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SECTION OF AGRICULTURE

FEB 17 1917

INDEXED

# J. W. JONES & SON

ALLEN, : MARYLAND

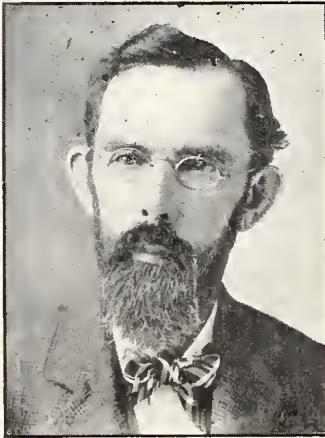
1917

## STRAWBERRIES

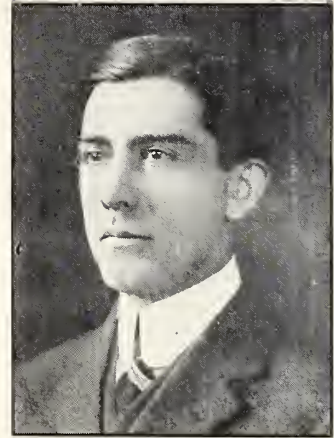
SELECTED PLANTS OF THE BEST VARIETIES



BIG JOF  
STRAWBERRY



*F. W. Jones, founder of the business  
and still interested in its management*



*Roscoe Jones, Manager*

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## What We Will Agree to Do.

**We Sell by Catalogue Only**, and to everyone at the same price, filling all orders with the same high-grade stock.

With the exception of Strawberry plants, we can ship anything listed any time after the receipt of this catalogue. Strawberry plants frequently can be shipped during warm spells in winter, and after March 1st in unlimited quantities. From then until May 1 we are busy every day filling orders for customers. After May 1st we can fill a limited number of orders, but at purchaser's risk **always**.

**We Ship Out Only Fresh Dug Stock**, of every kind, and will replace free of charge anything that reaches you in bad order, provided the transportation companies have given the shipment **reasonable** dispatch. If it has been unreasonably long on the way, the purchaser should examine it and, if spoiled, decline to receive it and make claim on the railroad or express company.

**This offer does not apply to Strawberry plants shipped by freight, nor to stock of any kind, ordered shipped after April 15, by freight.**

**We Will Make Good** anything shipped by express (if not delayed) until May 1st.

**We Pay Freight** on all **Peach** and **Apple** trees ordered and paid for, to the amount of \$5 or more, on or before March 15, for delivery anywhere east of the Mississippi River. **Positively** this offer does not extend to anything except Peach and Apple trees, and not to them unless the order is received by March 15, and amounts to \$5 or more.

**Our Terms are Cash with Order**, and please remember when you are sending your money in advance that everyone else is doing exactly the same thing. We will, of course, book orders, and hold them a reasonable length of time awaiting remittance.

**Remit** by Bank Draft, Check, Post-Office or Express Money Order or Registered Letter. Your personal check preferred.

**As to Our Responsibility**, we refer you to the Peoples National Bank of Salisbury, Maryland. In writing to them, please inclose stamp for reply.

**We Guarantee** everything that we sell true to name, and believe 99 per cent of everything that we have ever shipped have proved so. However, sometimes, in spite of the utmost precautions, mistakes do occur, and we will, upon proper proof, replace anything that proves untrue to label and, at same time, refund the purchase price as compensation for delay and expense incidental to taking care of first order.

**Strawberry Plants** are packed in slatted crates, with plenty of damp moss, and will carry as far as from any concern in the United States. Trees are packed in paper-lined boxes or bales, for which no charge is made.

**Fall Orders.** We especially urge our friends not to set Strawberry plants in the fall. They will fail so often that the risk is too great; but trees can be set in the fall to advantage. They are really better, as the soil gets firmly settled around the roots by spring. We do not, however, mail our catalogue to our whole mailing list until January of each year. To anyone wishing to plant trees in the fall, we shall be glad to mail a copy, upon request, any time after October 1st.

**J. W. JONES & SON, Allen, Md.**



# 1917

The past summer was the most favorable for berry plants that we have had in the past ten years and we have therefore the largest stock of plants that we have ever grown and they are of the very highest quality; vigorous and healthy in every respect.

So that all who intrust us with their orders may rest assured of getting plants that are up to the very highest standard in every respect.

Our stock of plants is so large that we are sure that we shall be able to fill all orders, early or late, large or small that come to us this year. So whether yours is large or small; late or soon, let us have it and get your 1918 berry crop started with "Jones Quality Plants."

Our business has steadily grown through the drift of the years and we expect to see it

grow again this year. In this development we have had the assistance of many friends everywhere; those who buy and are pleased and who induce others to buy. To these kind friends we feel under the deepest obligations and shall strive more earnestly to merit your continued confidence.

We are also able to fill orders for apple and peach with trees true to name and free from disease and we shall be glad to have your orders for whatever you need of these items, but the strawberry has always been and will continue to be our main line and we want your order for berry plants in any event.

Wishing to all our friends everywhere a happy and prosperous New Year, we are,

Respectfully,

J. W. JONES & SON.

## The Past Season's Crop.

Very wet weather marked the last picking season and while that was favorable to a large crop it made a poor quality of fruit, so that in many instances prices were poor and unsatisfactory. Much of the fruit being too soft for use by the time it reached the market, though it looked all right when packed.

Fairfield furnished us the first berries that were fit to eat, though it has ceased to be a commercial variety.

Early Ozark was just as early, but of very poor shipping quality.

St. Louis came next, but too soft. The old Lady Thompson gave us an excellent crop of nice berries.

Of the midseason kinds Haverland, Sample and Aroma ripened at the same time and each was fine, but Sample gave the most berries this year. There is nothing to beat Sample and Haverland for main crop in all the many hundred varieties that we have tried. Aroma was large, healthy and fine looking and the berries sold better than Sample and Haverland, but there were not so many of them.

Abington gave an enormous crop, but the fruit was so soft that it would not sell, while Ekey was as good as ever if not better. Ekey is the best mid-season pollenizer in the list. First Quality did not do as well this year as it has previously; the berries got small too early in the season.

Amanda is the biggest berry that we have

ever seen and the firmest for its size. Big Joe was fine and brought the highest prices, but less rain would have made it better still. A great fancy berry.

Chesapeake is a very fancy and high priced fruit, but it is a shy bearer in many places and hard to get a good bed of.

Among the late kinds Orem is the most promising new one. Gave us a big crop of large fine berries, as late as the Gandy, and shipped very well.

Gandy, like the others, did not stand the wet weather any too well and was only fair.

Rewastico rusted badly we are sorry to say, as did the Glen Mary, but both set tremendous crops.

Among the new ones Matthews is the most promising early one. That it is a remarkable variety there is no doubt. If you want an early one plant it. Early Jersey Giant bears fine berries and is early, but there are mighty few of them.

Progressive is the best fall bearer, inasmuch as it bears on newly made plants and Superb does not, but the Superb gave us a fine crop of nice berries in the regular season, and bears fairly well in the fall.

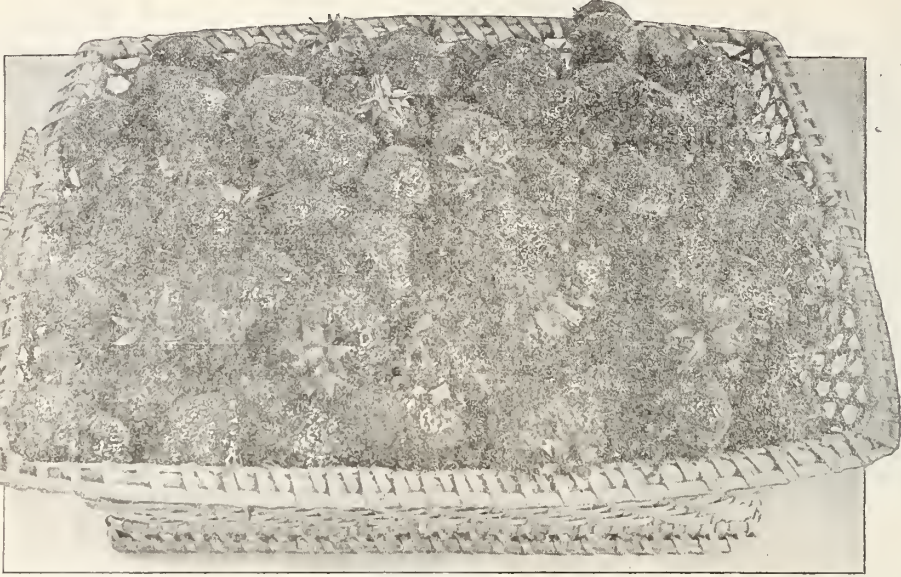
We consider the Orem and Matthews to be the best of the new ones we are offering and feel sure that all who plant either will find them to be most excellent varieties of their season.

