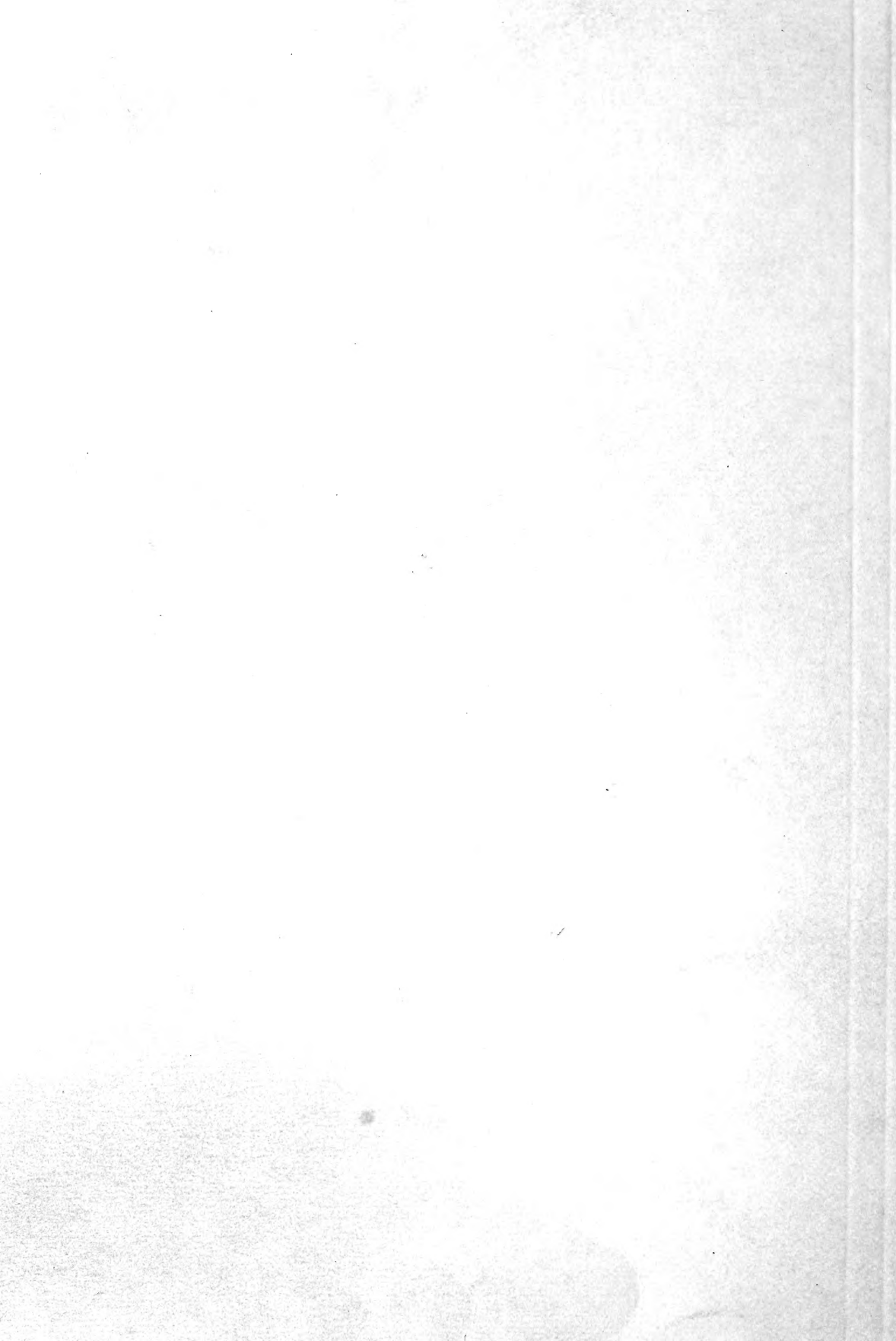


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# SUNNYSIDE NURSERY

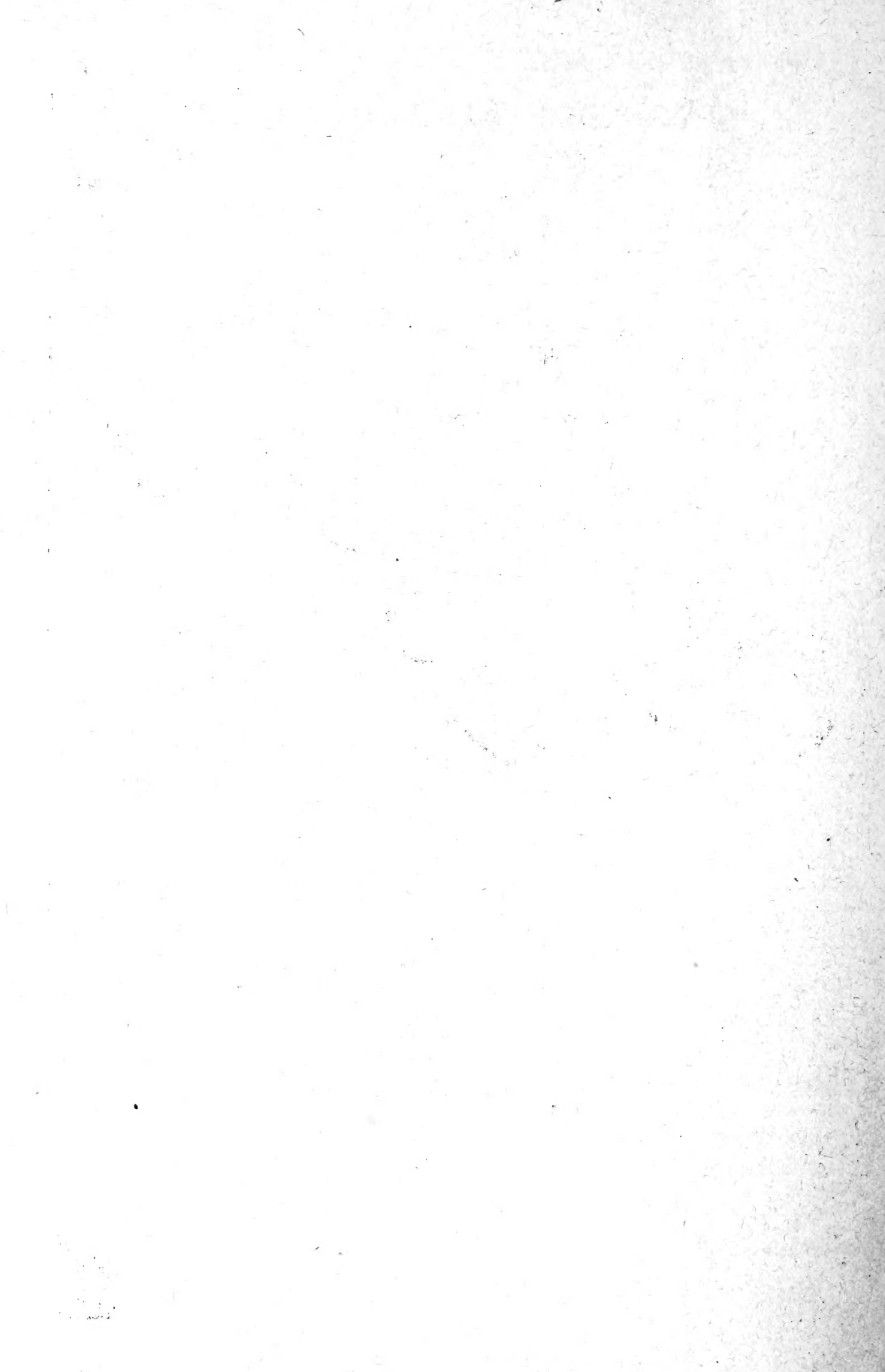
READING, MASSACHUSETTS



CHARLES S. PRATT, Proprietor

SPRING 1910





# SUNNYSIDE NURSERY IDEAL

To do an honorable business ; to be prompt ; to be careful for your interest, as well as for our own ; to be content with small profits ; to send you pure plants ; to answer all inquiries ; to correct all errors promptly ; to merit your kind words ; in short, to be worthy of your patronage.

