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62.39 HOW TO GROW RHODODENDRONS SUCCESSFULLY
RHODODENDRONS BY THE CARLOAD 1913(?)



KELSEY'S
HARDY AMERICAN RHODODENDRONS
AND
SPECIMEN EVERGREENS

RHODODENDRON CATAWBIENSE

AUGUST AND FALL PLANTING

HIGHLANDS NURSERY
3,800 FEET ELEVATION
IN THE CAROLINA MOUNTAINS

BOXFORD NURSERY, BOXFORD, MASS.

HARLAN P. KELSEY, OWNER
SALEM, MASS.



Rhododendrons banking a Colonial residence in Salem, Mass.

The Successful Rhododendron Bed

SIMPLE RULES WHICH WILL BRING PLEASING AND LASTING RESULTS IF CAREFULLY FOLLOWED

The highest ambition of the plant-lover is to have a successful bed of Rhododendrons together with other ericaceæ and flowering plants that naturally go with them. How few succeed is well known. Many, discouraged by the imagined or heard-of difficulties, never even make the attempt; yet, under average conditions, success is as simple and sure as with ordinary shrubs. It is a question of doing the right thing before, during and after planting.

Nature Knows Best. Rhododendrons—and I include under this term, Azaleas, Kalmias, Leucothoës and other ericaceous genera and similar native (and exotic) plants—grow naturally in shady, damp situations, being surface feeders, with fine, hair-like rootlets. Plainly, therefore, dry, hard ground or drought checks growth or kills outright; nature provides against this by supplying a mulch of leaves the year round; very few gardeners have learned this lesson.

First Excavate the Bed, unless conditions are already favorable. A deep, porous soil prevents drought; excavate 2 to 3 feet or more, and see that in clay soils good drainage is provided, so that water will not stagnate in the bottom and make "sour ground."

Material for the Bed. Rhododendrons live largely on vegetable mold and humus, presumably through the medium of a mycelium, which increases rapidly under suitable conditions; therefore fill in the excavation with woods' or leaf-mold, good loam, rotted field sods and a third in bulk of swamp muck or pulverized peat; while filling in this mixture one-tenth of sharp sand, or even more, should be added; if any manure is used, it must in every case be well rotted and practically reduced to humus. The center of the bed or plantation may be raised 6 to 12 inches above surrounding ground, after allowing for natural settling.

Planting. Plant the same depth as before (shown by earth line, or "collar" on stem) and firmly press soil around roots with the foot, but don't pack the earth too solid—Rhododendrons are not telegraph poles. "Fillers," including Lilies and other bulbs and smaller ground-covering species should be planted after the larger plants are all in and properly spaced.

The Great Secret. Mulch, and yet mulch again, all the year round. This is the great Rhododendron secret. As soon as planted, cover the entire surface of the ground with a vegetable mulching—preferably hardwood leaves—to the depth of several inches when reasonably well packed. Never remove this mulching, but let it remain the year round, and every fall add a new layer of similar depth. A foot of leaves in the fall means but a half-inch or so of humus the coming season—the future food of the Rhododendrons or Azaleas. A thin dressing of loam and well-rotted manure may be used to hold down the fresh leaves till they begin to decay. The leaves keep the surface cool in summer and warm in winter. This is the great secret of Rhododendron-growing.

KELSEY'S HARDY AMERICAN RHODODENDRONS

Winter Protection. If convenient, protect them with pine or other evergreen boughs, particularly where exposed to the sun and wind; yet Rhododendrons rarely suffer in the latitude of Boston or Buffalo, if properly planted and mulched.

In the latitude of Ottawa and Quebec, Canada, a board fencing may be placed around the edge of the bed and much heavier temporary mulching of straw, etc., filled in almost or quite to the tops of the plants. It is rarely necessary to build a board cover, except on southern exposures to prevent sunburn, or with tender varieties not suitable for general planting, and even then evergreen boughs are preferable. Good ventilation must be provided.

Selecting the Location. For the Rhododendron bed, select a northern exposure, where possible, especially in low elevations in the South, or elsewhere where freezing and thawing is quite continual. A direct winter sun on the frozen leaves of any broad-leaved evergreen often kills outright, or spoils the foliage. The north side of the building, wall, woods or hill is always preferable, and wind-swept locations should be avoided, unless proper measures are taken to check the heavy winds.

Limestone Soils Mean Death. Most ericaceous plants, and particularly Rhododendrons, Kalmias, Azaleas, Leucothoës, Andromedas, Galax, Epigæa and similar species, and some Lilies and Ferns will not endure large quantities of lime in any form. Permanent satisfactory results cannot be had, therefore, in soils impregnated with lime, and where such conditions exist, excavation and filling in with proper materials must be resorted to. Sulfate of magnesia in considerable quantities is said to be a specific for limestone conditions, but conclusive experiments are yet to be made.

Enemies of the Rhododendron

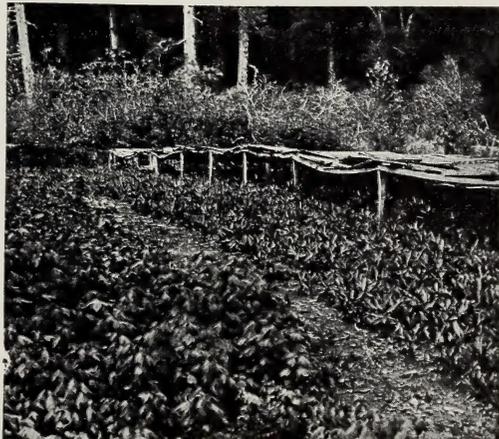
Rhododendrons, Kalmias and similar plants have very few enemies. The only serious one is the Lace-wing Fly, which is native from New England throughout the Alleghanies, and is found on *Kalmia angustifolia*, *Rhododendron maximum* and *Kalmia latifolia*. This pest appears in early spring on the under side of the leaves and gets its sustenance by sucking the sap. The leaves turn brown, giving the plant a ragged, unkempt appearance. It is easily disposed of by spraying the under side of the leaves, using a very fine nozzle, with an emulsion of ten gallons of whale-oil soap to one hundred gallons of water. While the Lace-wing Fly is more at home on *Rhododendron maximum*, it does not hesitate to attack all other species to a greater or less extent. Plants in the shade are rarely infested to any great degree.

"Fillers"—Plants to be Used with Rhododendrons

For the best landscape effects, as well as providing a continual succession of bloom throughout the season, and by actually protecting the Rhododendrons and supplying a "feathered" edge to the ground, a large variety of shrubs and plants may be employed with the finest results. In fact, the clear planting of Rhododendrons without the use of "filler" or "edging" plants give harsh, formal effects, which are neither desirable nor natural in any way. In the use of "fillers" great care must be taken as to time of blooming and color effects, so they do not clash. It is surprising how many "filler" plants can be used without detracting from the broad evergreen effect, and yet supplying an amazing amount of interesting detail and a continual show of blossoms against a beautiful Rhododendron leaf background.

