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*C. A. Lake*

1914

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# WHOLESALE CATALOGUE AND PRICE LIST

## GRAY'S NURSERY SALEM, INDIANA

BOX 85

R. F. D. NO. 4

Fruit Trees, Berry Plants, Cuttings, Etc.

THE HALF-PRICE NURSERY



Our Specialties are Choice Blackberry Plants and Root Cuttings, Raspberry and Strawberry Plants of all Standard Varieties.

THIRTY YEARS EXPERIENCE WITH PLANTS AND TREES.

# Greetings to Our Customers.

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In this, our silent and only salesman, let us explain why we can and do sell the very best stock at one-half the usual price. We travel NO AGENTS, but give our customers the advantage of the 50% usually paid to agents. We issue NO EXPENSIVE CATALOGUES, but a plain list of facts and figures. We sell STRICTLY FOR CASH, therefore have NO BAD ACCOUNTS to charge to the more honest customers who make it a point to pay as they go. We are situated where good land and reliable labor are cheap. We hire no help except such as will look to the best interests of our customers, as their interests is also ours.

We own our land, berry fields, nurseries, packing grounds, etc., and have no rents, leases or interests to charge to our customers. We have NO SAN JOSE SCALE or other insect enemies to fight. We grow our stock on new soil, requiring but little fertilizer, which makes the very best possible root system, and but very few scrubs or culls. We get our mail delivered direct to our office from Salem, Ind., and our telegraph or telephone orders from Salem, Ind., care of Cumberland Telephone Co. Our packing ground is located on line of C. I. & L. R. R., and we ship promptly. We box and pack all stock in the best possible manner and place on board cars here FREE OF CHARGE.

If you want stock in large quantities, or care to let your neighbors club in with you, write us for special inducements. We furnish CLEAN CERTIFICATE OF INSPECTION with every shipment.

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## CERTIFICATE OF INSPECTION

No. 80. August 29th, 1913. This is to certify that the nursery stock and premises of Alvia G. Gray, situated in Salem, Ind., have been inspected by the State Entomologist according to the provisions of the law, approved March 9, 1907, and found to be apparently free from San Jose scale or other destructively injurious insects or other fungus enemies. This certificate covers general nursery stock.

C. H. BALDWIN, State Entomologist, Indianapolis

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We guarantee all stock by express to arrive in good condition; when by freight we send you receipt that same was received by the railroad company in good shape. Further than this we can not go, and mention this because there is occasionally a "freak" who would expect us to guarantee stock to live without any care or cultivation, on any kind of poor soil and through drouths and all other unfavorable conditions beyond our control. Therefore, it is mutually understood and agreed between our customers and ourselves that we give no further guarantee, either expressed or implied. All claims to be valid must be made within ten days from date of shipment, to give us time to take the matter up with the express company.

We agree to exercise all possible care to keep varieties true to name, and in case any mistakes occur we will replace at half price, and it is hereby mutually agreed that we shall not be liable in any other way whatsoever. The acceptance of goods must be on above conditions and is a waiver to everything to the contrary.

Wishing the greatest success to our thousands of old as well as new customers and soliciting a part of your future business.

## GRAY'S NURSERY,

ALVIA G. GRAY, Salem, Ind., R. D. No. 4



# AS TO VARIETIES

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While we grow almost all standard varieties of both fruit trees and berry plants, we list only a few of the most important kinds. If you want varieties not listed here, write us; we have them if they are worth growing.

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## Standard Apple Trees

No. 1—5 to 6 ft., at 25 cents. Mammoth Black Twig, MacIntosh, Early Harvest, North Western Greening, Jannett, Wealthy, Delicious, Staymen's Wine Sap, Wine Sap, Jonithan, Maiden Blush, Black Ben Davis, Tulpehocken, Bell Flower, Ben Davis, Rome Beauty, Grimes' Golden, Banana, Yellow Transparent, Talman's Sweet.

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## Standard Peach Trees

No 1—5 to 6 ft., at 15 cents. Elberta, Old Mixon, Heath Cling, Hill's Chili, Crawfords, Iron Mountain, Gold Drop, Hoosier Cling, Chinese Cling, Lemon Cling, Blood Cling, Etc.