**My terms are Cash with Order, or C. O. D., provided 1-4 of the amount of order is mailed at time of ordering**

I shall insist on this, and everyone will receive the same treatment. I have no money to lose and my plants are just the same as money.

**Six plants at dozen rates, 50 at 100, 500 at the 1000 rate**

You can have three, and only three, varieties to make up a thousand. It takes time to pack mixed orders and time is money in the Spring.

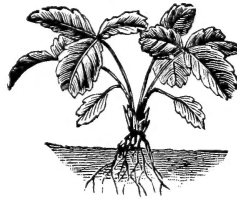
## A GOOD HOME MARKET

The possibilities of New England for the fruit growers' success is greater than any other part of the United States, because of its markets. In Massachusetts alone there are nearly 100 cities and towns with a population of 5000 or more. There is not another state in the country, outside of New England, that can begin to compare with it. Prof. Shaler says: "New England is one of the most permanently fertile parts of the country, made so by the steady and gradual disintegration of her rocks and drift formations." Stay East, young man, stay East.

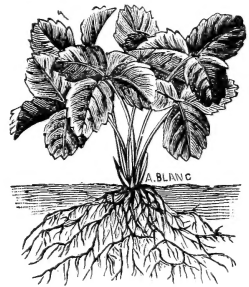
## THREE WAYS OF SETTING A PLANT



PLANTED TOO DEEP



PLANTED TOO SHALLOW



RIGHT WAY

Be sure and press the soil firmly around the roots so that you can take hold of one leaf and pull it off without disturbing the plant. There are more plants lost by improper setting than by any other one cause. Do not, under any circumstances, allow the plants to fruit the first year they are set out ; when they are well blossomed out go over the bed and pull all the buds and blossoms off, as it is all the plants can do the first season to make runners and get ready to fruit the next year. The first three commandments in successful fruit growing are :

**Thou shalt not use poor plants.**

**Thou shalt not set plants carelessly.**

**Thou shalt not use ground until well fertilized and thoroughly prepared.**

Neglect these three things and all the woes of a careless grower shall be thine.

## The Difference

Tennyson could take a worthless sheet of paper, write a poem on it, and make it worth \$65,000—that's genius. Vanderbilt can write a few lines on a sheet of paper and make it worth \$500,000—that's capital. The United States can take an ounce and a quarter of gold and stamp upon it an eagle and make it worth \$20—that's money. A mechanic can take material worth \$5 and make it into watch springs worth \$1,000—that's skill. A merchant can take an article worth 75c. and sell it for \$1.00—that's business. A lady can purchase a hat for 75c. but she prefers one for \$27—that's foolish. A ditch digger can work ten hours a day, handle several tons of earth for \$1.50—that's labor. A fruit grower can buy his plants of C. S. PRATT and get them true to name and good plants at reasonable prices — THAT'S COMMON SENSE.

**THE ROAD TO SUCCESS**

There is only one way possible to succeed in fruit growing, and that is to plant the right varieties. It does not matter how good your market is or how well your soil is adapted to the fruit, or how hard you work, you are bound to fail unless you plant varieties that will produce the kind of fruit you want and in paying quantities. We have gone over the long lists of varieties year after year, adding to and discarding, until we have a list that cannot fail to do well. We have worked the problem out on our own fruit farms and we are sure we can help you. We have laid the foundation for success for hundreds of our customers. While I am not doing as large a business as some others, I am doing a safe business and attending to it personally. I ought to know after having 40 years of experience how things should be done in proper shape. My list of varieties is not long, it is a selected one.

I believe I have the finest collection of Strawberries that can be found. I have endeavored to grow nothing but the very best varieties. If one cannot find anything to his liking among these he need look no further.

**I commenced selling Strawberry plants in 1870; intend to sell them as long as I live, and am going to live as long as I can — and die when I can't help it.**

**DO NOT ALLOW**  
 a lower price to influence you to purchase of men whose trustworthiness you have the least reason to doubt. A penny thus saved at the time of purchase will oftimes be found many dollars lost years hence.

**Take Notice!**

I do not have my plants taken up and tied in bunches and stored away like dry goods and kept on hand until ordered. When I receive your order for plants they are in the GROUND GROWING. Your order is given to one of my men in the morning and he goes out into the field and digs the plants and takes them into the packing house and they are packed as plants ought to be packed, and at 11 o'clock they are on the express team, and at 5 o'clock p. m. the express is at my place again after another load of Fresh Dug, Well Packed Plants. I do not claim that my plants are better than every other man's in the country and that my prices are lower, because they are not. Neither am I doing more business than I can overlook myself. I know just what is going on all over my place. Most of my time is spent in my office and packing house. It keeps me hustling most of the time. I can pack plants just as quickly and in better shape than I did 40 years ago.

There is no place where downright honesty of purpose is more needed than in the plant business. A person sends his order and pays for his stock without seeing it. I would not send an order to any nurseryman that I did not have confidence in. There are a great many people that want a great deal of value for little money. Every season I have parties write me saying that they are going to buy plants of the one that sells at the lowest price. How short sighted! If a grocer offered them granulated sugar for 3c. a lb. would they buy it? Something certainly is wrong either with the man or the sugar. It is just the same in the plant business. I have no use for a man who claims that his plants are cheaper and better than any other grower in the country. Such men are to be avoided. I have firm faith in the man who says he has good plants at reasonable prices; that he has something that I need, who tells his story in plain, simple language, and guarantees his plants to be all that he claims for them. The way to make business pay is to do it right — not almost right, but altogether right. The big difference between success and failure often comes from the little differences between doing things nearly right and doing them quite right. Plain, honest facts are our motto, and we have been doing business on this line for forty years.

It is said that a strawberry plant resembles a cat, in that it has nine lives, but I think many a cat would have succumbed to the drought of 1909. Plants are scarce this Spring, and many of my varieties will be sold out long before the season of selling plants is passed. If you want to make sure of your plants place your ORDER SOON.

**He who cannot reason is a fool: he who will not, a bigot: he who dare not, a slave**

Don't, DON'T, DON'T plant varieties of inferior quality—you will regret it as long as you live. Better plant no plants at all than to plant such varieties as Brandywine, New Home, Minute Man, Haverland, Senator Dunlap, and a hundred and one others of that same class. They will never make you money—they will never give you satisfaction. The markets simply will not buy them at anywhere near profitable prices. The fruit-consuming public want quality and they are willing to pay fancy prices to get it. The condition of the markets all over the country is proof of this statement.

Don't be an average strawberry grower.  
 Don't be an average in anything.  
 Don't stay in the average class.  
 An average man never rises above the level of the masses.  
 Buy the best and grow them in the best way and get the best prices and enjoy the strawberry business and make money.