Some of the Best "Fillers" and "Edging Plants"

Andromeda polifolia, *Chamædaphne calyculata*, *Dendrium buxifolium*, *D. prostratum*, *Ilex glabra*, *Leucothoë catesbæi*, *Pieris floribunda*, *Taxus minor*, *Galax aphylla*, *Gaultheria procumbens*, *Houstonia serpyllifolia*, *Mitchella repens*, *Shortia galacifolia*, *Vinca minor*, *V. minor alba*, *Xanthorrhiza apiifolia*, Lilies, Trilliums, Erythroniums, Violets, Ferns in great variety, *Dicentra eximia*, Iris, Azaleas; *Ilex verticillata*, *Aronia arbutifolia*, and many other berry-bearing shrubs.



Highlands Nursery. Beds where Rhododendrons Kalmias and Andromedas are grown by tens of thousands.

Kelsey's Hardy American Rhododendrons and Mountain Laurel

Prices are for heavy, nursery-grown stock, f.o.b. cars at **Boxford Nursery, Boxford, Mass.**

All plants, except rarely the smallest sizes under 1 foot, are balled and burlaped separately. Use hardy American Lilies, Trilliums and other bulbs as "fillers" and "edging" for the Rhododendron bed. A special bulb list is ready, and will be freely sent.

RHODODENDRON CAROLINIANUM (New Species)

The smallest Alleghanian species, though it often attains a height of 15 feet and is wide-spreading. A very graceful shrub, with totally different aspect from the other Rhododendrons. Leaves dark green, usually blunt and narrow, covered with rusty dots below, much smaller than



Rhododendron carolinianum. New. The best dwarf species

either maximum or catawbiense. Flower-clusters appear in greatest profusion in June, covering the plant with a rose-colored mantle. Fine for rocky slopes or hillsides, standing exposure unusually well, and invaluable as a single specimen or for massing with the other species.

Until this year we have been sending this beautiful and rare species out under the name of **punctatum**. Professor Sargent has recently called attention to the fact that it is a distinct species from the **punctatum**, differing in time of bloom with more showy and profuse flowers and making a much larger and finer plant than the **punctatum**.

It is now known as **Rhododendron carolinianum**, being described and named by Alfred Rehder, Arnold Arboretum, Jamaica Plain, Mass.

	Each	10	100
6 to 9 in.....	\$0 50	\$4 00	\$30 00
9 to 12 in.....	75	6 00	50 00
9 to 12 in., clumps.....	1 50	12 50	100 00
1 to 1½ ft., clumps.....	2 00	17 50	150 00
1½ to 2 ft., clumps.....	3 50	32 50	
2 to 3 ft., clumps.....	6 00	50 00	
3 to 4 ft., clumps.....	10 00		

RHODODENDRON CATAWBIENSE of the Carolina Mountains THE HADIEST OF ALL RHODODENDRONS

It was this magnificent Rhododendron that over a hundred years ago was introduced into Europe, supplying, together with *Rhododendron maximum* and *R. punctatum*, color and hardy blood to the cultivated "hybrids," but with a consequent loss of hardiness; and so today, for American gardens, where ironclad hardiness is essential, we must turn to the true original species, found on the loftiest, coldest peaks of the southern Alleghanies, where it attains a height of 20 to 30 feet.

Considering the extreme hardiness, color of flower, compact growth and remarkable texture of foliage, which is a deep, shining green, and far superior to the better-known *Rhododendron maximum*, we can recommend the true native catawbiense as the finest for general use, withstanding exposure and extremes of temperature where other Rhododendrons fail.

Do not confuse this true species, which is absolutely hardy, with the common so-called catawbiense hybrid seedlings so freely imported from Europe, which is at best half-hardy, and even when branched above is a single stem, showing bareness underneath for years.

KELSEY'S HARDY AMERICAN RHODODENDRONS

RHODODENDRON CATAWBIENSE. *continued*

Unlike *Rhododendron maximum*, it is a very free-bloomer, with foliage of a dark, rich, lasting green, **which never rusts**. The trusses are a bright red-purple (in marked contrast to the muddy purple of the semi-hardy half-breed imported variety noted above), and as sent out by Highlands Nursery are **always on their own roots**.

For massing to produce a broad-leaved evergreen landscape effect, there is no plant equal to it in the latitude of the northern United States and Canada, where strictly hardy plants must be employed. As a rich, finished border to plantations of the commoner *Rhododendron maximum*, the value of *Rhododendron catawbiense* cannot be over-estimated.

Do not compare our many-stemmed clumps with the single-stemmed, "bushy," half-hardy Rhododendrons offered by importers. There is no comparison.

	Each	10	100
6 to 9 in.....	\$0 30	\$2 50	\$22 50
1 to 1½ ft., clumps.....	1 75	17 00	125 00
1½ to 2 ft., clumps.....	2 50	22 50	200 00
2 to 3 ft., clumps.....	3 50	32 50	
3 to 4 ft., clumps.....	6 00	50 00	
4 to 5 ft., clumps.....	8 00		
3 to 6 ft., extra specimens, \$8 to \$15 each.			

RHODODENDRON MAXIMUM. The Great American Rosebay PERFECTLY HARDY IN THE LATITUDE OF QUEBEC

Rhododendron maximum is without doubt the noblest of American broad-leaved shrubs. It is found growing sparingly in New England and New York, more abundantly in the Pennsylvania mountains, but reaching perfection only in the southern Alleghany Mountains, where it grows in such luxuriance as to form a striking feature in the mountain landscape. Its large, waxy white or delicately pink flowers appear in large trusses in July, the latest of all the Rhododendrons, greatly enhancing its ornamental value as a broad-leaved evergreen for finished landscape effect.

Not even in Asia do Rhododendrons grow more luxuriantly than in our southern Alleghany Mountains, where they attain a height of 30 feet or more. They must be seen in their native lavishness of growth and bloom, on the mountain-sides or hanging over the dashing ice-cold



The true *Rhododendron catawbiense*



Rhododendron maximum

RHODODENDRON MAXIMUM
continued

streams and waterfalls, to be properly appreciated, and a trip to the high Carolina mountains in spring and early summer is a never-to-be-forgotten series of joys to the lover of nature.

- 9 to 12 in., 25 cts. each, \$2 for 10, \$17.50 per 100.
- 1 to 1½ ft., 40 cts. each, \$3 for 10, \$25 per 100.
- 1½ to 2 ft., 75 cts. each, \$6 for 10, \$50 per 100.
- 1 to 1½ ft., clumps, \$1 each, \$9 for 10, \$80 per 100.
- 1½ to 2 ft., clumps, \$1.75 ea., \$15 for 10, \$125 per 100.
- 2 to 3 ft., clumps, \$2.50 each, \$22.50 for 10.
- 3 to 4 ft., clumps, \$4 each, \$37.50 for 10.
- 4 to 6 ft., spec., \$5 to \$10 each.

RHODODENDRON MAXIMUM ROSEA

Pink form of the *Rhododendron maximum*. 1½ to 2 ft., \$5 each.