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## Special Varieties of Peach Trees

FLEENOR, the very largest peach grown, a white cling with a red cheek and of exceptional merit, owing to the fact that it is perhaps the most hardy peach under cultivation, extra fine flavored fruit and is so firm that it can be shipped to very distant markets. We saw them sell on the Louisville market last fall at five cents each or four to five dollars per bushel at the commission houses.

The tree is immensely productive and has the rather unusual trait of reproducing true from the seed. We believe it is the best peach in existence for canning and all other purposes.

No. 1—5 to 6 ft., at 25 cents each or five for \$1.00.

WINTER KEEPER—This peach marks a new era in producing a variety that will with proper handling keep long after the last of peach season. It represents the nearest approach to a winter peach we have ever seen and its season is latest of all peaches and has rather tough skin and solid flesh, much like an apple, it can be kept till almost Christmas. Very large, good flavor, white to pinkish color, annual bearer, very productive and entirely hardy and a great favorite here.

No. 1—5 to 6 ft., at 25 cents each or five for \$1.00.

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## Standard Pear Trees

No. 1—5 to 6 ft., at 25 cents. Kieffer, Garber, Bartlett, Duchess, Etc. Very nice and straight.

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## Standard Varieties of Plum

No. 1—5 to 6 ft., at 25 cents. Damson, Shippers' Pride, Wild Goose, Burbank, Abundance, Etc.

## Standard Varieties Cherry Trees

No. 1—Select, 4 to 5 ft., at 25 cents. Early Richmond, Montmorency, Dye House, May Duke, Etc. Extra nice trees.

### SMALL FRUITS

**RASPBERRY**—The Hoosier Black Cap. This grand berry stands first, not only in our list, but also as a money maker. It has no equal as to productiveness, hardiness and healthy growth of cane and size, color and flavor of fruit. Berries sell at \$1.00 a gallon on the average; it is "a pocketbook filler." All of the leading nurseries are listing it and it is classed far ahead of Cumberland by our best commercial growers. If you want additional proofs, write us.

The U. S. Department of Agriculture requested us to send plants of this remarkable berry for a government test several years ago, which we did, and they were fully tested at their Arlington Gardens. Results were so satisfactory that they published a fine, full page plate in natural colors and a full page description in the Year Book of 1910. Among other things "Uncle Sam" said: "The cluster illustrated in plate 36 was grown by A. G. Gray, Salem, Ind., who has long been interested in producing hardy and disease-resistant varieties and has planted large numbers of raspberry seeds with this end in view. Mr. Gray originated the Hoosier raspberry as a result of a definite effort to produce a variety both very hardy and resistant to Anthracnose. It has proved free from disease, vigorous, productive and hardy, bearing good crops of fruit under very unfavorable climatic conditions and when most other varieties failed. Berries roundish, large to very large in size, borne in clusters of 15 to 18 or more fruits and easily detached from small receptacles, drupes large, glossy black, flesh dark, meaty, solid, firm, moderately juicy; flavor subacid with pleasant aroma, good quality. The bush is a strong, vigorous grower and possesses an unusual degree of hardiness." We give the government's description, because it is accurate and unbiased.

TELEGRAM

Chicago, Ill.

ALVIA G. GRAY, Salem, Ind.

Your Hoosier sold six dollar per case today. Average sales for season one dollar per gallon.

DECKER BROS.,

Commission Merchants.

Strong plants. \$1.00 per dozen, prepaid. \$3.00 per 100 by express; \$8.00 per 500; \$15.00 per 1,000. Try the HOOSIER!

**CUMBERLAND BLACK CAP**—\$1.25 per 100; \$6.00 per 500; \$10.00 per 1,000.

**KANSAS BLACK CAP**—\$8.50 per 1,000.

**PLUM FARMER**—\$10.00 per 1,000.

### BLACKBERRIES

**GRAY'S PERFECTION**—Perfectly hardy, even at extreme North. An extra rank grower of strong canes that stand up well, fruit jet black and glossy, very large, oblong shape, very firm, even when fully ripe; the berries hang in great clusters, and have the excellent flavor of the Wilson, but a decided improvement over all other varieties, having withstood 35 below zero. Season medium to late.