## List of Strawberries

### Abington

**ABINGTON.**—From Massachusetts, with a record that was hard to believe and harder to sustain, but it convinced the unbelieving by field-tests everywhere. Sent out to displace Bubach and to pollenize Sample. Hasn't done the former yet, but it is the best pollenizer for Sample, and as good for Haverland as we know anything about. Begins to ripen about

the same time and the berries may be crated with either of those two well-known kinds without disparagement to either. A good, strong grower in plant, making enough runners for a good bed; berries large and fine-looking. A good seller and a heavy bearer, you may plant Abington with confidence. Ripens mid-season, and comes on quickly. Its only weakness seems to be a little lack of firmness.



ABINGTON

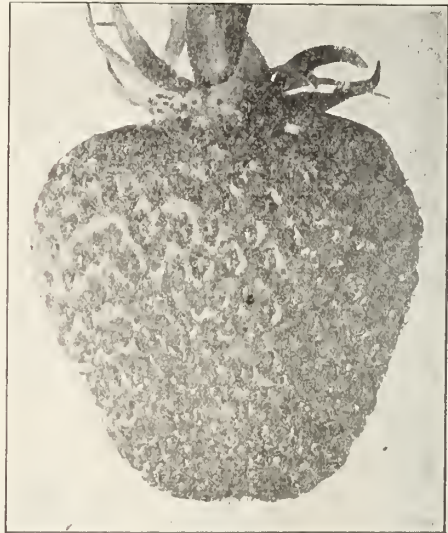
### Amanda

**AMANDA.**—Probably the very best of the large-fruited kinds, as many very large berries display prominent weaknesses in some direction. Amanda is a perfect grower, a heavy bearer, and the fruit is simply immense. The demand for plants of this very superior variety has been so great that it has not been praised as it deserves, because all available plants could be sold without any boosting. We have quite a good stock for this year, and can recommend Amanda to all who wish a large productive Strawberry. Especially suited to those who wish to sell direct to the home market, as those who buy it once will be sure to want more. The firmest big berry we ever grew.

### Aroma

**AROMA.**—There are a few Strawberry varieties that "run out" quickly; there are a few others that "hold their own" for a long time; but Aroma seems to be one that improves with age. It has really been growing steadily better here ever since we first grew it. Grows better, bears better and sells immensely better than ever before. It ripens with the regular mid-season kind, such as Haverland and Sample. It is every bit as good a seller as the Gandy, being quite as large, firm and handsome as that well-known standard of shipping excellence; on any kind of dry soil will bear twice the quantity of berries as Gandy. In fact, we do not know of any kind that holds up better on dry, thin soils than Aroma. It is also a good sure grower in nearly every locality and on all kinds and conditions of soils, for while the plants are not so large as many others, for toughness and vigor it has no superior. But the biggest thing in its favor is its selling quality. On all the Middle West markets Aroma is always quoted at from 25 cents to \$1 per crate higher than average varieties, which in a season of over-production

means a lot. Our own experience leads us to recommend it as a good pollenizer, though it has not usually been recommended for that purpose. We have found it better than Chesapeake, for it is much more vigorous in growth. Certainly in the Middle West no grower can make a mistake in planting Aroma.



Aroma

### Big Joe

**BIG JOE.**—On the front cover page of this catalogue will be seen a photograph of a cluster of this most remarkable berry. The berries were picked here on May 24, 1915, mailed to Harrisburg, and the photograph made on the 26th, so it must ship fairly well. This picture will give some idea of the wonderful



productiveness of this berry, as it is not in the least exaggerated and that single cluster contains fourteen berries. In size it is the equal of anything we have ever seen, taking the entire crop right through, as the last berries are almost as large as the first; and this in spite of the fact that it bears as many quarts as any kind we have ever seen. It ripens mid-season, along with Haverland and Sample, comes on rapidly and ripens all over at once, making it easy to pick. The shipping quality is about equal to Bubach, Sample or Haverland, we should say. It is not so firm as Aroma or Gandy, but it has shipped well from this section for a number of years and

has brought the very highest prices ever paid for any kind in the history of the berry deal here. We have known of many instances where a whole crop of Big Joe brought 10 cents a quart at the loading station. It is also a particularly strong and vigorous grower; the equal of Haverland at its very best. We feel sure that it meets every possible requirement of the market berry-grower, being productive, a strong and healthy grower, and has a perfect bloom, so that it does not require a pollinizer. In fact, we think it can be used as a pollinizer for any of the mid-season varieties. For lots of big red berries that bring the money, plant Big Joe.



BUBACH

## Bubach

**BUBACH.**—This has been one of the most widely disseminated and most valuable varieties that was ever introduced, and today, after more than thirty years, it is still the most largely planted of any in many sections. Ripens among the very earliest of the mid-seasons, perfectly healthy in plant-growth, making just enough plants for a profitable crop, with ber-

ries that are the very largest that grow; it lacks only exceeding firmness to make it perfect as a market berry. There are a great many who grow it to ship to distant markets by rail, but we do not consider that it is the best for that purpose. But where one has a home market, it is doubtful if there is any that will show a greater profit, year after year, than Bubach. For this reason we heartily recommend it.

## Brandywine

**BRANDYWINE.**—Used to be a very heavy seller, but has now become one of the "has-beens." Always bears a good crop and grows well, but if the weather is dry at picking-time the berries are sure to be small. A tremendously heavy cap gives them, under these circumstances, a very trashy appearance. Ripens mid-season to late, and keeps a long time on the vines. For the home garden it is a good one, as the quality is most excellent, but for profit we think it has many superiors.

## Cardinal

**CARDINAL.**—With us this fine berry has always been one of the very best we grow, but it does not seem to be making any gains in popular favor; in fact, we do not sell so many plants of it now as we did a few years ago. It has never failed to give us a tremendous crop of large, fine berries, of excellent shape and color, and the best of shipping qualities. In plant-growth it is all that can be desired—vigorous, healthy, absolutely free from rust in summer or at fruiting time. Would recommend a trial of it, for wherever it does as well as here, it is a good one. Ripens with Bubach.

## Chesapeake

**CHEASPEAKE.**—The most valuable of all of W. F. Allen's introductions. For many years there has been a place for a fancy late berry of good shipping qualities and Chesapeake has filled it. We have never seen any that was of more beautiful appearance; large, even in shape and uniform in size, it seems to have reached perfection so far as market qualities are concerned. Ripens a little earlier

than Gandy, but holds out about as long, and in most locations is vastly more productive, though Gandy may occasionally, with ideal soil, bear quite as many berries as Chesapeake. The great superiority that it has over nearly all others is its remarkable selling qualities, for we have positively known of sales where it brought twice as much per quart as other standard varieties of its season, and last year it sold for more than the Gandy the season through. It may be that there will be an over-production of poor berries, but we doubt if there will ever be too many of such high quality and handsome berries as Chesapeake.

The plants are exceedingly large and stocky, and we have never seen any sign of disease on them. For profit plant Chesapeake. It never fails to make the money.

## Cimax

**CLIMAX.**—Once one of the greatest of them all but now a "has been." Too soft and not healthy enough.

## Dunlap

**DUNLAP.**—Makes more plants than any that we grow, and if allowed to get too thick the berries are generally small; but, when properly thinned, you find it hard to get a berry that will produce more nice market berries than Dunlap. The fruit is average in size and perfect in shape and ships well, but the great point with Dunlap is that it may be depended on to grow well and bear well everywhere and every time, even during a record-breaking drought.

## Early Jersey Giant

**EARLY JERSEY GIANT.**—For years and years there has been a persistent effort to secure an extra-early Strawberry that would



**CHEASPEAKE**



prove satisfactory; but there seems to have been something lacking in every offering. It does seem, however, that Early Jersey Giant is going to fill the long-felt want. It was originated by Dr. Walter Van Fleet, of New Jersey. The berries are large, brilliant scarlet in color, with something of a point at the tip; they have a large, green cap that makes them very showy. A large Burlington County grower says, "On Monday, May 12, I picked my first Early Jersey Giant, the same day as St. Louis. As an early berry it is in a class by itself." One of the best of the early kinds because of the size of the fruit, the flavor, the color, and its carrying qualities. The fruit bears a striking resemblance to Ekey.

### Early Ozark

**EARLY OZARK.**—For three or four seasons after this was introduced here it was the most largely planted kind in existence, but for the past two seasons it has not held up. The fruit seems to fade and soften up as soon as picked, and we do not advise planting it unless you are acquainted with its behavior.

