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Rich Land Nurseries

ROCHESTER NEW YORK

1914 Guaranteed Nursery Stock 1914

Sold Direct from Grower to Planter

First Quality Stock Only

We have been in the nursery business for many years and own a large nursery. Our stock is grown near Rochester, "The Flower City," acknowledged everywhere as "The Nursery Center of the World." We know, and our customers will vouch for the statement, that no better nursery stock can be obtained anywhere. No tree disease has ever been found in our nursery. State experts regularly inspect our stock and issue to us a "Certificate of Inspection," copy of which is attached to every shipment (see below).

Wholesale Prices to All

This book is our only "Salesman." We have no salesmen or agents to pay or protect. We quote to every customer our lowest wholesale prices. You save for yourself all commissions, rebates, profits and expenses. This saving amounts to from 30% to 50%. When you buy from us you pay only the grower's legitimate profit. When you buy from an agent you pay this same grower's profit and all this besides: The middleman's profit and expenses, the agent's commission and expenses, the delivery cost and a share of other people's bad debts.

Don't Believe All an Agent Says

Some agents may tell you that trees at our prices can't be first class, that their word is

better than ours, etc. Don't believe such statements. We have satisfied customers everywhere. Our business methods are absolutely honest, and we guarantee our stock. Here's what the U. S. Dept. of Agriculture has said about buying trees and plants: "*If the farmer makes his purchase direct from the nurseryman, he will save the expense of the middleman or agent, and is less liable to the mistakes and injuries that may occur through repeated handling.*" (Farmers' Bulletin, No. 113.)

Note Our Collections

This year we make some big price reductions on stock when purchased in collections. You have a wide choice to pick from—in fruits and ornamentals. No changes in collections are possible, as all collections are made up at one time. This saves us time and money—therefore, the reduced rates allowed.

Read Our Bargain Offers

You may find the assortment you need. This grouping plan is original with us, whereby we are enabled to equalize varieties, saves you money over regular list price, and also time in selection. Each offer is made up of strictly high grade stock, and is truly a bargain at the price named. The varieties named in Bargain Offers will be furnished as long as they last, after that with other good varieties.

Our Binding Guarantee

We guarantee that our trees, plants and other stock are first class in every respect. We further guarantee that our stock is true to name under the following condition: In growing and furnishing all nursery stock we use the greatest care to have it true to name, and will replace any that may prove untrue. But no sale by us carries warranty of quality, express or implied, and for any error we shall not be liable for more than the purchase price. Every purchase from us is made on these terms. No nursery or agent can honestly guarantee more.

No. 1410
State of New York
Department of Agriculture

Certificate of Inspection of Nursery Stock

This is to Certify that the stock in the nursery of RICH LAND NURSERIES, of Rochester, County of Monroe, State of New York, was duly examined in compliance with the provisions of Section 305 of the Agricultural Law, and was found to be apparently free from any contagious disease or diseases, or the San Jose scale or other dangerously injurious insect pest or pests. This certificate expires September 1, 1914.

CALVIN J. HUSON,
Commissioner of Agriculture.
Dated Albany, N. Y., Sept. 3, 1913.

Rich Land Nurseries

SPECIAL CASH DISCOUNT FOR SEASON OF 1914

On all orders amounting to \$5.00 and all over, a cash discount of 5% will be allowed. No other discounts allowed.

We give this Cash Discount to induce people to try our nursery stock, also on account of our requirement of Cash With Order. One reason why we are able to quote you such low prices is because we have no bad accounts, and you get the benefit therefrom.

By soliciting orders from your friends and neighbors and combining them with your order, sending to us as one order of \$5.00, or more, you can easily make a very liberal commission for yourself.

HOW TO SEND ORDERS

Make out your order on blank next to back cover. Follow instructions carefully at top of order blank. Write as plainly as possible the size, name, number and catalog price,

giving P. O., R. F. D., if any, and nearest freight station. Additional order blanks will be sent if desired.

TERMS OF PAYMENT

Our business is conducted on a strictly net cash basis and on all orders we require prepayment in full. This is in accordance with our usual terms and in no wise reflects on the financial responsibility of persons with whom we do business. All orders must be accompanied by a bank draft, P. O., or Express Money Order, or currency in a registered letter for full amount of order.

SEND IN YOUR ORDER EARLY

Orders should be sent in early. They are shipped in the order received, that is "first come, first served." Order early and you get your stock early. *If ground is not in condition to plant, stock can be left in boxes. If taken out, cover it with earth.*

PLEASE BE CAREFUL TO NOTE

That all Discounts and Premiums in Former Catalogs are rescinded. The Prices in this Catalog are the *only ones at which we can sell our goods this season.*

COMPARE OUR PRICES WITH THOSE OF OTHER REPUTABLE NURSERIES

We Prepay Freight On all orders amounting to \$5.00 or more, we will prepay freight (not express) to any and all points east of the Mississippi River, Canadian shipments not included. Get your friends to order with you to make the entire order total \$5.00. Then you'll save freight for both and win a discount for yourself besides. No extra charge for two orders in one shipment to one point.

Note these References Lincoln National Bank, Rochester Trust & Safe Deposit Co., R. G. Dun & Company, American Express Co., Adams Express Co., Wells Fargo Express Co., United States Express Co. All located at Rochester, N. Y.

Planting Directions

SOIL.—For fruit trees the soil should be dry, either natural or made so by thorough drainage. It should also be well prepared by twice plowing, at least, beforehand. On new, fresh lands manuring will be unnecessary, but on lands exhausted by cropping, fertilizers must be applied, either by turning in heavy crops of clover or well decomposed manure or compost. To insure a good growth of fruit trees, land should be in as good condition as for a crop of wheat, corn, or potatoes.

PREPARATION OF THE TREES.—As a general thing, trees are planted in the ground precisely as they are sent from the nursery. In removing a tree, no matter how carefully it may be done, a portion of the roots are broken and destroyed, and consequently the balance that existed in the structure of the tree is deranged. This must be restored by a proper pruning, adapted to the size, form, and condition of the tree, as follows:

STANDARD ORCHARD TREES.—These, as sent from the nursery, vary from five to seven feet in height, with naked stems or trunks, and a number of branches at the top forming a head. These branches should all be cut back to within three or four buds of their base. This lessens the demands upon the roots, and enables the remaining buds to push with vigor. Cut off smoothly all bruised or broken roots up to the sound wood. As a general thing it will be safe to shorten all the previous years' shoots to three or four buds at their base, and where the branches are very numerous, some may be cut out entirely.

DWARF TREES.—If of two or three years' growth, with a number of side branches, will require to be pruned with a two-fold object in view, viz., the growth of the tree and the desired form. The branches must be cut into the form of a pyramid by shortening the lower ones, say one-half, those above them shorter, and the upper ones around the leading shoots to within two or three buds of their base. The leader itself must be shortened back one-half or more. When trees have been dried or injured much by exposure, the pruning must be closer than if in good order.

PLANTING.—Dig holes in the first place large enough to admit the roots of the tree to spread out in their natural position; then, having the tree pruned as before directed, let one person hold it in an upright position, and the other shovel in the earth, carefully putting the finest and the best from the surface in among the roots, filling every interstice, and bringing every root in contact with the soil. When the earth is nearly filled in, a pail of water may be thrown on to settle and wash in the earth around the roots; then fill in the remainder and tread gently with the foot. The use of water is seldom necessary, except in dry weather early in fall or late in spring. Guard against planting too deep; the trees, after the ground settles, should stand in this respect as they did in the nursery. Trees on dwarf stock should stand so that all the stock be under the ground, and no more. In very dry, gravelly ground, the holes should be dug twice the usual size and depth, and filled in with good loamy soil.

STAKING.—If trees are tall and much exposed to winds, a stake should be planted with the tree, to which it should be tied in such a manner as to avoid chafing. A piece of matting or cloth may be put between the tree and the stake.

MULCHING.—When the tree is planted throw around it as far as the roots extend, and a foot beyond, five or six inches deep of rough manure or litter. This is particularly necessary in dry ground, and is highly advantageous everywhere both in spring and fall planting. It prevents the ground from baking or cracking, and maintains an equal temperature about the roots.

AFTER-CULTURE.—The grass should not be allowed to grow around young trees after being planted, as it stunts their growth. The ground should be kept clean and loose around them until, at least, they are of bearing size.

Treatment of Trees that have been Frozen in the Packages or Received during Frosty Weather.—Place the packages, unopened, in a cellar or some such place, cool, but free from frost, until perfectly thawed, when they can be unpacked, and either planted or placed in a trench until convenient to plant. Treated thus, they will not be injured by the freezing. Trees procured in the fall for spring planting, should be laid in trenches in a slanting position to avoid the winds; the situation should always be sheltered and the soil dry. A mulching on the roots and a few evergreen boughs over the tops will afford good protection.

DISTANCE BETWEEN TREES OR PLANTS IN PLANTATIONS

Standard Apples, 30 to 40 feet apart each way. In poor soil, 25 feet may be enough.

Standard Pears and Cherries, 20 feet apart each way.

Standard Plums, Peaches 16 to 18 feet apart each way.

Quinces, 10 to 12 feet apart each way.

Dwarf Pears, 10 to 12 feet apart each way. The greater distance is better where land is not scarce.

Currants, Gooseberries and Raspberries, 3 to 4 feet apart.

Blackberries, 6 to 7 feet apart.

Grapes, 8 to 10 feet apart.

NUMBER OF TREES OR PLANTS ON AN ACRE AT VARIOUS DISTANCES

At 4 feet apart each Way	2729
" 5 " " " " "	1742
" 6 " " " " "	1200
" 8 " " " " "	680
" 10 " " " " "	430
" 12 " " " " "	325
" 15 " " " " "	200
" 18 " " " " "	135
" 20 " " " " "	110
" 25 " " " " "	70
" 30 " " " " "	50

The number of plants required for an acre, at any given distance apart, may be ascertained by dividing the number of square feet in an acre (43,560) by the number of square feet given to each plant, which is obtained by multiplying the distance between rows by the distance between the plants.

Prices in this 1914 Catalog Supersede all Others

When ordering be sure to state no prices given in any former editions of our catalogs. All prices in this catalog are strictly net. In comparing our prices with those of other reputable nurseries, do not fail to take into consideration the Cash Discount Allowed, also that we prepay freight to certain points on \$5.00 orders.



WHY YOU SHOULD PLANT APPLE TREES

The marketing of the apple bids fair to become a more highly organized commercial proposition in the future than any other crop. An average of seven years is required to bring an orchard of properly planted apple trees to a profitable bearing age. The demand for the perfect apple increases each year. Doctors everywhere are recommending the apple and hardly a publication you pick up, that does not contain some wholesome advice regarding the health producing features of an apple diet. The consequence is that nearly everyone is consuming three or four apples a day, if they can get them; but the demand far exceeds the supply, and it will be many years hence if ever there appears a surplus of apples on the market.

The apple is no longer the plebian fruit adapted only to every day use. It is more expensive than the finest imported orange. It has quite surpassed the plentiful banana which during the past decade or two has become the cheapest fruit upon the city market. Consequently apple growers are working constantly for improvement in quality as well as quantity of the crops, which is more noticeable each succeeding year. This is being brought about by various means, chiefly by the selection of varieties to suit climatic conditions, the better care of the trees and cultivation of the ground surrounding them, and better preparation of the soil in which young trees are to be planted.

Last year an Ohio orchard company marketed 3,500 barrels of apples from a young orchard growing upon hill land worth about \$50 and acre. Most of the crop was put into cold storage until spring and then sold at the highest market price and the apples yielded considerably over \$15,000. This year the crop will be still larger and as every precaution has been taken, a much more valuable yield is expected. In Texas, a sixteen-acre farm, averaging thirty-five trees to an acre, is producing a straight average of three and one-half bushels of perfect apples to the tree, for which the owner is receiving the highest price. In addition, he realizes a considerable sum from the sale of apple cider and vinegar made from bruised and imperfect apples.

Such records as these are regarded by successful apple growers as merely good average production. Trees which average ten bushels a year for a successive number of years are not infrequent, and the stories of apples which produce phenomenal crops, running from 50 to 100 bushels, are circulated each season.