**Contentment that brings Happiness comes only through the Storm and Strife of doing things *right***

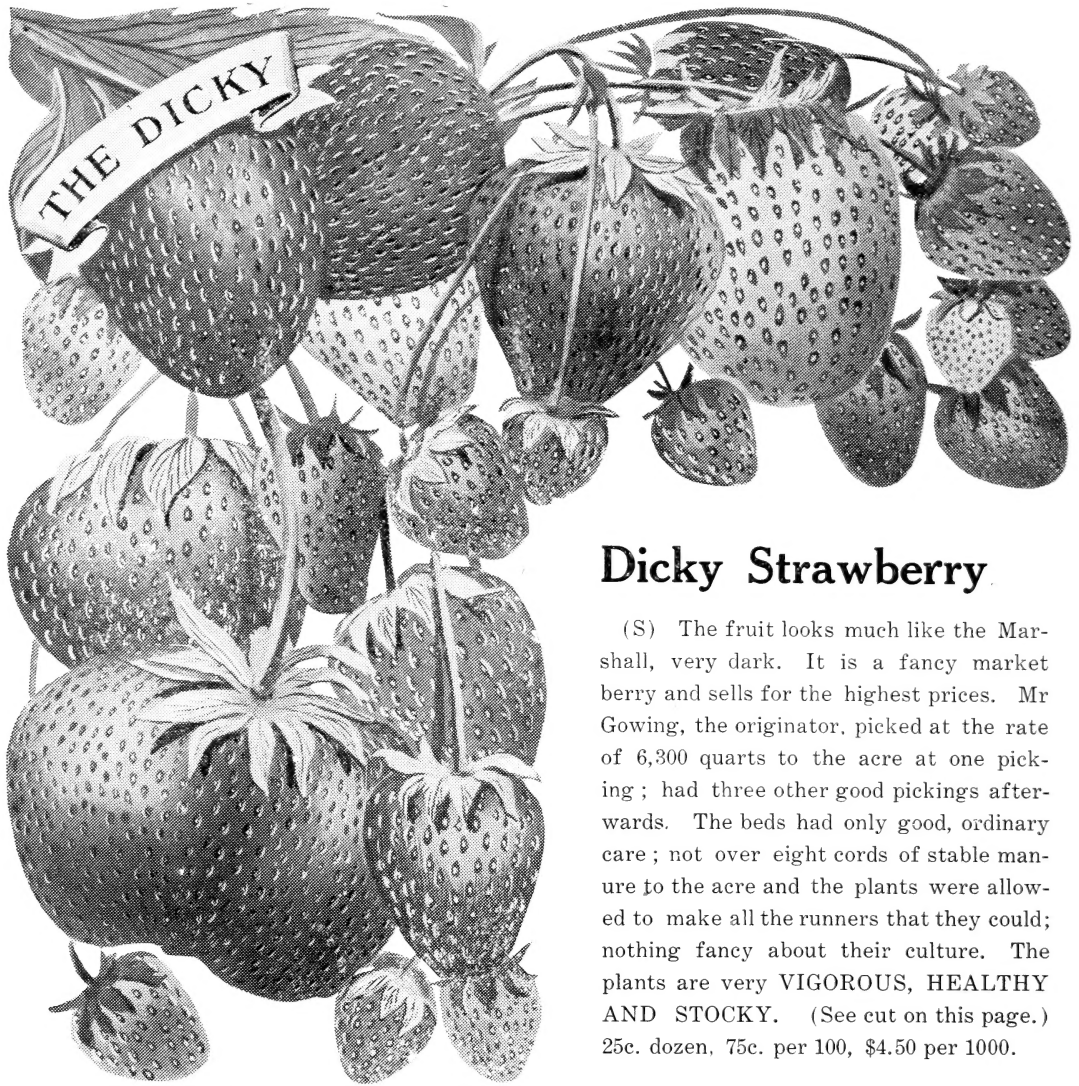


**1st Quality** (S) It will surely take the place of the Marshall for a family berry. Will produce five times as much from the same space of ground as the Marshall. Great cropper, fine shape, and colors well. This is the berry for your own use. Too good to sell but just right to give to one's best friends. We have never heard of a person who did not immediately become enthusiastic over the 1ST QUALITY. There is something—that indescribable something—about its flavor that completely captivates the taste. And it is a flavor that grows in favor with every berry eaten. No one ever seems to tire of it. Always a treat when you are ready to eat. 50c. dozen, \$1.50 per 100, \$6 per 1000.

**Josh Billings said,** "I luv a rooster fer 2 things : the crow that's in him and the spurs that are on him to bak the crow up with." That is the position I take in regard to the purity of my plants.

**Sample** (P) There never was a variety put on the market that took a stand right in front of the procession and held it as long as the Sample did. It has had its day and must give way to other varieties that are better ; it is as fine now as when I first introduced it. It is one of the very best pistillate kinds in cultivation. The plant is large and healthy and makes plenty of runners. However close to each other the plants may stand in the bed, every one will bear. The plant is well anchored by a great mass of roots which insure it against drought and frost. It is a great bearer of large, roundish berries, dark red to the centre, moderately firm, and of good quality. The fruit is large to the close of the season ; late. Remember, I am headquarters for this berry, and you are sure of getting plants true to name. 25c. dozen, 75c. per 100, \$4 per 1000.

**Hardy Hydrangeas** Some fine three year old stocky plants, 50c. each, \$3 per dozen.



## Dicky Strawberry

(S) The fruit looks much like the Marshall, very dark. It is a fancy market berry and sells for the highest prices. Mr Gowing, the originator, picked at the rate of 6,300 quarts to the acre at one picking; had three other good pickings afterwards. The beds had only good, ordinary care; not over eight cords of stable manure to the acre and the plants were allowed to make all the runners that they could; nothing fancy about their culture. The plants are very VIGOROUS, HEALTHY AND STOCKY. (See cut on this page.) 25c. dozen, 75c. per 100, \$4.50 per 1000.

There is little pleasure and no profit in growing small strawberries.

Never mind the other man, competition is the life of trade. It makes no difference how many tread on my heels so long as I keep them behind me.

I do the very best thing I know how — the very best I can; and I mean to keep on doing so until the end. If the end brings me out all right, what is said against me won't amount to anything. If the end brings me out wrong ten angels swearing I was right would make no difference.

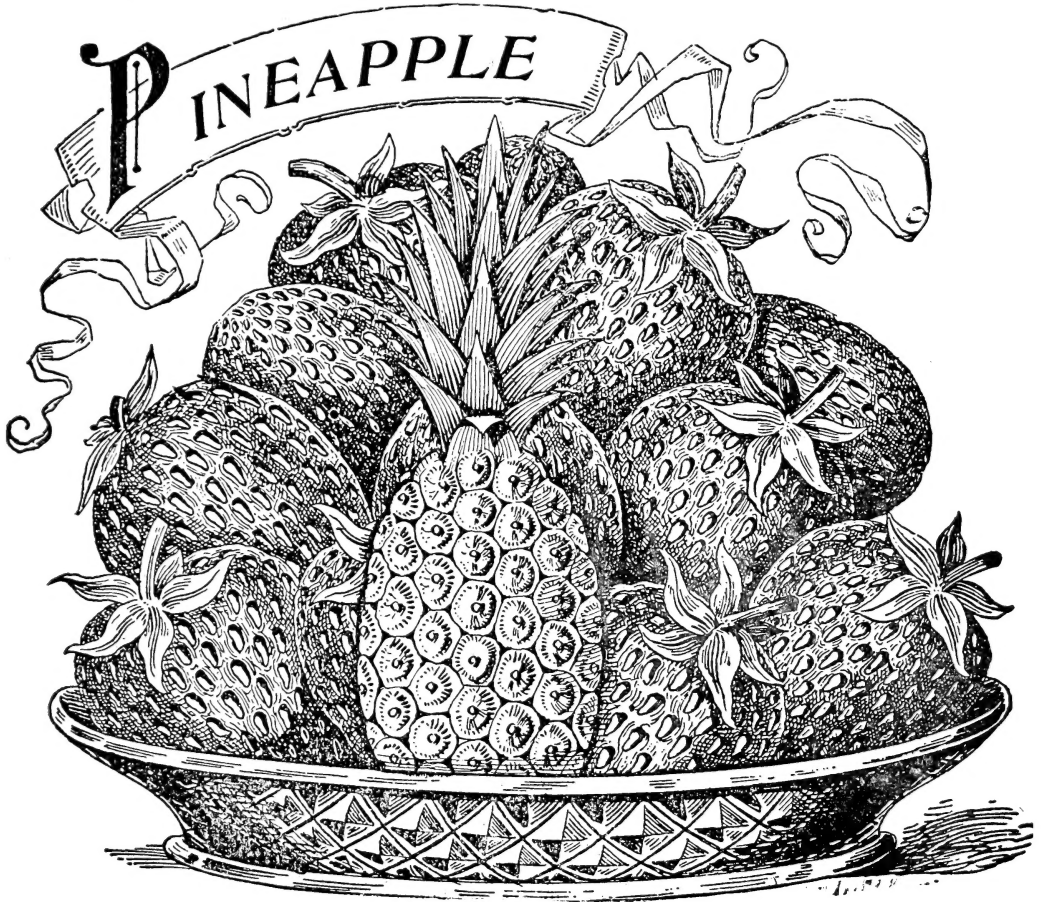
**Baldwin Apple Trees** One Year Old, 25c. each; \$2.50 per dozen; \$20. per hundred.

