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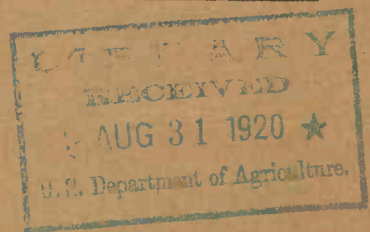
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*E. W. Wooster*

62

1914

If you should receive two copies of this Catalogue and Price List you will greatly oblige me by handing one to a neighbor or friend who might wish to set a few plants this season.



SPRING OF 1914  
**E. W. WOOSTER'S**  
**CATALOGUE AND PRICE LIST**

Of Choicest Cultivated Berry Fruits---Strawberries, Raspberries, Blackberries, Gooseberries and Currants.

62.35

Real Estate to rent and for sale, and a special offer to the Right man who may wish to get into a good business.

If not delivered within ten days to party addressed, please hand to some one interested in Fruit Culture.

FROM E. W. WOOSTER,  
 JUNCTION FRUIT FARM,  
 ELLSWORTH, R. F. D. NO. 4, MAINE.



To *J. R. Saxe, Pomologist*  
*Washington*  
*D.C.*





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## REAL ESTATE FOR SALE OR TO LET.

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The Strawberry Valley Fruit Farm is for sale or to let in the whole or in parts. It has two dwelling houses, one all finished throughout with shed and stable attached; a fine carriage house and seven other out-buildings, all in very good to quite good repair. The other house is all finished below. About seventy acres: Twenty-five in field twenty-six in blueberry pasture and fifteen in wood; about one hundred fifty apple, and pear trees; two cranberry bogs; also upland cranberries, currants, goosberries, raspberries, and blackberries, both cultivated and wild; great shore privilege for gathering sea dressing; good weir privilege from which small fortunes are sometimes made from a single season; very picturesque sea coast formations, having one of the finest beaches in Frenchman's Bay; finest landing and splendid wharf privileges, shoal or deep water; about fifty fine cottages and five hotel sites, one large cottage occupying two lots belonging to Boston parties for sale; all commanding a beautiful view of most of the bay; three never failing wells and a spring of the finest water great quantities of trailing Arbutus and Arbor Vitae. It cuts now from fifteen to twenty tons of hay yearly. It is located one mile from Mt. Desert Ferry and half-way from South Hancock to Hancock Point post offices, on Main turnpike from Ellsworth to Hancock Point and six miles by water to Bar Harbor.

This is the same farm upon which the owner and manager was so phenomenally successful in raising strawberries for more than twenty years that he was called and became generally known as the "Strawberry King of Maine." For ten years consecutively he cleared in cash, over all purchases and improvements, on an average better than 6 per cent. on twenty thousand dollars. In the year '99 he stocked five thousand dollars, netting nearly three thousand dollars, and in two other years nearly two thousand dollars. The buildings could not be re-placed at the present time for less than four thousand five hundred dollars (not considering the summer cottage and coal wharf and shed within it.) This property not including summer cottage and coal stand can be purchased for five thousand dollars cash, in one lump; or in parcels and in lots of one-half of twenty-five acres. It can also be rented for a term of years or bonded. It is sure to be much more valuable in a few years to come, as Hancock Neck is fast becoming a popular summer resort. Here is a great opportunity for smart young men or speculators to make money. Will give the purchaser a free tip how to make it pay big.

THE WASHINGTON JUNCTION FRUIT AND PLANT FARM contains about one hundred fifty acres; one hundred acres in wood and timber (two thousand cords), thirty six acres to blueberry pasture and fifteen acres to cultivated lands, six acres of which is in strawberries, raspberries, currants and gooseberries; a fifteen room boarding-house built four years ago at a cost of three thousand dollars, all furnished, running water in house, one minute walk from station, one large barn; one root house that will hold fifteen hundred bushel; rough lumber enough on spot to build a large packing-house and restaurant by track opposite station; a large boiling spring of the purest water and many fine sites for summer cottages. The soil is gravel, sand and clay, according to altitude. It is most especially adapted to early vegetable growing and field corn, also to the propagation of fruit stock. Great chance for a manufactory of brick and cement blocks. Exceptionally good location for the poultry business, and for the right party or parties, in boarding-house and restaurant business. Will sell or rent the boarding house on easy terms and build restaurant, if were sure of renting it for least five years. Will sell whole farm, business and all for a reasonable figure and retire. Another lot on main turnpike from Ellsworth to Hancock Point, one-half mile north of first mentioned lots; thirteen acres to wood and twelve to field; one good size barn on it, and has a good shore privilege a fine weir and mussle-bed privilege. Price five hundred dollars.