### Ekey

**EKEY.**—We do not really know who introduced this, but it originated in Ohio, and we are convinced that it is one of the very best of the introductions on the market today. It has seemed to us that it would make an ideal pollenizer for Haverland, ripening at just the same time, with a strong, staminate blossom, and the berries are almost identical in size and shape, except that the Ekey has a much finer gloss than Haverland. It is a splendid grower,

making just enough strong-rooted plants for a perfect matted row. There is no sign of rust on them, their dark green foliage being marked in any field where they are grown. It is tremendously productive; we believe that it is equal in this respect to any we have ever grown, and it has the advantage of ripening the entire crop during the first few days of the season. It is also a splendid shipper and keeper, and will always command the highest market price.



DUNLAP



Every Bunch Labeled—You Can't  
Mix 'Em.



First Quality.

### Excelsior

**EXCELSIOR.**—Many years ago this was largely planted but its small size and poor quality has put it out of business. A few still use it and we have very fine plants.

### Fairfield

**FAIRFIELD.**—This is not quite so early as the Excelsior, lacking perhaps forty-eight hours, but is equally productive and of much better quality. The plants, shape of berry and habit of growth bear a very close resemblance to Haverland. The berries are a good size, running larger than Excelsior.

### Fendall

**FENDALL.**—Originated in Baltimore county, Md., several years ago. Of the New York type, but perhaps an improvement on that well-known kind. A good reliable variety of mid-season ripening.

### First Quality

**FIRST-QUALITY.**—We feel well within the facts when we say that First-Quality is one of the best Strawberries we have ever seen. It has, to a very great degree, the first essential of a good Strawberry—vigor of plant-growth. If the plant won't live and grow, a Strawberry is worthless. First-Quality does both. We feel sure that fewer plants of them died during the three past seasons than of any kind we set, and they are a marvel for growing right along under all unfavorable conditions. The berries are almost identical in size and shape with the Haverland, but are very much more

glossy in color and a great deal firmer and, we believe, it is almost as productive. It is a perfect bloomer and good pollinizer.

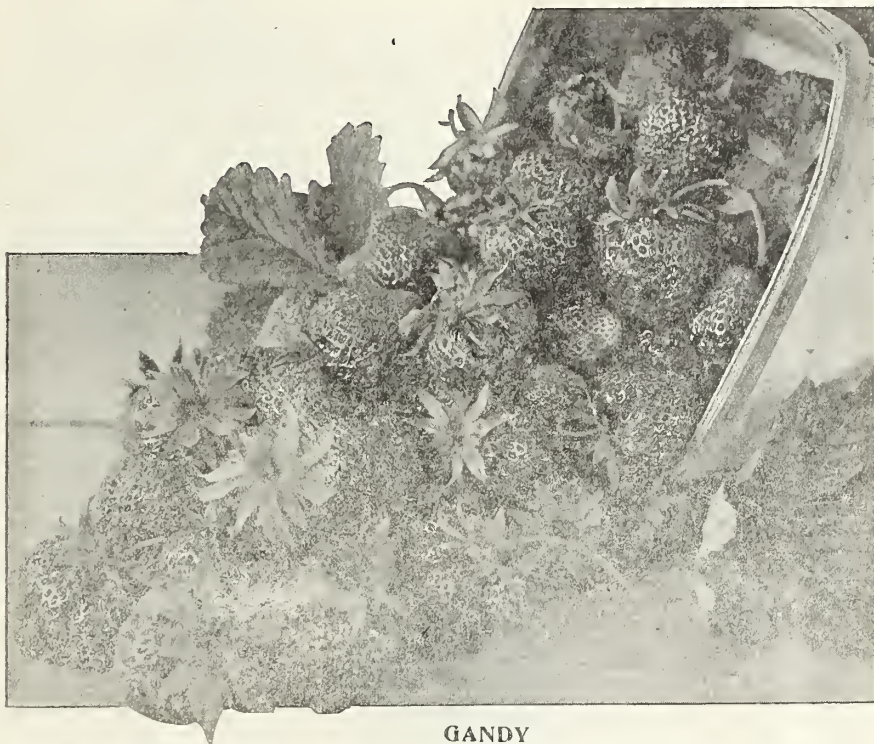
### Glen Mary

**GLEN MARY.**—This has for several years now been a standard for number of quarts produced wherever it does well. It has an inclination to rust in many places, which makes it impossible to grow it successfully, but in the North it is certainly one of the leaders. One of the strongest points in its favor is the very vigorous growth that it always makes. The berries are large to the very largest, but not always of the best shape; neither is it a good shipper; but, where one has a home market, and is sure that Glen Mary will not rust, we can recommend it with every confidence that it will fill the bill. Its time of ripening, the earliest of the mid-seasons, makes it very valuable, and its exquisite flavor makes it one of the most desirable Strawberries especially for the home garden.

### Gandy

**GANDY.**—For twenty years the leading late kind and by many still considered the best. The only trouble is, that on dry soil or in a very dry season it cannot be depended on to bear well. Of extraordinary shipping and selling qualities, it is still the leading market berry for late in all important berry-producing centers. A free plant-maker and a good grower generally, yet sometimes failing in vigor; it is easy to grow, and its remarkable firmness makes it keep on the vines longer than almost any kind we know, and it never fails to bring the price.





## Hansbach

**HANSBACH.**—From the same source as the Mascot, being a cross between that and Gandy. The berries are very large, but too soft. Fruit ripens as late, if not later than the Gandy. The plants are wonderful growers and producers.

## Haverland

**HAYERLAND.**—This is, today, unquestionably the most popular variety grown in America. It combines more good points than any Strawberry ever introduced. It is a tremendously heavy yielder, it can be depended upon to bring up a crop every season—hot or cold, wet or dry. If you have any berries at all, you are sure to have Haverland; it is one of the toughest and strongest growers that there is on the list, and it is nearer frost-proof than any variety in cultivation, if not the nearest. These four points have combined to make it one of the most desirable berries for the average grower there is, and the fact that the sales on this more than thirty-year-old kind are constantly increasing is proof that it is greatly appreciated. The berries are large to very large, long-conical, fairly firm and a good shipper, and it never rusts. There have been times when many other kinds were “all in” from drought and heat, Haverland was picking a fine crop. If in doubt, plant Haverland, and we know you will not be disappointed.

**HELEN DAVIS.**—Undoubtedly a good one. Probably unequaled for productiveness, and it stands adverse conditions equal to anything medium in size, of good quality.

## GANDY

but rather soft.

## Heritage

**HERITAGE.**—We regret very much that we are obliged greatly to modify our opinion of the virtues of this. For a number of years it was remarkably good, but last season it fell down badly. The plants lacked in vigor and productiveness, and the rust ate them up. It may have been the weather, which was very unfavorable, but we do not feel like advising our friends to plant it.

**KEYSTONE.**—On a visit to the berry-growing section around Louisville, Ky., during the fall of 1915 our Mr. Roscoe Jones ran across this new variety; and it was so highly recommended by every one who had ever seen it that he procured plants and we are able to offer it this year to the public.

A splendid grower; very productive; firm, good sized and a splendid pollenizer; we unhesitatingly recommend it to all who want a good mid-season kind.

## Klondyke

**KLONDYKE.**—This has been more largely planted for several years in this vicinity than any other variety in cultivation. It has been found valuable, not for the quantity of fruit that is produced, but from the fact that what it bore was of such fine appearance and shipping quality that it would command the top of the market always. It has a strong, staminate blossom which we think will make it satisfactory as a pollenizer. It begins to ripen about three days after Excelsior, and continues in bearing through a long season.





HAVERLAND

## Lady Thompson

**LADY THOMPSON.**—Used to be a great one, but has very nearly gone out now. A few plant it still, but we do not recommend it. Ripens about with Klondyke and Climax, and is fairly productive, but the berries have a poor color and do not ship any too well.

## Matthews

**MATTHEWS.**—A new early kind offered this season for the first time. We confidently believe it to be the best extra early berry ever introduced. We saw it in fruit in three different places last spring, one patch on a gravelly sand, one on good ordinary clay and one on a very thin clay; and all were simply fine.

From 1½ acres on clay land last season Mr. Matthews sold \$712 worth of fruit during a season of very low prices. That is a real record and one not equaled by any other kind in existence last year. It ripens as early as Excelsior grows strong and vigorously on every kind of soil and is very productive of good sized and splendid shipping berries; but the one big thing in its favor is the fact that it appears to be absolutely frost proof. We have the testimony of many disinterested men that, in the spring of 1913, when the early berry crop was swept out by late freeze, that Matthews did not seem to suffer a particle, but gave one of the finest crops it ever did. That's a big thing to say, but we believe it to

be absolutely true.

The men who are the first to plant Matthews in their section are the ones who are going to make the money.