You get all the roots too, with these young trees and they are not bulky. The express charges are not heavy on these trees.

**Peary Discovered** the North Pole. Pratt discovered the best market strawberry (King Edward).



**Pineapple** (S) Think of it! Strawberries-Pineapples, could there be a more luscious combination of flavors? It is within itself a three-fold pleasure, viz.: to look upon, to smell and to eat. A vigorous grower, berries large size, round and well shaped, beautiful crimson color, about same firmness as Haverland; a perfect bloomer and an abundant bearer, valu-



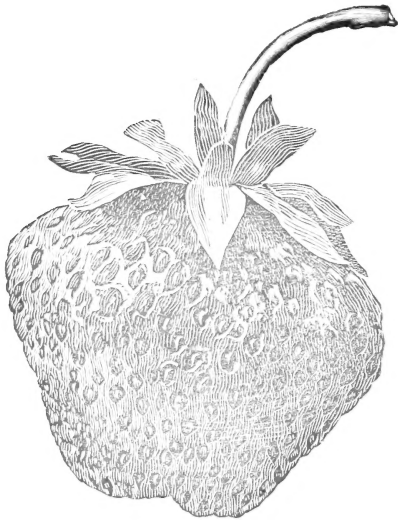
able alike for both home garden and market. Its great beauty and decided pineapple flavor make it a variety that commands a higher price on the market than the ordinary strawberry. This berry did grandly with me last season; it was a great cropper, good size, and one of the best varieties for market I had on my place; a grand shipper. Shall set largely of it this spring; it is a safe berry to plant. 25c. dozen, \$1 per 100, \$6 per 1000.

## The Deacon Strawberry

**Old Rough and Ready** (S) No berry under cultivation will stand the neglect and rough usage that this one can endure. It is the lazy man's berry and will bear a tremendous crop of fine berries under the most adverse conditions. Have you a plot of land too poor even to grow white beans on? Just set it to the DEACON STRAWBERRY and it will pay the best dividends it ever did. It did fine at Sunnyside last season. 50c. dozen, \$2 per 100.

**"HARD TO BEAT"—A China Egg or Pratt's Prize Strawberry Plants**

**Abington** (S) This is too soft a berry for any one to grow for market; shall drop it after this season. There are as fine berries as this that are good market berries. The Abington will not stand up over one night. **25c. dozen, \$1 per 100.**



## GOLDEN GATE

(S) **NEW.** Resembles the Marshall in size and shape but not in color. Will succeed where the Marshall fails. Seven berries will fill a quart basket full. Quality is A No. 1, — pronounced so by the judges at the Mass. Horticultural Strawberry Show last June. It won twenty-three dollars in prizes. In market it sells for the best price. A fine cropper, colors well, no green tips; a strong staminate variety. You make no mistake if you order this berry. If you have a market for choice fruit, you can't help from making money growing this berry. The berries are simply immense, and a tremendous cropper; the fruit is simply piled up around the plants. I have never known of any one growing it that did not get a big crop. **25 cts. per dozen, \$1 per 100, \$6 per 1000.**

**Fendall** (P) I hardly know what to say about this berry. In the first place, I intended to set nearly one-half my grounds out in this berry, but after spring opened the plants looked so inferior and small that I did not set many; then about the last of May there came a wonderful change, the plants just jumped ahead, and I never saw so many berries on the same amount of ground in my life; there were quarts, quarts, quarts. The fruit was good size, firm, but it was off color, berries very light, market men would not handle them. If the plants had been grown in the narrow row I think they would have been better color. **25c. dozen, \$1 per 100, \$4 per 1000.**

## The Greenwood Strawberry

(S) I got this variety from a party who has grown strawberries forty-five years, a man in whose judgment I have great confidence, and who I believe would not make a statement that was not strictly honest. He says that it is the finest berry he ever saw. Nothing ever came near yielding the amount of fruit it does. Of pot grown plants set in August, a good many yielded a full quart to a plant the following June. Fruit of the largest size. Limited stock of plants. **Only \$1 per dozen.**

You can  
count them  
on three  
fingers



**Sample**  
GOOD

**Dicky**  
BETTER

**1st Quality**  
BEST

These Three Leading Berries were introduced by CHARLES S. PRATT

**Paul Jones** (P) Immense cropper, fine shipper, not large but good-sized berries. A profitable market sort. The originator claimed it would keep ten days in perfect condition without cold storage. It would not keep two days with me last season. It is a fine berry, one would make no mistake by setting it. **25c. dozen, \$1 per 100, \$4 per 1000.**

## The 3 W. W. W. Strawberry

This berry is a chance seedling, discovered and cultivated by W. W. Wallace, of Harriman, Tenn., and possesses so many points of excellence as to deserve being ranked as a perfect strawberry. An enumeration of its good qualities must include the following:

1st. Delicacy of flavor. It is so sweet and palatable that it may be eaten and enjoyed without sugar just as you eat an apple or an orange.

2nd. Abundance of crop. Its fruitfulness is phenomenal, and sufficient to satisfy the most exacting.

3d. Long season of fruitage. It has a season of abundant fruitage of from five to seven weeks, and covers the shipping season of an early, medium and late berry, ripening as early as the "Lady Thompson" (early), and continuing in fruitage through season of the "Howell Seeding No. 2" (medium) and the "Gandy" (late).

4th. Size and uniformity. It may be classed among the largest berries and runs very uniform in size.

5th. Richness. It has a deep crimson color through and through, instead of a skim of red on the outside and white or pale on the inside, as found in most other varieties. Its color attracts attention wherever put on the market.

6th. A staminate berry. It is very profuse in pollen and needs no other plant to fertilize it.

7th. Perfection as a shipper. The skin of the "3 W" berry is very tough and the meat is so very firm that perfection as a shipper has been closely approached, if not absolutely secured.

8th. Vigor of plant growth. It is a large plant, with clean, healthy foliage, sufficient to shade fruit and prevent sunburn. It has a root system of such vigor as to resist drouth and other unfavorable conditions.

9th. A fine plant producer. It makes an abundance of fine, healthy plants and sets them fifteen to eighteen inches apart after parent plant has been relieved of the burden of fruit.

This is the berry that will knock the bottom out of the Abington in productiveness, and that is saying a good deal. Very firm, one of the best shipping berries I have, season early and sells for good money. **25c. dozen, \$1 per hundred, \$5 per thousand.**

## 1910 NOVELTY, U. S. KING EDWARD

(S) This berry, put on the market this spring for the first time, originated with D. J. Miller, Millersburg, O., and was put into the hands of eight plant growers that Mr. Miller had confidence in all over this country. I am the one selected for New England States (a thing I am a little proud of). I set 16,000 plants of it in 1909, and I have grown a little million of them, but I cannot sell at a lower price than any other grower for we have all signed a contract to sell at the same uniform prices. I honestly believe it is by all odds the finest market berry ever introduced.

It is the rich man's berry, poor man's berry, lazy man's berry and the market-man's berry. If one wishes to grow the largest number of quarts to the acre and has to sell at low prices, this is the berry to grow every time.

It is not one of those large, coarse, over-large berries, but of uniform size throughout the season; indeed every berry looks as though they were all run in the same mould. They are a very attractive light scarlet color. A crate of this fruit is about as fine thing as one could possibly ask for. The looks alone would sell them. They stand up great; a berry market men like to handle.

I let the fruit remain on the vines ten days last season, and then they were in better market condition than the Abington was after two days. I don't want to grow a soft berry. If you grow the King Edward you will not be obliged to pick berries on Sunday for fear they will not stand up Monday.

The plant is a strong staminate variety and are just loaded with fruit. **Quarts, quarts, quarts,** as thick as cultivated cranberries. **It is a mortgage lifter.**

Unfortunately, there are two strawberries by this name, King Edward. One originated in England and the best one in America. You want the U. S. King Edward because it is the **best.**

Providence, Rhode Island, August 4, 1907.