KALMIA LATIFOLIA. The Mountain Laurel

One of the grandest of our native, broad-leaved evergreen shrubs, attaining tree-like proportions in our southern mountains. In cultivation it is a broad, thick shrub, and, when in full bloom, of surpassing beauty. The wheel-shaped flowers in close terminal corymbs, pure white to pink, appear in May or June in such profusion as almost to smother the foliage. Its thick, shining leaves, conspicuous the year round, make it a shrub of greatest value for massing. The hardness of *Kalmia latifolia* is beyond doubt, it being found sparingly in Nova Scotia and increasingly in abundance through New England and the Middle Atlantic States (particularly in the higher altitudes), till the crest of the southern Alleghenias is reached.

	Each	10	100
9 to 12 in.....	\$0 40	\$3 50	\$30 00
1 to 1½ ft.....	60	5 00	40 00
1½ to 2 ft.....	80	7 00	60 00
1 to 1½ ft., clumps.....	1 25	10 00	90 00
1½ to 2 ft., clumps.....	2 00	17 50	150 00
2 to 3 ft., clumps.....	3 50	32 50	

**Rhododendrons and Mountain Laurel
"Collected Clumps," by the Carload**

For the area covered and effect produced, a carload of Rhododendrons or Kalmias is the cheapest landscape proposition offered. I ship an unusual grade of splendid clumps, each plant a specimen and burlaped separately. Don't accept cheap stock, thrown into cars without burlaping, and with the fine, hair-like rootlets inevitably exposed. You will be disappointed and find it expensive in the end. While fine results may be had from collected Rhododendrons, particularly if purchased from a reliable source, where greatest care is used in digging and handling, results are never so sure as when nursery-grown stock is used. "Collected" Rhododendrons and Kalmias delivered at your station by the carload. To be shipped from point determined by me.

RHODODENDRON CATAWBIENSE, Collected Clumps

Each plant collected from the open and burlaped. Prices, delivered f.o.b. your station, if east of the Mississippi River.

Car containing 200 clumps, 1 to 3½ ft., for.....	\$280 00
Car containing 300 clumps, 1 to 3½ ft., for.....	380 00
Car containing 400 clumps, 1 to 3½ ft., for.....	480 00
Car containing 600 clumps, 1 to 3½ ft., for.....	600 00

Other combinations and sizes quoted on request.

KELSEY'S HARDY AMERICAN RHODODENDRONS

RHODODENDRON MAXIMUM "Collected Clumps"

Prices in carload lots, delivered f.o.b. your station, if east of the Mississippi River, collected from open ground, and each specimen burlaped separately:

Car containing 300 clumps, 1½ to 4 ft., for	\$300 00
Car containing 400 clumps, 1½ to 4 ft., for	375 00
Car containing 600 clumps, 1½ to 4 ft., for	500 00

Other sizes or combinations will be made up to suit customers. It is far cheaper to buy my kind at slightly increased price, and have plants that will **grow**.

RHODODENDRON MAXIMUM AND R. CATAWBIENSE

"Collected Clumps" by the Carload

Mixed cars, delivered free at any station east of the Mississippi River. Car containing 150 maximum and 150 catawbiense, collected as above, 1½ to 4 ft., clumps—total of 300—for \$400. Car containing 250 maximum and 250 catawbiense, 1½ to 4 ft., clumps,—total of 500—for \$550.

KALMIA LATIFOLIA (Mountain Laurel)

"Collected Clumps" by the Carload

Each specimen burlaped, and highest-class clumps collected from the open, delivered free at your station, if east of the Mississippi River.

Car containing 400 clumps, 1 to 3½ ft. for \$375. Kalmia may be added to help fill any Rhododendron car at 90 cts. per clump. Not less than 100 clumps in shipment.

List of Material Used in a Successful Rhododendron Bed

(GARDEN OF MR. GEORGE W. MIETH, HUBBARD WOODS, ILL.)

This planting was made from suggestions and stock furnished by Harlan P. Kelsey, but the edging of violets was supplied from customer's own grounds. The planting is a successful typical grouping at a minimum cost, of broad-leaved evergreens and "filler plants," which might be varied indefinitely at the will of planter.

- | | |
|---|--|
| 1 Rhododendron maximum, 2 to 3 ft., clump. | 25 Dryopteris, in variety. |
| 3 Rhododendron maximum, 1½ to 2 ft. | 10 Eupatorium ageratoides. |
| 10 Rhododendron maximum, 1 to 1½ ft., clumps. | 3 Azalea arborescens, 1 to 1½ ft., clumps. |
| 1 Rhododendron punctatum, 1 to 1½ ft., clump. | 10 Azalea nudiflora, 6 to 12 in., clumps. |
| 2 Rhododendron catawbiense, 2 to 3 ft., clumps. | 5 Azalea vaseyi, 6 to 12 in., clumps. |
| 10 Rhododendron catawbiense, 9 to 18 in., clps. | 2 Andromeda floribunda, 6 to 12 in., clumps. |
| 5 Kalmia latifolia, 1 to 1½ ft., clumps. | 10 Aronia nigra, 1 to 2 ft. |
| 10 Kalmia latifolia, 6 to 9 in., clumps. | 5 Clethra alniifolia, 1 to 2 ft. |
| 10 Leucothoe catesbæi, 6 to 12 in., clumps. | 1 Chionanthus virginica, 3 to 4 ft. |
| 10 Aronia arbutifolia, 2 to 3 ft. | 5 Azalea viscosa, 1½ to 2 ft. |
| 30 Xanthorrhiza apiifolia, 6 to 12 in., clumps. | 20 Lilium superbum, first size. |
| 5 Euonymus radicans. | 20 Lilium canadense, first size. |
| 1 Ampelopsis engelmannii. | Total cost, \$65.90. |



Leucothoe catesbæi



Rhododendrons, detail of edging

The Best Hardy Exotic Rhododendrons

RHODODENDRON arbutifolium (*Wilsonii*).

A hardy, hybrid, dwarf Rhododendron of garden origin, probably a cross between *R. punctatum* and *R. ferrugineum*. Compact growth, bears a profusion of deep rose-colored flowers.

8 to 10 in., bushy.....	Each	10
2½ to 3½ ft., with buds.....	\$1 00	\$8 50
	3 50	30 00

ferrugineum. Alpine Rose.

Dwarf species from the Swiss Alps. Rarely over 2 feet high. Very handsome shrub, suitable for rockery. Small pink or carmine flowers. 8 to 10 in., \$1 each, \$8.50 for 10.

ferrugineum album. White Alpine Rose.

Same as above, with pure white flowers. 8 to 10 in., \$1 each, \$8.50 for 10.

hirsutum.

Another similar species from the Swiss Alps, but with flowers of lighter shade, and the whole plant hairy. 8 to 10 in., \$1 each, \$8.50 for 10.

myrtifolium.

A fine, hardy hybrid between *R. punctatum* and *R. hirsutum*. This variety is very useful for the rockery and the borders of the Rhododendron bed. Covered with clusters of deep rosy pink flowers. \$1.25 each, \$10 for 10.