The price is reasonable and our stock strictly true to name.

Marion Station, Md., Jan. 31, 1916.

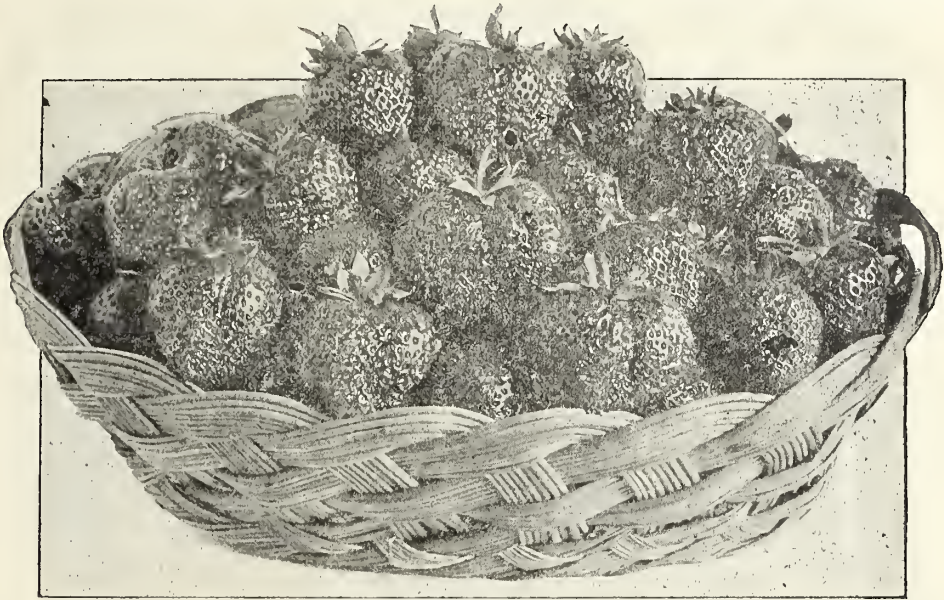
F. E. Matthews, Esq.,

Dear Sir,—In reference to the Strawberry plants you let me have in the spring of 1914, for trial in this locality, and which fruited with me in the spring of 1915, which you have named the "Matthews," will say that 1st spring I carried ripe berries from these plants to Marion Station on the first Saturday in May (1915). The plants were just loaded with fruit of extra large size for early berries, of firm texture and I think an extra shipper, but as you know I planted all the plants I raised except a short bed and will say that I believe had an acre or more in fruit, and they had done as well as the short bed kept for fruit, I would have shipped several crates of berries on May 1st, 1915. These berries were grown in ordinary land without any fertilizer.

I am sure no berry grower will make a mistake in planting this berry largely and also think you will have no trouble in selling all the plants you have at the very reasonable price named. I have had many inquiries for them.

Respectfully yours,

WM. J. COULBOURN,



MASCOT

### Marshall

**MARSHALL.**—In many places in the North this is counted as one of the most profitable berries that can be grown, and indeed we think where quality counts for a great deal. The only serious weakness that we have ever found in it is that there is a strong tendency to rust here, especially during a wet season.

### Missionary

**MISSIONARY.**—We have always felt that this and Klondyke were identical, but we have a good many friends who know more about Strawberries than we do who claim that they are not. Anyhow, the difference is very trifling, and we do not consider where one has either it or Klondyke he need trouble to get the other.

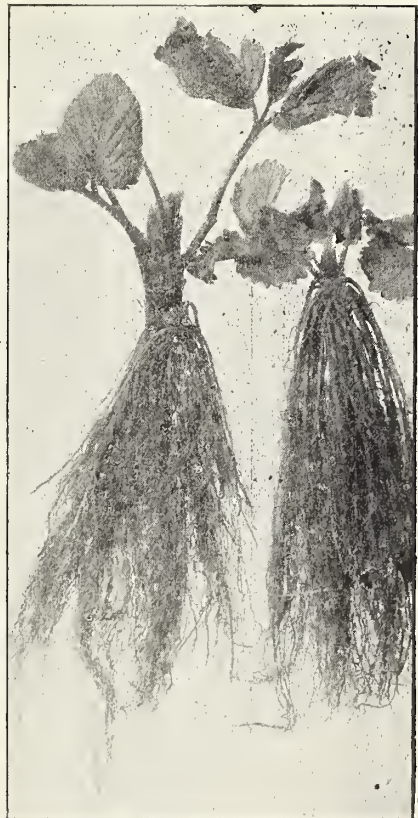
### Mascot

**MASCOT.**—It is as late as Gandy and a better grower and the berries are larger and much more productive, selling equally well, if not better, on the market. The quality is equal to Wm. Belt in every respect. Stands a drought marvelously well. A good one.

### New York

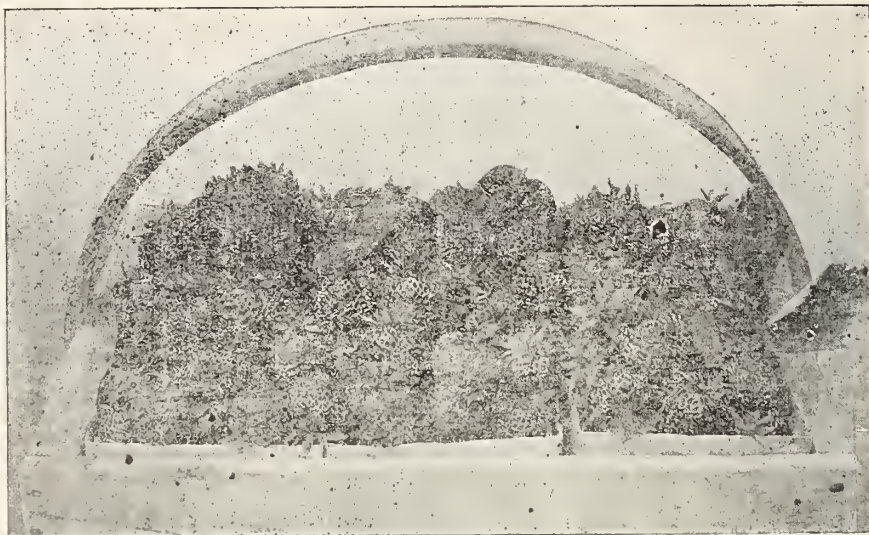
**NEW YORK.**—This has never been recommended as a shipping berry. It is as firm as Bubach, which is grown extensively in many places and shipped to market by rail, but for a late home-market variety we doubt that there is anything superior to New York. It is almost a faultless grower, making just about enough plants that are large, strong-rooted and absolutely free from rust or any other plant disease or weakness. The berries are large to very large, fairly firm, of a bright red color, good, smooth surface, and while not

exactly conical, are yet well shaped.



You get all the fine fibrous roots.



**OREM****Orem**

**OREM.**—For so many years Gandy has been the leader by a long margin as a late berry that most growers look askance at anything recommended as a competitor of it; but the Orem seems to be a competitor; and a real one. A great many growers, who have long experience, consider it the best of all late kinds. Orem begins to ripen at the same time as Gandy; is more productive, fully as showy and quite as large. If you have been growing

Gandy do not fail to try Orem. We feel sure you will like it better than Gandy.

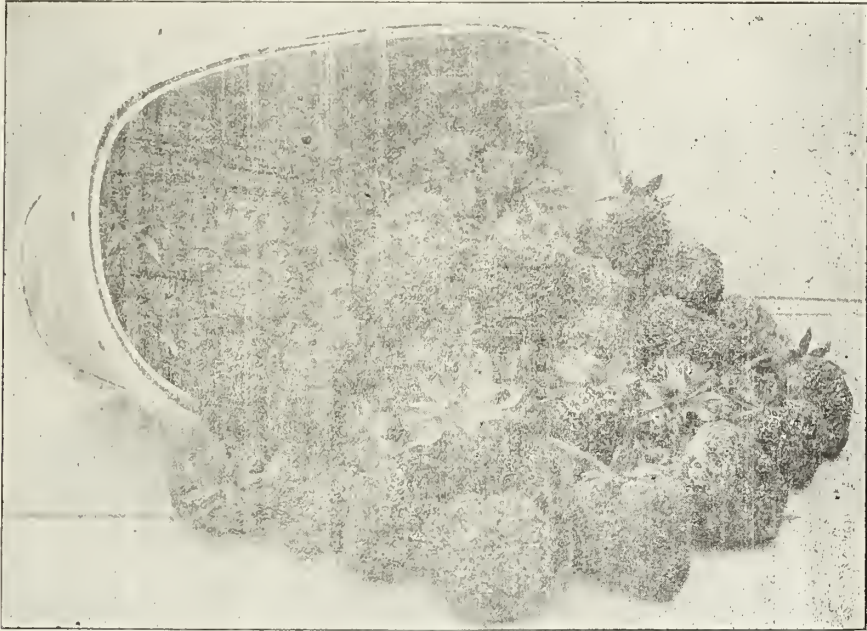
**Parsons' Beauty**

**PARSONS' BEAUTY.**—This is a tremendously productive berry of the Haverland and Tennessee type, and while it does not do its best every season, still we know it to be one of the best for size and a crop that can be planted. We do not recommend it, however, except for a moist, swampy soil of fair fertility.



