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The Ginseng Garden.

JOPLIN, MISSOURI, AUGUST, 1908.



Section of McDowell Ginseng Garden, No. 3

PRICES OF GINSENG NURSERY STOCK.

The following are the prices at which Ginseng nursery stock is furnished by the McDowell Ginseng Garden, Joplin, Missouri. The cultivation of Ginseng being new to most people, they do not know how to make a selection of nursery stock. For that reason we have made up the following lots for convenience of purchasers:

LOT 1, \$5—This lot contains 70 roots and 60 seeds. Fifty-five of the roots are one year old, 10 are two years old and 5 are three years old.

LOT 2, \$10—140 roots and 120 seeds—110 ones, 20 twos and 10 threes.

LOT 3, \$25—350 roots and 250 seeds—285 ones, 40 twos and 25 threes.

LOT 4, \$50—700 roots and 500 seeds—550 ones, 100 twos and 50 threes.

LOT 5, \$100—1,400 roots and 1,000 seeds—1,050 ones, 250 twos and 100 threes.

LOT 6, \$100—To start one-half acre of Ginseng for \$100. For \$100 we will furnish 1,200 first-class selected seed-bearing roots two years old. If reasonably successful, the purchaser will get 20,000 seeds the first year and 50,000 seeds the second year and each year thereafter. As it takes 18 months for the seeds to germinate, the first year's crop will come up in the spring of 1911, and the second year's crop in the spring of 1912. Adding together the original 1,200 roots, the 20,000 which will come up in the spring of 1911, and the 50,000 which will come up in the spring of 1912, we have 72,000 roots—enough for one-half acre. This garden will continue to produce seeds each year and if the grower continues to plant

them, there is no limit to the extent of his garden.

LOT 7, \$100—This lot contains 350 ones, 350 twos and 350 threes. The increase in the size of the garden this lot will make is about the same as lot 6.

LOT 8, \$200—In this lot there are 1,200 twos, 700 threes and 1,200 seeds. From the estimate in lot 6, an increase in this lot may be easily calculated.

LOT 9, \$500—In this lot are 2,000 ones, 2,000 twos, 1,600 threes and 5,000 seeds. If reasonably successful the grower can, with this lot, have more than an acre in cultivation in three years. No one would think of offering as small as \$10,000 for an acre of growing Ginseng.

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For those who would like a less number of roots, but more of the older ones, we offer the following:

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OTHER ASSORTMENTS.

LOT A, \$5—60 roots and 100 seeds. Twenty-five of the roots are one year old, 25 are two years old and 10 are three years old.

LOT B, \$10—120 roots and 200 seeds—50 ones, 50 twos and 20 threes.

LOT C, \$25—250 roots and 500 seeds—100 ones, 100 twos and 50 threes.

LOT D, \$50—500 roots and 1,000 seeds—200 ones, 200 twos and 100 threes.

LOT E, \$75—860 roots and 1,500 seeds—400 ones, 300 twos and 160 threes.

LOT F, \$100—1,200 roots and 2,000 seeds—500 ones, 500 twos and 200 threes.

LOT G, \$200—2,700 roots and 5,000 seeds—1,200 ones, 1,000 twos and 500 threes.

The GINSENG GARDEN

PUBLISHED QUARTERLY AT JOPLIN, MISSOURI.

SUBSCRIPTION, 25cts. PER YEAR.

DOUGLAS E. MCDOWELL, Editor and Proprietor.

HOW TO GET ONE ACRE OF GINSENG IN 3 YEARS
FOR \$350.00.

For \$350.00 we will furnish 5,000 two year old, first class ginseng roots. In the fall of 1909 these roots, if properly taken care of, will produce 100,000 seeds (20 seeds to the plant). In 1910 the same roots will produce 200,000 seeds. The seeds produced in 1909 will come up in 1911, and those planted in 1910 will come up in 1912. So in 1912 the purchaser will have 100,000 two year old roots and 200,000 one year old roots—enough to make two acres. If this is considered an extravagant estimate, throw off 50 per cent and the purchaser will still have enough for one acre. Making due allowance for paths between the beds and setting the roots 7 inches apart in rows each way, the above 5,000 roots will occupy a space of about four square rods or make a garden to begin with about 35 feet by 40 feet.

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AMOUNT OF SPACE TO USE.