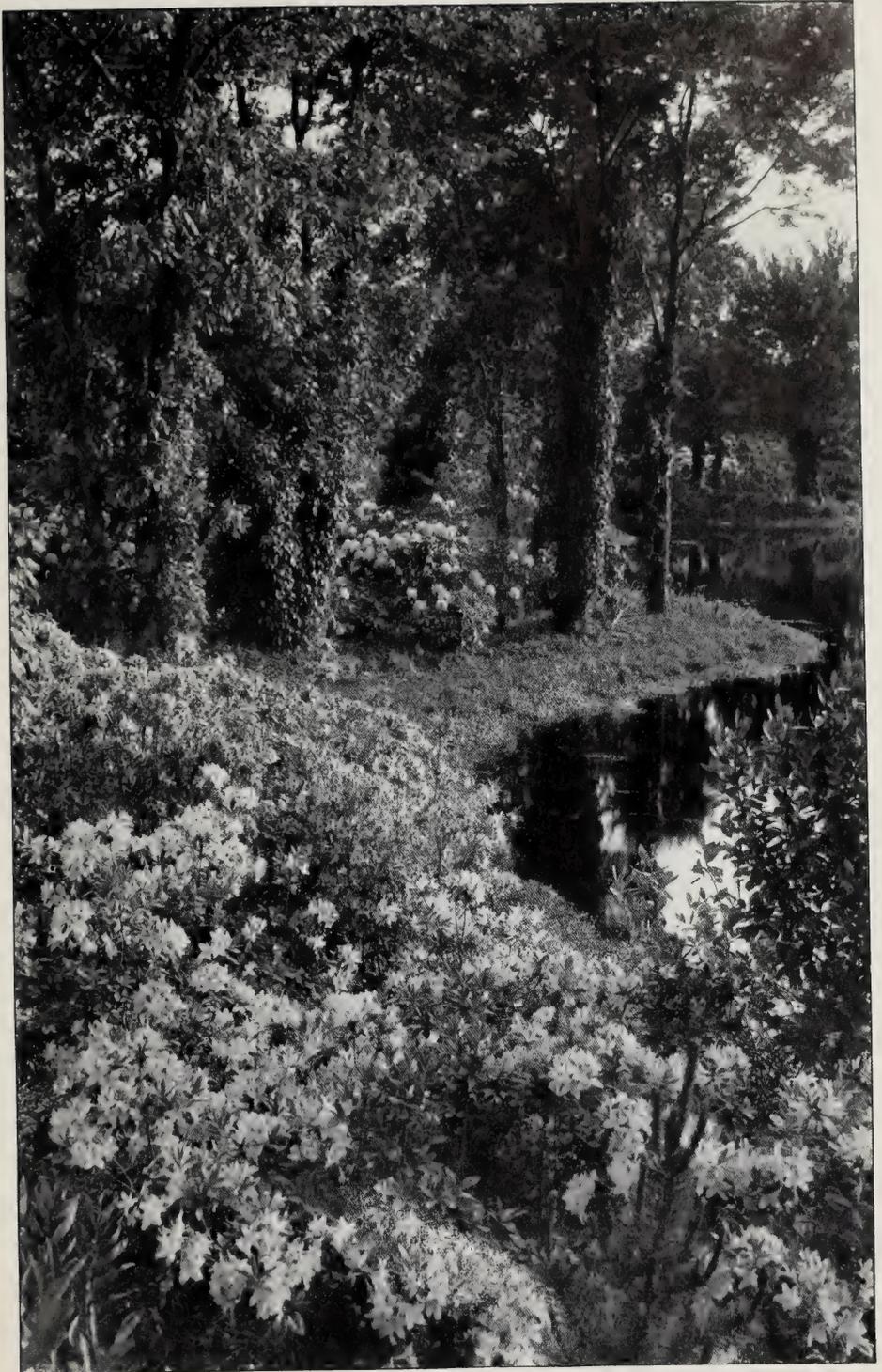
catawbiense hybrids.

Hardest varieties, including the following: President Lincoln, album elegans, grandiflorum, caractus, catawbiense alba, everestianum, General Grant, Mrs. Milner and others according to size and selection. \$1 to \$4 each.

Hardy Azaleas

The **finest Azaleas in the world** for permanent planting **under American conditions are native species** including *A. arborescens*, *A. vaseyi*, *A. lutea* (*calendulacea*), the great flame-colored Azalea; *A. nudiflora*, *A. viscosa* and *A. canescens*.

I have a stock of thousands of the finest plants in all sizes that will give immediate effect, and prices will be sent on request. It should be remembered that **Azaleas** play a very important part in the making of a **permanent Rhododendron bed**, but care must be used to avoid clashing of colors. I shall be glad to make up proper combinations for my customers.



Hardy Rhododendrons and Azaleas thriving in an ideal location



Andromeda floribunda in the rock garden

Other Hardy Broad-Leaved Evergreens

There is a wide use for this material in connection with Rhododendron planting, to supply variety and give finished edges and borders.

ANDROMEDA (Pieris) floribunda. 2 to 4 feet. One of the finest of all broad-leaved American shrubs. Compact growth, with shining evergreen leaves and abundant racemes of showy white flowers in May. The next season's buds appear after the flowering season and give the plant the appearance of being in bloom the year round. My stock is all strictly American-grown and of finest quality. The imported Andromeda is very often difficult to establish.

	Each	10	100
6 to 12 in., strong, bushy plants, budded.....	\$0 75	\$6 00	\$50 00
6 to 12 in., heavy clumps.....	1 50	12 50	100 00
12 to 18 in., clumps, heavily budded.....	2 00	17 50	150 00

japonica. This fine species is of more upright growth than *floribunda*, the young foliage presenting striking shades of reddish pink early in the season. The flowers are in terminal racemes, and very showy. 12 to 15 in., \$1.25 each, \$10 for 10.

CHAMÆDAPHNE calyculata. Leather Leaf. 2 to 3 feet. A fine hardy border plant for the Rhododendron bed or very moist locations. White, nodding flowers in leafy racemes in early spring. 9 to 12 in., 30 cts. each, \$2.50 for 10, \$20 per 100.

DENDRIUM prostratum. Mountain Heath. 6 to 12 inches. The Carolina mountains prostrate form of this beautiful genus. Rockwork evergreen, closely covering the surface with a bed of green. In full bloom May or June; produces a striking effect. The delicate flowers are tinged with pink. One of our choicest alpine plants. 6 to 12 in., 50 cts. each, \$4 per 10, \$35 per 100.

EUONYMUS radicans. Climbing Euonymus. Invaluable for Rhododendron edging, where it will make a close, evergreen mat, or for background against a wall. Strong 2-yr., 40 cts. each, \$3.50 for 10, \$30 per 100.

var. Broad-leaved. Very large-leaved type of the preceding species. Very strong. 50 cts. each, \$4 for 10, \$35 per 100.

HYPERICUM densiflorum. 2 to 4 feet. Flowers completely covering the plant with a mantle of yellow in July. 2 to 3 ft., 25 cts. each, \$1.75 for 10, \$15 per 100.

KELSEY'S HARDY AMERICAN RHODODENRONS

OTHER HARDY BROAD-LEAVED EVERGREENS, continued

ILEX crenata. Japanese Holly. 6 to 8 feet. Of the best of all the hardy evergreen Hollies: of dense growth, small, crenated leaves, bright, shining green. Very fine as a hedge plant and for use with Rhododendrons. Must have proper location and treatment to be perfectly hardy in this latitude.