# ANNOUNCEMENT.

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This Catalogue and Price-List--Our Salesman--takes its rounds again this season among our customers, and as this is the 5th. year since we have revised our list of customers (we revise every five years) none will receive this Catalogue from us, direct, this season who has not ordered from us within that time, unless their names have been recently referred to us as possible customers, or they have written for it.

Our Supply of Strawberry plants this year will only be, at the best, about 3-4 that of last year, while the demand, to all appearances will be greater; and as the supply last season with me did not quite equal the demand, those who wish to be sure of their stock will be wise to order early.

For the past two or three years I have been advising to plant more raspberries, without much signs till last year of that advice being taken, when their was quite an awakening. The call for these plants of me was the greatest, by far, last season, of any year since I have been in the business.

There has been many discouragements in planting them for several years--a large proportion of the plants dying after being set the first season. There are several causes for this. First, there is a disease called "Root Gall," which I understand is more or less prevalent in nurseries west of Maine, and in some places in Maine. I have never seen it among my plants. Second, there is an insect which girdles the new canes within a few inches of the top causing them to wilt and finally dry up above the point where girdled. At this point an egg is deposited in the wood which hatches in a few days and the worm then begins its way downward through the center of the cane to the roots of the plants destroying it, generally, before it fruits the next season. By going over the plantation in July and August every few days nipping off all these wilted tops just below the girdled point will stop all damage being done by this insect. By attending to this very carefully each year we have kept our stock very clear. I have seen old plantations that had not been attended to completely ruined. Plants taken from such grounds are worse than worthless for setting. Third, late spring setting is almost sure to end in a failure, if set in the usual way--with plants taken up at the time of setting or a few days before. The season may be well advanced into May, or even into June, and yet if stock is good and dormant, and other conditions favorable, good success can be reasonably expected. All raspberry plant stock should be either taken up late in the fall or in the spring just as early as they can be dug, and if not planted then put in cold storage and there kept till ground is ready for them. Fourth, careless use of fertilizers (commercial) around the roots when setting. So much danger is their in the use of commercial fertilizers, as manufactured at the present time, that I do not advise their use either on raspberries or other plants till the plants have been set some weeks and become well established, and then very lightly as a top dressing. Fifth, careless planting. If the roots of either a raspberry or strawberry plant becomes dried by the sun or wind if for a few minutes, the plant is ruined. One cannot be too careful in this regard.

As the public are more and more each succeeding year discovering the merits of the cultivated over the wild raspberry the greater grows the demand for the former. The proportion of pulp to the seed of the cultivated raspberry compared with the wild varieties is fully three times greater, while the quality, especially, that of the Cuthbert, is far superior. Twenty pints of cultivated raspberries will make almost as many cans of preserves as twenty quarts of strawberries, and the time that it takes to get them ready for the preserve kittle is nothing in comparison.

As to varieties, we have found nothing yet that will take the place of the Old Marlboro for first early. They are very hardy, and under high culture very large and productive. They are also very firm and so attractive to the eye that they will bring the highest prices in any market. There has nothing yet been discovered and introduced to the public that will equal the Old Cuthbert as a standard late. Our stock has been very carefully grown, and several thousand plants of both the above varieties were dug last fall and now are in cold storage. All orders should be sent in very early.

We find no bush fruit that has gained faster in popularity in the last few years than the Downing Gooseberry.. The demand, both for the stock for planting and berries for preserving was far beyond my ability to supply. There is good profit in growing them. I had many bushes, two years from planting, not under very high culture, that gave me over a dollars worth, each, of berries last season.

Thanking you for your patronage in the past and other favors and hoping that I shall continue in the future to merit the same.