A bunch of our plants opened out; showing the magnificent crowns and roots.





SAMPLE

### Rewastico

**REWASTICO.**—This variety is tremendously productive; but we were greatly disappointed last season to have it rust badly at fruiting time and we cannot recommend it unreservedly.

However, it does do well in many places and it grows beautifully everywhere. Try only a few.

### Sample

**SAMPLE.**—Like the Aroma, this is better than when we first grew it. It used to rust some at picking time quite often, but for a number of years now it has been one of the healthiest and strongest growers we have. It is a beautiful grower, making just enough plants for an ideal fruiting-bed; and for productiveness it is not excelled by anything ever introduced. It is not likely that there is another sort that will bear as many quarts of berries as the Sample. They are of a beautiful bright red, firm enough to ship any reasonable distance, and the quality and appearance are good enough to bring top prices always. The season of ripening is medium, about the same as Bubach or Haverland, and there is none that holds up better in size to the end of the season. Anyone wanting to plant main-crop berries would do well to include Sample in their list. It is reliable, especially in Pennsylvania and the Middle West. J. W. Hunt, of Indiana, writes us, "Haverland, as usual, was great, but Sample was better." It should be a part of every planting.

### St. Louis

**ST. LOUIS.**—We have fruited this quite extensively a number of times, and found it

a variety of remarkable merit. We had expected to find it soft, from reports that we had seen, but with us it was firm enough to ship well. The size was large, and the berries were very well shaped. It was nearly as early as Fairfield or Excelsior, and bore a crop equal to the very best mid-season kinds. This Strawberry is one of the coming kinds for commercial planting.

### Tennessee

**TENNESSEE.**—One of the very strongest and toughest growers that we have, and never shows any disposition to rust; the berries are always large to very large early in the season, but often show a tendency to run down in size after the first few pickings. The fruit is only moderately firm in appearance, but still seems to ship pretty well. The great value that it has for many is that it is a sure cropper and a good pollinizer for any mid-season variety.

Pocomoke City, Md., Jan. 10, 1916

Mr. F. E. Matthews.

Care of Office of County Commissioners,  
Princess Anne, Maryland.

Dear Sir;

I am pleased to tell you that I had the pleasure of seeing your Strawberry, "Matthews," growing for three seasons and found it to be the finest Extra Early berry that ever came to my notice. It was about the first to ripen and what was better, the berries were large, of good color and you were able to market all of your crop before the midseason varieties were ripe.

Yours very truly,

W. C. CULLEN,  
Secretary, Treasurer and Gen'l. Manager,  
Peninsula Produce Exchange of Maryland.



WARREN



A block of Jone's True to name Strawberry Plants.





WM. BELT

## Warren

**WARREN.**—From Massachusetts, originated by the veteran grower of that state, Mr. S. H. Warren, and named for himself. Has not fruited for us yet, but we have the greatest confidence in its worth on account of its originator and introducer. A mid-season variety in time of ripening, we look for it to take the place of some of the present-day kinds. It is a very fine and vigorous grower; plants strong and stocky, free from rust or blight. With large, highly colored berries, of excellent shipping qualities, it is bound to become a leader. A better berry than Chesapeake.

## Warfield

**WARFIELD.**—One of the oldest and yet remains one of the most popular varieties grown in many parts of the West. It is a very large cropper, and is earlier than most of the mid-season kinds.

## WM. Belt

**WM. BELT.**—This has for a great many years been the standard of excellence so far as **quality** goes, and we do not know of any that as yet has taken its place. It is a fair grower, but sometimes rusts badly in late summer, and we do not get a good bed. The **flavor** is so delicious that there is always a **demand** for more when once it has been placed on the market. It is moderately productive and ripens medium late.

Mr. F. E. Matthews,  
Pocomoke City, Md.

Mr. dear Mr. Matthews:—

Your letter re-new strawberry "Matthews" at hand. I hardly know what I can say regarding this berry. I may appear selfish in this but then we must look out for our own people. I write as above, because of the fact that I am boosting to my own county people, I want to see as many as possible try it out. I know from seeing what it did in your field, under what I thought to be, poor strawberry conditions, that it is right there. The farmers should try it out and find of it is well suited to their soils. Then they will be ready to go ahead where suited, with what I think is the best early, and one of the best berries they can get.

Very truly yours,

JOHN F. MONROE,  
County Agent, U. S. Dept. of Agriculture.

The new strawberry which Mr. Frank E. Matthews, of Somerset county, propagated a few years ago has attracted much attention this season and has so won public favor as to be reckoned as the best early berry that has ever been seen in this section. Mr. Matthews has quite a number of them on his farm on the Pocomoke river this year and during the past week farmers, as well as others interested in strawberry culture, have visited his farm to witness the results obtained from his patches. The fact is that the results obtained from this berry have to be seen to be appreciated and it would be impossible to describe it on paper. It is beautiful in color, handsome in size and delicious in taste. In fact this is all that could be asked of the berry family.—From the Worcester Democrat, Pocomoke City, Md., issue of May 15th, 1915.





Progressive

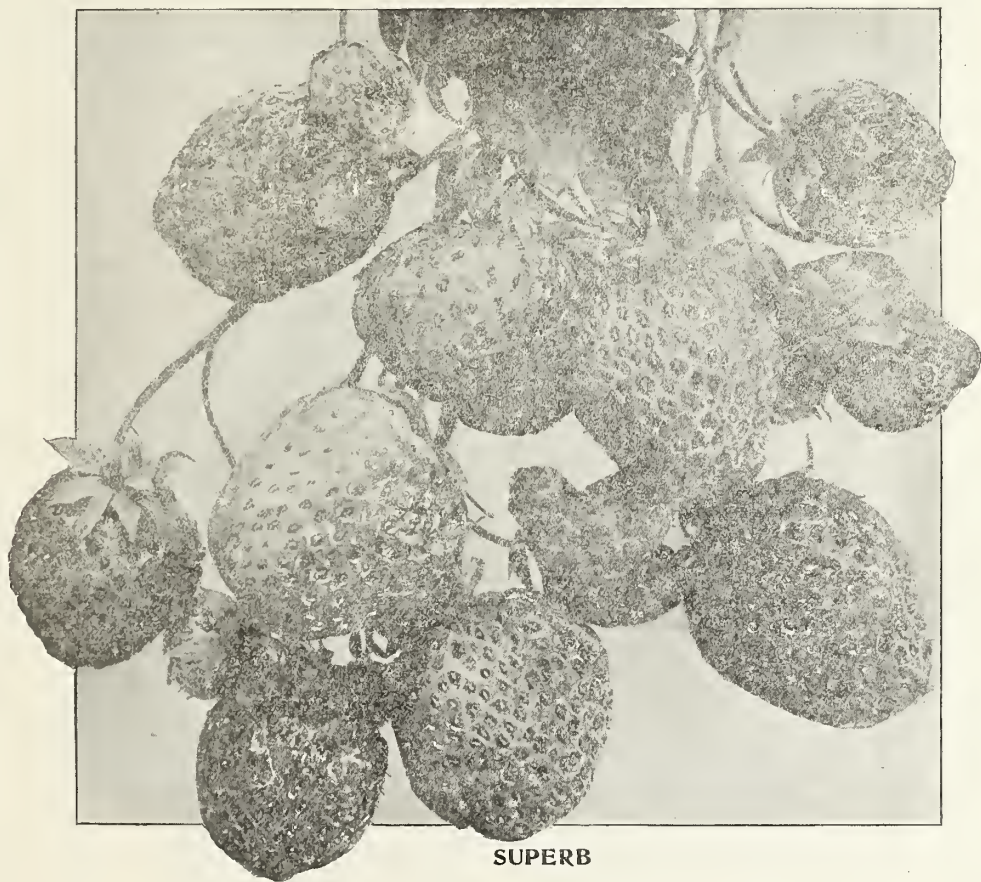
### Progressive

**PROGRESSIVE.**—For many years there has been a persistent effort on the part of berry-breeders to secure a summer-bearing Strawberry that was really worth while. Progressive and Superb are real successes. We consider that Progressive is the best for general purpose, for the reason that it will bear freely the same year that it is planted on the current-year plants. That is to say, the runners that take root in May and June will make a profusion of berries in late August and September. If berries are wanted earlier, the best way is to set the plants close together, say about 12 in the row and the rows 2½ to 3 feet apart, and keep all runners and blossoms cut off until about the 15th of June, when your plants will have made a good start. By the 15th of July you will have on these spring-set plants a profusion of berries. Better-sized berries may be had by this method than by the matted row, but there will not be so many of them. In quality they are in every respect the equal of Wm. Belt or New York, have good color and shape and, if rain is fairly plentiful, they attain a size about equal to Dunlap. The plant is vigorous and healthy in every respect, and makes runners in great profusion. If the early summer is favorable, and you use the matted row system, by August 1 you will have a bed sufficiently wide to produce a good picking of berries three times a week at least. Under ordinary conditions the berries are firm enough to be shipped several hundred miles, and as they come at a time when Strawberries are a luxury the grower is reasonably sure of getting a big price.