	Each	10
6 to 8 in.....	\$0 75	\$5 00
1 to 1½ ft.....	1 25	10 00

opaca. American Holly. 10 to 40 feet. While the American Holly grows sparingly in Massachusetts, it is not absolutely hardy until well established. It is, however, worth every effort to grow it. Very difficult to transplant, and leaves should be stripped when the plant is moved.

	Each	10
1 to 1½ ft.....	\$0 60	\$5 00
1½ to 2 ft.....	80	7 00
2 to 3 ft.....	1 50	12 50

vomitorea. Cassine Holly. 5 to 15 feet. This is one of the choicest American small trees, and the finest of all for hedge purposes in the South. It will probably grow fairly hardy in Massachusetts with care. 15 to 18 in., \$1 each, \$8.50 for 10.

KALMIA angustifolia. Narrow-leaved Laurel. 2 to 4 feet. Makes fine ground-cover. A charming, dwarf sort of the same general habit as latifolia, forming dense, low clumps. In early spring showy clusters of wheel-shaped, deep rose-colored flowers. 1 to 2 feet, 75 cts. each, \$6 for 10, \$50 per 100.

glauca. Pale Laurel. 1 to 2 feet. Larger flowers than preceding species; crimson-purple and very showy. Both glauca and angustifolia are invaluable for the Rhododendron border. 12 to 15 in., 75 cts. each, \$6 for 10.

LEDUM latifolium. Labrador Tree. 1 to 3 feet. Very useful for Rhododendron border and moist locations. Leaves woolly underneath. Bell-shaped, white flowers in early spring. 9 to 12 in., 40 cts. each, \$3 for 10, \$25 per 100.

LEUCOTHOE catesbaei. 3 to 8 feet. Few shrub evergreens of the broad-leaved sort have the grace of this one. The thick, shining green leaves are evenly disposed on long, recurved branches, with dense racemes of beautiful, white, bell-shaped flowers. As an undershrub or for banks and the borders of streams it is without a rival. The sprays make beautiful winter decorations indoors, turning a rich bronze in the fall where exposed to the sun.

	Each	10	100
6 to 12 in.....	\$0 60	\$5 00	\$40 00
1 to 1½ ft.....	1 00	8 50	75 00
1½ to 2 ft.....	1 75	15 00	125 00



Dendrium prostratum as a rockery plant in Massachusetts

Specimen Conifers and Evergreens

FOR AUGUST AND FALL PLANTING

Rhododendrons and similar broad-leaved evergreens may be transplanted in August and the early fall months to great advantage and with a great saving of time. Nearly all conifers and other evergreens may also be handled at this season, if lifted with balls and should become well established before the winter season. This means the saving of at least a year in results, and gives opportunity for making use of a planting season not so crowded as the spring months. All evergreens and Rhododendrons are shipped with ball, and burlaped.

ABIES concolor. White Fir.

	Each	10	100
1 to 1½ ft.....	\$0 50	\$4 00	\$30 00
1½ to 2 ft.....	1 50	12 50	
2 to 3 ft.....	2 50	20 00	
4 to 5 ft.....	6 00		

6 to 10 ft., extra specimens, \$20 to \$40 each.

douglasii. See **Pseudotsuga.**

fraseri. Fraser's Fir. The northern species, *Abies balsamea*, is almost worthless in any but the latitude of middle and northern Maine, as it becomes "leggy," thin, and is short-lived. Fraser's Fir, however, a distinct species from the highest peaks of the Carolina mountains, makes a perfect specimen lawn and screen tree, with dark green, thick-set foliage (blue underneath) and compact, pyramidal habit. It is one of the choicest of all American conifers of the Fir section.

	Each	10	100
6 to 12 in.....	\$0 20	\$1 25	\$10 00
1 to 1½ ft.....	30	2 00	12 50
1½ to 2 ft.....	60	4 00	37 50
2 to 3 ft.....	1 50	10 00	90 00
3 to 4 ft.....	2 50	20 00	

Extra specimens, with ball, and of perfect shape, 6 to 8 ft. at \$6 to \$8 each; larger sizes, \$10 to \$15 each.

nordmanniana. Nordmann's Fir.
2 to 3 ft., \$3 each, \$25 for 10.

CEDRUS atlantica glauca. Mt. Atlas Silver Cedar. 1½ to 2 ft., \$1.50 each, \$12.50 for 10.

CHAMÆCYPARIS lawsoniana alumni. 2½ to 3 ft., \$1.75 each, \$15 for 10.

lawsoniana fraseri. 2½ to 3 ft., \$1.75 each, \$15 for 10.

lawsoniana veitchii. 2 to 2½ ft., \$1.75 each, \$15 for 10.

CUPRESSUS royalii. 1½ ft., \$1.50 each, \$12.50 for 10.

JUNIPERUS chinensis procumbens. 6 to 12 in., transplanted, 50 cts. each, \$4 for 10, \$30 per 100.

communis. Common Prostrate Juniper. This is the best prostrate type of Juniper for ground-cover. I have hundreds of fine, transplanted specimens with balls.

	Each	10	100
6 to 12 in..	\$0 50	\$4 00	\$30 00
1 to 1½ ft.	1 25	10 00	90 00
1½ to 2 ft..	1 75	15 00	

Specimens, \$2.50 to \$15 each.

communis aurea. Golden Juniper.
12 to 18 in., \$1 each, \$8.50 for 10.

sabina. Savin Juniper.

	Each	10	100
8 to 10 in.....	\$0 60	\$5 00	\$40 00
1 to 1½ ft., transplanted, with balls.....	90	7 50	65 00
1½ to 2 ft., transplanted, with balls.....	1 25	9 00	80 00