The Rich Land Nurseries never before had a larger or a finer stock of apple trees to dispose of and for this reason the prices we quote were never lower. It is therefore obvious that this year is your opportunity to begin cultivating this most profitable of all fruits, especially as you can do so at the minimum of cost.

Everything we have said about apples is equally true of Peaches, and this is the year you should avail yourself of our big stock and low prices on Peach Trees. The peach market is ever open and profitable.

- 1—Baldwin
- 2—Northern Spy
- 3—R. I. Greening



4—McIntosh Red 5—Wealthy 6—Yellow Transparent 7—Tompkins King

APPLES

APPLE ORCHARDS are now the greatest farm assets. No ordinary farm crop will produce one-fourth as much income per acre as a good apple orchard. Capitalists are now planting apple orchards. A yield of \$2,000 per acre net is not uncommon. Apples thrive in almost any soil or climate. Plant Rich Land Apple Trees, cultivate and spray them, and your small investment will make you independent.

Rich Land Apple Trees are known for their strength and health and for being strictly true to name. We include only the best commercial varieties. Choose the ones best adapted to your locality. Beware of unknown varieties. We endeavor to make our descriptions clear and concise without misleading.

This year we have an unusually large stock of very fine Apple Trees and for this reason you will find the prices very much lower than heretofore. This is your opportunity to plant an orchard with exceptionally good trees at a minimum cost.

PRICES STANDARD APPLE AND CRAB TREES

	Each	Ten	Hundred
1st Size.....	\$.25	\$2.00	\$10.00
2nd ".....	.20	1.50	8.00

Selected Summer Varieties

- ✓ **Early Harvest**—Medium size, pale yellow, fine flavor, juicy, very productive. August.
- ✓ **Red Astrachan**—Large, crimson, handsome, juicy, very hardy, well known for quality. August.
- ✓ **Tetofsky**—Medium size, yellow striped with red, flesh white, tender and juicy, hardy. August.
- ✓ **Yellow Transparent**—Medium size, pale yellow, sprightly flavor, good quality, abundant bearer at early age, fine for garden. August.

Selected Autumn Varieties

- ✓ **Alexander**—Very large, deep red or crimson. Very hardy. September and October.
- ✓ **Bismarck**—Very large, remarkably handsome and showy; color red on yellow ground; flesh yellow; quality good; extremely hardy and prolific and bears very early. November.

- ✓ **Fall Pippin (Pound Pippin)**—Large, yellow, tender, juicy. Always succeeds. September to October.
- ✓ **Fameuse (Snow Apple)**—Medium size; crimson; flesh snow white, delicious. Succeeds in the North. November to January.
- ✓ **Gravenstein**—Very large, striped; productive, of the first quality. September to October.
- ✓ **Maiden's Blush**—Large, pale yellow with a red cheek; very productive. September and October.
- ✓ **Oldenburg or Duchess of Oldenburg**—Large, streaked with red and yellow; juicy, tender, and pleasant. An early and abundant bearer. Very hardy everywhere. Succeeds well in the Northwest where most varieties fail. August and September.
- ✓ **Wealthy**—Medium size, dark red, flesh white; handsome and of fine quality; very heavy bearer, and very hardy. Season differs according to locality; late fall or early winter here. Valuable for market. Bears young.

Selected Winter Varieties

- ✓ **Baldwin**—Leading commercial variety for New York, Pennsylvania and Ohio; standard fruit of American markets, and leads for export trade. Large, red Winter apple, fine for eating and cooking; tree vigorous and productive. December to March.
- ✓ **Ben Davis**—One of the best for storage, lasting till June or July; popular in West and Southwest. Large, red striped, with thin, tough skin; tree strong and heavy bearer.
- ✓ **Golden Russet**—Medium size, dull russet; hardy, and good grower. November to April.
- ✓ **Rambo**—Medium size, yellow and red. An esteemed old variety. October to January.
- ✓ **Rhode Island Greening**—Everywhere well known and popular. Called next best to Baldwin. Not an early bearer but wonderfully productive when well grown. Yellow, thick skin, and tender. Keeps until March or April.
- ✓ **Rome Beauty**—Large, yellow and bright red; moderate grower; good bearer. December to May.
- ✓ **Roxbury Russet**—Medium to large, greenish yellow; moderately juicy. Keeps till June.
- ✓ **Stark**—Large; mottled with stripes; brings high market prices. Can be kept until May or June.



Plant Rich Land
Apple Trees
Watch Your
Money Grow

BALDWIN

Bears in Seventh Year

- ✓ **Grimes' Golden**—Medium size, golden yellow, tender; thrifty grower. January to April.
- ✓ **Hubbardston or Hubbardston Nonsuch**—Large, striped yellow and red; fine, great bearer. November to January.
- ✓ **Mann**—Medium size, deep yellow; hardy; an early bearer. January to April.
- ✓ **McIntosh Red**—Large, bright red; flesh white, tender and juicy; very good, annual bearer, hardy. November to February.
- ✓ **Northern Spy**—Ranked as third in commercial importance in New York, Pennsylvania and Ohio; large, striped. One of the finest late-keeping apples. Brings high prices, and in big demand. Strong and thrifty grower.
- ✓ **Pewaukee**—Medium size, striped. Esteemed especially for cold climates. January to May.
- ✓ **Stayman's Winesap**—Medium, yellowish-green; tender, juicy, sub-acid. December to May.
- ✓ **Tolman Sweet**—Medium size, pale yellow; very sweet. An old favorite. November to April.
- ✓ **Tompkins King (King of Tompkins County)**—A red apple of the largest size and finest quality. Standard for market. Hardy, strong grower, and very productive. November to January.
- ✓ **Twenty-Ounce**—Very large, striped, very popular, strong bearer. October to January.
- ✓ **Wagener**—Medium size, deep red, excellent. Very early bearer, and widely used for filler. December to May.
- ✓ **Winter Banana**—Large, clear pale yellow, flavored like a banana. Bears young. January to July.
- ✓ **York Imperial**—Medium size, shaded with crimson; early and heavy bearer. Popular in Pennsylvania. November to February.

CRAB APPLES

For Preserving

All are very hardy and prolific, bear very young, and are always in demand.

Hyslop's—Large, deep crimson; flesh yellow grows in clusters. Keeps well. October.

Transcendent—Red and yellow. A popular variety; early and heavy bearer. September.

Whitney—Large, splashed with carmine; flesh firm and juicy. Tree great bearer and very hardy. August.

Apple Trees One Year Old

100 for \$10.00

This size tree in great demand now for large plantings as they can be easily trained to be low-headed. They can, therefore, be more easily sprayed and fruit can be gathered quicker. All are 3 to 4 ft. high. We have them in all varieties named above under Standards and Crabs. One year apple trees will not be sold in less quantity than 25 of each variety.

Bargain No. 1 Apple Trees

10 trees, 1st size, all strictly first class for \$1.80

- | | |
|----------------|-----------------|
| 1 McIntosh | 1 Wealthy |
| 1 Baldwin | 1 Spy |
| 1 Yel. Transp. | 1 Wagener |
| 1 Oldenberg | 1 York Imperial |
| 1 King | 1 Hubbardston |

\$1.80 *Special Bargain Price* \$1.80

Bargain No. 2 Apple Trees

12 trees, 2nd size, all strictly first class, for \$1.60

- | | |
|------------|----------------------|
| 2 McIntosh | 2 Yellow Transparent |
| 2 Wealthy | 2 Oldenberg |
| 2 Baldwin | 2 Wagener |

\$1.60 *Special Bargain Price* \$1.60

We Offer

Fruit Trees of Two Sizes

IN every large field of Fruit Trees there are Two Sizes, viz: the First Size, or the best trees, which, after sorting, leaves the Second Size, or smaller trees, which, while they are of the same age and equally healthy, cannot be sold for First Size Trees, and we are therefore obliged to offer them at a less price. Many prefer the Second Size trees when they wish to train them low headed. There are no other grades of good trees than these two.

The First Size Grade average 5 to 6 feet in height and 11-16 inches and up in diameter, and this applies to Apples, Pears, Quinces and Plums. Peach trees are always 1 year old and the First Grade average 4 feet in height and 9-16 in diameter.

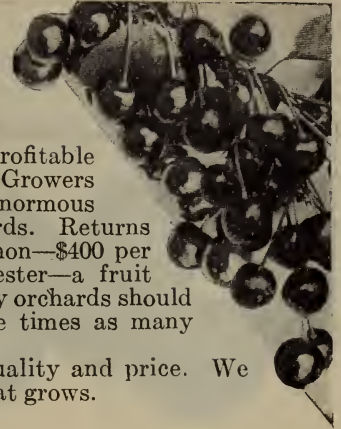
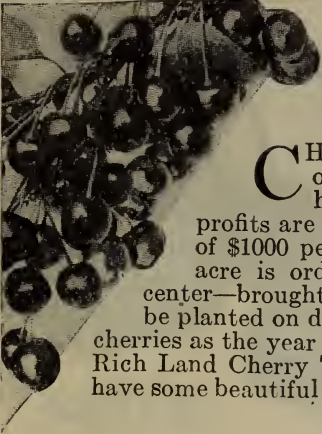
The Second Size Grade average 4 to 5 feet in height and 5-8 inches in diameter, except in the case of Peach Trees, which are about 3 feet in height and 7-16 in diameter.

We Prepay Freight on \$5.00 Orders

To any point east of the Mississippi River, except Canada. See page 2. This saves you money and worry. Please note also the discount given on orders amounting to \$5 and over. Have your neighbors order with you to save freight and earn this extra discount. The one who sends the order gets the discount.

CHERRIES

And why you should
plant them



CHERRIES are often called the most profitable of all fruits, as they require little care. Growers have just awakened to this fact. Enormous profits are now being realized from young orchards. Returns of \$1000 per acre from cherries are not uncommon—\$400 per acre is ordinary. Last year cherries in Rochester—a fruit center—brought six cents a pound by the ton. Cherry orchards should be planted on dry soil. Last year we sold twenty-five times as many cherries as the year previous. Rich Land Cherry Trees have always made good—on quality and price. We have some beautiful stock ready for this year—the kind that grows.

PRICES FOR ALL VARIETIES

	Each	Ten	Hundred
1st Size.....	\$.30	\$2.50	\$18.00
2nd "25	2.00	15.00

Selected Varieties Sour Cherries

Selected Varieties Black Cherries

- ✓ **Early Richmond**—Old variety but still popular. Medium size, dark red, acid flavor. Tree heavy bearer, and ripens in June.
- ✓ **Montmorency**—Finest sour cherry grown. Enjoys a big market. Trees heavy growers, little affected by disease or weather, and always produce large crop. Fruit good size, fine flavor, bright red. Ripens late June.

- ✓ **Black Tartarian**—Large, tender, juicy, and excellent quality. Widely and favorably known. Tree heavy grower, upright, and regular bearer of big crops. Last of June.
- ✓ **Windsor**—Valuable variety from Canada. Hardy, vigorous tree, very prolific. Excellent for family or market. Fruit large, very firm, good quality. July.

EVERYONE SATISFIED

My neighbors and myself were more than pleased with the nursery stock and say that if your stock is all that good, you will get all our orders in future.

A. L. BARB, Blaine, W. Va.

SURPRISING HARDINESS

Received nursery stock and was very much surprised to find such hardy looking stock. You will get another order from me next Spring

ALBERT CARSTENSEN,
R. F. D. 6, Davenport, Ia.

SORRY SHE DIDN'T ORDER MORE

Was so well pleased with the excellent stock and the good condition it arrived in that I was sorry my order wasn't larger, but will certainly make up for it next year.

ADELAIDE FRUEHWIRTH,
283 Bertrand Ave., Perth Amboy, N. J.

WANTS FRIENDS TO KNOW

I am so highly pleased with the fine nursery stock, and the excellent condition in which it arrived, that I am going to recommend your firm to my friends.

J. EDW. MICHEL,
565 Columbus Ave., New York City.

LARGE FOR THE PRICE

The plants which arrived yesterday showed very careful packing, and your shrubs are certainly nice large plants for the price.

T. E. PRICE, Middlesex, Vt.

NEVER SAW NICER STOCK

Trees came to hand in fine condition and everyone agrees they were the nicest looking lot of stock they ever saw. It will certainly bring you other business next season.

RICHARD ROWE, Wells, Vt.

