.

The farms that have been developed in St. Louis and Carlton counties by Duluth men or outsiders are made profitable through their exceedine adaptability to the raising of fodder crops—those of considerable area. Men who have small garden patches close to the city get a larger proportion of profit to the acre of course. The finest celery in the world is raised within a few miles of Duluth. G. G. Hartley, who has a fine farm at Island, St. Louis county, is raising celery that cannot be bettered anywhere. Mr. Hartley's farm is in a magnificent state of cultivation and is a fine example of what can be done here in farming, gardening and stock raising.

WHAT THE FARMS HAVE PRODUCED

A Duluth man, Charles H. McComber, raised within the city limits of Duluth, on East Sixth street, strawberries that took the first prize at the St. Louis exposition and has supplied plants to strawberry cultivators all over the country.

Here are a few notable instances of successes made by Duluth men in cultivating the soil of the closely adjacent lands:

The Jean Du Luth farm, six miles out from Superior street and Fortieth avenue east was opened four or five years ago by a company of Duluth men including J. G. Williams, C. P. Craig and others. It comprises 6,000 acres and is the most extensive tract opened as one farm. Nearly 1,200 acres have been cleared and 600 acres have been brought under cultivation. This year there were produced from 250 acres about 600 tons of as fine timothy and clover as ever grew. This is by no means the first crop and it has been proved in every part of the county that there is nowhere better soil for rich cultivated grasses. How important this is and what a source of profit it might be made is shown by a look at the market. There are brought into Duluth every year by the railroads for consumption in the local market, 35,000 tons of hay. The average wholesale price of this hay is $8.50 a ton. The average freight collected by the railroad companies is $2.20 per ton. There is no earthly reason why Duluth should not be shipping instead of buying hay —the experience at the Jean Du Luth farm would prove this if it had not been proved in scores of other cases.

There were also raised oats and barley in fine crops on 125 acres. The farm is not shipping or selling its product but putting it into stock. High class Percheron horses, pigs of noble girth and proportions—even Shetland ponies—are raised. The farm is a model one in the variety of its products. C. P. Craig, who is active in the mangement of the place, says:

"Dairying is the business for the man of moderate means. Here is the market, here the soil and the grasses. It is no trick at all for a man to take a few cows out a short distance from Duluth and get a living while he is clearing up his land. He doesn't need a lot of land. He can get ten acres, that will carry five cows. The cows will keep him going and his garden will keep the family and incidentally keep the boys out of mischief. By the time the ten acres are cleared he should be in a position to get ten acres more." He cited several instances in point.

Ed. Hazen, of the Boston and Duluth Land company, who has had quite as much to do with getting people to settle on St. Louis county lands as any man in Duluth, has scores of cases in his memory of men who left laboring jobs in the city and have attained to comfort by getting a bit of land. He recalled the case, among others, of a janitor in a down town building who was raising a family on $15 a month. W. H. Getty, who was surveyor of logs, told the man he would give him a few acres of land without any cash payment if he would go to work on it. The offer was accepted and the man saved enough money to get a horse and a cow and start in. That was eight or nine years ago. The ex-janitor has 240 acres of valuable land all paid for, one of his boys is attending high school in Duluth and another is going to the state university. But to go back to specific instances of men well known in Duluth who have succeeded in farming in this vicinity—either living on and by the land or pursuing agriculture for pleasure and profit.

DULUTH MEN WHO ARE ALSO FARMERS

W. A. Scott, who was formerly head miler at the old Imperial mill, has a fine farm devoted to diversified farming. This season he sold $2,500 worth of hay that he didn't need for his own stock.

John Uno Sebenius is demonstrating what can be done in raising fine dairy stock. He has a herd of thoroughbreds—some of them registered—Guernseys and Holsteins. He is furnishing a limited amount of the purest milk to a number of Duluth families. His place is a model dairy farm—though it will ultimately be the home of its owner. It is known as Trianon and the cow houses are models for sanitation and cow comfort.

The McCombers have extensive gardening plots on Fifth and Sixth street where they raise garden truck and small fruits in the most extensive variety and of the best quality.

John Jenswold, lawyer, is incidentally a successful farmer; so is W. B. Culkin. J. B. McLaren is going in for stock and farming in a large way and has a big tract cleared and finely stocked. He has a fine herd of Guernseys. S. F. Snively has a big herd of Red Poll cattle on his place near the Jean Du Luth farm, and he raises famous potatoes. The McKay Brothers have a place at Holyoke upon which they raise all the supplies for their hotel—and then some. Samuel Loeb has eighty acres in Carlton county, in a fine state of cultivation and well stocked. A. C. Wilcuts abandoned railroad work altogether and betook himself to a farm and has been eminently successful.

A. C. Jones, of the Northwestern Coal company, has as fine a farm as there is in the country. It is 1,100 acres in extent and his cattle include some prize winners. J. M. Ferguson of the Pittsburg Coal company has a place in Carlton county. R. C. Church, who was at the head of a great milling business, has gone in for farming and has made a notable success of it. H. R. Elliott and W. H. Carpenter are both farmers. Mr. Carpenter has an 1,100-acre place, one third of it under cultivation. Alex. Marshall, attorney, practices successfully at tilling the soil as well as at the bar. Judge W. A. Cant and Judge Windom both find recreation and profit in farming. Alfred Jaques is devoted to his farm, when he is not engaged in his law practice.

W. B. Silvey has a finely developed place in which he has proved that no better country than this can be found for garden and dairy products. He has 800 acres in St. Louis county and raises supplies for his hotels, the Spalding and the Hotel Superior. Boyle Bros., restaurant men, raise their own produce, and furnish their own milk, butter and eggs. John Lowry, of Dixon & Lowry, has a farm near Renshaw; W. H. Getty has gone in for farming on a large scale. Edward Hazen has a farm near Renshaw. This list might be multiplied but it serves to indicate what a number of representative Duluth men have done or are doing to blaze the way for the farmer in this county and the neighborhood.