Abies fraseri, specimen on grounds of Highlands Nursery

KELSEY'S HARDY AMERICAN RHODODENDRONS

SPECIMEN CONIFERS AND EVERGREENS, continued

	Each	10	100
Juniperus scopulorum. Rocky Mountain Cedar.			
12 to 18 in.....	\$0 75	\$6 00	
tamariscifolia. Gray Carpet Juniper.			
8 to 10 in., transplanted.....	50	4 00	30 00
1½ to 2 ft.....	1 25	10 00	
virginiana. Red Cedar.			
1 to 2 ft.....	75	6 00	50 00
2 to 3 ft.....	1 50	12 50	
5 to 6 ft.....	3 00	27 50	225 00
6 to 8 ft.....	5 00	45 00	
Specimens.....	\$6 to 50	50 00	
virginiana glauca. Blue Virginia Cedar.			
1½ to 2 ft.....	1 25	10 00	
2 to 2½ ft.....	2 00	18 00	
virginiana pfitzeriana.			
1½ to 2 ft.....	1 50	12 50	
virginiana schottii.			
1½ to 2 ft.....	1 50	12 50	
PICEA alba. White Spruce.			
2 to 3 ft.....	1 50	12 50	100 00
3 to 3½ ft.....	2 00	17 50	150 00
3½ to 4 ft.....	3 00	25 00	
4 to 5 ft.....	4 00	35 00	
5 to 6 ft.....	6 00	50 00	
alcockiana.			
2 ft.....	1 50	12 50	
concolor. See Abies.			
mariana. Black Spruce.			
2 to 3 ft.....	1 50	12 50	
3 to 4 ft.....	2 00	17 50	
4 to 5 ft.....	3 00	27 50	
pungens. Colorado Spruce.			
3 to 4 ft.....	2 50	22 50	
4 to 5 ft.....	3 50	32 50	
pungens kosteri. Koster's Blue Spruce.			
1 to 1½ ft.....	2 50	22 50	200 00
1½ to 2 ft.....	3 50	32 50	300 00
2 to 3 ft.....	4 50	40 00	
3 to 4 ft.....	6 00	50 00	
sitchensis. Sitka Spruce.			
2½ to 3 ft.....	2 00		
PINUS austriaca. Austrian Pine.			
1 to 1½ ft.....	50	4 00	30 00
cembra. Swiss Stone Pine.			
1 to 1½ ft.....	1 50	12 50	
Specimens, 4 to 5 ft.....	7 00	60 00	
densiflora. Japanese Red Pine.			
1 to 1½ ft.....	1 00	8 50	
divaricata (banksiana). Jack Pine.			
1 to 2 ft.....	65	5 00	40 00
2 to 3 ft.....	80	7 00	60 00
3 to 4 ft.....	1 00	8 50	
4 to 6 ft.....	2 50	22 50	
flexilis. Limber Pine.			
1 to 1½ ft.....	1 00	8 50	
mughus. Dwarf Pine.			
1 to 2 ft., with balls.....	1 50	12 50	100 00
murrayana. Lodge-Pole Pine.			
6 to 12 in.....	60	5 00	40 00
2 to 3 ft.....	1 50	12 50	100 00
parviflora. Japanese Short-leaved Pine.			
2½ to 3 ft.....	3 00		
ponderosa. Bull Pine.			
1 to 2 ft.....	50	4 00	
pungens. Table Mountain Pine.			
2 to 3 ft.....	60	5 00	
3 to 4 ft.....	1 00	8 50	75 00
4 to 6 ft.....	2 00	18 00	
6 to 8 ft.....	3 00	25 00	
resinosa. Red Pine.			
9 to 12 in.....	40	3 00	20 00
rigida. Pitch Pine.			
2 to 3 ft.....	50	4 00	35 00
3 to 4 ft.....	1 00	8 50	
4 to 5 ft.....	2 00	18 00	

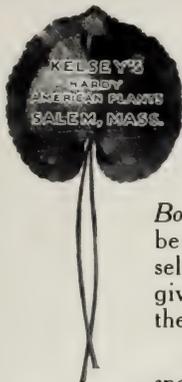
HARLAN P. KELSEY, OWNER, BOSTON, MASS.

SPECIMEN CONIFERS AND EVERGREENS, continued

	Each	10	100
Pinus strobus. White Pine.			
6 to 12 in.....	\$0 20	\$1 50	\$10 00
1 to 2 ft.....	35	3 00	25 00
2 to 3 ft.....	60	5 00	45 00
3 to 4 ft.....	2 00	18 00	
sylvestris. Scotch Pine.			
6 to 12 in.....	20	1 50	10 00
1 to 1½ ft.....	35	3 00	25 00
1½ to 2 ft.....	1 00	8 50	
2 to 3 ft.....	1 25	10 00	90 00
3 to 4 ft.....	1 50	12 50	
wateriana.			
9 to 12 in.....	75	6 00	
PSEUDOTSUGA taxifolia. Douglas Spruce.			
6 to 12 in.....	50	4 00	30 00
1 to 2 ft.....	1 00	8 50	75 00
2 to 3 ft.....	2 00	17 50	150 00
3 to 4 ft.....	3 00	25 00	225 00
taxifolia glauca elegans.			
12 to 18 in.....	2 00	18 00	
RETINOSPORA obtusa gracilis. Japanese Cypress.			
18 to 24 in.....	75	6 00	
obtusa nana. Dwarf Japanese Cypress.			
8 to 12 in.....	1 25	10 00	
12 to 18 in.....	1 75	15 00	
obtusa pygmaea.			
8 to 10 in.....	1 25	10 00	
TAXUS canadensis. Canadian Yew.			
6 to 8 in.....	50	4 00	30 00
cuspidata brevifolia. Japanese Yew.			
6 to 8 in.....	75	6 00	
24 to 30 in.....	2 50	22 50	
THUYA, George Peabody.			
1 to 1½ ft.....	75	6 00	
hoveyii.			
15 to 18 in.....	60	5 00	
occidentalis. American Arborvitæ.			
1½ to 2 ft.....	50	4 00	35 00
2 to 3 ft.....	75	6 00	50 00
occidentalis pyramidalis. Pyramidal Arborvitæ.			
1½ to 2 ft.....	1 00	8 50	
occidentalis sibirica. Siberian Arborvitæ.			
1 ft.....	50	4 00	30 00
1½ ft.....	65	5 00	
occidentalis wareana.			
1½ to 2 ft.....	1 00	8 50	
2 to 2½ ft.....	1 50	12 50	
TSUGA canadensis. Common Hemlock.			
1 to 1½ ft.....	30	2 00	17 50
1½ to 2 ft.....	50	4 00	30 00
2 to 3 ft.....	1 25	10 00	90 00
3 to 4 ft.....	1 75	15 00	125 00
4 to 5 ft.....	3 00	25 00	
5 to 6 ft.....	4 00	35 00	
caroliniana. Carolina Hemlock. 40 to 80 feet. This grand new Hemlock, introduced by me, possesses a distinct pyramidal growth, and attains a height of 40 to 80 feet. Its dense, dark foliage and graceful habit are approached only by the finer Japanese Hemlocks. Some fine specimens are to be seen in the Arnold Arboretum, and are the first plants of this Hemlock ever sent out, being supplied by me to Prof. C. S. Sargent, in 1884.			
	Each	10	
3 to 4 ft.....	\$4 00	\$35 00	
4 to 5 ft.....	6 00	50 00	
5 to 6 ft.....	10 00	90 00	
6 to 7 ft.....	15 00	140 00	

Landscape Department. Visits are made for consultation and advice, to make surveys, designing and planting plans. Entire construction, planting and carrying out of landscape work of all kinds undertaken, and charges will be found reasonable and consistent with good workmanship and permanent results.

The Wild Garden. The basis of all the best landscape work of a permanent nature must be Native Plants and particularly where naturalistic effects are desired. If this fact is ignored, tame and fleeting results will follow. I make a specialty of **Wild Gardening**, and my long experience is here of greatest value. Every garden or estate has its own peculiar problems, and a discussion of details may prove helpful in unexpected ways. Send for special information which cannot fail to be of interest.



BOXFORD NURSERY

BOXFORD, MASS.

This is a priced catalogue of Hardy Rhododendrons, Mountain Laurel and Specimen Evergreens growing at my *Boxford Nursery*, excepting "collected" stock as noted. Here may be seen growing the choicest collections of Specimen Nursery Stock, selected for the most discriminating buyers. Special attention is given to Hardy Native American Plants, which must always be the basis of successful permanent plantings.

SPECIMEN STOCK. There is a growing demand for fine specimen stock in Conifers, Rhododendrons, Kalmias, Andromedas and other evergreens, and American Azaleas, and my *Boxford Nursery* is established to supply just this need, which has been felt so long.