Mr. D. J. Miller, Millersburg, Ohio.

My Dear Sir : — I suppose you are anxious for me to send you a report of the test I gave the King Edward strawberry plants you kindly sent me in the spring of 1906. As the plant comes first, I am pleased to report that it is **the best I have worked in 35 years.** Free from rust and very vigorous. It is very productive of the most beautiful berries, of large size, carries well, and is of good flavor. It was easily the best of the 30 varieties I had growing in the same field, and I consider it the best all around market berry that has come to my notice. At the Rhode Island Horticultural Berry Exhibition, where it was exhibited, it was admired by all for its great beauty, and the Society awarded it a certificate of merit for productiveness, large size, beautiful color, and fine flavor. Trusting that the King Edward will soon be introduced, and put on the market, and that you will receive your just reward, I am,

Yours Very Truly,

Central Police Station, Providence, R. I.

A. W. CLARK.

✦ **T**HE U. S. KING EDWARD is to the Strawberry what  
the Baldwin is to the apple, the Concord to the grape, the  
Bartlett to the pear. The berry for the million. ✦

Mr. D. J. Miller, Millersburg, Ohio.

My Dear Mr. Miller : — I have been growing your King Edward strawberry in comparison with from 75 to 150 of the highest reputed Eastern, Western and many hybrid varieties. Have had two full seasons with it. Our strawberry seasons are fully five months long. Eastern varieties get into a perpetual habit of bearing, and King Edward is a marked example of it. Without reserve, I think it is the finest light-fleshed strawberry I ever grew. Plant perfect; an abundant plant, makes fruit large to very large, fine quality, solid, beautiful shape, a profuse bearer and firm enough for our market. I can find no fault with it. The most expert judges who have seen it here say it is the best strawberry I grow. I congratulate you on having produced such a magnificent variety.

Most Sincerely Yours,

GEORGE J. STREATOR, Plant Breeder,

Rosedale Seaside Ave., Santa Cruz, California.

Jan. 29, 1908.

Prices for 1910, \$1 per dozen, \$3 per 100, \$12 per 1000.

## The Barrymore

(NEW) Since the introduction of the Marshall in 1892 we have had no strawberry that has created the sensation as this Barrymore at our Horticultural rooms in

Boston. Since 1893 the Marshall has won more first premiums than any other strawberry. The Barrymore won first premiums in all the classes in which it was entered; it won three first premiums and a silver medal in the strongest competition ever seen in Boston. The Barrymore is the most attractive strawberry ever exhibited at Mass. Horticultural rooms. It is not only the best looking but it has most of the desirable qualities that mark one of the best for all purposes. The plants are strong and healthy. The fruit is not only large, but its great beauty lies in its glossy appearance. They shine as if varnished and they hold this gloss a long time after being picked, which makes it a good selling berry. **\$1 per dozen, \$5 per 100.**

**Saratoga** (S) It has yielded at the rate of 5918 quarts per acre at one picking and has been tested on different soils for four years with better results the past season than ever. Plant large, strong and healthy. Blossoms perfect. Berries large to very large, borne on tall, strong stems, fine shape, good quality, deep red in color and very firm. **25c. dozen, \$1 per 100, \$5 per 1000.**

**Glen Mary** (S) With some growers this is their standby and enormously productive; large fruit and a good market berry. I get sold out of plants every season. It is a berry I never liked, would not grow it when there are a score of better ones. **25c. dozen, 75c. per 100.**

**Stevens' Late** (S) Plants strong and vigorous, somewhat resembling Sample. An abundance of fruit stalks to every plant, perfect bloom, very productive of extra-large, light, bright, glossy-red berries, pointed, globular; late as Gandy. **25c. dozen, 75c. per 100.**


**Oswego** (S) The plants are large and vigorous, producing a sufficient number of young plants, while the older parent plants tend to bunch up much like the old Parker Earle. It is very distinct in growth. The berries are very large, of a bright crimson color, and ripen about the same time that Sample ripens. **25c. dozen, 75c. per 100, \$5 per 1000.**

**Marshall** (S) Fine family berry, poor cropper. **25c. dozen, \$1 per 100.**

**Dumas** (S) This did not come up to my expectations in size last season. Great cropper; rather dark. **25c. dozen, 75c. per 100.**

**Highland** (P) This is the finest berry Matthew Crawford ever put on the market. Large size, firm and very showy. **25c. dozen, \$1 per 100.**

#### RAISING BUSTER CROPS

**Y**ou can raise bread with yeast but you can't raise berries that way. You must get the varieties tested and proved — vigorous plants, true to name. These qualities exemplified in all plants grown at Sunnyside Farm 

### MIXED PLANTS \$3.50 per 1,000

**Mixed Plants** These plants will be taken up where two varieties come together and are fine for any one to set for fruit. You stand a chance of getting some of my newest and highest priced plants at a bargain. If you wish simply to grow a crop of fruit, these are as good as anything you can buy. I have only a few thousand to sell, any way.

Don't think for a moment that I have been careless and got my stock mixed, for no one in the plant business is any more careful than I. If you order a thousand plants of any one variety every plant in the lot will be true to name. My plants are grown on new land. They are grown right, packed right, shipped right, named right, priced right, and are right.

The most important consideration in securing a satisfactory strawberry bed is to have good plants; now by that I do not mean to say the biggest plants, but those that have been carefully grown and dug so as not to dry, and packed in not too wet moss. It is a fact that many growers do not realize that the most frequent mistake by far that shippers of plants make is to pack them too wet, and if they do not rot, the soaking that they get weakens their vitality to a great extent. It is important, too, that plants should be dug out of a sandy soil or at least a light one, because plants cannot be gotten out of heavy clay land and have the fine fibrous roots preserved, and this is always important in getting a good start.

## CURRANTS

**Fay's Prolific** Perhaps no other Currant has received so much praise as Fay. It is very large and always sells well at a high price. We consider it does better on heavy clay soil, well manured, and thoroughly cultivated, than on lighter soil. **Two-year old plants \$1 dozen, \$5 per 100.**

**Perfection** Best Currant grown, the only one I have on my grounds for fruiting. It sells for more and is worth more. **Two year old plants, 35c. each, \$3 per dozen, \$12 per hundred.**

## CRIMSON RAMBLER ROSES

Two year old, strong, field grown plants, four to six feet growth, **75c. each.**

**Dorothy Perkins**

Pink Rambler, blooms later than the crimson and remains in bloom a longer time and is in every way superior. **Two year old**

field grown, **75c. each.**



Partial view of C. S. Pratt's Strawberry Plantation as it looked August 1st,  
grown on strong, sandy, loam soil, which grows the finest roots.

I'll bet you've watched all through the book for testimonials, and wondered if I didn't have any. No, sir, not a testimonial. Some way I don't like them very well. Maybe its just a prejudice, but I don't believe they do a bit of good. I've got bushels of them, but if I put them all in, the catalogue would look like a patent medicine almanac.

Testimonials always seem rather cut and dried somehow; as if they had been written on purpose. They are too much like a posed gallery picture. You know the only picture that really looks like a man is the snap shot that is taken when he isn't looking.

## BERRY BASKETS

The American Quart Berry Basket, Full Quart, Standard Size, \$3.25 per  
1000, f. o. b. Reading, Mass.

I can supply my customers with the finest berry basket made. They are sewed with wire and are superior in quality and workmanship to any ever offered to berry growers.

**Why Grow Strawberries** Because they are as sure as any staple crop.  
Because they make as good returns as any  
crop. Because there is more joy and satisfaction than in any other crop. Because you owe it to  
your family to grow them.

Grow them because they are refreshing, satisfying and healthful.



View taken in July from the fruit farm of one of my customers, Mr. P. G. Gotchell, Princeton, Me. These plants came from my **sandy loam soil**, they look like cabbage plants. The plants have no pedigree to boast of, or pride of ancestry to look back upon. They are plain every day fellows, such as you will receive if you buy plants of Pratt this spring.

**President Lincoln once said** "You can fool some of the people all of the time and all the people some of the time, but you can't fool all the people all the time."