Price \$1.00 per dozen; \$3.00 per 100; \$8.00 per 500; \$15.00 per 1000.

**EARLY HARVEST** blackberry plants, select grade, at \$5.00 per 1000.

**SNYDER**—No. 1 plants at \$6.00 per 1000.

**MERSEREAU, WILSON AND LOVETT'S BEST**, blackberry plants, best grade, at \$8.00 per 1000.

## Select Blackberry Root Cuttings

These are standard length, recalled, hand-graded root cuttings, put up in the very best shape, and we are selling hundreds of thousands to the leading nurseries and to the most progressive commercial growers throughout the United States, who prefer them to ordinary plants.

Prices—Early Harvest at \$1.00 per 1000; Snyder, at \$1.50 per 1000; Mersereau, Wilson and Lovett's Best, at \$2.00 per 1000; Gray's Perfection, at \$2.50 per 1000. (See cut last page.)

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## Strawberry Plants

We desire to call special attention to the fact that all of our plants and trees as well, are grown on new soil, admirably well suited to the production of a splendid root system, and our plants, strawberry especially, have large, strong crowns and that excellent root system so necessary to start plants to growing as soon as set in their new home.

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OUR DOLLAR MARK STRAWBERRY easily takes first place in the ranks of our best market berries. The plant is large and stocky, an excellent grower and plant maker, entirely free from rust. It is a perfect bloomer and its long, vigorous roots, renders it resistant of both drouth and freezing, berries very large and perfectly even in shape and holds out perfect to the end of the season; NO BUTTONS.

Outclasses Gandy as a solid shipper and will produce four times as many berries per acre; it is the least injured by frost and the best and most profitable berry we have ever grown; by all means plant some Dollar Mark.

Price..... Owing to our large stock of plants and that we wish to bring it to the notice of the greatest possible number of fruit growers, we are for a limited time offering select plants at the greatly reduced price of \$1.00 per 100; \$3.00 per 500 and \$5.00 per 1000.

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- ✓ WARFIELD, (Imp.) at \$3.00 per 1000.
  - ✓ SENATOR DUNLAP, (Per.) at \$3.00 per 1000.
  - ✓ AROMA, (Per.) at \$3.00 per 1000.
  - ✓ HAVERLAND, (Imp.) at \$3.00 per 1000.
  - ✓ NORWOOD, at \$1.50 per 100.
  - ✓ EA. OZARK, at \$1.50 per 100.

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## Huckleberry or Blueberry

GIANT BUSH is an upright grower, perfectly hardy everywhere, easy to cultivate and immensely productive, of the most luscious and highly flavored berries in existence. It is attracting a great deal of attention throughout the country at present and nothing in either large or small fruit comes anyways near equaling it as a dessert or for pies, preserves, canning or eating out of hand. No fruit farm or garden is complete without it.

NOTE—Do not confuse this berry with the worthless "garden huckleberry or wonderberry." Ours is the Blueberry of commerce, always quoted in market reports at 50c to 75c per gallon.

Strong plants \$1.00 per dozen; \$3.00 per 100; \$6.00 per 500; \$10.00 per 1000.

GOOSEBERRY—Downing and Houghton at 15 cents each; \$6.00 per 50; \$10.00 per 100.

CURRENTS—Fays, Red Cross, Pomona, Perfection, White Grape, and Lee's Black; 15 cents each; \$6.00 per 50; \$10.00 per 100.

GRAPE—Concord, Delaware, Woodruff, Agawam, Niagara, Moore's Early, Brighton, etc., at 10 cents each; \$1.00 per dozen; \$6.00 per 100.

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## ASPARAGUS

Strong two year plants. Palmetto and Conover's Colossal, at 75 cents per 100; \$5.00 per 1000.