I am most thankfully

Yours truly,

E. W. WOOSTER.



## PRICE LIST.

At these prices they go by express not prepaid. If desired sent by parcel post, add 5 cents at dozen ratse; 10 cents for 25; 15 cents for 50 and 25 cents for 100.

|                 | Doz. | 25. | 50.  | 100. | 500.   | 1000   |
|-----------------|------|-----|------|------|--------|--------|
| Black Beauty    | .20  | .35 | .50  | .80  |        |        |
| Bubach (P)      | .20  | .35 | .50  | .80  | \$3.00 | \$6.00 |
| Brandywine      | .20  | .35 | .50  | .80  | 3.00   | 6.00   |
| Crescent (P)    | .20  | .35 | .50  | .80  | 3.00   | 5.50   |
| Cooper          | .20  | .35 | .50  | .80  |        |        |
| Dickey          | .20  | .35 | .50  | .80  | 2.75   | 5.00   |
| Glen Mary       | .20  | .35 | .50  | .80  | 2.75   | 5.00   |
| Golden Gate     | .20  | .35 | .50  | .80  | 3.75   | 5.50   |
| Haverland (P.)  | .20  | .35 | .50  | .80  | 2.75   | 5.00   |
| Hawaii          | .20  | .35 | .50  | .80  | 2.75   | 5.00   |
| Heritage (P)    | .20  | .35 | .50  | .80  | 3.00   |        |
| Norwood         | .50  | .75 | 1.00 | 1.75 | 5.00   |        |
| Parson's Beauty | .20  | .35 | .50  | .90  | 2.75   | 5.00   |
| Ridgeway        | .20  | .35 | .50  | .90  |        |        |
| Sample (P)      | .20  | .35 | .50  | .80  | 2.75   | 5.00   |
| Senator Dunlap  | .20  | .35 | .50  | .80  | 3.50   |        |
| Uncle Jim       | .25  | .50 | .75  | 1.25 | 4.00   |        |
| Wooster (P.)    | .20  | .40 | .75  | 1.00 | 4.00   | 7.00   |
| Clyde           | .20  | .40 | .75  | 1.00 |        |        |
| Mixed Plants    | .25  | .35 | .50  | .75  | 2.50   | 4.50   |

Mixed Plants are of the following varieties: Wooster with Hawaii; Hawaii with Bubach; Bubach with Golden Gate; Golden Gate with Cooper; Golden Gate with Crescent; Crescent with Cooper, Cooper with Hawaii.

### PRICE LIST OF RASPBERRIES, BLACKBERRIES AND GOOSEBERRIES.

Marlboro Raspberry (Fall dug plants) doz. 75 cts.; 25 \$1.00; 50 \$1.50; 100 \$2.00; 500 \$7.00 and 1000 \$12.00  
Cuthbart, doz. 60 cts.; 25 75 cts.; 50 \$1.00; 100 \$1.50; 500 \$6.00; 1000 \$10.00; 5000 \$45.00 (Late fall or early spring dug plants).

Miller (very strong growers and never winterkills); very productive when plants are well thined and high culture given. (Very early) Same price of Cuthberts.

Bangor and Snyder Blackberries (Two best varieties) doz. \$1.00; 25 \$1.75; 50 \$3.00; 100 \$4.00.

Downing Gooseberries (Large White); 2 1/2 yrs., doz. \$1.50; 25 \$2.75; 50 \$5.00; 100 \$9.50. One year bushes, 2-3 price.

### BRIEF DESCRIPTION OF VARIETIES OF STRAWBERRIES.

**Black Beauty:** A very firm dark colored berry.

**Bubach (P):** An old standard pistillate, very large and very productive. One of the most popular in cultivation throughout the north.

**Brandywine:** When grown under very high culture, very large, beautiful and of fine quality. It is a very strong grower and if plants are not thinned to about 8 inches apart the fruit will run down in size very quickly.

**Crescent (P):** A very productive old popular standard.

**Cooper:** A very late berry of the finest quality. Productive.

**Dickey:** A late variety that has become very popular of late years because of its very large size, beautiful color, thrift and productiveness.

**Glen Mary:** By far the most popular staminate variety in all the northern and eastern states. Most seasons we sell more plants of it than all other varieties combined. It has the greatest root system of any variety and consequently will give the greatest yield of large berries.

**Golden Gate:** A comparatively new variety of great promise. It ripens late and is very large and firm, fine form and color. I have fruited it two seasons and it appears to be one of the very best ever introduced.

**Haverland (P):** Another old popular standard. Great for preserving.

**Hawaii:** One of my own introductions some twenty years ago. A very strong grower. Fruit pointed. It is of the wild variety flavor. It is a great favorite with many for caning, because of its flavor.