**We do not try to fool any of the people any of the time because we say:**

If you buy 1000 King Edward Strawberry plants this spring, and if they do not prove just what we claim for them, we agree to refund the purchase money. One thing sure: it is the best market berry this side of Texas. Fully two-thirds of all the plants in this catalogue that I set out this spring will be the King Edward.

	<p><b>THE POINT! PRATT'S PLANTS ARE TRUE TO NAME</b> </p>
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**To the New Customer** Or at least I hope you will prove to be a customer. Maybe not, but I will keep hoping any way. Of course I do not expect to get an order from every one I send a catalog to, but I am one of those optimistic, hopeful sort of fellows who always look at the brightest side first. (Sunnyside.)

So we will take it for granted that you will become one of my customers, for a trial trip anyway. And now that you are accepted as "one of the family" I want you to "just reach and help yourself," as we say when we have company to dinner. Look all through the catalog — study it carefully, pictures and all — and then give your order for what you want.

If you can't send me an order, write to me any way so I will know you are interested and want your name kept on the list. But I hope that you will send me an order, even if only a small one for trial.

**Eaton Raspberry** I have been looking for a good red Raspberry that was hardy and would stand our cold winters without winter protection, and the Eaton is the only one that fills the bill; it is hardy and an enormous cropper. **Price of plants \$1 per dozen, \$5 per hundred.**

**The King Edward Strawberry** has a future as wide and as long as the United States of America.

# Everblooming Bedding Roses

## (TEAS AND HYBRID TEAS)

PRICES, by mail postpaid, each, 10c.; three for 28c.; six for 50c.; twelve for \$1.

The roses given under this class are mostly the result of crosses between the Teas and Hybrid Perpetuals. In this class will be found many varieties famous for their vigor, profuseness, brilliancy and exquisite fragrance of flowers. They combine the valuable characteristics of both the Teas and Hybrid Perpetuals, inasmuch as they bloom freely the first year like ordinary Ever-blooming Tea Roses, and from the Hybrids they inherit the large, finely formed flowers, and pungent fragrance, together with vigor and hardiness. South of Philadelphia they are hardy; in the North they will be benefitted if given slight protection.

**Caroline Marniesse** — An absolutely hardy rose that is always in flower. There is scarcely a day from the last of May till the middle or latter part of October when this variety does not show a considerable quantity of buds or flowers. The color is pure white, slightly tinged with pink, flowers of medium size, produced in clusters, very double, is of low-growing habit and especially adapted for a border. Has sustained continued temperature of 20 to 25 degrees below zero without injury.

**Hermosa** — An excellent Rose, blooms in fine clusters; large, very double and fragrant; color beautiful clear rose; a constant bloomer; hardy; one of the best. Much used by florists for pot culture and a favorite bedding variety.

**Ivory (White Golden Gate)** — An offspring of "Golden Gate," with which it is identical except in color, being an ivory white. Flowers, large, borne on strong, stiff stems two to three feet in length. An elegant pot plant for the house.

**Maman Cochet** — This superb rose is well known as the queen among roses and one of the best and most beautiful varieties ever grown and quite hardy. The flowers are of enormous size, very full and of great depth and substance. Color, rich, coral pink, elegantly shaded with rosy crimson, has broad, thick, shell-like petals and makes superb long, pointed buds, immense bloomer, continues loaded with buds and flowers the whole season. Deliciously sweet and a hardy, vigorous grower. It ranks among the very finest hardy everblooming roses, has no superior and should be included in every collection.

**Catherine Mermet** — Distinct and beautiful — a very beautiful Tea Rose, valued highly for its elegant buds; color clear shining pink, with delicately shaded amber and fawn center; large globular flowers; one of the very finest varieties; a strong, healthy grower and a good bloomer; equally desirable both for open ground planting and forcing under glass.

**Golden Gate** — A rose of surprising beauty, extra large, very double and full and delightfully fragrant. Rich, creamy white, beautifully tinged with golden yellow and bordered with clear rose, a constant bloomer, extra fine.

**Marion Dinglee** — Deep, brilliant crimson, one of the darkest and richest colored everblooming roses we have; beautiful cup-shaped flowers, quite full and fragrant, and borne in great profusion all through the growing season; excellent for garden planting.

**Madame Abel Chatenay** — Bright rosy pink, shaded salmon. Largely used for cut flower purposes, on account of its continuous blooming and large flowers on long, stiff stems. Does remarkably well in the open ground.

**Marie Guillo** — A pure snowy-white rose, large and full flowers; a constant bloomer, one of the best for planting in the open ground, always in bloom and always satisfactory.

**Meteor** — A fine hybrid Tea Rose. Remarkable for its large size, constant bloom and brilliant color, bright rich velvety crimson, very vivid and striking, and a most constant and abundant bloomer.

**Miss Kate Moulton** — A beautiful new Hybrid Tea Rose. Remarkable for its large size, constant bloom and brilliant color, bright rich velvety crimson, very vivid and striking, and a most constant and abundant bloomer.

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**Madame Hoste** — This is an elegant rose, one of the finest ever bloomers, makes large, finely formed buds and extra large double flowers, a strong, healthy grower and constant and abundant bloomer, fine canary yellow, flushed with rose, very beautiful and sweet.

**Perle des Jardins** (Pearl of the Gardens) — Rich, golden yellow. Often sold in cut flower stores for "Marechal Neil," so close is the resemblance. Buds of immense size and flowers globular. Very fragrant. Dark shiny foliage of thick leathery substance.

**Papa Gontier** — A splendid rose; extra large, finely formed buds and flowers; strong, robust grower; free, constant bloomer; rich rosy red; very full and sweet; one of the handsomest and best for the open ground.

**Safrano** — A fine old rose of great value for outdoor planting and house culture, highly prized for its beautiful buds and handsome flowers. Colors bright apricot yellow, changing to orange and fawn, sometimes tinted with rose; very fragrant and a quick and constant bloomer.

**Souvenir de la Malmaison** — This is certainly one of the choicest roses in our collection, and for general cultivation unsurpassed. The color is a beautiful rich creamy flesh, distinctly and elegantly shaded clear peachy red, with a rose centre; flowers are very large, perfectly double and deliciously fragrant. Particularly valuable for outside cultivation, being quite hardy. A strictly first class rose in every respect; sure to give absolute satisfaction.

**Uncle John** — A very pleasing constant blooming rose; never out of bloom during the whole growing season, pretty buff yellow flowers, shading to white and pink, large, full and fragrant; a strong, bushy grower, splendid for garden planting.

## "Exhibition Collection" of Hardy Pink Roses

The Four Best Pink Hybrid Perpetual Roses for 40c., postpaid.  
In Ordering Give Simply the Name of the Collection.

There are so many fine pink sorts that it is difficult to select the really best four, but we think there are none better than these. It is a collection of jewels of the first water.

**Anne de Diesbach** — An offspring of the famous old favorite, La Reine, and also the seed parent of that glorious variety, Paul Neyron, which facts should be effective evidence of its good qualities. The color is the most lovely brilliant carmine; long, pointed buds and large, finely formed, compact flowers, very full and double and delightfully sweet. A vigorous grower and a fine bloomer; one of the really good roses.

**Mme. Gabriel Luizet** — One of the most beautiful of all roses. Extra large, elegantly formed, very double and full, fragrant; color an exquisite shade of clear coral rose, suffused with lavender and pearl; once seen will always be remembered; good bloomer; hardy. Seen at a little distance it is often mistaken for the beautiful La France.

**Magna Charta** — A splendid rose. Extra large, full flowers, very double; of fine form, and sweet; color clear rosy red, beautifully flushed with violet crimson; a sure and profuse bloomer. One of the hardiest and best for general planting.

**Mrs. John Laing** — A splendid, constant-blooming Hybrid Perpetual, perfectly hardy, with immense flowers, full and double, borne in great profusion on long, stiff stems and exceedingly sweet. The color is a clear, bright, shining pink, exquisitely shaded.

## The "In Remembrance" Collection.

(For Cemetery Planting.) Three Hardy White Roses for 30c., postpaid.