Making allowance for 18-inch paths between the beds, the different lots of Ginseng above will occupy space as follows:

Lot 1 or A, 20 square feet, or a bed 4 by 5 feet;
Lot 2 or B, 40 square feet, or a bed 5 by 8 feet; lot 3 or C, 100 square feet, or a bed 10 by 10 feet; lot 4 or D, 200 square feet, or a bed 10 by 20 feet; lot E, 300 square feet, or a bed 15 by 20 feet; lot 5 or F, a bed 20 by 30 feet.

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PRICES OF ROOTS AND SEEDS.

One year old roots, per 100.....	\$ 6.00
One year old roots, per 1,000.....	50.00
Two year old roots, per 100.....	10.00
Two year old roots, per 1,000.....	75.00
Three year old roots, per 100.....	15.00
Three year old roots, per 1,000.....	125.00
Four year old roots, per 100.....	25.00
Four year old roots, per 1,000.....	175.00
Seeds, crop 1908, per 1,000.....	5.00
"Stratified" seeds, crop 1907, per 1,000.....	6.00

In any of the lots containing seeds, the purchaser may have his choice between new seeds and "stratified" seeds.

We send out nothing but live, strong, healthy, vigorous roots and tested seeds—all pure American Ginseng.

With each order we give a free copy of McDowell's Ginseng Culturist Guide. The Guide goes into the details of Ginseng cultivation from seed to market. The price of the little book alone is \$1.00. It is mailed to the purchaser on the receipt of his order so that instructions may be followed in preparing the ground before the arrival of the stock. Should you desire the Guide before placing your order, send \$1.00 for it and when the order is placed you will be given a credit of the \$1.00 on the same.

While we have more nursery stock than any other dealer yet the amount has a limit to it. In order to secure any stock for future delivery, the purchaser may pay 20 per cent of the amount and the stock will be reserved. The delivery will then be made to suit the convenience of the purchaser.

We are prepared to fill an order the day it is received if requested to do so.

We pay express charges to any point in the United States or Canada. Orders for \$25.00 and under (no

order under \$5 being accepted) may be sent by mail, postage, of course, prepaid.

In ordering give both your express office and post-office.

Address all communications and make remittances, either by draft, postoffice or express money order or registered letter to

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MCDOWELL GINSENG GARDEN,

JOPLIN, MISSOURI.

REFERENCES BY PERMISSION:—Cunningham National Bank or Miners Bank, Joplin, Mo., or to the Postmaster, Joplin, Mo. Send 2-cent stamp for reply.

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GOLDEN SEAL.

Golden Seal, (*Hydrastis*), or the common American yellow root, is attracting much attention the past two or three years and many have begun to grow it. The McDowell Ginseng Garden is growing it to some extent and has a good supply of roots for sale. The prices are as follows:

20 roots,	\$ 1.00
100 roots,	3.00
1,000 roots,	20.00

In 5,000 lots, \$17.50 per 1,000.

Golden Seal is used principally in America, and since the forests are being so rapidly done away with, the wild supply is getting scarce, the same as Ginseng. The price of the dry roots is rapidly advancing, until at present it brings \$1.50 per pound. It is cultivated under the same conditions as Ginseng, except that it will stand about twice as much sunshine. Golden Seal is not as prolific in seed production as Ginseng, but it increases as rapidly, for the roots spread. If properly handled the number of roots of Golden Seal may be doubled every year.

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PICTURES OF GINSENG GARDENS.

On the first page of this issue of THE GINSENG GARDEN will be found a cut of the McDowell Ginseng Garden No. 3. This garden contains about 300,000 plants. The picture is taken in such a way as to show 160,000 of the four and five year old plants. We have seen the cuts of many ginseng gardens, but none yet have ever been one-fourth as large as the one we publish.

Dealers in ginseng nursery stock make it a particular point to try to impress upon the public that they are large growers of ginseng—in fact, the largest in America. The truth is that those who do the most boasting have the least ginseng. A ginseng garden makes a beautiful picture. A cut is a good advertisement. If a dealer has a garden large enough and good enough to make a presentable picture, he is very foolish if he does not run a cut of it in his literature. If he does not, it is reasonable to conclude that he has no garden, at least none large enough or good enough to show.

If the reader has received the printed matter of any of the dealers in ginseng, he will notice that not one of them runs a cut of his own garden. They run cuts, if any, of an imaginary garden, with no owner, an orphan, so to speak. The garden they show is like the mule. It has neither pride of ancestry nor hope of future reward.