Heritage (P): One of the newer introductions that is come to stay.

Norwood: This was introduced a few years ago at the great price of one dollar per plant, with a claim that it would grow the very largest berries ("four fill a quart".) Although we have grown it for several years, the largest we can grow will take from 12 to 15 to a quart.

Parson's Beauty: A very firm productive variety.

Ridgeway: One of the finest quality and most beautiful in form and color. Very productive.

Sample (P): Very productive and by some growers very popular. Fruit is large.

Senator Dunlap: Very hardy and productive. One of the standards with many.

Uncle Jim (Dorman). A very large, fine quality variety. Productive.

Clyde: A variety that over does itself in productiveness.

Wooster (P) My introduction some 7 years ago, and I have proven it to be the best pistillate that I have ever tested. Fruit much resembles Sample of which it is a seedling. It is equal to it in health and growth of plant, and superior to it in every other way. So very popular has it become that we have never been able to grow enough plants of it for five years to supply the demand.

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## TERMS, CONDITIONS AND ADVICE.

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Prices in this Price List set aside all former prices. We make our prices very low considering quality of our stock, which in value, as will be found by comparison plant for plant of same varieties, in the final, with that stock sent out by most other nurserymen, to be vastly superior.

CASH SHOULD ALWAYS accompany the order. If an order is received by us without any cash at the time to show good faith, no matter who from, we file it away separately from other orders and do not acknowledge its receipt and no stock will be reserved on its account. If later money is sent for this order we acknowledge it on the day received and the order then takes its turn with the others, as to reservation of stock.

Money can be sent by P. O. Order, Express Order on Ellsworth, Cash in Registered Letter or Check.

WHEN IN MAKING OUT YOUR ORDER do so when possible on the order sheet in this catalogue. Write all special instruction, if you have any, on the back of the order. We cannot be responsible for errors unless you do.

ALL ORDERS TO RECEIVE ATTENTION must be accompanied with at least one-third the amount of the order, while the balance can be sent at any time before the order goes forward.

WE RESERVE THE RIGHT to substitute in case varieties ordered are all gone or engaged, unless "No substitution," is written on the order. If you have any second or third choice, please name it.

WHEN TO ORDER. The best time is just as soon as you get the catalogue, or as soon after as you can make it convenient. Two many put it off till they are all ready to plant and then right at the rush of the season send in their orders to be filled "at once." We cannot always comply with such demand, as we always fill all orders in turn as received provided the date they mention that they wish them sent is due or over due. "On about," in the order sheet does not mean that the plants will be shipped on any special date you might mention, necessarily, but as near to that date as possible. The majority of our customers wish there plants sent at about one time--middle of May. It is impossible for us to get them off as fast as they want them at that time, but our customers should know that we are doing all that we can to get there order to them as near the time they wish as possible. Where they are large orders of several thousand, we usually send them in installments of two and three thousand each, a day or two between each shipment. In this way they have fresh plants which will do much better than plants that have been packed for several days or hurriedly healed in. But by far the best way is to order us to ship your plants as soon as we can--last of April or first of May--and be prepared to head them in on arial, if ground in field is not ready to receive them. Plants that are received early and properly healed in, when re-set to open field some two weeks later, will do much better than if set directly to open field.

ADVANCE PAYMENT. Those who order before the shipping season begins [about April 10] and remit the full amount of their order at the time, we will put in some new variety [our choice] which they have not ordered, or over-count provided the whole order amounts to more than five dollars. No order filled for less than one dollar.



WE BEGIN to ship in an early season from first to tenth of April, and in a late one from the middle to the latter part of April, and continue until the middle of June or till stock is gone. Our season is the latest of any in the United States, and this gives our customers a great advantage who may be late in their planting or had any bad results from their first planting by reason of poor plants, poor setting, or plants too forward when set, or any of the many other reasons very common with beginners. It is not so much the advanced condition of the season as the advanced condition of the stock that makes late planting less advisable.

OUR PACKING is done in strict accordance to the "Golden Rule." We never sacrifice the vitality of the stock for appearance, unless requested to do so. All plants sent out at twelve, twenty-five, fifty or one hundred rates are trimmed and in most cases bunched and packed in moss, each variety distinctly separated and marked. At thousand rates they are neither trimmed nor bunched, but packed in layers of damp moss or straw in crates or open boxes. This is the safest way to pack to prevent large lots from heating. If wished trimmed add seventy-five cents per thousand. If simply bunched in burlap [fifty or one hundred in a bunch] add 50 cents per thousand.