NO FAULT TO FIND

No one could find any fault with the trees you shipped me. They are a splendid lot and very pretty.

JOHN GRICE, Luther, Mich.

ORDERS AGAIN

My order last year was perfectly satisfactory. The trees arrived in such good condition, and were of such good stock, that I am sending you another order herewith.

GEO. N. WAUGH, R. F. D. 22, Winthrop, Me.

WILL ORDER MORE

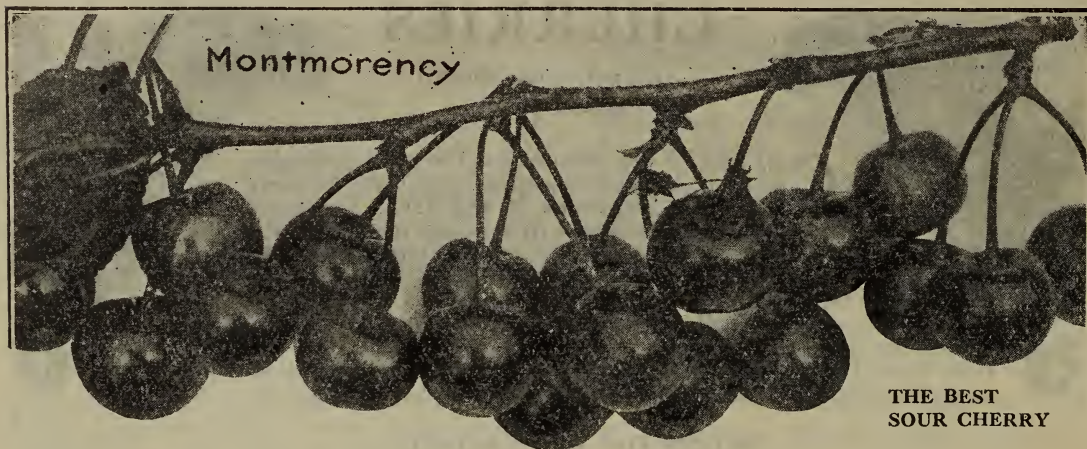
I am very much pleased with the trees and shrubs, which arrived in good condition, and I will be glad to order from you when I need more.

FRANK G. CHRISTY,
47 Gordon Ave., Providence, R. I.

CARE IN PACKING

We are well pleased with our trees and shrubs and wish to thank you for the care taken in packing. They surely were in fine condition.

E. M. KRUEGER,
845 39th St., Milwaukee, Wis.



**THE BEST
SOUR CHERRY**

Selected Varieties White Cherries

✓ **Napoleon**—Very large, juicy and delicious. Excellent for eating, canning or shipping. Tree good grower and immense bearer. None better grown. Now planted by the thousands. In big demand everywhere.

✓ **Yellow Spanish**—Pale yellow, large and sweet. Very profitable in West. Good quality. Vigorous and productive.

Bargain No. 3 Cherry Trees

10 trees, 1st size, all strictly first class, for
\$2.50

- | | |
|-------------------|------------------|
| 2 Montmorency | 2 Ea. Richmond |
| 2 Windsor | 2 Yellow Spanish |
| 1 Black Tartarian | 1 Napoleon |

\$2.50 Special Bargain Price \$2.50

QUINCES

	Each	Ten	Hundred
1st Size	\$.30	\$2.50	\$20.00
2nd Size.....	.25	2.00	15.00

✓ **Orange**—Large, golden yellow; the only good variety. October.

VERY MUCH PLEASED

Trees and berries arrived O. K., are in fine shape, and I am very much pleased. *Will speak a good word for your nurseries to my friends.*

MILLARD F. HARPER, Clendenin, W. Va.

MOST FOR THE MONEY

The five dollars' worth of shrubs you sent me this spring was *the most and best* I ever got for the money.

MRS. L. BELLAMY, Belmont, N. Y.

Bargain No. 4 Garden Collection

A Choice Collection for Any Home

10 trees, 2nd size, all strictly first class, for
\$1.60

- | | |
|------------------------|------------------|
| 1 Elberta Peach | 1 Spy Apple |
| 1 Crawford's Ea. Peach | 1 Bartlett Pear |
| 1 Windsor Cherry | 1 Seckel Pear |
| 1 Montmorency Cherry | 1 Abundance Plum |
| 1 McIntosh Apple | 1 Lombard Plum |

\$1.60 Special Bargain Price \$1.60

Get the Discount

When you make out your order to send to us, turn to page one of this catalog and note our special discount for the season of 1914. If your order amounts to \$5.00, or more, you are entitled to 5% discount. You can easily ask a friend or neighbor to combine their order with yours so as to earn this extra discount.

PEACHES

PEACHES are another proof that big money grows on fruit trees. Peach trees are easily planted, are free from disease, and produce quickly. They are easily shipped, and never want for a market. Plant Rich Land Peach Trees preferably on rich, sandy soil, dress occasionally with wood ashes, prune annually and your harvest will greatly surpass any other average farm crop.

Rich Land Peach Trees are carefully selected varieties that you can depend upon.

PRICES

	Each	Ten	Hundred
1st Size.....	\$.15	\$1.00	\$8.00
2d ".....	.10	.80	5.00

✓ **Carman**—Large, pale yellow; flesh white and tender; hardy, rot-proof tree. Middle of August.

✓ **Champion**—Early, very large, creamy white; hardy and thrifty; sweet, rich, freestone. August.

✓ **Crawford's Early**—Large, yellow freestone. One of the most popular varieties for market. Tree vigorous, productive and widely planted. First of September.

✓ **Crawford's Late**—Large, yellow, good quality; strong tree. Last of September.

✓ **Elberta**—One of the most valuable varieties for market and garden; tree hardy and uniformly productive; golden yellow, good quality; juicy and highly flavored; freestone. September.



✓ **Fitzgerald**—Similar to Crawford's. Extra good. Early.

✓ **Foster**—Large, yellow, resembling Crawford's Early. Very fine.

✓ **Mountain Rose**—Large, dark red, good, freestone. Early.

✓ **Niagara**—Similar to Elberta and by some called better. Very large. Regular bearer. Very popular in Western New York. September 1st.

✓ **Old Mixon Free**—Large, greenish-white and red. Tender and juicy. Hardy and productive. Middle of September.

✓ **Stump the World**—Very large, red and white. Flesh white and fine flavor. End of September.

✓ **Wheatland**—Large, golden yellow. Yellow flesh and

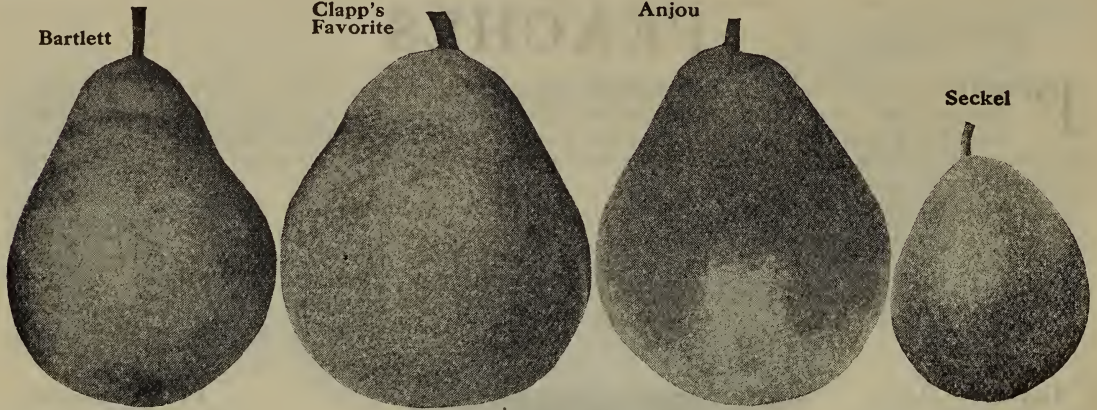
very fine. Between Early and Late Crawford. With good attention a valuable Peach Orchard may be grown in from three to four years. Rich Land trees are unequalled.

Bargain No. 5 Peach Trees

90c. —12 trees, 2nd size, all strictly first class, for— 90c.

- | | | |
|------------|-------------------|--------------------|
| 2 Elberta | 2 Carman | 2 Niagara |
| 2 Champion | 2 Crawford's Late | 2 Crawford's Early |

SPECIAL BARGAIN PRICE



PEARS

THE supply of Pears has never equaled the demand. By judicious selection, this rich, juicy fruit may be had from August till January. Pears succeed in almost any soil. Rich Land varieties include only the best. Please note, however, that any variety can be furnished either in Standards or Dwarfs—the latter desirable for gardens. Our prices are so low that you can't afford not to plant a few pear trees this year.

PRICES FOR STANDARD PEAR TREES

	Each	Ten	Hundred
1st Size.....	\$.30	\$2.50	\$20.00
2nd "25	2.00	15.00

PRICES FOR DWARF PEARS..	Each	Ten	Hundred
	\$.25	\$2.00	\$13.00

Summer Varieties

- ✓ **Bartlett**—One of the most popular pears. Large, handsome. Strong grower and bears abundantly.
- ✓ **Clapp's Favorite**—Resembles the Bartlett; large, yellow. Strong grower, bears young and abundantly.

- ✓ **Flemish Beauty**—Large, sweet. Very hardy; great bearer. September and October.
- ✓ **Kieffer**—Large, golden yellow. An early and great yielder. October and November.
- ✓ **Seckel**—Standard of excellence in pears; small but of the highest flavor. September and October.
- ✓ **Sheldon**—Of the finest quality; large, russet. October. Standard trees only.

Autumn and Early Winter Varieties

- ✓ **Angouleme** (Duchesse d' Angouleme) also called Duchesse—One of the largest of all good pears. Attains its highest perfection as a dwarf. Bears young. October and November.
- ✓ **Anjou** (Beurre d' Anjou)—Large, handsome, vinous flavor. One of the most valuable pears in cultivation, particularly as a dwarf. Keeps until the winter holidays.

Bargain → **No. 6 Pear Trees**

10 trees, 2nd size, strictly first class, for \$1.85

3 Bartlett	2 Seckel
3 Kieffer	2 Clapp's Favorite

\$1.85 Special Bargain Price \$1.85

Special Price for Kieffer Pears For this spring we will sell Standard KIEFFER PEARS in lots of 100 or more at \$10.00 per 100.

PLUMS

A WHOLESALE DEMAND FOR PLUMS by canneries and city markets has recently caused extensive plantings. Like the peach, they bear quickly and if properly cared for, produce very profitable crops. Rich Land Plum Trees can't be excelled. Our prices, too, are right. We offer only the hardy and vigorous varieties—the kind that satisfy. Plant on dry clay soil for the best results.

PRICES

	Each	Ten	Hundred
1st Size.....	\$.30	\$2.50	\$18.00
2nd "25	2.00	15.00

- ✓ **Bradshaw**—Very large, early, dark violet red; very juicy; popular everywhere. Tree erect and very hardy. Very productive.
- ✓ **Felleberg** (French or Italian Prune)—Late, purple, delicious. September.
- ✓ **German Prune**—Medium size, purple or blue, fine. Very productive. September.
- ✓ **Grand Duke**—A valuable late plum, very large, purple; always brings high prices; tree strong grower and sure bearer, ripening latter part of September. One of the best late plums.
- ✓ **Lombard**—Medium size, violet red. A great bearer and favorite everywhere. Fine for eating or canning. August. Very hardy.
- ✓ **Shropshire Damson**—Small size, dark purple; esteemed for preserving. Very productive. October. Hardy tree.
- ✓ **Red June**—Medium size, purplish red, handsome. Very productive; excellent quality. The earliest.
- ✓ **Wickson**—Very large, glowing carmine; fruit pretty, fine quality, and heart shaped. Early September.

Bargain ➤ **No. 7 Plum Trees**

10 trees, 1st size, strictly first class, for
\$2.25

1 Red June	1 Felleberg
1 Burbank	1 German Prune
1 Bradshaw	1 Grand Duke
2 Lombard	2 Abundance

\$2.25 Special Bargain Offer \$2.25

Japanese Plums

Japanese Plums are now popular as they bear in two or three years; trees are extremely vigorous and grow fast.