The truth is that most of the dealers in ginseng nursery stock—those who advertise—are not growers of the root, at least, to any extent, and they have no garden, if any, worth taking a picture of. If they had they would print a picture of it. To fill orders they buy their ginseng from Tom, Dick and Harry; good, bad and indifferent; wild and cultivated roots and seeds, and palm it off on the unsuspecting for first class stock.

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The Ozark Ginseng company, of Joplin, Mo., is not in the nursery business any more. In fact, the company is no more. The McDowell Ginseng Garden has purchased the assets of the Ozark company. The McDowell Gardens are the only ones at Joplin. The chief owner of the former Ozark company is now confining his efforts to a production of ginseng and golden seal for the

dry root market. This publication is glad to report that he is meeting with complete success.

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Some so-called growers of ginseng are advising beginners to plant ginseng in July and August. Most ginseng planted in the months of June, July or August, and, indeed, the last half of May, will die. That which does live will be small and sickly. July and August are the months selected to kill off objectionable vegetation. Very few growing things will stand disturbance in these months. In these two months "dog days" come, and "dog days" is the period selected for "deadening" trees, or mowing weeds and for the destruction of any undesirable vegetation. Do not allow any one to induce you to plant ginseng in the "dog days." The first week in September is as early as it is perfectly safe to transplant ginseng. The McDowell Ginseng Garden makes its first fall delivery in the first week in September, and continues until the ground freezes up—freezes up in the localities where the ginseng is to be planted. Orders for the southern states and the Pacific coast are filled all during the winter.

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CONSERVING FARMING RESOURCES.

We have heard much about brains in farming, but the Texas farmer who has been learning what he could about medicinal plants and catering to the needs of the druggist, strikes us as a man of sense. If every man tried the same scheme the drug market might suffer from plethoric supplies which would ease the pains of sickness while lessening pharmaceutical profits. However, that is not likely to happen. It is too much trouble to use brains for such a condition to come about.

This Texas farmer writes that despite the heavy rains, he has reaped his usual profits—and their amount is almost unbelievable—from his crops of tansy, wormwood, rue, marshmallow, lemon balm, hyssop, southernwood, mugwort, belladonna, peppermint, spearmint, motherwort, parsley, benne, blessed thistle, borage and soap wort, hoarhound and catnip. He also speaks of the coming harvests of blessed thistle, benne, borage, sweet cassil, summer savory and several other annuals. All of these plants are absolute necessities to the drug world. Yet and notwithstanding, the average farmer will let his fence corners go to waste while the opportunity to make money is in evidence on every drug shelf of the country.—Joplin News Herald.

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A free subscription to the GINSENG GARDEN is given with every order received for ginseng. No order for ginseng under \$5 is accepted.

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A VERY SUCCESSFUL GINSENG GROWER.

We publish the following letter, unsolicited, from Mr. E. F. Willoughby, of Sarcoxie, Mo. Sarcoxie is the greatest strawberry growing locality in southwest Missouri, an express train load or more being shipped from there daily during the berry season. Sarcoxie is in Jasper county, the same county in which Joplin is located. The editor of this publication has never seen Mr. Willoughby nor his garden. He seems to have had a most remarkable success, greater than any one we have yet heard of, and considerably greater than our own success. Thinking we were pretty well up on ginseng cultivation, the above admission is made reluctantly. Following is Mr. Willoughby's letter:

Sarcoxie, Mo., Mar. 24, 1908.

Mr. D. E. McDowell.

Joplin, Mo.

Dear Sir:-

I received THE GINSENG GARDEN and was well pleased to read it. You have my permission to publish my statement if you desire to do so. I began growing ginseng six years ago on \$15 invested in roots, three year olds and one year olds. Took good care of them. Planted the seeds each year. Now have one-fourth acre in one, two and three year old roots and seeds. Sold last fall \$300 worth of dry roots. Got \$6.60 per pound. Nine dry roots weighed one pound. Will be able to get one acre in one or two years from now.

I am also growing golden seal. I started a little bed two years ago. I now have 2,000 plants growing.

I would like to know who can invest a like amount and beat ginseng growing in any thing else.

Find enclosed 25 cents to pay subscription for THE GINSENG GARDEN one year.