The three following sorts are especially recommended for cemetery planting. They are hardy, free-flowering and need but little pruning.

**Coquette des Alps** — Pure white, tinged with pink in the center; truly a continuous bloomer, as it is scarcely ever without flowers from early summer until cut off by frost in the fall. Flowers are good size, well formed and sweetly scented.

**Coquette des Blanches** — Similar to the preceding except that the flowers have a creamy tinge, instead of pink, in the center; equally free flowering in habit.

**Mme. Plantier** — This grand variety, when once planted, is as permanent as a hydrangea. It is hardy as an oak, and for outdoor planting it is the best white. We recommend it for cemetery planting because of its permanency. Flowers are pure white, very large and double; it is a profuse and

Do not order anything on this page later than April 15.

continuous bloomer. Good white hardy roses are scarce — this is one of the very best. Should never be pruned except to remove old or scraggy branches.

**Hardy White Memorial Rose, Wichuraiana** — Will creep all over the ground like an ivy, or can be trained up to a post or trellis. Hardy as grass, and will grow in sun or shade, poor ground or rich. Needs no protection, will take care of itself and bloom profusely every season, without attention. The flowers are single and very large, frequently **five or six inches around**, pure satiny white, with bright golden center. They are borne in large clusters, covering the bush with a sheet of snowy blossoms during the early Summer months. **Price, 10 cts. each; three for 25 cts., by mail, postpaid.**

CHEAP PLANTS ARE NEVER GOOD!  
GOOD PLANTS ARE NEVER CHEAP!

## The "Big Four" of Hardy Red Roses For 40c. Postpaid.

The cream of a large assortment of red varieties. All of vigorous growing and free-blooming habit and very hardy.

**Alfred Colomb** — Justly celebrated as one of the very finest; extra large round flowers, very double and full; color clear cherry red, passing to bright, rich crimson; very fragrant.

**Gen. Jacqueminot** — A grand old rose which every one knows at least by name and reputation. Rich, crimson-scarlet in color and especially handsome in the bud. Although introduced nearly fifty years ago it is still unrivaled in popularity and of great value for garden planting.

**Gen. Washington** — Soft, glossy scarlet; flowers large, broad and open in shape, but very double; especially desirable on account of the quantities of flowers produced in the fall when many other varieties bloom but shyly.

**Ulrich Brunner** — The thornless rose. Brilliant cherry-red, a very attractive color; flowers of fine form and finish; petals of great substance; plant very vigorous, hardy and free from disease.

## The La France Set, 33c. Postpaid

Everyone knows the beauty and fragrance of the La France Roses, and in these and their companions we offer a most popular collection, and one that should be in every garden.

**La France** — The old favorite. We have always given this the first place, the queen of all the roses. Accounts come to us from all quarters every year describing the great profusion of its bloom from June until frost, and extolling its fragrance and immense size. It is of superb form, and double as a rose can be. No variety can surpass it in delicate coloring, silvery-rose shaded with pink. It has a satin sheen over all its petals. It is universally regarded as the most useful of roses, for it is hardy beyond question. It blooms continuously. The flower is large, finely built, endures for a great length of time and is exquisitely colored, and fragrant in the highest degree. A rose of which one can never have too many.

**Duchess of Albany** (Red La France) — A superb rose; resembles La France, but is much deeper in color, hence the name Red La France. It is a continuous and free bloomer, producing a great abundance of lovely buds and flowers all through the season; extra large, elegant in form, very double and full; remarkably fragrant; color brilliant rose pink, exquisitely shaded. It is recommended as one of the largest, sweetest and best roses for general planting in open ground or greenhouse culture.

**Champion of the World** — This is a free-blooming hardy rose of great merit, introduced only a few years since, but already become very popular. Flowers of large size; color a lovely clear deep pink. One of the best of all roses for outdoor cultivation.

**Princess Bonnie** — Princess Bonnie is one of the loveliest of everblooming roses. Its color is indescribable. A richer, deeper crimson was never seen in a rose, while its fragrance is as subtle and delicate as that of La France. It is a profuse bloomer and as easy of cultivation as the most ordinary rose. Representing the best and newest productions of the rose growers of France, Germany, Ireland and America. The colors are admirably assorted and the varieties of exceptional merit.

Do not order anything on this page later than April 15.

# CHRYSANTHEMUMS

The rapidly increasing number of Chrysanthemum exhibitions held throughout the country each successive season shows the hold this popular Autumn flower has upon the affections of the flower-loving public. Of the easiest growth, they quickly make large bushes, either in open ground or in pots, and the magnificent flowers which they give until severe frost, makes them ideal plants for yard, garden or pot culture. The season of bloom and size of flowers can be regulated by pinching off the buds as they appear. Partial shade, fairly good soil and moderate watering will bring successful results. We offer the best kinds now known. At the low prices for which we offer them, every one should have Chrysanthemums. They are the people's flower. **Price each 12c.; three for 30c., postpaid.**

**Black Hawk** — The largest and most beautiful dark crimson-scarlet yet introduced. Looks like crimson velvet; the very shade so much desired in Chrysanthemums. Flowers are of immense size on fine stiff stems. Sure to please. Said to be President Roosevelt's favorite variety.

**Col. D. Appleton** — After thorough tests this new Chrysanthemum has proved to be one of the finest yellows ever sent out. It is an ideal exhibition variety, with flowers of immense size measuring twenty-two inches in circumference and of great depth. Flower is a magnificent Japanese incurved with lower petals reflexed, and not showing any center. Besides its immense size and beautiful shade of clear yellow, another point in its favor is its almost faultless stem and foliage, growing fully up to the flower.

**Dr. Enguehard** — Japanese incurved. One of the best introductions of recent years; has been awarded highest honors wherever exhibited. Color, a true pink, without the least trace of purple. Stem and foliage perfect. Equally valuable for exhibition or commercial purposes. Perfectly double. Every flower is perfect; mid-season variety.

**George W. Childs** — The flowers are of massive size, reflexed, with broad, stiff petals; color deep, rich, velvety crimson, with no shade of brown or chestnut. Flowers borne on long, stiff stems. The foliage resembles Cullingfordii, but it is much heavier and darker. The leaves grow up close to the flowers, which gives the plant an elegant appearance.

**Glory of the Pacific** — This fine variety will rank as the very best of early pink sorts. It is of magnificent size and depth, with broad petals, which finally reflex, showing the clear pink color to excellent advantage. The plant is of dwarf, compact growth and comes into bloom very early in the fall. The flowers are of great size and a clear pink color.

**Golden Wedding** — The grandest golden yellow Chrysanthemum ever offered. In color it is a deep, bright golden or shining texture, is very large in size, the petals are both long and broad and channeled lengthwise. A perfect Japanese incurved of most beautiful form, free in growth.

**Ivory** — One of the most popular white varieties in cultivation. Of dwarf habit, producing fine, large, pure ivory white flowers on stiff, upright stems. Largely grown for supplying the early market, and equally valuable for outdoor planting. A grand Chrysanthemum that should be in every collection.

**Maud Dean** — An immense pink variety; finely incurved; petals broad, shell-shaped. One of the largest flowers exhibited in the fall shows. Almost a pure shell pink.

**Major Bonaffon** — Color soft, clear yellow, very full globular-shaped flower, six to seven inches across, crowded with fine incurved petals. In perfect form and finish, like Ivory at its best. Habit dwarf; keeping qualities excellent. Foliage well up to the flower, stiff stem. This is an ideal Chrysanthemum.

**Timothy Eaton** — No Chrysanthemum ever introduced has carried off so many prizes and attracted as much attention as Timothy Eaton. It was a winner of every cup and prize for which it was entered last season. It is certainly the largest of the Japanese incurved type. The flowers are purest white, of true globular form; exceedingly robust in habit of growth, carrying its immense flowers on stiff, upright stems. Has created a greater sensation among the florists than any introduction in years.

**Price of Chrysanthemums, 12 cts. each; three for 30 cts., postpaid.**

**Do not order anything on this page later than April 15.**

The Big Four of (Postpaid) **40c.**  
Chrysanthemum for

Glory of the Pacific, best pink. Black Hawk, the best red. Major Bonaffon, the best yellow. Timothy Eaton, the best white.