### Superb

**SUPERB.**—This will not bear during the first summer on young plants, like the Progressive, but the berries will run twice as large and are as glossy and handsome as Gandy or Chesapeake. Where one does not object to the outlay, we advise setting Superb plants 12 by

24 inches in good, rich soil, and cutting off all runners. Plants of Superb treated this way will "stool" nicely; that is, new crowns will form around the parent plants until the old plants will be 8 to 10 inches in diameter frequently, and each of these "crowns" will throw out blooms and bear fine berries. By the last of July you can have plenty of berries, if plants are well treated, as large and luscious as you enjoyed in the regular season. If planted by the ordinary method Superb will make a good matted row and the parent plant will bear berries all summer; then the next berry season you can pick a full crop of handsome, large fruit that will sell with the best regular varieties. Immediately after this crop is harvested work out your beds nicely, and, by mid-summer they will begin to bear a second crop and will continue to do so until halted by frost. By growing them one summer like other berries a full crop may be picked in the regular season and then a second crop from mid-summer until frost.



SUPERB



# Price List of Strawberry Plants

By Freight or Express, Receiver To Pay Charges.

	5000	3000	1000	500	250	100	50	25
Abington . . . . .	\$11.00	\$7.50	\$2.50	\$1.35	\$.70	\$.35	\$.20	\$.15
Amanda . . . . .	12.00	8.00	2.75	1.50	.80	.45	.25	.20
Aroma . . . . .	11.00	7.00	2.50	1.25	.70	.35	.20	.15
Big Joe . . . . .	12.00	8.00	3.00	1.50	1.00	.45	.25	.20
Brandywine . . . . .	11.00	7.00	2.50	1.35	.70	.35	.20	.15
Bubach, P. . . . .	12.00	8.00	2.75	1.50	.80	.45	.25	.20
Cardinal, P. . . . .	11.00	7.00	2.50	1.35	.70	.35	.20	.15
Chesapeake . . . . .	15.00	11.00	4.00	2.00	1.10	.50	.30	.25
Dunlap . . . . .	10.00	6.50	2.25	1.35	.70	.35	.20	.15
Early Jersey Giant . . . . .	15.00	6.00	3.00	3.00	1.75	.75	.50	.25
Early Ozark . . . . .	11.00	7.50	2.75	1.40	.70	.35	.20	.15
Ekey . . . . .	11.00	7.50	2.75	1.40	.70	.35	.20	.15
Excelsior . . . . .	10.00	6.50	2.25	1.35	.70	.35	.20	.15
Fairfield . . . . .	11.00	7.00	2.50	1.35	.70	.35	.20	.15
Fendall . . . . .	12.00	8.00	2.75	1.50	.80	.40	.20	.15
First-Quality . . . . .	11.00	7.00	2.50	1.35	.70	.35	.20	.15
Gandy . . . . .	12.00	7.50	2.75	1.40	.70	.35	.20	.15
Glen Mary . . . . .	11.00	7.50	2.75	1.40	.70	.35	.20	.15
Hansbach . . . . .	10.00	6.00	2.25	1.25	.65	.30	.20	.15
Haverland, P. . . . .	11.00	7.00	2.50	1.35	.70	.35	.20	.15
Helen Davis . . . . .	11.00	7.00	2.50	1.35	.80	.45	.25	.20
Heritage . . . . .	11.00	7.00	2.50	1.35	.70	.35	.20	.15
Klondyke . . . . .	11.00	7.00	2.50	1.35	.70	.35	.20	.15
Keystone . . . . .	11.00	7.00	2.50	1.35	.70	.35	.20	.15
Lady Thompson . . . . .	11.00	7.00	2.50	1.35	.70	.35	.20	.15
Marshall . . . . .	.....	....	6.00	3.00	1.50	.60	.30	.25
Mascot . . . . .	11.00	7.50	2.75	1.40	.70	.35	.20	.15
Matthews . . . . .	14.00	9.00	3.50	2.00	1.60	.50	.30	.20
Missionary . . . . .	11.00	7.00	2.50	1.35	.70	.35	.20	.15
New York . . . . .	12.00	8.00	2.75	1.50	.80	.45	.25	.20
Orem . . . . .	12.00	8.00	2.75	1.50	.80	.45	.25	.20
Parsons' Beauty . . . . .	11.00	7.00	2.50	1.35	.70	.35	.20	.15
Rewastico . . . . .	11.00	7.00	2.50	1.35	.70	.35	.20	.20
Sample, P . . . . .	11.00	7.00	2.50	1.75	1.25	.35	.20	.15
St. Louis . . . . .	11.00	7.00	2.50	1.35	.70	.35	.20	.15
Tennessee . . . . .	11.00	7.00	2.50	1.35	.70	.35	.20	.15
Warfield, P. . . . .	10.00	6.50	2.25	1.25	.70	.35	.20	.15
Warren . . . . .	12.00	8.00	3.00	1.50	.90	.50	.30	.25
Wm. Belt . . . . .	12.00	8.00	2.75	1.50	.80	.45	.25	.20
Progressive, Fall . . . . .	18.00	7.00	3.50	3.50	2.00	.90	.50	.30
Superb, Fall . . . . .	16.00	6.00	3.00	3.00	2.00	.90	.40	.25

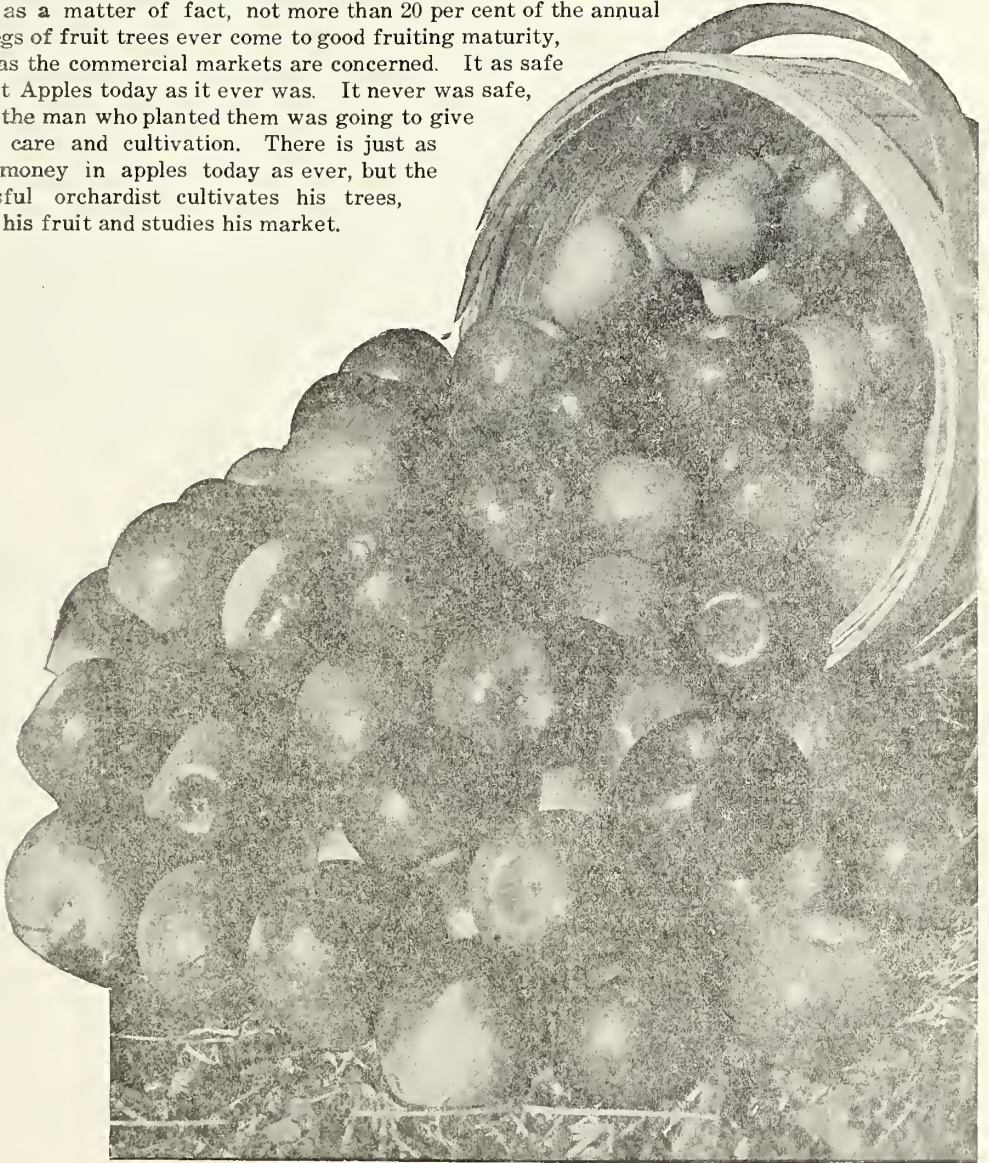
**IMPORTANT.**—Please note that all varieties are priced in 3,000 lots at a rate lower per thousand than in 1,000 lots. This means that orders will be taken for 3,000 or more of one kind at this lower price, but does not mean that we will accept orders for 3,000 plants of three kinds for \$7 where they are \$2.50 per thousand. For instance, we will furnish 3,000 Haverland at \$7, but 1,000 each of Haverland, Abington and Aroma will be \$7.50.

