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# HILL'S EVERGREEN BOOK

AND FARMERS WINDBREAK MANUAL



HILL'S VICTORY OFFER  
100 WINDBREAK EVERGREENS \$79.00  
94c PAGE 34

## 1920

# THE D. HILL NURSERY CO. INC.

EVERGREEN SPECIALISTS • LARGEST GROWERS IN AMERICA.

## DUNDEE • ILLINOIS

COPYRIGHT 1918, THE D. HILL NURSERY CO., INC.

# NORWAY SPRUCE

THE GREAT WINDBREAK TREE



PRICE: TWICE TRANSPLANTED  
TWICE ROOT-PRUNED STOCK

	50	75	100
LARGE SIZE 1 to 1½ ft.	\$26.00	\$38.25	\$50.00
EXTRA LARGE 1½ to 2 ft.	39.50	57.75	75.00

# Our Guarantee

We guarantee that all goods purchased from us will reach you safely and in good condition; be found true to name and prove entirely satisfactory or we cheerfully refund money paid.

THE D. HILL NURSERY CO., Inc.

*D. Hill*  
President



ERARD H. REESE, PRESIDENT  
CHAS. S. SINCLAIR, VICE PRESIDENT  
EDW. C. HOLAYER, CASHIER  
**DUNDEE STATE BANK**  
DUNDEE, ILLINOIS  
FOUNDED 1867

## Elgin National Bank

CAPITAL \$ 100,000.00  
EDWARD SCHMIDT, PRESIDENT  
WM. HUIRHEAD, VICE PRESIDENT  
C. F. O'HARA, CASHIER  
C. A. DAVIS, ASST. CASHIER  
ELGIN, ILL.

TO WHOM IT MAY CONCERN:

I am glad to recommend the D. Hill Nursery Company Inc. to anyone desiring to purchase evergreens etc. I have known Mr. David Hill for over thirty years, and his sons all their lives, and all have the highest reputation of square dealing.

By careful attention to the quality of their stock, they have gradually built up an immense big business, and are shipping stock to all parts of the world.

*F. H. Reese* President.

TO WHOM IT MAY CONCERN:

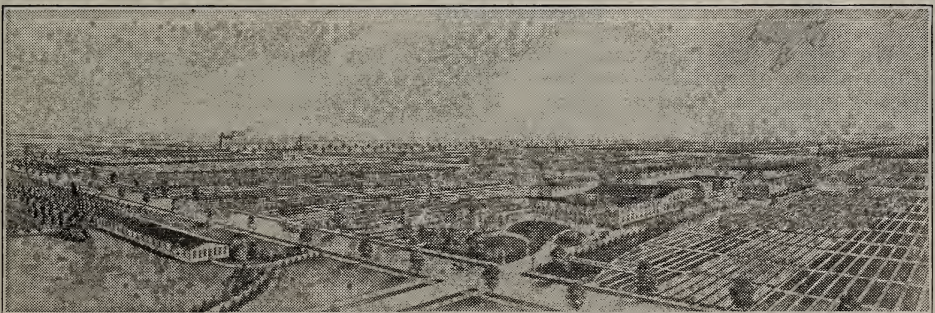
D. Hill, and successor, The D. Hill Nursery Co. Inc., of Dundee, Ills., have for many years been valued depositors and customers of this Bank.

They have at Dundee one of the largest evergreen nurseries in the world and the high quality of their goods has brought them a very large business.

They have the highest reputation for honesty and fair dealing and we cheerfully recommend them to anyone desiring goods in their line.

THE ELGIN NATIONAL BANK,

*C. A. Davis*  
Cashier.



A Bird's-Eye View of the Hill Nurseries

# OUR TERMS

On account of the expense of handling, we cannot accept orders for less than \$5.00. Full payment should be sent with orders amounting to less than \$25.00, but if your order amounts to \$25.00 or more, and you cannot send full payment with order, you may send a payment of 1/3 the amount of order, but the balance must be sent not later than March 15. Full payment should be sent with all orders sent to us after March 15th.

On orders amounting to \$25.00 or over when accompanied with full cash remittance we give 3% discount.

All orders are booked in the rotation in which they are received. Trees are reserved soon as orders are booked. The earlier your order is received the more certain you will be to get your choice. Evergreens are scarcer than usual this season.

Evergreens are not dug in Fall and stored over winter like Fruit Trees, but are dug fresh from the ground every day for each order. We begin digging and shipping Evergreens in the Spring just as soon as weather conditions will permit, which is usually about April 1st, and continue until about May 25th.

We endeavor to acknowledge receipt of all orders promptly, but during March and April we receive so many orders daily, that it is sometimes impossible to acknowledge receipt of all orders the same day received. If you wish to increase or make any change in your order don't fail to mention the order number. All claims for mistakes or adjustments must be made immediately upon receipt of trees, advising us the number of trees of each variety you have received, also the number of boxes containing the trees. This will enable us to investigate the claim promptly.

## How to Send Money

We will gladly accept your personal check. Also Post Office or Express Money Order, Bank Draft or Registered Letter. Currency and Coin not registered sent at your own risk.

## Our Guarantee

We guarantee that all goods purchased from us will reach you safely and in good condition; be found true to name and prove entirely satisfactory or we cheerfully refund money paid.