PRICES are made to fit the quality of stock sent out. Few realize that the real value of nursery stock is largely underground. Frequent transplanting, and handling specimens with adequate burlaped balls, means success and quick results. It costs more, but it is the fixed policy of my *Boxford Nursery*; and "cheap" stock will not be handled or sent out. The best is always the cheapest.

AN EXTRA PRICE is always charged for special selection on the grounds.

PACKING CHARGES FREE for shipment by freight or express. Team and auto delivery to North Shore or Boston points at net cost.

HIGHLANDS NURSERY

PINEOLA (Saginaw P. O.), N. C.

3,800 ft. elevation, on the crest of the Alleghany Mountains, one may see Rhododendrons, Azaleas, Leucothoes, Kalmias and Andromedas growing in all sizes by tens of thousands in single species, and nowhere else can be found such a collection of rare American plants of unquestionable hardiness—the best for American gardens.

THE CAROLINA MOUNTAINS is the native home of the most beautiful Broad-leaved Evergreens and Ericaceous Shrubs. *Highlands Nursery* not only ships direct to customers, but is a great propagating plant, supplying material for my *Boxford Nursery*. A catalogue of *Highlands Nursery* will be sent on request.

VISITORS ARE ALWAYS WELCOME at both Nurseries or at my Salem Office. Many customers take the trip to my *Highlands Nursery* in the Carolina mountains during the blooming season of Rhododendrons and Azaleas. No such show can be seen elsewhere, and it is an outing worth while. I shall be glad to give details.

CATALOGUES. A new finely *Illustrated Catalogue* is being prepared and will be sent on request. *Special Bulb* and other lists are ready at all times.

BOXFORD NURSERY
Boxford, Mass.

HIGHLANDS NURSERY
3,800 ft. elevation in the
Carolina Mountains

HARLAN P. KELSEY, *Owner*

Office, 287 Essex Street

SALEM, MASS.

KELSEY'S RHODODENDRONS



FOR IMMEDIATE RESULTS

Delivered at Your Station by the Carload
"COLLECTED" AND NURSERY-GROWN

For the area covered and effect produced, a "carload" of Rhododendrons is the cheapest landscape proposition offered. I am offering an unusual grade of splendid clumps, each plant a specimen and burlapped separately. Don't accept "cheap" stock, thrown in cars without burlapping and with the fine hair-like rootlets inevitably exposed. You will be disappointed and find it expensive in the end. Cheap "imitation" stock may be had, usually accompanied by fine promises. Experience is a dear teacher!

Rhododendron Maximum

Prices in carload lots, delivered f. o. b. your station, if east of the Mississippi river, each specimen burlapped separately, "collected" from open ground.

- Car containing 300 clumps, 1½ to 4 ft., for.....\$300
- Car containing 400 clumps, 1½ to 4 ft., for..... 375
- Car containing 600 clumps, 1½ to 4 ft., for..... 500

Other sizes or combinations will be made up to suit customers.

R. maximum is pure white, or often with pink or blush tinge.

It is far cheaper to buy my kind at slightly increased price and have plants that will GROW.

Rhododendron maximum and R. catawbiense

In mixed car, delivered free at any station east of Mississippi river.

Car containing 150 maximum and 150 catawbiense, "collected" as above. 1½ - to 4-ft. clumps—a total of 300—for \$400.

Car containing 250 maximum and 250 catawbiense, 1½- to 4-ft. clumps—a total of 500—for \$600.

Twenty-five years' experience growing "American Plants" is at the service of my customers.



Rhododendron catawbiense. The Highlands Nursery way of growing bushy clumps, 15 to 50 stems. Photographed at Salem Nurseries. "Collected" stock in the smaller sizes, are much the same in appearance

KELSEY'S HARDY AZALEAS AND KALMIAS

FOR IMMEDIATE RESULTS



Highlands Nursery. Beds where Rhododendrons, Kalmias and Andromedas are grown by tens of thousands. Smaller stock in less than "car-lots" in any quantities and at low prices. Send for full information

Rhododendron catawbiense

The most magnificent species known and the hardiest. Best foliage, very dark green. This is the hardy parent of the cultivated "Hardy Hybrids." Soft rose to red-purple.

Each plant "collected" from the open and burlapped. Prices f. o. b. your station, if east of the Mississippi river.

- Car containing 200 clumps, 1½ to 3½ ft., for.....\$280
- Car containing 300 clumps, 1½ to 3½ ft., for..... 390
- Car containing 400 clumps, 1½ to 3½ ft., for..... 480
- Car containing 600 clumps, 1½ to 3½ ft., for..... 650
- Other combinations and sizes gladly quoted.

It is the dream of every plant lover to have, some day, a "Rhododendron bed" and all that this name implies.

RHODODENDRON PUNCTATUM

Flowers in greatest profusion; a clear rose-color. Fine for rocky hillsides; very hardy. A most exquisite species; *nursery-grown* only.

	Each	10	100		Each	10	100
9 to 12 in.....	\$0 40	\$3 00	\$25 00	Clumps, 1½ to 2 ft...	\$2 50	\$20 00	\$180 00
Clumps, 1 to 1½ ft...	1 25	10 00	80 00		2 to 3 ft.....	4 00	35 00

Prices are f. o. b. cars at Highlands Nursery.

RHODODENDRON MAXIMUM, Extra Specimens

For those wishing *perfect specimens* I can supply a few cars "collected" of extremely heavy plants. *Price on request.*

Highlands Nursery grows and ships hundreds of thousands, and is American headquarters for native plants.

RHODODENDRONS AND KALMIAS, Nursery-Grown

I have them. Many prefer them, no matter what the quality of the "collected" clumps. They are *very heavy* in weight, each plant with tremendous root system. My beautifully illustrated catalogue gives prices in all sizes from 6-inch plants to 5-foot clumps, and in any quantity. Thousands in stock.

Prices given are for stock packed and delivered f. o. b. cars at Pineola, N. C., for shipment by freight or express. All stock is nursery-grown, unless specially noted. See Salem Branch Nursery price-list. Special selections at either nursery will be charged for according to value of specimens. Car-lots a specialty.

KELSEY'S ANDROMEDAS AND LEUCOTHOES

Kalmia latifolia

Each specimen burlapped, and highest class clumps, "collected" from open, delivered free at your station, if east of Mississippi river.

Car, containing 400 clumps, 1 to 3 1/2 ft., for \$375. *Kalmia* may be added to help fill any *Rhododendron* car at \$1 per clump. 25,000 nursery-grown plants in all sizes. See Free Catalogue.

At the same cost, nothing approaches our magnificent hardy American *Rhododendrons* and other Native Broad-leaved Evergreens for splendid foliage and flower effects.

OUR NATIVE AZALEAS

are the most beautiful, hardiest and permanent of any Azaleas known to cultivation. Over 50,000 growing at Highlands Nursery and Salem Nurseries. All offered below nursery-grown.

Arborescens. White, with pink stamens; very fragrant.