- ✓ **Abundance**—Large, rich, bright cherry red; exceedingly productive. Popular everywhere and should be in every collection. Very early.
- ✓ **Burbank**—Large, clear cherry red; an abundant bearer; valuable market variety. Handsome, juicy and good. Will stand hard frost. Early in September.

START GROWING AT ONCE

The trees and small fruits received from you last year were *the best value I ever received*. Although not ordered until the last of May, they started growing right away.
E. C. STODDARD,
Lincoln St., Hingham, Mass.

PROMPT SHIPMENT PLEASURES

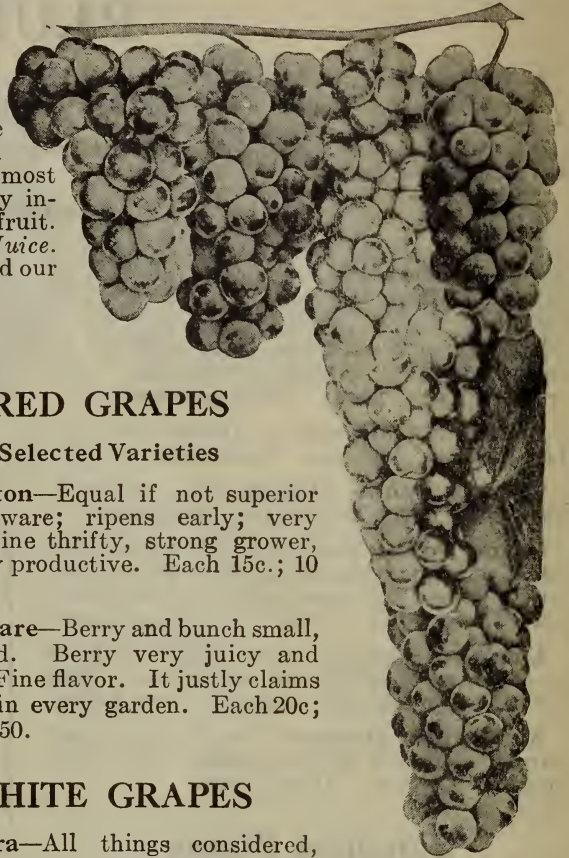
Many thanks for *promptness given my order* and the sturdy plants you sent. They were received in good condition and I am exceedingly well pleased.
J. G. INGELS,
1008 W. Madison St., Phoenix, Ariz.



GRAPES

WE quote below only those varieties we know from experience will thrive in most localities. Grapes are the most healthful of all fruits, their market is widely increasing. Every garden should contain this fruit. In great demand now for making *Grape Juice*. Rich Land Grapes are right in every respect and our prices can not be met elsewhere.

All our grapes are two-year plants.



BLACK GRAPES

Selected Varieties

✓ **Campbell's Early**—Large and handsome, sweet. Very early and strong grower. Each 25c. 3 for 60c.

✓ **Concord**—By far the most popular market grape. Cluster and berry large, skin tender and easily shipped. Each 10c; 10 for 75c; 100 for \$5.

✓ **Moore's Early**—Desirable for an early crop. Large bunch; vine hardy. Each 15c; 3 for 40c.

✓ **Wilder (Rogers' No. 4)**—One of the best varieties. Fine flavor, large bunch and berry. Each 15c; 3 for 40c.

✓ **Worden**—Larger than Concord. Ripens earlier and superior in flavor. Very popular now and sure to be more widely planted. Each 15c; 10 for \$1.00; 100 for \$8.

RED GRAPES

Selected Varieties

✓ **Brighton**—Equal if not superior to Delaware; ripens early; very sweet; vine thrifty, strong grower, and very productive. Each 15c.; 10 for \$1.

✓ **Delaware**—Berry and bunch small, light red. Berry very juicy and sweet. Fine flavor. It justly claims a place in every garden. Each 20c; 10 for \$1.50.

WHITE GRAPES

✓ **Niagara**—All things considered, probably the most valuable white grape in cultivation. Cluster large, uniform, and compact. Berry mammoth, thin skin but tough. Ripens before Concord. Each 15c; 10 for \$1; 100 for \$8.

FINE CONDITION

I am very much pleased with the *fine condition* in which the stock I ordered arrived.

BERNARD H. KEENEN,
12 Waldo St., Pawtucket, R. I.

BEST VALUE FOR THE MONEY

My order arrived in good shape and was splendidly packed. Everything is satisfactory and the *best value for the money I have ever received*. Please accept my thanks. Do not fail to send me your new catalog when issued.

C. H. HOLTON, Woodmont, Conn.

CAN'T THANK US ENOUGH

Trees and shrubs arrived all O. K. Now I don't know how to thank you; *to say that they are fine does not express it*. I am more than pleased, and if I ever have an opportunity to recommend shrubs and trees, I shall say it real loud in your favor. Please accept my hearty thanks for such good treatment.

T. BULLOCK, Detroit, Mich.

PROMPT ATTENTION

I thank you very much for your *prompt attention to my order* and the plants are certainly very satisfactory.

J. G. THROPE, Hollidaysburg, Pa.

This Catalog Supersedes All Others Premiums and Discounts noted in Former Catalogs are *No Longer in Effect*. The Prices quoted in this, our latest catalog, are absolutely the only ones at which we sell nursery stock this season.

BEST HE EVER BOUGHT

The California privets bought from you, are the nicest I ever planted and are all in good healthy condition. I have paid three times as much for California privets, which were nowhere near as nice. I can cheerfully recommend your nursery stock to my neighbors.

JOHN H. JENKINS, 217 S. State St., DuBois, Pa.

NEVER SAW BETTER STOCK

I have sold nursery stock for different nurseries at different intervals for fifteen years and in justice to all, must say, the apple and peach trees I received from you were the best of their grade I have ever seen from any nursery.

REV. H. INGRAM COOK, Dott, W. Va.

Bargain No. 8 Grape Vines

10 strong vines, all strictly first class,
2 years old, \$1.20

- | | |
|------------------|------------|
| 2 Worden | 2 Niagara |
| 2 Concord | 1 Brighton |
| 1 Campbell Early | 1 Hartford |
| 1 Delaware | |

\$1.20 Special Bargain Price \$1.20

Bargain No. 9 Garden Collection

Choice Variety of Good Fruit for your Garden

10 trees, all strictly first class, 1st size, for
\$2.30

- | | |
|--------------------------------------|-------------------|
| Apples—1 Red Astrachan | Plums—1 Bradshaw |
| 1 Oldenberg | 1 Lombard |
| Pears — 1 Bartlett | Peaches—1 Elberta |
| 1 Seckel | 1 Crawford |
| Cherries—1 Montmorency and 1 Windsor | |

\$2.30 Special Bargain Price \$2.30

Bargain No. 10, 10 FRUIT TREES for \$1.50

10 trees, worth \$2.20, for \$1.50

- | | |
|-----------------------|------------------------|
| 1 Baldwin Apple | 1 Windsor Cherry |
| 1 Transparent Apple | 1 Lombard Plum |
| 1 Bartlett Pear | 1 Burbank Plum |
| 1 Kieffer Pear | 1 Elberta Peach |
| 1 Ea. Richmond Cherry | 1 Crawford's Ea. Peach |

\$1.50 Special Bargain Price \$1.50

We Pay All Freight Charges

To any railroad station east of the Mississippi River, except Canada, on all orders amounting to \$5.00 or more. Besides this, we give cash discounts for orders of \$5.00 and over. See page one. Ask your neighbors to order with you. They will save freight charges, and you will receive a liberal commission.

BLACKBERRIES

Every garden should have some blackberries. They grow on any soil, are fine for cooking, and make an excellent dark wine.

Rich Land's selection of Blackberries are sure to please, and you can't match our prices for the quality offered.

✓ **Ancient Briton**—Medium size, melting, without core. Hardy and one of the best. 10 for 40c; 100 for \$2.00. Should be in every garden.

✓ **Eldorado**—Medium size, jet black, melting, sweet and rich; hardy and productive. 10 for 40c; 100 for \$2.00.

✓ **Rathbun**—Berries extra large; jet black, good. Strong, erect grower; fruit delicious, without core. 10 for 40c; 100 for \$2.00.

✓ **Snyder**—Medium size, sweet and melting to the core. Very hardy and wonderfully productive. No hard, sour core. Ripens early. 10 for 40c; 100 for \$2.00.

LARGER AND HEALTHIER STOCK

The trees arrived and we are more than pleased with every one of them. They are so much larger and healthier than any we have ever had before. We will certainly recommend your nursery to all our friends.

MRS. BEN COULSON, Sewanee, Tenn.

PROPERLY PACKED

I received my fruit trees all right and am very much pleased with them. I never before received trees that were packed as good as these were, and you will get another order from me next Spring.

GEO. BLAIN, Lockwood, N. Y.

PLANT BERRIES
FOR PROFIT AS
WELL AS FOR
HOME USE



BLACK RASPBERRIES

All varieties are sure and prolific yielders, a very popular berry and a great seller, and now grown for market with excellent profit. No garden should be without a dozen plants. Each variety is hardy.

✓ **Gregg**—Fruit large, good quality, season medium; hardy, a great yielder. 10 for 40c; 100 for \$1.50.

✓ **Kansas**—Very large, handsome, firm and of excellent quality, very hardy and exceedingly productive. Will stand extremes of drought and cold. 10 for 40c; 100 for \$1.50.

RED RASPBERRIES

✓ **Columbian**—Very large, dark red, bordering on purple; will endure 28 degrees below zero. Very productive. Fine for canning. 10 for 40c; 100 for \$1.50.

✓ **Cuthbert**—Large, deep rich crimson. Very hardy. One of the best varieties for market. 10 for 40c; 100 for \$1.50.

FLOURISHES EVERYWHERE

I have been informed by my gardener that the stock you sent to Hyannisport, Mass., was very satisfactory. As Cape Cod is less advanced than here, I hope you will not think it is too late to safely plant, and will ship the enclosed order not later than the 14th.

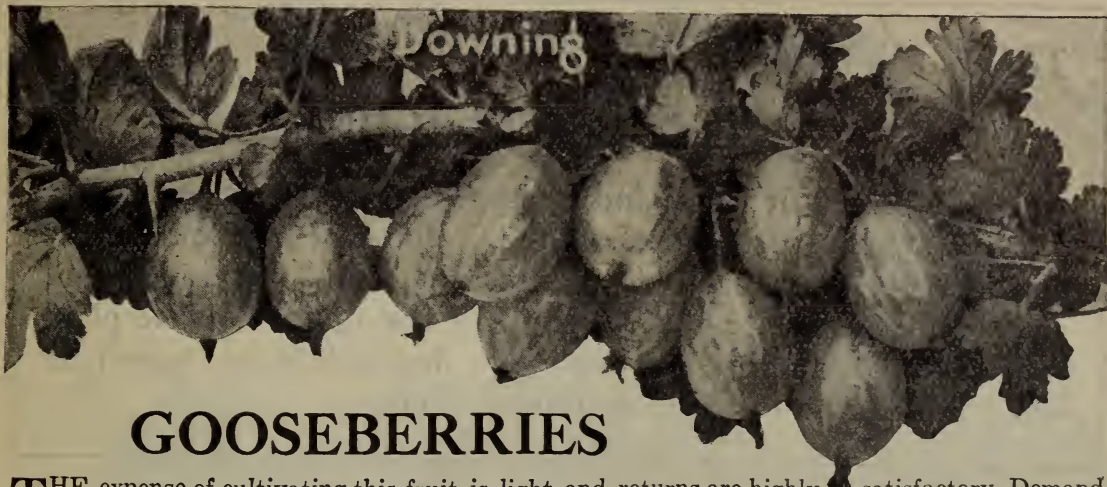
M. S. BROWN,
172 Prospect St., East Orange, N. J.

VERY MUCH PLEASED

The Poplar and Cherry trees you sent me are splendid trees and I am very much pleased with them. Send me 20 Evergreen trees at once.

A. S. MORSE, Canton, Me.

W. T. CROWELL, 15 Dey St., New York City, writes: "The former order placed with you was so satisfactory in the results obtained from the plants and shrubs which you sent me, I would like to give you another order. Please send me Fall Catalog."



GOOSEBERRIES

THE expense of cultivating this fruit is light and returns are highly satisfactory. Demand is constantly increasing. All our plants are very hardy.