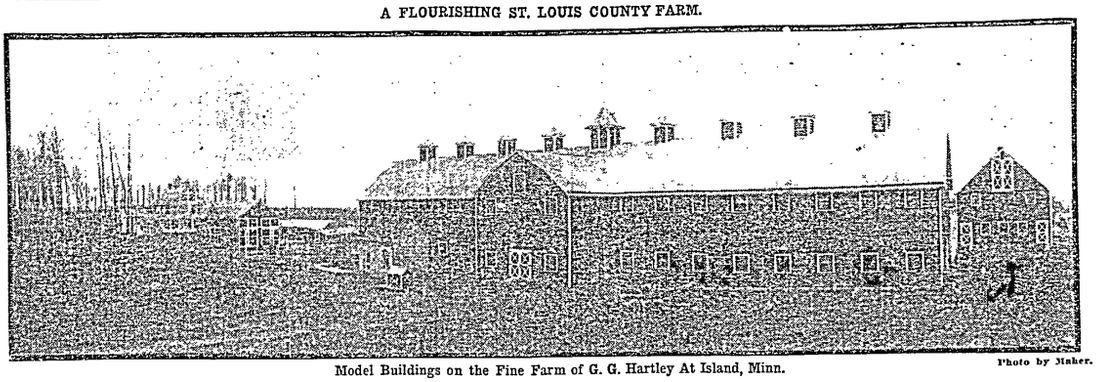
FARMERS' TROLLEY LINE PROPOSED

Success has made all these farmers from the city enthusiastic. They believe devoutly in the agricultural possibilities of St. Louis and Carlton counties because they have proved them. They have specialties of course. Some of them are for pigs, some for horses, some for cattle. All are for mixed farming; truck gardening they agree to be very profitable because of the great market that is open here for the produce. All of them know that there is big money in fodder crops that can be turned into beef or pork. They are progressive, too. Some of them have a project in hand now that is unique and practicable and which, if it is realized, will cause a veritable garden to surround Duluth.

It is proposed to build a suburban belt line trolley which will pass by the front gates of scores of dairy and truck farms and bring their products into the city. The project is quite feasible and plans are in the making for getting the necessary charter from the legislature.

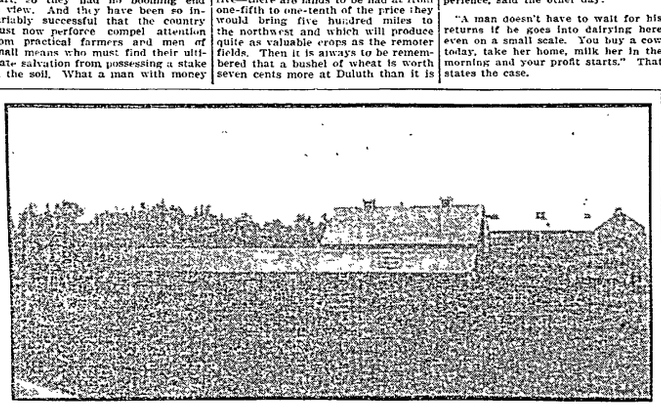
But even without the guarantee of a trolley line running past his gate there are reasons a-plenty why the Duluth man—or the man from anywhere else—should betake himself to the outlying districts and get possession of some of the lands that are so cheap now; which will be worth double the money within the next five years and which can be made to produce anything that can be grown in the north temperate zone. Duluth stands ready to buy the product of a thousand farms in St. Louis county—and pay a better price for it than can be had elsewhere in the west.

A FLOURISHING ST. LOUIS COUNTY FARM.

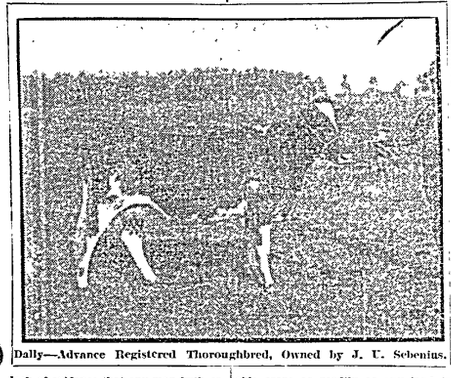


Model Buildings on the Fine Farm of G. G. Hartley At Island, Minn.

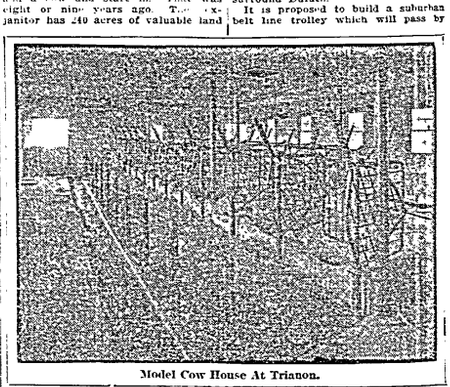
Photo by Maher.



THE JEAN DU LUTH FARM.



Dally—Advance Registered Thoroughbred, Owned by J. U. Sebenius.



Model Cow House At Trianon.

J. U. SEBENIUS' HERD OF THOROUGHBRED DAIRY CATTLE AT TRIANON.

Excellent Bargains in Houses and Lots in West Duluth

P. HAMMEL, 633 Manhattan Bldg, Duluth, Minn.

A. W. Taussig & Co.

REAL ESTATE

407 Providence Building. Old Phone 329

I have a few choice investments in improved residence property and building lots. Call or write for my list.