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## Shade Trees and Ornamentals

Silver Maple, Hard Maple, Golden Poplar, Carolina Poplar, White Elm, American Elm, Silver Linn, White Flowering Dog Wood, White Pine, American Pine, Blue Cedar. Select trees 35 cents; three for \$1.00; \$3.50 per dozen.

## SHRUBBERY

Hydrangea, (P. G.), perfectly hardy, Lilac, American Beauty Rose, Crimson and Baby Ramblers.

35 cents each; three for \$1.00; \$3.50 per dozen. California Privet, \$3.00 per 100; \$20.00 per 1000.

---

All quotations made herein are for cash with order. Remit in any way most convenient. Private checks accepted.

Always order real early while all lines are full, and bear in mind that all orders must be filled in "barber shop order," first come, first served.

Yours for a prosperous season,

**GRAY'S NURSERY,**

R. D. No. 4, Box 85

SALEM, INDIANA



# TO WHOM IT MAY CONCERN

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## THE FRUIT GROWING PUBLIC IN PARTICULAR:

We, the business men of Pekin, Ind., Borden, Ind. and Salem, Ind., most heartily recommend Alvia G. Gray, who is the leading Nurseryman of our locality, growing a full line of all standard varieties of fruit trees and berry plants true to name. Personally we know him to be strictly honest and straightforward and will give everyone a "square deal."

He specializes in small fruits, having originated several varieties of berry plants that have given him, as well as this section of the country, a national reputation, as producing the finest berries in the world.

### PEKIN, IND.

G. M. Johnson, Merchant  
J. W. Heistand, Cashier Citizens' Bank  
W. D. Green, M. D.  
Roy E. Zink, Merchant  
W. L. Sullivan, Merchant  
C. B. Elrod, Merchant  
J. B. Churchman, Furniture  
Thos. Bellows, President Citizens' Bank

### BORDEN, IND.

Murray S. Wilson, Cashier Borden State Bank  
C. E. McKinley, Pres. Borden State Bank  
A. E. Olmstead, Publisher Clark County Sentinel

### SALEM, IND.

Berkey Bros., Merchants  
John B. Clark, Merchant  
Volney T. Reid, Merchant  
G. W. Robinson, Shoe Man  
Citizens' State Bank, Salem  
Farmers' State Bank, Salem

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From Republican Leader, Salem, Ind.

Mr. Alvia G. Gray is rapidly becoming one of the foremost growers of nursery stock in Indiana, with a reputation for square dealing wherever he has done business.

Alvia G. Gray is a gentleman of sterling integrity, absolutely honest and square in all his dealings. He is an expert nurseryman and orchardist and has done a great service for the U. S. Government, having worked for years in connection with the Department of Phomology, developing and introducing new fruits.

W. E. COX, M. C., Third District, Ind.

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Beatrice, Neb., Jan. 29, 1913.

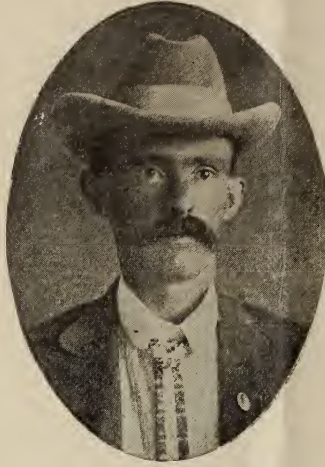
ALVIA G. GRAY,  
Manager Gray's Nurseries, Salem, Ind.

Dear Sir:

We send you cash in advance for stock wanted, because we know you always send stock all O. K.

GERMAN NURSERIES,

Per CARL SANDEREGGER.



ALVIA G. GRAY  
PROPRIETOR GRAY'S NURSERY

As root cuttings make a plantation with a system of roots absolutely perfect, it will come into bearing sooner, withstand drouth much better and produce more, larger and better fruit that will never dry and adhere to the canes, making the so-called 'stick tight,' therefore plant Black-berry Root Cuttings.



The two plants shown here were taken from adjoining rows where soil, cultivation and all other conditions were exactly alike, except the one on the right with one straight stalk was a sucker plant and the one on the left with branched top and good root system was a standard three and one-half inch root cutting, planted the same day that the sucker plant was set.