- ✓ **Downing**—Medium size, whitish green. Splendid quality for cooking. Very profitable for market and the best variety for this country. Each, 12c; 10 for \$1.00; 100 for \$8.00.
- ✓ **Josselyn (Red Jacket)**—Large, red. Good. Each 12c; 10 for \$1.

LARGE AND THRIFTY.

Phlox and roses received O. K. Many thanks for such nice large plants and they all look so thrifty.
 MRS. T. H. DUNHAM, Needham, Mass.

CURRANTS

AN acre of Currants yields from 200 to 250 bushels, and prices average from \$4 to \$5 a bushel. They are easy to cultivate, and very productive. Rich Land's varieties are the choicest, and no lower prices exist.

- ✓ **Black**—Esteemed by many. Each 8c; 10 for 60c; 100 for \$5.
- ✓ **Cherry**—Large, red; bunches short; plant vigorous and productive. Each 8c; 10 for 60c; 100 for \$5.
- ✓ **Fay's Prolific**—The most popular red currant; fruit very large and handsome. Each 8c; 10 for 60c; 100 for \$5.
- ✓ **Perfection**—Berry larger than Fay's; bright red. Very productive. Each 15c; 10 for \$1.30; 100 for \$12.
- ✓ **Red Cross**—A fine red currant of large size. Each 8c; 10 for 60c; 100 for \$5.
- ✓ **White Grape**—Very large, mild and excellent. Very productive. The best table variety. Each 8c; 10 for 60c; 100 for \$5.
- ✓ **Wilder**—Large, red, fine flavored; great yielder, very profitable for market. Each 8c; 10 for 60c; 100 for \$5.



**CURRANTS
 MAKE THE
 MOST DELI-
 CIOUS JELLY**

Bargain

No. 11 Currant Plants

10 strong, 2 year old bushes, first class quality, for 65c

3 Fay's Prolific
 65c

2 White Grape

3 Wilder

2 Red Cross

Special Bargain Price

65c

This is the Year to Plant

APPLES and PEACHES

Our stock of Apple and Peach Trees is Larger and Better than we have ever before offered. You will find our prices considerably lower than in former seasons, also. For this reason, you should not fail to avail yourself of the opportunity to plant these ever productive and always in demand fruits, especially when you can do so at the minimum of cost.

Bargain		No. 12 Berry Collection	
15 strong plants, strictly first class, 95c			
<i>Blackberries</i>		<i>Black Raspberries</i>	
2 Ancient Briton	2 Snyder	2 Gregg	2 Kansas
<i>Gooseberries</i>		<i>Red Raspberries</i>	
2 Downing	1 Josselyn	2 Columbian	2 Cuthbert
95c	Special Bargain Price		95c

WILL HEAR FROM HIM AGAIN

I was in Orlando, Fla., when the trees you shipped to me at that point arrived, and they were received in fine condition. I planted them myself, and within three days after planting, they turned green, and showed signs of budding. I am much pleased with these fruit trees, as they were *much better than I really expected*. You will hear from me again in the near future.

C. P. BARTHOLOMEW, New York City.

DOING WELL

Please send me your latest catalog. Stock bought of you last Spring is *all standing and doing well*.
S. S. COFER, Bluefield, W. Va.

JUST AS ORDERED

Received trees and shrubbery in good condition, and I have them all planted. Every piece was *just as I ordered it*, and satisfactory in every respect.
J. G. SHOPE, Hollidaysburg, Pa.

MUCH LESS THAN OTHERS CHARGE

I wish to express my appreciation for the quality and condition of the goods which were perfect in every respect. I also wish to testify that I have placed other orders with other firms, and through agents, and find, by experience, that the goods received from you were not only of better quality, shipped in better condition, but *cost from one-third to one-half of what the others have charged*. Your claims of benefits from the method of dealing directly from nursery to consumer, eliminating the middleman, have certainly been demonstrated to my entire satisfaction.
R. O. MARSH, Warsaw, Ill.

**It PAYS to
Look Ahead**

You can double the income from your farm or home by planting fruit trees, vines and berry bushes; and the simple addition of but a few ornamental trees and shrubs will enable you to sell your property at a sum far in excess of what you have dreamed it would bring. The most attractive homes in city or village are invariably made so by the careful planting of ornamental trees and shrubs, and the value of any property can be practically doubled by the wise planting of a fruit garden. In buying nursery stock from us, you can cut out the middleman, and save that big middle profit for yourself, making it the wisest and most judicious investment you ever made.

The Grounds Beautiful

A HOME to be ideal, must be set amid beautiful and harmonious surroundings. The costliest mansion is without attraction if the grounds about it are ugly or barren; while the house of modest pretensions, in the midst of skillfully planned masses of green and flowering shrubs, or flanked by tasteful gardens, is possessed of immeasurable charm.



Give Your Home an Inviting Approach

First impressions last longest. The approach to a house also reflects the spirit of the home within. Make the entrance to your home so pleasing that everyone will remark its beauty, by planting

RICH LAND

Choice Shrubs and Hardy Plants

With them you have a profusion of never-ending bloom and a wealth of foliage. You can obtain many pleasing effects—adorn barren places, obtain attractive vistas, conceal unsightly features, and lend beauty and harmony to the whole. Besides, you can

Increase the Value of Your Home

All home owners must recognize the intrinsic value of proper landscape development. There is nothing that will add to the beauty and value of a home so much as well selected and judiciously planted trees, shrubs and plants. A \$25 investment of this kind will often increase the value of a home \$500. Many of our customers have told of marvelous results along this line. Rochester, our home city, is full of such examples. Don't think these effects require many years. All our roses will bloom this year. One year after planting our shrubs you will see a decided improvement in your grounds. The second and successive years you reap your harvest.

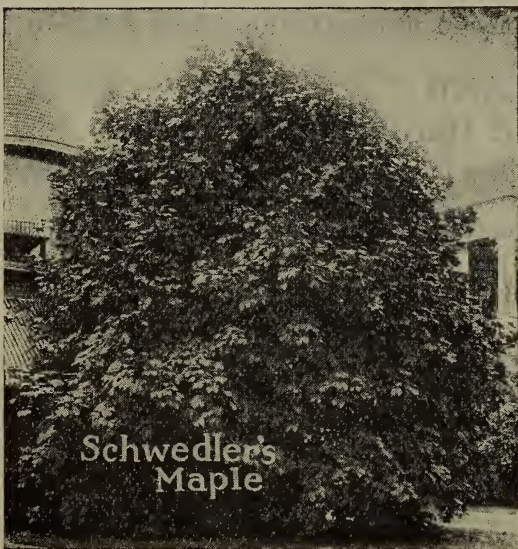
Now You Can Make Your Grounds Attractive

TIME was when it meant money to undertake any such improvement. All this is now changed. If you have any space for planting, whether your house is large or small, old or new, you can afford to beautify your property by our plan. In fact you can't afford to neglect to thereby add so much to the appearance and value of your home.

On back cover of this catalog are two illustrations of ideal plantings for any home. Top picture shows a foundation effect so greatly desired now for the front yard. Bottom picture shows how easily the side of a lot can be beautified and how the objectionable features of a neighbor's lot can be screened. Inside of back cover also shows three more inviting effects produced by a small outlay.

With each treatment shown the name and number of plants used are accurately stated to prove our statements. You could obtain the same effect. And think how little it will cost! For \$5 you can buy a planting that will greatly enhance the value of your home—a lasting and attractive effect. Here's a small investment that will always please you. Start this year—send us your order now.

Personal taste should govern the choice and arrangement of plants and shrubs. In fact, ideal landscape treatment is simply a display of good taste. You can derive much pleasure and profitable experience by doing the planning and planting yourself. Choose the stock that is suited to your conditions and that you like best. Our description gives the height it will attain, when it blooms, and other necessary information.



Special attention is called to the many collections offered—on the back cover, inside the back cover, and throughout the catalog. At the price quoted, no one can say it costs too much to improve the grounds about their home.

Rich Land Trees, Shrubs and Plants simply cannot be excelled. Our lists include every good variety, and our descriptions are accurate. Besides, you buy our stock at strictly wholesale prices—no middlemen, agents, etc. Compare our prices with others. You will find we save you 50% to 200%. Unlike others, we grow all our own stock and can personally guarantee it.

Shade and Ornamental Trees

NO street or home grounds is really complete without some Shade and Ornamental Trees. They protect the house from wind and snow in winter, and offer shade in summer. They bring color and fragrance and last forever. Rich Land Nurseries excel in this desirable stock—for both immediate and future effect.

The following lists include all good varieties, both upright and drooping. Latter especially used on lawns. Height stated is the usual size planted; if larger is wanted, let us know. "A" denotes height at maturity of 50 feet and upwards. "B" denotes height at maturity of 20 to 40 feet.

Ash—American White—B. Well known native, large clusters greenish white flowers. 6 ft. 40c.

Beech—Purple Leaved—B. Fine for lawns. Vigorous, foliage of three changes. 4 ft. 75c.

Beech—Weeping—A. Large and handsome. Spreading branches. 3½ ft. 90c.

Birch—Cut Leaved—B. Most popular weeping variety for lawn. Rapid grower and hardy. 6 ft. 75c.

Cherry—Double—B. Produces clusters of white flowers. Round drooping head. 80c.

Catalpa—Speciosa—A. Rapid growing, white and purple fragrant flowers. 8 ft. 30c.

OUR CUSTOMERS STAY WITH US

I might mention that I had some of your plants last year and was very much pleased with the stock sent. The enclosed order was obtained partly through the excellent showing which your stock made the first year.

A. F. SIPPEL, 62 Dover St., Newark, N. J.

HAS BOUGHT OF US MANY TIMES

We have had several shipments of shrubs and plants from you and have been very much pleased with what you have sent and particularly with the condition in which they reached us. We are located in a somewhat out of the way place and are taking considerable interest in trying to make an unattractive house and small grounds into a more livable place.

WALTER A. HULL, Richlands, Va.

RECOMMENDS US TO OTHERS

Your shipment of quince trees came to hand yesterday and we promptly planted them in new ground. They were all in excellent condition, for roots, limbs and the packing were O. K. I wish to commend you for accuracy and dispatch.

ERNEST P. BRONLY, Rebersburg, Pa.

STOCK ADVERTISES ITSELF

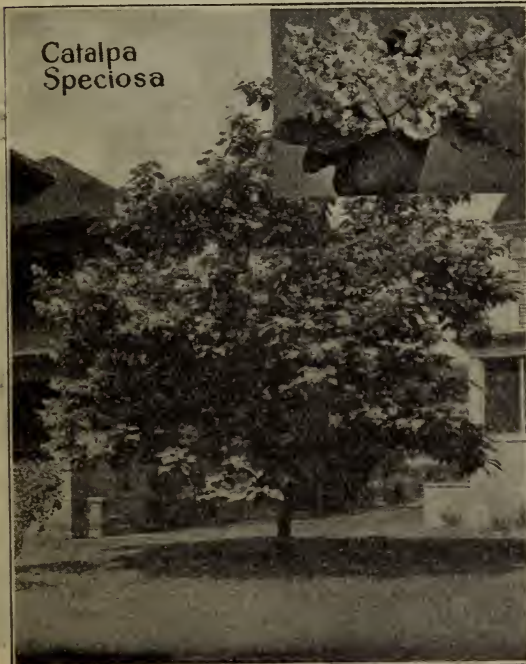
My order of Nursery Stock was received in fine condition. I never saw finer roots myself and the man that planted them told me he never saw finer stock. Their appearance on my place will certainly be a good advertisement for you. Will certainly send to you for more.

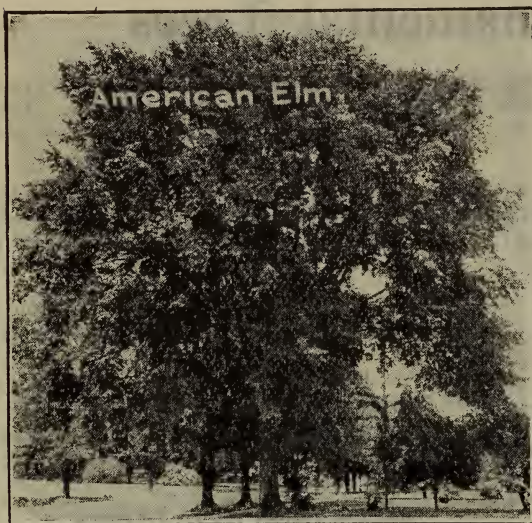
JOHN BIRKENBACK,
551 E. Livingston Ave., Columbus, O.