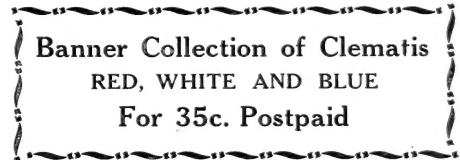
# CLEMATIS

There is no more ornamental class of plants than Clematis and the rich show of bloom produced by the best varieties is far too magnificent to be fairly portrayed by mere words. The flowers are of large size, measuring four to six, and sometimes eight, inches in diameter. The colors run from intense velvety-purple, through blue, lavender and white, and a crimson variety (Madam Edward Andre) has lately been added to the list. We presume every one of our customers who sees Clematis plants in bloom each summer promises to plant some in his own yard or garden at the next opportunity. They are especially adapted to our climate.

Plant in a sunny spot in good garden soil, dug very deep, placing the crown of the roots 3-4 inch below the surface of the soil. We recommend the application of well-rotted manure in holes a few inches away from the plant in opposite directions. The feeding roots reach out to these holes, which may be watered freely, with better success than when the manure is applied directly to the base of the plant.

**Duchess of Edinburg** — One of the best double whites, of vigorous habit, very free of bloom and deliciously fragrant.

**Henryii** — A vigorous grower and a free bloomer, producing its large pure white flowers constantly during summer and early autumn. The best large-flowered variety producing pure white flowers.



**Banner Collection of Clematis**  
RED, WHITE AND BLUE  
For 35c. Postpaid

**Jackmanii** — The flowers are large, intense rich velvety violet-purple and are produced in such masses as to form a cloud of bloom. Well known and very popular.

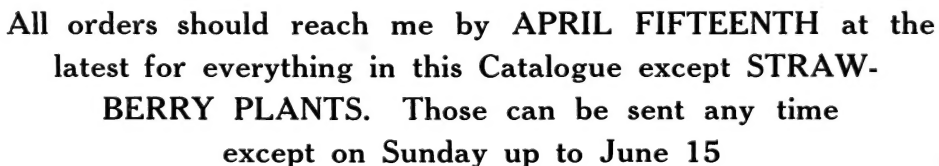
**Madame Baron-Veillard** — Of recent introduction and quite like its parent, the popular Jackmanii, in habit and makeup, except that its flowers are a lively, satiny lavender-pink; entirely distinct from any other variety and charming in effect.

**Madame Edouard Andre** — Also of the Jackmanii type and is the nearest approach to a bright red that has yet appeared. The flowers are very large, usually six-petaled, of a distinct, pleasing shade of carmine, and are produced in a bewildering profusion.

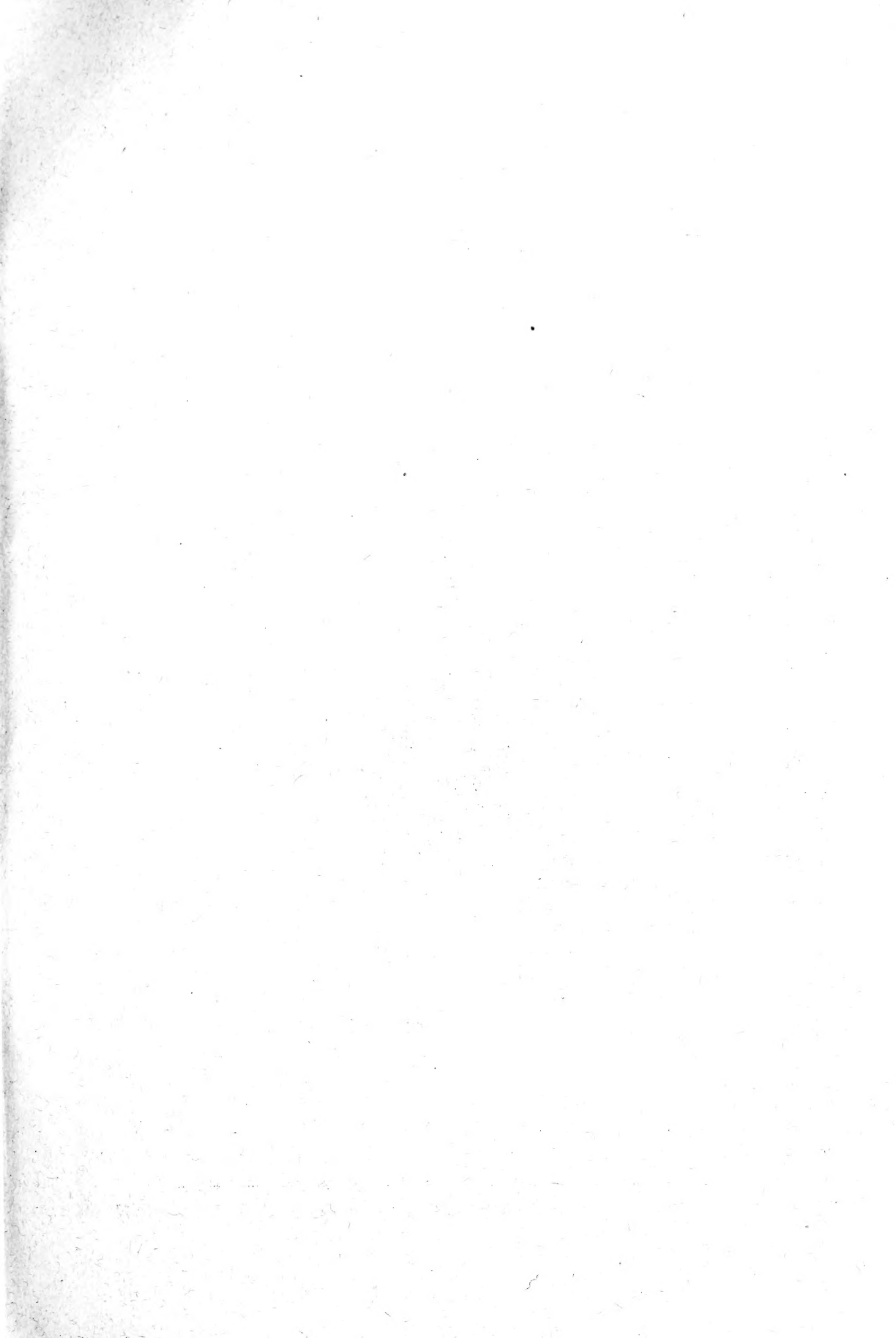
**Ramona** — Lavender-blue, flowers large, often nine inches across. Most beautiful of its color known.

**Clematis Paniculata** — One of the most valuable of all hardy flowering vines. Of exceedingly rapid growth, soon reaching a height of fifteen to twenty feet and spreading out in all directions. Small, pure white flowers, borne in great masses of panicles or clusters on long stems, so profuse as to fairly cover the plant with a sheet of fleecy white. Its blooming period is in August and September, when most other vines have ceased, and it is then a sight to behold. Not its least charm is its delightful Magnolia-like fragrance. Hardy as an oak.

**Price of Clematis, 14c. each, three for 35c. Seven varieties, one of each, 80c., postpaid.**



All orders should reach me by APRIL FIFTEENTH at the latest for everything in this Catalogue except STRAW-BERRY PLANTS. Those can be sent any time except on Sunday up to June 15



## LAST, BUT NOT LEAST

**N**O ONE plant grower can get all the trade, and I for one do not want it. I shall never take an axe and hit a man on the head and say he must give his money to me and to no one else. I shall never build my business up by pulling down some one else. The United States is a big country. If I could have all the trade of only the State of Maine I would be a rich man in short meter. I have lots of good customers down East—had them a long time—they stick. Lots of strawberry men in Maine will always trade with "Strawberry Pratt" and others will trade with the other fellow. When the year rolls around and I figure up there is always a smile on my face and I congratulate myself on having done a very good business, and that's about all there is to it.

Yours for success with strawberries and flowers

**CHARLES S. PRATT.**



MAILING AN ORDER

**THE END**