However, 4,000 Haverland will be \$9.34; 5,000, \$11.00; 6,000, \$13.20, etc. Customers trying to place orders for less than 3,000 of one variety at the reduced price for 3,000 will find, upon receipt of their plants, that the quantity has been cut down to conform with the money sent.



## APPLES

There has been a great deal said in the last few years about the over-production of Apples, just as in the nineties it was said by the wise ones that too many Apples were being planted then. The fact remains, however, that the orchards planted in the nineties, and given proper care, are returning fabulous profits. It is safe that the orchards planted this year, and given proper care, will be making good money in the "twenties" of the present century. We make the mistake in assuming that every time a tree is set three barrels of Apples are grown, when, as a matter of fact, not more than 20 per cent of the annual plantings of fruit trees ever come to good fruiting maturity, so far as the commercial markets are concerned. It is as safe to plant Apples today as it ever was. It never was safe, unless the man who planted them was going to give proper care and cultivation. There is just as much money in apples today as ever, but the successful orchardist cultivates his trees, grades his fruit and studies his market.



STAYMAN'S WINESAP APPLES

## PRICES OF TWO-YEAR APPLE TREES

All well-branched, smooth and clean, with well formed heads.

5 to 6 ft., first-class.....	\$0.25	\$2.00	\$3.50	\$12.00
4 to 5 ft., first-class.....	20	1.75	2.75	10.00
3½ to 4 ft., first-class.....	15	1.25	2.25	8.00

Where 300 or more trees are wanted, write for special prices. Please always state varieties, the number of each variety wanted and the size.

**Baldwin.** The best winter Apple for New England and New York; south of this section it a late fall kind. The only trouble with it is that it does not bear young, eight years being as early as you can expect much fruit. The fruit is large, round, brilliant red; the flesh is fine-grained, tender and crisp, and the flavor is delicious. A fine keeper and shipper.

**BEN DAVIS.** Good for show, but poor to eat. We do not recommend it, as we believe the time is soon coming when Apples of such poor quality as Ben Davis will not sell at all. If you want Apples without respect to quality, plant Ben Davis. Probably the best-keeping Apple on the list.

**Delicious.** The chief aim to distinction of this splendid Apple is the most excellent quality of its fruit. It has repeatedly, by virtue of this extra quality, sold for more than any known variety on all leading markets. All reports indicate that it is one of the finest flavored Apples ever introduced, the flesh being crisp, juicy and tender. The tree is very hardy and a rapid grower, much resembling the Stayman, and is an early and prolific bearer. Sure to be one of the leading winter Apples.

**GRIMES GOLDEN.** North of the 40th parallel rated as a winter Apple, but for this section a good fall variety. The standard of quality among Apples. Medium in size; flesh crisp and tender; color, as its name signifies, a deep golden. Blooms late, and seldom caught by frost. Tree particularly strong and healthy grower.

**Jonathan.** We believe that this is the most certain bearer for every year we know anything about, except it be Stayman's Winesap. We have never had it to miss altogether, and for twenty years have had a full crop nearly every year. Medium size; a handsome, brilliant color and as good as there is. Flesh is white, crisp, juicy and of excellent flavor. A good keeper and seller, and the tree is strong and vigorous, and bears young.

**NORTHERN SPY.**—A really good kind for the North, but not good south of New York or northern Pennsylvania. It blooms late, and nearly always escapes frost. The fruit is large, beautifully colored and of extra-fine flavor. A variety that is popular in its own territory.

**RED ASTRACHAN.**—A summer Apple with many good points, but not equal to Yellow Transparent as a money-maker. It does not usually bear except every other year and then rather shyly. The Apples are large, fine-looking, deep crimson in color; the fruit is quite juicy and has a slightly acid flavor; ripens in August. Excellent for cooking in every way.

## Rome Beauty

**ROME BEAUTY.**—Will keep longer than any other kind we know anything of. Very reliable, being frost-proof, strong-growing, and sure-bearing. The leading variety in Ohio, and is undoubtedly better in all that section where Baldwin is being grown than that old standby. It is a real beauty, nothing finer in appearance, and its good keeping qualities make it a favorite with dealers. Quality good, but not the best.

## Stayman's Winesap

**STAYMAN'S WINESAP.**—Perhaps the greatest of them all. Occupies the same place among Apples that Elberts does among Peaches, and Concord among grapes. We have sold more trees of this sort than of all others combined. One of the juiciest and most delicious of Apples. Beautiful in color, being yellow, but so heavily striped with red that it has the appearance of being a solid red. Flesh is melting and tender, and of extra-fine quality. A good seller everywhere. Does better on thin, dry soils than any known kind, as the tree is a strong, vigorous grower where many others would fail altogether. Comes into bearing very young, five-year-old trees often producing a barrel per tree, and is a sure annual cropper. Plant Stayman.

## Yellow Transparent

**YELLOW TRANSPARENT.**—For early summer Apples absolutely without an equal. Bears younger and heavier than any variety we have ever fruited. The only fault is that the tree is not a vigorous grower and not long-lived. Therefore we recommend it chiefly as a filler, if one contemplates a permanent orchard, though we have trees twenty years old that bear heavily and seem thrifty. We believe that summer Apple-growing offers as large or larger profits to the fruit-grower than the winter crop, and Yellow Transparent is the kind to plant. Fruit medium size, with a brilliant waxy skin, and the flesh is tender, juicy and crisp. Shows a bruise very plainly and must be handled carefully. Put up in "fancy" packages, it always brings high prices.

## YORK IMPERIAL

**YORK IMPERIAL.**—A really good one and in some places still considered the best, as it is a reliable, heavy, annual bearer and comes into fruiting early. The fruit is among the very best; greenish, but heavily splashed with red, and the size averages large. Flesh is white, juicy, sub-acid and crisp, of a most delightful flavor, making it a most desirable desert Apple. Tree a strong, healthy grower.





## PEACHES

In our Southland the Peach is the most highly prized fruit. What is more delicious than a soft, well-ripened Peach. Trees planted and well cared for may be expected to bear some fruit at two years old, and after that good crops annually. No farm home is complete without a bountiful supply, and large commercial orchards often make "big money" if properly cared for. Trees should be sprayed as soon as the leaves drop in the fall with lime-sulphur for scale and as a preventive of leaf-curl and many other fungous diseases. Also in July of each year the trees should be gone over carefully and any borers found should be removed from the trunks. These are found just under the ground. We do not offer a long list, but a good one. If all varieties of Peach, except eight or ten of the present-day leaders, had been put out of existence ten years ago, the orchardists would be vastly better off today. So long as many worthless kinds are offered some will continue to plant them to their sorrow.