Yours respectfully,

E. F. WILLOUGHBY.

R. F. D. 1, Sarcoxie Mo.

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A North Carolina grower of ginseng root has harvested from a plot sixty-seven by fifty feet \$980 worth of the root, nearly all of which was sent to China.—Joplin News Herald.

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GINSENG BUYERS.

Following are a few of the houses who buy dry ginseng and many other roots

J. S. Lodewick Co., 507 W. Broadway, New York; Belt, Butler Co., 140 Green St., New York; Becker Brothers & Co., 10-14 East 12th St., New York, and 107 Michigan St., Chicago; Henry J. Linneman, 108 S. Main St., St. Louis; Herndon-Carter Co. (commission) Louisville, Ky.; Funston Bros. & Co., St. Louis, Mo.; David Bluestein & Bro., Charleston, W. Va.; Sulzer Bros., Madison, Ind., and the LaCrosse Wool & Fur. Co., LaCrosse, Wis.

The seller will make no mistake by mentioning the McDOWELL GINSENG GARDEN when writing to the above.

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400 PER CENT IN THREE YEARS.

St. James, Mo., Mar. 30, 1908.

McDowell Ginseng Garden,
Joplin, Mo.

Gentlemen:-

It might be of some interest to you to know how one of your patrons in ginseng culture is prospering.

My first year was not quite up to my expectations, but as you told me, I would be surprised the second year. I was, too, agreeably so. My plants all came the second year. Those that did not grow the first year took a good rest and grew nicely the second, and the third year they seemed to be better still. I have now passed my third year and have made it quite a study, as one should do. I planted last fall 50,000 stratified seeds of my own production and gathered 125,000 green seeds. I consider my stock now, after three years growth is worth 400 per cent more than when I started in, and by two years more I will have enough stock for two acres, and a fine lot of seeds to draw from for the continuation of my garden. One cannot make a mistake in taking up the culture of ginseng under fair conditions. It will grow under your instructions, and will do fine if the instructions are carried out.

I received \$7.00 per pound for my dried root last winter.

Yours for success

SAM B. FERREE.

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Quotations for dry ginseng will be found elsewhere in this issue. It will be well for those who have any dry root for sale to know that buyers will usually pay from 75 cents to \$1.00 more per pound than their published quotations.

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MULCHING.

Ginseng growers should always remember the importance of mulching. Ginseng beds should be covered as soon as they are planted, both seedbeds and rootbeds. Mulching may be of leaves, straw, hay, cane or old saw dust, and in the south cotton seed hulls. Mulching on rootbeds should be 3 to 4 inches thick when first put on; seedbeds about half as much. Sawdust or cotton seed hulls should not be put on as thick as the other mulching, for they will settle but little. On seedbeds, old mulching, or partially decayed mulching, ought to be used, for the little plants will be unable to push

up through a heavy mulch, especially if it is of leaves. The mulching is not taken off. The ginseng comes right up through it. A regular ginseng grower uses for a seed-bed mulch the old mulching that is taken from old beds which are to be dug up.

Mulching is probably the most important thing in successful ginseng growing. The mulch keeps the weeds down; the ground moist, prevents it from packing, and, above all, keeps the ground cool. Without mulching ginseng will grow sickly, and in a hot summer most of it will die. A ginseng bed stands three to five years without being hoed or stirred in any way. If not mulched it would become so hard that nothing would thrive in it. Rich ground, if mulched, will never get hard. Rich forest soil under a leaf mulch never packs. The reader has probably noticed in the forest where there is a good mulch of leaves the ground is always moist and loose, even in the driest summer.

It will be well to remember the value of mulching even in growing other things. All kinds of flowers do well if mulched and do not require half as much water. Roses do especially well under a mulch. The writer has about 50 little monthly rose bushes, started from slips last August (1907). They were transplanted last spring in good soil and a heavy mulch of leaves put on. Not a bush died, though they were not over eight inches high. All of them have been blooming since the first of June and they have been watered but twice. The mulching holds the moisture and keeps the ground cool.

Mulching is the thing for ginseng.

"ALTERNALIA."

Some seasons, especially if the season is a wet one, followed by real warm weather, and particularly if the ground is not well drained, ginseng is attacked by a disease known as "alternalia." The disease attacks the leaves but does not injure the roots. It is a sort of blight, though it does not come as rapidly as a blight on other things, such as on potatoes. It is noticed first by yellow spots about as large as a pea on the leaves. These spots rapidly spread and enlarge until they cover the whole plant. The plant dries up and dies.