SAVED 50 PER CENT—WANTS MORE

Your shipment of trees, etc., arrived quickly and in good condition. All customers are well pleased and especially Mr. Colman. He says he never saw such Privet at double the price. I would not be surprised if he would purchase a lot more, either next fall or next spring.

JACOB VAN DE VELDE, Dunkirk, N. Y.





American Elm

The shrubs and trees ordered from you last month were promptly received and *very satisfactory in every respect.*
T. T. STAUBRONG, Oswego, N. Y.

RECOMMENDS US TO OTHERS

I received the trees and vines and must say *I was highly pleased.* I shall recommend your nurseries to my friends.
CHAS. FEDDERN, Mount Hope, N. Y.

ENVY OF THE NEIGHBORHOOD

In regard to the Privet sent me, I would like to say that the *quality of your plants* is getting to be the envy of the neighborhood.

A. HENTSCHEL, Bloomfield, N. J.

Crab—Bechtel's Flowering—C. Beautiful double pink fragrant blossoms. Sturdy grower, hardy. When blooming looks like a mammoth rose bush. 4 ft. 60c.

Elm—American—B. Ideal native street tree. Popular everywhere. Very hardy. 8 ft. 40c.

Elm—English—B. Erect, compact, and noble looking 8 ft. 60c.

Horse Chestnut—Common—A. White flowered, round head; well known. 6 ft. 40c.

Horse Chestnut—Double White Flowered—A. Rare. Pyramid shape. Larger panicles than common. 5 ft. 75c.

Horse Chestnut—Red Flowered—B. Showy red flowers. Round in form. 4 ft. \$1.00.

Larch—European—A. Irregular pyramid in form, rapid grower. 3 ft. 40c.

Linden—American Basswood—B. Rapid growing, spreading tree with large leaves and fragrant flowers. 8 ft. 50c.

Linden—European—B. Pyramidal shape, smaller leaves. Fine for streets and lawns. 8 ft. 40c.

Maple—Sugar Maple—A. Very well known, stately in form. 8 ft. 60c.

Maple—Norway—A. Widely planted on streets. Vigorous grower and hardy. By all odds the best tree for street planting. 8 ft. 50c.

Maple—Schwedler's—B. One of the best trees for lawn planting and shade. Unique foliage, turning from copper to purple. Rare. 5 ft. 75c.

Maple—Soft Maple—Silver Leaved—A. Widely planted on streets. Hardy, very rapid grower. 8 ft. 30c.

Maple—Wier's Cut Leaved—B. Very ornamental weeping tree, and rapid grower. 8 ft. 50c.

Mountain Ash—European—B. Fine foliage, with scarlet berries from July to winter, and very popular. 6 ft. 40c.

Mountain Ash—Oak leaved—B. No better erect tree for yards. Flowers and berries like European. 6 ft. 50c.

Negundo—B—Also called Box Elder, Manitoba Maple, Ash Leaved Maple. Fast growing, native, irregular spreading habit, fine for streets. 8 ft. 40c.

Oak—Burr Oak—A. Spreading form, large foliage, one of the noblest in family. 5 ft. 40c.

Oak—Red Oak—A. Large, fast growing, well known native tree. Red leaves in fall. 5 ft. 75c.

The trees, roses, etc., arrived this morning in good condition. *Everything looks fine* and I am greatly pleased.
MRS. NEWELL MARTIN, Milford, Conn.



Bechtel's Crab

Plane Tree—Sycamore—Buttonwood—A. Valuable for avenues. 8 ft. 50c

Poplar—Carolina—B. The best for quick effect. Large leaves, spreading. 8 ft. 25c.

Poplar—Lombardy—A. Tall and majestic, rapid grower. For roads or large grounds. Well known. 8 ft. 30c.

Thorns—Double White and Double Pink—C. Widely used now on small lawns. Dense, low growers, with handsome flowers. 4 ft. 50c.

Willow—Babylonian—Weeping—A. Well known, handsome tree. 6 ft. 30c.

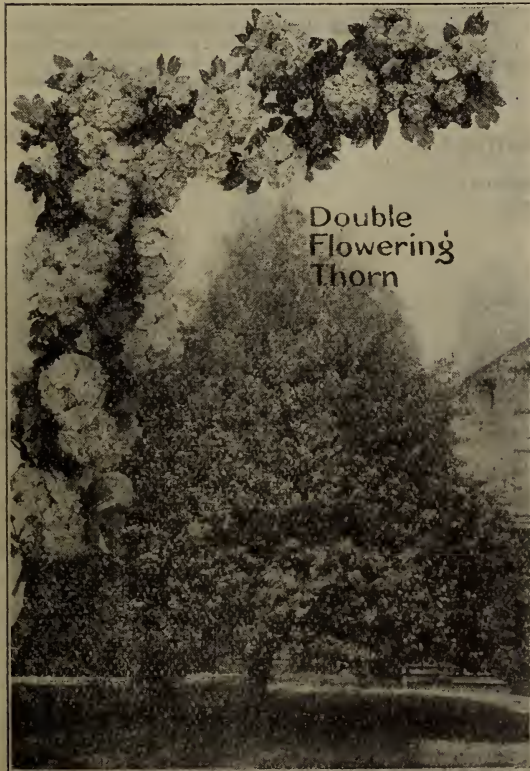
Willow—Golden—B. Golden bark in winter. 6 ft. 30c.

Willow—Red Bark—B. Red bark in winter. 6 ft. 30c.

Willow—Laurel Leaved—B. Widely used on seashore. Fine tree; large shiny leaves. 6 ft. 30c.

NEVER SAW FINER PLANTS

The goods you sent me, came to hand some weeks ago. I want to say that I never saw any finer plants in my life than the ones you sent me. I was delighted and so was the man who set them out for me. A lady who saw them asked me today, to give her your address. I sent her your catalog. *You will doubtless hear from her.*
H. W. WATJEN, Warren, R. I.



Double
Flowering
Thorn



Norway Maples
and Privet Hedge

THANKS FOR PROMPT SHIPMENT

The fruit trees arrived in good condition and are planted. *I am highly pleased with them.* They seem to be of excellent stock, of good shape and nice roots. I beg to thank you for promptness and shall recommend your nurseries to my friends.
GEO. W. STRAW,

31 N. 15th St., Harrisburg, Pa.

KNOWS WHERE TO ORDER IN FUTURE

Received the Crimson Rambler roses in good order, and they are lovely, well-rooted bushes. Do not look much like the spindlings that I bought last year from another firm, hoping to get nice roses. I purchased twenty-five rose bushes a year ago from a firm, noted as great rose-growers, and they were the poorest specimens of roses I ever tried to set out. If they were such bushes as you sent me, they would be growing roses this year. *Will know where to get nursery stock in the future.*

I. E. BURDICK, Bridgewater, N. Y.

BEST HE EVER SAW

The rose bushes and shrubs you sent, reached me in fine condition, and *I don't believe I ever saw any nicer goods* shipped by a nursery. You will receive more orders from me in future, that's certain.

W. U. WEBB,
146 Saranac Ave., Buffalo, N. Y.

DELIGHTED WITH STOCK

The plants and shrubs were *received in splendid condition* and we are delighted with the stock.

MRS. W. M. COUNCIL,
6603 Virginia Ave., Ben Avon, Pa.

OUR ROSES CREATE ENTHUSIASM

I wouldn't take two dollars for the Mrs. Laing Rose I bought from you a year ago. For a young plant it is wonderful. It bloomed all last summer and is *full of buds this year.* It is the queen of my garden. My Jack roses are also grand.

MRS. F. O. BAILEY, Merrimacport, Mass.

WANTS MORE RIGHT AWAY

The Spruce trees you sent me were *worth waiting for.* I want more trees right away, if you have any like those you sent. Enclosed find my check for \$15.00 for which send me 50 more trees.

PHILIP B. GOETZ,
Ravenna, North Evans, N. Y.

EVERGREENS

THESE beautiful trees are widely used for backgrounds, screens, windbreaks, and borders. They are handsome in winter, offer marked contrasts, and grow in almost any soil or climate. No landscape is complete without them. Rich Land Evergreens offer every variety in demand. Our prices can't be matched. Size quoted is the one usually transplanted. Prices for larger sizes on request. See page 18 for Symbols "A," "B," "C" and "D."

Arbor Vitae—American—B. Commonly called White Cedar. Conical form, rapid grower, fine for screens and hedges. 3 ft. 30c.

Arbor Vitae—Pyramidal—C. Upright and compact, light green foliage. 2 ft. 40c.

Arbor Vitae—Siberian—C. Grows low and dense, bluish green foliage. Very hardy and ornamental. 18 in. 30c.

Hemlock—A. Popular native tree, drooping branches. Handsome on lawns. 3 ft. 80c.

Spruce—Blue or Colorado Blue—B. One of the hardiest and most beautiful evergreens. Rich blue foliage; cone shaped. 18 in. \$1.50.

Spruce—Norway (Christmas Tree)—A. Very popular; rapid pyramidal grower; drooping branches; fine in masses or singly. 3 ft. 30c.

CAREFUL PACKING AND SHIPPING

I cannot find words for praise in describing the fine lot of trees you sent me and the careful manner in which you packed and shipped them. *All are living and growing fine.*
 W. H. FREEMAN,
 527 9th St., N. W., Washington, D. C.

Order received in excellent condition and everything is satisfactory. *I wish to express my appreciation.*
 MRS. GEO. B. BARTLETT,
 Antioch, Ill.

MAKING ROOM FOR MORE

The trees I received from you in the early Spring are doing fine. I am going to clear more ground, so I will want more trees and I will certainly favor your firm with the order.
 MRS. E. T. BAIRD, Barataria, La.

The Bartlett Pear trees I had from you last year are looking fine.
 GEO. W. WAUGH,
 Winthrop, Me.

Very well pleased with the nursery stock received from you. *Everything is in fine condition.*
 W. L. HINCKLE, Centralia, Pa.

Trees arrived O. K. Many thanks, they are so straight and pretty. I thank you again for such splendid specimens.
 J. WALTER SIMPSON,
 Concord, N. C.

The fruit trees and shrubs are grand. Have had them in the ground two weeks and they're coming along in fine shape. Will certainly recommend you to others.
 B. DAVIS, Saugus Center, Mass.

Note the Following Excellent Combination :

- | | |
|------------------------|---------------|
| 1 Siberian Arbor Vitae | 4 Blue Spruce |
| 2 American Arbor Vitae | 5 Hemlock |
| 3 Silver Fir | |



**Evergreen Planting
for Border or Screens**



EXAMPLE OF FOUNDATION PLANTING

1 Syringa—Golden
2 Spirea
3 Weigela

4 Deutzia—Gracilis
5 Snowball—Japan
6 Deutzia—Lemoinei

7 Barberry—Thunbergii
8 Syringa—Mock Orange
9 Spirea—Van Houttei

Flowering Hardy Shrubs

THERE is nothing that will add so much to the home grounds as these handsome shrubs. They combine a wide range of foliage and bloom, in habit and season, require small space and little care, will last forever, and are equally adapted for large or small grounds.

Rich Land Shrubs are all strong, well-rooted transplanted stock, include all varieties of greatest merit, and our prices are certainly very low. They average 2 to 3 feet in height, except where noted. "A" denotes height at maturity of 9 to 12 feet. "B" denotes height at maturity of 1 to 3 feet.

Almonds—B. Flowers are double; either pink or white. Blooms early spring. Each 30c.

Altheas—Rose of Sharon—A. Beautiful double flowers of red, purple and white, in August and September; showy, strong, erect. Each 20c.

Barberry—Common or European—B. Yellow flowers with red berries later, June. Each 20c.

Barberry—Japan or Thunbergii—B. Very dwarf; foliage always pretty and bright crimson in Autumn; popular for low hedges. Each 20c. 3 for 50c.

Cornus—Crimson Branched and Yellow Branched—B. Very attractive bark; two colors make fine contrasts all seasons; white flowers in early May. Each 20c.