WHAT NOT TO DO. Don't list an order of several varieties of one or two hundred each and not over one thousand in all and carry out the price at thousand rates; but if the order is two or more thousand we will permit three varieties to be so listed to each thousand at thousand rates. Don't list twenty-five at one hundred rates, but you may fifty if order amounts to over \$3.00. Do not put off ordering till late in the season without giving me the right to substitute, in case varieties you desire should be all sold.

IF UNDECIDED what to order, you will do well to leave the selection to me.

We have been selling plants now for so many years that we feel that it is unnecessary to give you references. Any bank in Ellsworth or business man will satisfy you to that.

Unless to be sent quite a long distance it is best not to order over fifty plants sent by mail. We can send much larger plants by express.

HOW TO HEAL IN. For convenience, first shorten the roots to about four inches, trim off all the old foliage and wet the roots in thick muddy water. Dig a trench in fine rich soil five inches deep, a little slanting on one side, press against the side with the back of the hoe-blade; also the same on top of soil so that it will have a distinct firm edge against which to lay the plants. The distance apart in which to lay the plants depends much upon the size of the plants and the length of time they are to remain. The roots should be spread out fan-shape and the earth pressed against them firmly. Great care should be taken that the earth is all firm around the plants and all roots covered and the crown uncovered.

After one row is thus healed in, dig another trench the same as before about six inches from the first (more than that if you have plenty of ground or expect you may not-reset for three weeks or more) and continue as before until all are healed in. After all are in cover space between rows with old well rooted manure about one-half inch deep. If set very early, during first week they should be covered cold nights with brush and shaded for a few days during the heat of the day. Nip off all the blossom buds as soon as they appear. I have had the greatest success from plants treated in this manner.

A GREAT OPPORTUNITY FOR THE RIGHT MAN WHO MAY BE SO  
SITUATED THAT HE CAN EMBRACE IT.

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Am looking for a bright, intelligent, young or middle-aged man, whom I can educate within the next five years, sufficiently, that he may take over my entire cultivated berry, plant and wood business, and all its auxiliaries, either by rent or purchase, of my farm at Washington Junction with all its equipments and good will of my customers, so that I may retire.

Most assuredly, I am here, making an offer that is well worth the while for the RIGHT man to look into at once.

I am, by far, the largest and best advertised grower of my kind in the State. The demand for all that I can produce and gather is far greater than the supply, at good prices. The output could at once be increased many fold and still not be equal to the constantly growing demand. There is not a better location in the State for the successful carrying on the business. The advantages here are in most every respect greater than at the Valley Farm where I made the widely known phenomenal success, and demonstrated, clearly, what could be done, even though laboring at a great disadvantage in many respects, at the business by making use of common intelligence, energy and stick-to-it-iveness.

I have long been acknowledged by the agricultural press as the best posted person in the State on the subject, and this knowledge I am now willing to freely impart to a worthy party, that the work which I began, may be well carried on here long after I am gone. There is no one among my relatives, available, who can do this; of course, which I should prefer; so I go a hunting out side.

Before I will consent to take any man on, even for a trial year for this position, he will first be required to give satisfactory references, which might lead me to hope he might prove to be the one desired. This trial year can begin first of April and cover the whole year, and wages not less than \$20 per month and board from the very start, and advance as fast as he showed his worth. He must be a person of good habits and health, not necessarily a single man, and before I could consent to take him on trial he must come to my place at his own expense that I may look him over, and question him directly.

My greatest ambition now, is to see this place of mine here at the Junction the most celebrated berry farm in New England.

Further description of this farm see Inside page of this catalogue.

E. W. WOOSTER

Ellsworth, R. F. D., 4, Me.

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JUST A NOTE.

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If there had been two properly constructed weirs at the shores of Valley Farm last season more than enough fish might have been caught and marketed to have paid for this farm. From August to middle of Nov. there was the greatest body of herring schooling on its shore of any place from Kitory Point to Eastport. A large number of smacks dipped at its shores many thousand of dollars worth of fish, and drove ashore thousand of bushels so that from high-water mark to several feet below, dead herring lay on the beach from 6 inches to 3 ft. deep.