### PRICES OF ALL KINDS:

	Each	10	25	100
4 to 6 ft., extra heavy.....	\$ .18	\$ 1.75	\$ 3.00	\$10.00
3½ to 4½ ft., first-class.....	.15	1.25	2.25	8.00
3 to 4 ft., medium.....	.16	1.50	2.50	9.00
2 to 3 ft., not branched.....	.12	.90	1.75	6.00

Write for prices on 300 or more, stating sizes and varieties

**GREENSBORO.**—We have never seen anything that is anywhere near its equal at its time of ripening, usually about the last of June here, though we have seen them ripen by the 20th of June. It is as large as any of the mid-season commercial kinds, such as Belle of Georgia or Champion; very free from rot; hardy in bud and wood nearly everywhere, and will grow on a great variety of soils. The tree is a strong, vigorous and healthy grower; in fact, better than the average. The fruit is, as remarked before, as large as the best mid-season kinds, flushed on one side, nearly every one growing to a perfect shape; and it is a heavy annual bearer. If you are interested in early Peaches, Greens-

boro is undoubtedly the best on the list. The only possible objection that we know to it is the fact that it is a semi-cling, but so are all the other early kinds.

**HEATH CLING.**—The only Cling Peach that has ever proved popular. It is undoubtedly the best for canning there is. The flavor is simply delicious; skin and flesh both a clear white, firm, and a good keeper. The size is good, and it is a full and regular bearer; the tree is a strong, healthy grower. Those who have local market to supply will find a ready demand at good prices for all the Heath Clings they can grow.

**HILEY.**—Sometimes spoken of as Early Belle. We do not recommend it especially as a market Peach for long-distance shipping, as we think the skin too tender and the fruit-texture rather too delicate to stand long shipment; but for near market or home consumption it is an extraordinarily good one. Ripens just before Carman, not more than four days earlier; of excellent size and shape, slightly flushed on one side; almost a perfect freestone, and the flavor is perfectly delicious. In fact, we do not know one of a better quality on the list. Tree grows strong and healthy, and it is a very heavy bearer.

**WADDELL.**—A large, roundish, oblong, slightly one-sided, creamy white Peach, bright red on one side. Grows to a very uniform size and shape. The flesh is a fine white, tinted red at the pit, firm, juicy, and of excellent quality. A few days earlier than Carman; has more color, a better shipper and we think of a better quality. The tree grows only moderately well, and we advise liberal manuring on thin soils. Recommended as a commercial variety to ripen ahead of Carman.

**CARMAN.**—The Carman is a very popular Peach in many places, and deservedly so. The tree is a fine, strong, upright grower and is the surest bearer that we have ever fruited. When nearly all other kinds would be a total failure, Carman will have at least a fair crop of fruit. In fact, we have never seen it fail entirely. It is large in size and of good, smooth, oval shape; flesh tender and juicy, with a most excellent flavor. Skin white, nearly all over, sometimes faintly flushed on the sunny side. It keeps and ships fairly well, but not so well as Belle of Georgia or Elberta. Ripens August 1.

**MAMIE ROSS.**—The strongest grower and most prolific bearer that we have ever seen. The quality is good, a deep flush on the sunny side; in fact, almost red all over. Ripens about the same time as Carman, is not so large as that kind, but more productive. If you want Peaches every time, plant Mamie Ross.

**BELLE OF GEORGIA.**—Next to the famous Elberta the most popular Peach in existence today. A great commercial variety for the North or South, and the quality is good enough to make it desirable for home use everywhere. It, like all the leading kinds of today, belongs to the North China type, and is particularly hardy in both bud and wood. It begins to ripen just ahead of the Elberta, but overlaps that sort to some extent. Here it usually begins to ripen about August 5. The fruit is large and uniform in both size and shape; flesh white and firm; one side well tinted with red and the other usually splashed with red spots. The tree is a rapid and vigorous grower. No commercial orchard should be projected without plans for a liberal planting of Belle of Georgia, and no home-garden list is complete without it.

**CHAMPION.**—A white Peach, originated in

Illinois and very widely planted. It ripens about the same time as Belle of Georgia, and is not really equal to that variety; but there are some who do not think so, hence we offer it. The quality is very fine, better than Belle, and the trees grow nicely; it is a reliable and heavy copper, but the fruit is too tender to ship very long distances. We do not know if there is any kind that is more delicious. The fruit has little color, being almost a clear white all over.

**IRON MOUNTAIN.**—This white Peach ripening about September 1, has never been planted to any considerable extent in this vicinity, but is exceedingly popular in nearly all parts of New Jersey, many growers holding it to be the very best for profit it is possible to grow. The tree is a good grower and a full and regular bearer.

**MOUNTAIN ROSE.**—For growing and bearing every time and everywhere, with or without care, we doubt if there is a kind that beats Mountain Rose. Where one wants a really high-class, well-colored Peach of medium size, we think Mountain Rose will fill the bill, as it grows on any kind of soil and bears every year.

**ELBERTA.**—The greatest Peach ever discovered. More trees of it are in bearing today than of any five other varieties combined. It is the best bearer among the yellow kinds; the best shipper and the highest seller of any kind in existence. These points of superiority not enjoyed by any other kind. From Maine to Texas, from Florida to Oregon, wherever Peaches are grown, there you will find Elberta at the head of the procession. It is not a high-quality fruit, lacking the richness and sweetness of the Crawford Late and others of its class, but its rot-resistant and great shipping qualities, together with its great productiveness and strong, vigorous growing characteristics have enabled it to forge far ahead of anything on the Peach list. It is a bright, golden yellow, nearly covered with red on the sunny side; flesh is firm and rather dry. Good for canning. Freestone. Season August 10 here.

**CRAWFORD LATE.**—Until the advent of the Elberta this was the most widely known and extensively planted yellow variety; but since then it has been gradually losing ground. One reason for this is the fact that it has a reputation for shy bearing. As a matter of fact it does yield poorly on light soils, but on heavy clay land it may be depended upon to bear as well as many of the best. Tree is a good, strong, upright grower, long-lived and healthy, and a regular bearer.

**SMOCK.**—This ripens about September 1, and in spite of the many new kinds that have been sent out to take its place, still continues to be the most valuable of its season. The size is only medium, but it is most beautiful in coloring, being a deep orange-yellow, handsomely blushed with deep red; the flesh is firm, but tender, juicy and of excellent flavor. Freestone. Heavy bearer.

Every Peach in our list is a standard, and has been thoroughly tried out. No matter what your conditions, you can find the kind here that will meet them





Our plants on the Farm of J. W. Hunt, Borden, Ind.

## Why Plant Strawberries This Spring.

We do not believe in prophecy as a rule, but we do think that we are justified in advising all our friends to plant berries this Spring without taking the role of prophet.

There are so many indications that the acreage set will be so much below normal this Spring that we do not hesitate to affirm that all good growers will find 1918 a profitable season.

Also we feel sure that berries will sell for a profitable price this season.

There are five reasons why we think 1917 a good time to set berries:

1st:—Last season saw very low prices realized nearly all over the country and that is bound to discourage a good many growers.

2nd:—The past summer was so dry nearly everywhere that old beds will not be worth leaving over for a second year crop, meaning that about all the acreage to bear in 1918 will be that planted in 1917.

3rd:—The average farm crop has seen such high prices this past year that a great many men who have been growing berries will devote all their attention to "straight" farming rather than risk berries.

4th:—There never was a time in the whole history of this great nation when help was in such demand and so expensive and hard to get, so there will be lots and lots of fruit growers who will not be able to set their usual acreage of berries this Spring, because they will not be able to get the help to cultivate them.

5th:—The great prosperity of our country is bound to continue for a number of years yet, and that city folks will have the wherewithal to buy luxuries, and berries will come first in that class.

So that from every angle we believe that 1917 is the most opportune year in many past in which to set berry plants, provided you are able to properly take care of them.

So whether you buy plants from us, the other fellow, or set your own, take our tip and plant as many as you can handle this year.

## ABOUT STOCK BY MAIL.

The parcel-post system does not make a lower rate on nursery stock than the regular merchandise rate; it is therefore prohibitive in cost except for short distances. For instance, the rate in the 6th zone is 8 cts. per lb., which is too high, unless one is remote from express office, or wants only a light package. We can mail Strawberry plants in almost any quantity by making a number of different packages of the order, as follows:

**On 12 and 25 plants:** add 6 cts. for zones 1, 2, 3 and 4, and 8 cts. for zones 5, 6 and 7. Postage must be inclosed in your order in addition to the price.

**On 50 plants:** for zones 1, 2 and 3, add 8 cts.; for zone 4, 11 cts.; for zone 5, 14 cts.; for zone 6, 17 cts.

**On 100 plants:** for zones 1, 2 and 3, add 10 cts.; for zone 4, 19 cts.; for zone 5, 25 cts.; for zone 6, 33 cts.

**On 250 plants:** for zones 1 and 2, add 14 cts.; for zone 3, 24 cts.; for zone 4, 43 cts.; for zone 5, 62 cts.; for zone 6, 81 cts.

**On 500 plants:** for zones 1 and 2, add 24 cts.; for zone 3, 44 cts.; for zone 4, 83 cts.; for zone 5, \$1.22; for zone 6, \$1.61.

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