Currant—B. Gay, fragrant yellow flowers in May; glossy foliage. Each 20c.

Deutzia—Double Flowered—B. Flowers very double, white tinged with pink. No better flowering shrub. Each 20c.

Deutzia—Gracilis—B. Very dwarf and pretty, abundant white flowers in June, sweetly scented. Each 20c.

Deutzia—Lemoinei—B. A new dwarf. White flowers, upright growth, free flowering, very desirable. Each 25c. 3 for 65c.

Deutzia—Pride of Rochester—B. Large, double white flowers tinged with Rose; vigorous grower and profuse bloomer. May. Each 20c.

Elder—Golden Leaved—A. Very showy, yellow foliage, blossoms in July. Each 25c.





Blooms for weeks from August 1st. Very hardy. Each 25c. 3 for 65c. We also have them trained as small trees. Each 50c.

Japan Quince—Fire Bush—Japonica—B. Dazzling scarlet blossoms early in spring, and often at intervals through summer. Each 25c.

Kerria—Buttercup Shrub—B. Slender shrub with bright yellow flowers from July to October. Each 25c.

Lilacs—A. Well known; should be in every garden. Double flowering variety has massive foliage but single flowering has more blossoms. Purple Single, each, 25c; White Single, each 25c; Double, either color, each 40c.

Bargain No. 13 Flowering Shrub Collection

6 handsome shrubs, strictly first class, usual size planted, for \$1.00

1 Deutzia	1 Weigela Rosea
1 Forsythia	1 Spirea Van Houttei
1 Syringa	1 Single Jap. Snowball

\$1.00 *Special Bargain Price* **\$1.00**

Forsythia (Golden Bell)—B. Yellow drooping flowers before the leaves. Very ornamental. Each 20c.

High Bush Cranberry—A. Popular for its pretty fruit (like cranberries) in late autumn. Each 25c.

Hydrangea—Arborescens—B. Also called Snowball Hydrangea, Hills of Snow, etc. New variety, hardy shrub, loaded with white flowers all summer. Each 30c. 3 for 80c.

Hydrangea—Paniculata—A. Popular for its long white flowers, changing to pink.



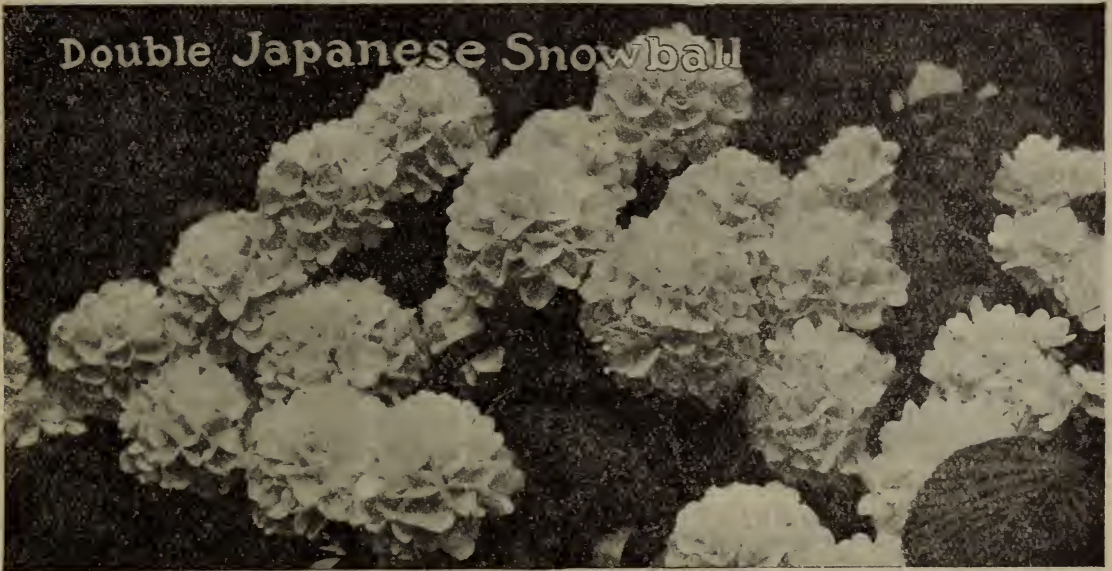
Prunus—Pissardi—Purple Leaved Plum. Early spring. flowers white; intense purple foliage. Each 25c.

Prunus—Triloba—Double Flowering—B. Delicate pink double flowers (like little roses) in May. Very hardy. Each 25c.

Purple Fringe—Smoke Tree—A. Much admired for its peculiar fringe or hair-like flowers, covering whole surface in mid-summer. Each 25c.

Spirea—Anthony Waterer—B. A new dwarf; crimson flowers; very popular, perpetual blooming. Each 20c.

Spirea—Van Houttei (Bridal Wreath)—B. One of the finest hardy shrubs in cultivation. Mass of large, white flowers in early June. Each 20c. 3 for 50c.



Double Japanese Snowball

Snowball—Common—A. Old fashioned shrub with clusters of white sterile flowers in May-June. Each 20c.

Snowball—Japanese—B. Handsome foliage, whiter and more delicate than Common. Highly recommended. Double flowering, each 25c; single flowering, each 20c.

Snowberry—B. White waxy berries that hang all winter. Pink flowers in summer; grows in shade. Each 20c.

Syringa—Mock Orange—A. White scented flowers in June resembling orange blossoms. Each 20c. 3 for 50c.

Tamarisk—B. Pretty feathery foliage; pink flowers in May; upright habit. Each 25c.

Weigela—B. Beautiful trumpet-shaped flowers in June and July of these colors: *Eva Rathke*, brilliant crimson; *Rosea*, pink; *Variegated Leaved*, yellowish leaves and very dwarf. Each 25c.

PRICES TEMPTED HIM.

I have been buying trees and shrubs for many years, but this year *I was tempted by your prices to try you.* I think it only due you to say I never before received a nicer lot of trees and shrubs, and they were so well packed that they arrived in splendid condition.

HANCE TOMPKINS, Germantown, Pa.

WILL MAKE MORE CUSTOMERS

My order received in *best of condition*, and I am very much pleased. Am sure it will make you many more customers.

GEO. KNICKERBOCKER, Angtam, N. Y.

TREES AT LIVING PRICES

Trees came in fine shape, and I am more than pleased with them. I can heartily recommend your firm to anyone wishing fine and *up-to-date nursery stock at living prices.* I will surely patronize you when in need of more goods.

S. O. FELSTED, Green Spring, O.

Bargain No. 14 Flowering Shrub Collection

9 shrubs, illustrated at top of page 23, usual size planted, good quality, for only \$1.50

- | | |
|--------------------------|-----------------------|
| 1 Spirea—Anthony Waterer | 1 Deutzia—Lemoinei |
| 1 Weigela—Variegated | 1 Barberry—Thunbergii |
| 1 Deutzia (Gracilis) | 1 Syringa—Mock Orange |
| 1 Snowberry | 1 Snowball—Japan |
| 1 Spirea—Van Houttei | |

\$1.50 *Special Bargain Price* \$1.50

Bargain No. 15 Flowering Shrub Collection

12 beautiful shrubs, all the best grade, right size and quality, for \$2.00

- | | |
|--------------------------|----------------------|
| 1 Almond, Dbl. Flowering | 1 Hydrangea |
| 1 Barberry—Japan | 1 Japan Quince |
| 1 Cornus Red Twig | 1 Snowball |
| 1 Cornus Yellow Twig | 1 Snowberry |
| 1 Deutzia | 1 Syringa |
| 1 Forsythia | 1 Spirea—Van Houttei |

\$2.00 *Special Bargain Price* \$2.00

NEVER SAW BETTER TREES

Received trees and planted them at once. Wish to say that they are the *best lot of trees I ever saw* shipped from any nursery, and I have seen a good many.

W. J. ROWE, R. F. D. 59, West Middlesex, Pa.

Climbing and Trailing Shrubs

CLIMBERS add grace and beauty to any home. Every veranda and porch should have them. Also widely used for screening arbors, walls and buildings. Rich Land Climbers cannot be excelled—in quality or price.

Ampelopsis—Veitchii (Boston Ivy). Forms a dense sheet of green and clings to wall without support. Rapid grower. Each 25c. 3 for 65c.

Clematis — Henryii. Large star-shaped white flowers; free bloomer. Each 50c.

Clematis—Jackmanni. Same as above, but flowers are deep purple. One of the best. Each 50c.

Clematis—Paniculata Japanese. Small pure white fragrant flowers in wonderful profusion in autumn. Most satisfactory; grows 25 feet in a season. Each 20c. 3 for 50c.

Honeysuckle—Hall's Japan. The finest of all Honeysuckles; very fragrant; straw colored flowers. July to December. Each 25c.

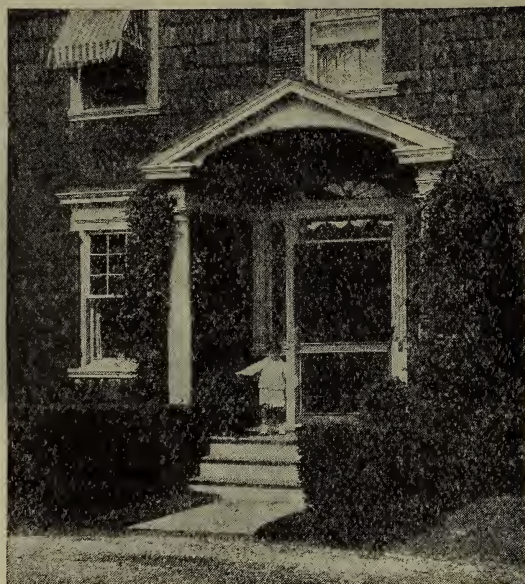
Virginia Creeper. The old well known woodbine. American Ivy. Each 20c. 3 for 50c.

Wistaria—Chinese Purple. Immense clusters of pale blue flowers. Grows 25 feet annually. Each 30c.

WANTS TO ORDER MORE

I bought 200 trees from you last Spring and every one of them is very strong and healthy. I want your catalog next Spring, so I can order more.

A. DEHOSSE, Coal Bluff, Washington Co., Pa.



This beautiful entrance porch is made even more interesting by judicious planting of California Privet and Clematis. You can do the same with entrance to your home.





Ornamental Hedges

ONE of the Finest Beautifiers. Hedges are now widely planted for fences. This is particularly true of California Privet which is undoubtedly the most popular and the most extensively planted for that purpose.

To make a dense hedge of **California Privet** the plants should be set in double rows, nine inches apart alternating the plants in the rows. A good hedge can also be made by planting a single row nine inches apart, or even twelve inches. See pages 20 and 25 for illustrations of California Privet Hedge. 100 for \$3.00; 1000 for \$25.

The best low growing hedge is the **Thunberg's Barberry** which should be planted in single rows twelve inches apart. 100 for \$10.

For an Evergreen Hedge the best cheap hedge is the **American Arbor Vitae** which should be planted in single rows twelve inches apart. 18-24 in., 100 for \$15.

Not less than 25 of each sold at rate per 100.

THANKS FOR SPEEDY DELIVERY

My trees arrived in splendid shape, and were in the best condition. *My neighbors were all surprised.* I am very much pleased and thank you for speedy delivery.

ANDREW J. SMITH,
66 Springvale Ave., Lynn, Mass.

QUALITY SPEAKS FOR ITSELF

Several people have looked at my trees and say they are the *finest they have ever seen from a nursery.* We are already making plans for about \$350 or \$400 worth of nursery stock next year, which you will get.

C. F. DAUGHERTY, Champaign, Ill.

WILL GET FUTURE ORDERS

Trees and plants received in good shape and I am very well pleased. They are so much *better than those I got from other growers* that you will get my future orders.

J. S. RUDY, Vineland, N. J.

STOCK RECOMMENDS ITSELF

Shipment arrived in excellent shape and they were all good trees. Please send Spring catalog as soon as issued as *I will want more trees,* and I know you will be able to sell more around here next season.

FRANK L. GILLETTE, Albion, N. Y.