	Each	10	100
6 to 12 in.....	\$0 30	\$2 50	\$20 00
1 1/2 to 2 ft., clumps. 1 00	8 00	70 00	
2 to 3 ft., clumps... 1 50	12 00	100 00	

Extra-diameter clumps, 1 to 4 ft., from \$2 to \$5 each.

Canescens. Brilliant pink; early species.

	Each	10	100
1 to 1 1/2 ft.....	\$0 50	\$4 00	

Lutea (calendulacea). Sulphur-yellow to deep red.

	Each	10	100
1 to 1 1/2 ft.....	\$0 35	\$3 00	\$18 00
2 to 3 ft.....	80	6 00	50 00
Clumps, heavily bud- ded, 1 to 1 1/2 ft...	85	6 50	55 00
Clumps, heavily bud- ded, 2 to 3 ft....	1 25	10 00	80 00

Lutea, continued.

Clumps, 3 to 5 ft., from \$15 to \$60 for 10.

nudiflora. Dwarf, with deep pink flowers; early.

	Each	10	100
1 to 1 1/2 ft.....	\$0 35	\$3 00	\$20 00

Vaseyi. White to deep rose, delicate wax-like flowers. Perhaps the choicest of all.

	Each	10	100
1 to 1 1/2 ft.....	\$0 40	\$3 00	\$25 00
1 1/2 to 2 ft.....	60	5 00	40 00
2 to 2 1/2 ft.....	1 25	10 00	90 00
Clumps, 1 1/2 to 2 ft.	1 25	10 00	80 00

Viscosa. Late-blooming; white, fragrant flowers.

	Each	10	100
6 to 12 in.....	\$0 20	\$1 25	\$10 00
1 to 1 1/2 ft.....	30	2 00	15 00
Clumps, 1 to 1 1/2 ft.	50	4 00	35 00
Clumps, 1 1/2 to 2 ft.	1 25	10 00	

Prices f. o. b. cars Highlands Nursery.

Also Azaleas *hinodigera*, *ghent* and *mollis* at Salem Nurseries — Special catalog.

Not the cheapest but the best.



Rhododendron catabiense, as grown in "clumps" at Highlands Nursery

KELSEY'S HARDY AMERICAN PLANTS

NATURAL EFFECTS AND PERMANENT RESULTS



Leucothoe catesbaei. The most beautiful and effective broad-leaved evergreen known for border planting and edges of shrubberies, banks of streams or with Rhododendrons

PLANTS FOR THE RHODODENDRON BED AND FOR GROUND COVER

Some of the best and most successful

Andromeda polifolia, Chamædaphne calyculata, Dendrium buxifolium, D. prostratum, Ilex glabra, Leucothoe catesbaei, Pieris floribunda, Taxus minor, Galax aphylla, Gaultheria procumbens, Houstonia serpyllifolia, Mitchella repens, Shortia galacifolia, Vinca minor, V. minor alba, Xanthorrhiza apiifolia, Lilies, Trilliums, Erythroniums, Ferns, Dicentra eximia, Iris, etc. For prices, see full catalogues, free.

A "new kind" of stock and a "new way" of shipping.

LEUCOTHOE CATESBAEI

The most beautiful, graceful and effective broad-leaved evergreen for the Rhododendron border, or for massing along streams. *Sprays* turn beautiful bronze in autumn. A splendid stock of nursery-grown specimens. Prices f. o. b. cars at Highlands nursery.

	Each	10	100		Each	10	100
6 to 12 in.....	\$0 15	\$1 00	\$8 00	Clumps, 1½ to 2 ft....	\$0 75	\$5 00	\$40 00
1 to 1½ ft.....	25	2 00	15 00	Clumps, 2 to 3 ft.....	1 00	8 00	75 00
1½ to 2 ft.....	40	3 00	25 00				

ANDROMEDA (PIERIS) FLORIBUNDA

Strictly American-grown stock. Imported *Andromeda floribunda* is fine appearing for a season—then it begins to die off. I have the finest native grown plants and clumps with masses of buds. Prices f. o. b. Highlands Nursery.

	Each	10	100	Prices f. o. b. Salem Nurseries.	
6 to 12 in. bushy plants, budded....	\$0 60	\$4 50	\$40 00	Each 10 100	
6 to 12 in. clumps, budded.....	1 25	10 00	80 00	6 to 12 in. clumps....	\$1 25 \$12 00 \$100 00
12 to 18 in. clumps, budded.....	1 75	15 00	130 00	12 to 18 in. clumps....	1 75 16 00 150 00
				XX grade, special selection.....	2 00
				All above are a mass of buds.	

WHERE KELSEY'S HARDY AMERICAN PLANTS ARE GROWN

HIGHLANDS NURSERY, under ideal natural conditions at 3,800 feet elevation in the southern Alleghanies produces absolutely hardy stock for latitudes as far north as Ottawa, Canada.

SALEM NURSERIES carry specimen plants, and are a distributing point for New England.

SPECIALTIES: Rhododendrons, Azaleas, Kalmias, Leucothoes, Galax, Rare Ericaceæ Lilies, Trilliums, and the largest general collection of Hardy Native American Plants in existence. Carload shipments for mass planting.

LANDSCAPE DEPARTMENT. Planting plans made and executed. Wild gardens, woodland "underplanting," bog and water gardens, rockeries. Broad-leaved Evergreen effects. Formal gardens.

Highlands Nursery, 3,800 ft. elevation in Carolina Mts. Salem Nurseries. Send for catalog or estimates on any list

HARLAN P. KELSEY, Owner, Salem, Mass.

Private Post Card

STAMP

HARLAN P. KELSEY, Owner

Hardy American Plants

SALEM, MASS.

From _____

MR. HARLAN P. KELSEY

Hardy American Plants

Salem, Mass., U. S. A.

Owner { Highlands Nursery
Boxford Nursery

_____, 1913

TO HARLAN P. KELSEY, Owner

HARDY AMERICAN PLANTS
SALEM, MASS

Dear Sir: You $\left\{ \begin{array}{l} \text{may} \\ \text{may not} \end{array} \right\}$ continue sending catalogs and descriptive matter of Rhododendrons, Azaleas and Hardy Native Plants, Trees, Shrubs, Bulbs, Ferns, Vines and Herbaceous Perennials. Yours truly,

HIGHLANDS NURSERY
3,800 feet elevation
in the Carolina Mountains

SIGNED _____

BOXFORD NURSERY
Specimen Evergreens
Boxford, Mass.

ADDRESS _____

The finely illustrated catalogs I publish cannot fail to be of real assistance to you in considering the **OUTDOOR FEATURES** of your home. The return of this post card incurs absolutely no obligation except on my part, and will be appreciated.

HOW TO GROW RHODODENDRONS SUCCESSFULLY
RHODODENDRONS BY THE CARLOAD

KELSEY'S

HARDY AMERICAN RHODODENDRONS *AND* SPECIMEN EVERGREENS



TSUGA CAROLINIANA
THE CAROLINA HEMLOCK

HIGHLANDS NURSERY
3,800 FEET ELEVATION
IN THE CAROLINA MOUNTAINS

BOXFORD NURSERY, BOXFORD, MASS.

HARLAN P. KELSEY, OWNER
SALEM, MASS.