There is a simple and easy remedy, both to prevent the disease and to cure it. Spraying with Bordeaux mixture is the remedy. If you have no sprayer, use a sprinkler. Bordeaux mixture is made as follows: Dissolve one pound of sulphate of copper (bluestone) in five gallons of water; one pound of air-slaked lime in five gallons of water. After dissolution (12 to 20 hours) mix the two together and spray the plants with the mixture. The spraying should be done about once each week for four or five weeks. If "alternalia" does not show up by the 10th of June it will not likely show up at all. To prevent the disease, the spraying should be done as the plants are coming up, and they should be sprayed at least four times. Bordeaux mixture is known as "5-5-50," meaning five pounds of bluestone, five pounds of lime and fifty gallons of water.

In our long experience in growing ginseng, "alternalia" has attacked one of our gardens once. We stopped by spraying twice.

In making Bordeaux do not mix the bluestone water and the lime water together until you are ready to use it. The lime is used in the mixture to keep the bluestone from injuring the plants. To be real safe, double the amount of lime may be used. Lime is a good fertilizer for ginseng.

The GINSENG GARDEN will be under obligations to its readers for any news regarding ginseng, golden seal or any other medical roots, or any newspaper clippings telling of the starting of any new gardens or the success of any one in the business. This publication will gladly give any of its readers information within its knowledge regarding ginseng and golden seal.

The subscription price of the GINSENG GARDEN is 25c. per year, and is published quarterly. To any grower of ginseng, one copy of it is worth several times the yearly subscription price.

Advertising rates in the GINSENG GARDEN will be made known on application. We reserve the right to reject advertising after receiving the copy.

THE DRY ROOT MARKET.

Below are given prices of many kinds of dry roots. These prices are those quoted in price lists and in newspapers. Such mediums usually quote a lower figure than the price the dealers are willing to pay. It is better to write to dealers before making shipment. In this way a better price can usually be obtained. Present prices are as follows: Cultivated ginseng, \$6.00 to \$6.50 per pound; medium wild root, \$5.50; large, \$6.50; small, \$5.25; golden seal (yellow root), \$1.50; May apple, 5½c.; senaga root, 45c.; Virginia snake root, 30c.; wahoo bark of root, 25c.; blood root, 6c.; pink root, 35c. for coarse, and 40c. for fine.



The McDOWELL GINSENG GARDEN received the gold medal for the best ginseng garden at the World's Fair at St. Louis, in 1904, and first prize at the Portland, Oregon, Exposition. The above cut is not of the gold medal and does not look anything like it. It is published, however, to show that we have a gold medal, and, to impress the fact that we deal in gold medal ginseng.

INTERESTING INDUSTRY.

Viewed by Men of Prominence Yesterday.

Alexander Stewart, Walter Alexander, A. L. Kreutzer and C. C. Yawkey, of this city, and Senator O. W. Johnson, of Racine, went for a drive in Mr. Yawkey's auto. Besides viewing the beautiful growing crops generally, one of the objective points in view on their trip was a ginseng garden in the town of Hamburg, owned by J. H. Koehler, of this city, and his associates. The garden was started in 1901 under much ridicule and many difficulties, and the success of the venture was at that time doubtfully looked upon, for it was commonly claimed that ginseng, being a native forest plant, could not be produced by garden culture. Mr. Koehler, having studied the habits of the plant since childhood, felt certain that he could make the venture win. He was the pioneer grower of the plant in this county, and most likely of the entire state, and has by this time shown that ginseng cannot only be successfully grown, but that it is a financial success as well. The venture has paid net cash dividends equal to 27 per cent per annum since it was started. Besides the firm has a garden now covering in area nearly three-fourths of an acre, well stocked with about 550,000 plants, ranging in age from one to five years. Ginseng roots sell for from \$6.00 to \$7.00 per pound, and it takes about forty roots to make a pound of dry roots. Taking this into consideration, it is not at all impossible that this garden is worth nearly \$30,000.00—the value placed on it by the owners today. It took six years to accomplish these results, with an original cash investment of only \$3,330.—Wausau (Wis.) Pilot.

The Chicago Medical Times

An interesting, readable, up-to-date, monthly journal of medicine and surgery; devoting special attention to the study and development of American Materia Medica of botanical origin. Price \$1.50 per year. Subscribe now. Address 412 Fulton street, Chicago, Ill.