OUR TREES ARE THRIFTY

Last Spring, I got some trees from you, which are most satisfactory and *all are thriving nicely.*

W. R. BIERLY, Rebersburg, Pa.



Hardy Roses

NO other flower is so universally loved. No other plants will yield so much real pleasure. That's why Roses are one of the Rich Land's Specialties. We grow them by acres, know all about them, and offer them to you at lowest possible prices. *All Rich Land Roses are two-year old, field grown plants—the kind that will bloom this summer.*



Do not confuse our plants with the small weakly things sold by some at very cheap prices, but which cannot bloom until they have reached the blooming age.

Climbing Roses

You can conceal unsightly buildings, fences, etc., with these dainty climbers. Very hardy and profuse flowers. Each 25c; 10 for \$2.00.

Baltimore Belle—Beautiful double white. Large clusters; an old well known sort.

Crimson Rambler—The finest of all climbing roses. Brilliant crimson, double flowers in masses; always admired.

Dorothy Perkins—A truly wonderful rose. Double pink flowers. The best pink rambler.

Hiawatha—Sheets of dazzling crimson single flowers. Very popular everywhere.

Queen of Prairies—Old well known sort. Double deep pink. Blooms in clusters.

Yellow Rambler—Bright yellow buds.

Wedding Bells—A genuine pink rambler.

White Rambler—Beautiful snow white.

Baby Rambler Roses

Just the thing for beds and borders and for edging walks. They are bound to take the place of geraniums and other plants which have to be removed each year. You can have them in Crimson and White. Price, each 25c; 10 for \$2.00.

SURE TO DO WELL

Shrubbery and trees received in good order and fine condition. *None were bruised or injured* and the roots were fine. Am sure all will do well.

T. M. RICKARDS, Balsam, N. C.

SPLENDID CONDITION

My order for trees, shrubs and plants arrived in splendid condition. *Everything was of wonderful size and had such splendid roots.* I am very much pleased.

Mrs. S. ARONSTEIN, Denville, N. J.

Doesn't This Sound Reasonable?

We grow our own stock.

We have no agents.

We therefore save you the agent's commission.

You don't have to pay a share of bad debts.

You get just what you order and when wanted.

You can't buy good nursery stock cheaper.

Send Us Your Order Now



Mrs. John Laing



Famous Blue Rose

ROSE BUSHES

We have selected the following from the almost endless list of varieties as likely to give the greatest satisfaction. They are large two-year old plants and will blossom this summer. Each 25c; 10 for \$2.00.

Red and Crimson Roses

Alfred Colomb—Superb double red; large.

General Jacqueminot—The ever popular "Jack" Rose. Brilliant crimson; fine.

Marshall P. Wilder—Beautiful bright red; constant bloomer; very fragrant.

Prince Camille—The nearest approach to a Black Rose; large, velvety, full.

Ulrich Brunner—Beautiful cherry red; large.

Stock came in very good condition, and we are so well pleased with the trees and shrubs that we are showing them to our friends and neighbors.

FRANK MORAN, Bridgeton, N. J.

I am pleasantly surprised with the quality of your stock and your careful method of packing.

D. O. CHAMBERLAYNE, Naples, N. Y.

READ THIS CUSTOMER'S ADVICE

I wish to acknowledge receipt of trees, shrubs, etc., which arrived in excellent condition, and since being planted have continued to develop, having apparently received no setback by being transferred from Rochester here. The shrubs, etc., I procured from you last year have more than doubled their size, and although we have had an extremely severe winter none of them have suffered from it. I would take pleasure in recommending to any inquirer, your stock both in quality and size and productiveness.

EVELYN H. EDWARDS,

357 Park St., Upper Mont Clair, N. J.

Pink Roses

Anne de Diesbach—Beautiful bright pink.

Clio—Delicate flesh pink, in clusters.

Mme. Gabriel Luizet—Pretty shade of pink.

Mrs. John Laing—Without doubt the most satisfactory Pink Rose—blossoms all summer.

Mrs. R. G. Sharman Crawford—A charming pink, deeper in color than the preceding.

Paul Neyron—Enormous flower—similar in color to American Beauty; but far superior to it for growing out of doors. Free bloomer.

White Roses

Frau Karl Druschki—The finest of all hardy White Roses—perpetual bloomer.

Margaret Dickson—Beautifully shaped flower.

The Famous Blue Rose

A Climbing Rose of extraordinary growth; flowers are a violet blue in wonderful profusion. Each 25c; 10 for \$2.00.

Wonderful Perpetual Roses

Pink Cochet and **White Cochet** bloom from early spring to frost. 25c 10 for \$2.00.

PHLOX

Flower in July and August. All are vigorous and of easy culture. Assorted colors. Each 12c; 10 for \$1.00.

SATISFIED CUSTOMERS EVERYWHERE

My order reached me apparently in fine shape. Am very much pleased with them all.

OTIS S. COX, Coldwater, Mich.

BETTER THAN EXPECTED

The shipment of nursery stock has been duly received and pleases me very much. They were the most carefully shipped of all the stock that I have ever received and came in good condition, and the stock itself was all that could be expected or even better.

WM. DONALD, Ridgefield Park, N. J.

WANTS TO HELP US SELL OTHERS

Received the trees all right. They were in fine condition. They were the best trees and shrubs that I ever received. Sorry I did not know of your nurseries before I got my other trees. I will purchase of you if I want any more and will tell my friends about you.

A. C. EGE, Johnstown, Pa.

NEVER SAW BETTER ROOTS

Both orders of nursery stock received in fine condition. Never saw finer roots. Everyone well pleased. This stock will certainly be a good advertisement for your firm in this place.

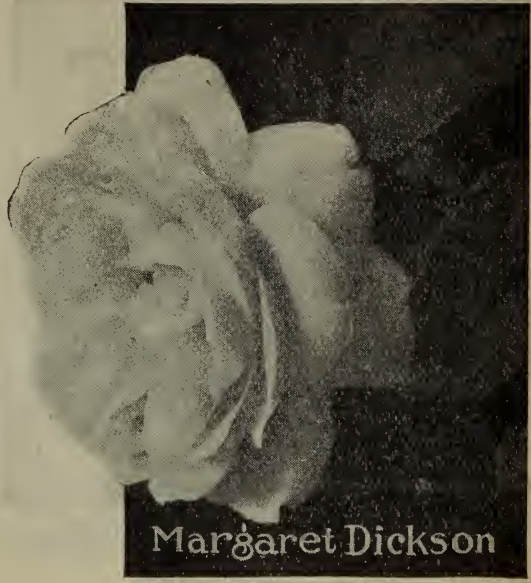
N. G. WILLCOX, Hanover, N. H.

Moss Roses

Very fragrant. Each .25c

Tree Roses

These are Roses grown on tall stems, giving them the appearance of little trees. We have them in all colors, 50c. each.



Margaret Dickson

Bargain No. 16 Rose Bushes

12 hardy Roses, all different, distinct beautiful colors, all to flower this year, for \$2.00

\$2.00 Special Bargain Price \$2.00

Peonies

Require no protection in severest climate. Bloom early in June. Bed of mixed colors produces wonderful effect. Each 20c; 10 for \$1.50.

Our collection embraces the choicest sorts in the most striking colors—white, pink, crimson, etc., in the various shades.

QUALITY AND PRICE RIGHT

I received the currant and other bushes yesterday and they were *in fine condition*. I am very much pleased with them.
P. OSTERHOUT, Mansfield, Conn.

MORE THAN PLEASED

I received my order today. *I am more than pleased* with your stock and I thank you very much.
PETER HARTMANN, Hartford, Conn.

ONE ORDER BRINGS ANOTHER

I am more than pleased to say "thank you" for an ideal full shipment of strawberry plants. The little trees of the Spring shipment are *looking very nice*.
KATHERINE S. JACKMAN, Robindale, N. Y.

EVERY ORDER BRINGS ANOTHER

Received trees and vines O. K. and *they are the best*. Mr. Atwood will send you a nice order.
JOHN HARRIS, Albion, Ind.

WILL INTEREST HIS NEIGHBORS

I received my order of trees on the 23d of April and I am well pleased with all you sent. They arrived in good condition. Will try to give you another order next spring and will try to get my neighbors to send in for some also.
WM. RATHSACK, SR., Manitowoc, Wis.

THE FINEST EVER PLANTED

The trees and shrubs received in fine condition, and are the finest I ever planted and look as if *all were going to do well*.
JOHN CONERS, Hopkins, Mich.

I received the trees and found them in good condition and *fully up to my expectations in every respect*.
ERNEST RODGER, Franklin, Pa.

OUR STOCK THE BEST

The trees, etc., arrived in good condition. The fruit trees sent the other two boys were much larger and better than some I put out last fall, which I purchased from another nursery. The boys were *both well pleased with them*. The Norway Maples sent me were also fully up to all expectations.
E. V. HAGANS, Mt. Vernon, Ohio.

I am glad to inform you that I received the shrubbery and was very much pleased with the way it had been packed. While the other shrubbery is much farther advanced, this is apparently *in very good condition*.
MRS. C. G. SALINGER, Parkersburg, W. Va.

OUR CUSTOMERS OUR FRIENDS

I was well pleased with the stock you sent me last spring. I have given two of your catalogs to friends of mine, and *they say they will order stock from you*.
CONRAD SCHUELER, Bernardsville, N. J.

OUR SHIPPING METHODS RIGHT

The bale of shrubs sent to Mrs. Lyons arrived on Saturday, two weeks after they were shipped, but so well had they been packed that they seemed in good condition and have no doubt they will do nicely. *Am well pleased*.
L. S. LYONS, Paris, Me.

WELL PLEASED

The stock arrived here in good condition. *I am more than pleased* with it.
CHARLES LUBKE, Zion City, Ill.

EVERYTHING SATISFACTORY

My shipment arrived in due time and *am pleased particularly* with my California Privet plants, although both my trees and rose bushes were also satisfactory.
MRS. FRED DRESHER, Sparrowbush, N. Y.

Quantity	Names of Trees or Plants ordered	Size	Price

Read what our customers say of our Stock and Methods
Also note Cash Discounts



Group 1



Group 2



Group 3

Collections for Foundation Planting and Planting in Front of Porches

It is the aim now-a-days to hide the bareness of dwelling foundations and to make the space in front of porches attractive by the judicious use of handsome shrubs, as the illustrations herewith so clearly reveal. Any of these desirable effects may be secured at a very small cost by availing yourself of one of the following offers. They are bound to afford you an abundance of satisfaction.

Special Offer No. 1:

12 Shrubs as follows for \$2.00

- 3 Spirea—Van Houttei
- 3 Deutzia—Lemoinei
- 3 Spirea—Anthony Waterer
- 3 Barberry—Thunbergii

Special Offer No. 2:

12 Shrubs as follows for \$2.00

- 6 Spirea—Van Houttei
- 6 Deutzia—Lemoinei

Special Offer No. 3:

6 Shrubs as follows for \$1.00

- 3 Spirea—Van Houttei
- 3 Deutzia—Lemoinei;
or Barberry—Thunbergii

We would particularly call your attention to the fact that in plantings of this character, in order to secure the most harmonious showings, it is not desirable to use too many varieties as it tends to destroy the effect sought.



Handsome Planting for Front of House for \$5.25 Delivered

Actual photo four years after planting. Numbers on photo refer to following list of names and the quantity of shrubs used: (1) Three Deutzia-Lemoinei; (2) Two Snowberry; (3) Three Deutzia—Pride of Rochester; (4) Three Spiræa—Anthony Waterer; (5) Two Forsythia; (6) Three Syringa; (7) Five Spiræa-

Van Houttei; (8) Three Weigela; (9) Two Hydrangea; (10) Five Barberry-Japan. Arrangement can be easily changed to suit any lot. We will send all these shrubs, 31 in all, delivered free to any point east of Mississippi River, except Canada, for **\$5.25**



Ideal Planting for Side of Lot for \$5.00 Delivered

Actual view three years after planting. Numbers on photo refer to following list of names and quantity of shrubs and trees used: (1) Five Snowberry; (2) Five Forsythia; (3) Three Japan Barberry; (4) Six Syringa; (5) Four Deutzia—Pride of Rochester;

(6) Three Single Japan Snowball; (7) Five Spiræa—Van Houttei. Arrangement can be changed as desired. We will send all of the above, 29 in all, delivered free to any point east of Mississippi River, except Canada, for **\$5.00**