## Substitution

We seldom find it necessary to substitute, but should we be unable to furnish plants of varieties you have ordered, may we substitute with other varieties equally as good or better? It is very important that you answer this by writing "yes" or "no" on the order sheet. If you do not express your desire, we shall assume that you wish us to use our judgment in the matter. You may rest assured that we shall not substitute in any case, unless it is absolutely necessary.

## Method of Shipment

Windbreak and Hedge Evergreens are shipped by Express. Individual Lawn Specimens dug with ball and burlap are shipped by Freight. Our Evergreens go direct from our nursery to your farm. Express and Freight service bring them almost to your place. They arrive in fresh, thrifty condition, ready for immediate planting.



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# Hill's Honest Evergreen Prices

Authorities figure that a good Evergreen Windbreak will add from \$2,000.00 to \$5,000.00 to the value of the average farm. An Evergreen Windbreak beautifies and protects, increasing in value each year. First cost is the only cost. Trees should be spaced ten feet apart. (See page 9 for complete information.) Windbreak Evergreens are packed in standard cases of 100 trees to the case.



## Windbreak Evergreens

Price: Twice Transplanted—Twice Root-Pruned Stock		Mail Your Order To-day			
		50	75	100	200
Large Size, 1 to 1½ ft.	---\$26.00	\$38.25	\$ 50.00	\$ 98.00	
Extra Large, 1½ to 2 ft.	--- 39.50	57.75	75.00	146.00	
Super Size, 2 to 3 ft.	--- 53.00	77.25	100.00	194.00	

*Hill's Norway Spruce	---Page 42	*Red Cedar	-----Page 44
American White Spruce	---Page 42	Ponderosa Pine	-----Page 44
Austrian Pine	-----Page 43	Jack Pine	-----Page 44
*Scotch Pine	-----Page 43	*Colorado Douglas Fir	---Page 45
*White Pine	-----Page 43	Black Hill Spruce	-----Page 45

\*Starred sorts denote leaders. If selection is left to us we will see that you get varieties best adapted to your locality.

## Hedge Evergreens

American Arbor Vitae—The National Evergreen Hedge, a truly wonderful hedge plant; perfectly hardy; responds readily to shearing, growing bushy and compact, having rich deep green color. Plant 1 foot apart. See page 46 for complete description.

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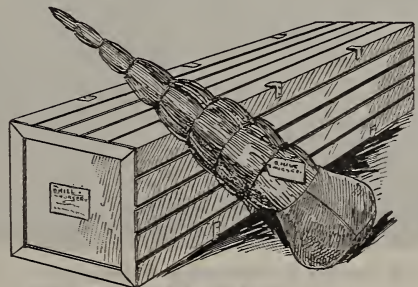
On orders for quantities other than specified apply the nearest rate.

## Lawn Evergreens (Choice Rare Sorts)

Three times Transplanted, Twice Root-Pruned. Genuine hand dug, heavy specimen stock. Trees dug with 50 pound solid earth ball, securely burlapped. Six to ten years old. Choice rare sorts of exquisite beauty. For descriptions and complete list of varieties and sizes see page 47.

Price: Specimens—*Balled and Burlapped (6 to 10 years old)	Matched Pairs
Colorado Blue Spruce (Shiners) -----	Solid Balls *B.&B. 2 to 3 ft. \$25.00
Silver Cedar (Juniper Glauca)-----	Solid Balls B.&B. 2 to 3 ft. 15.00
Pyramidal Arbor Vitae (Thuja)-----	Solid Balls B.&B. 2 to 3 ft. 15.00
Hemlock (Abies Canadensis)-----	Solid Balls B.&B. 2 to 3 ft. 15.00
Dwarf Mountain Pine (Pinus) -----	Solid Balls B.&B. 1 to 1½ ft. 15.00

We are a conscientious lot of workers here at Dundee. We give our brain, brawn and muscle to Evergreen growing. We know from experience that there is only one way to grow and handle Evergreens successfully — the Hill way. That's why Hill's Evergreens grow, why they invariably give satisfaction. We believe in what we have to sell and we value our reputation too highly to jeopardize it in any way.



Hill Evergreens Packed Ready for Shipment



# Hill's Honest Evergreen Prices

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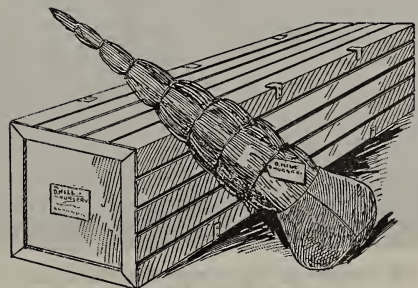
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Hill Evergreens Packed Ready for Shipment

# Why I Made Evergreen Growing My Life Work

A Personal Statement by D. Hill, Evergreen Grower for Over Fifty Years.



AN Evergreen Windbreak was one of the first things I saw as a boy.

Where I was born over-seas Evergreens were the common possession of every farm. The beautiful Evergreen hedge rows and farm windbreaks were everywhere, as they are today, in the old country. Without them no farm crop could be considered safe against the weather changes, against the soil moisture-robbing winds. Every farmer counted on these windbreaks for control over wind and weather conditions. And, as a result, such a thing as a disastrous crop failure was unknown.

So, you see, when I came to America, windbreak protection for farm buildings and farm crops was a tradition with me.

The lack and the crying need for Evergreen Windbreaks here in the land of Old Glory astonished me and put me to thinking.

That bleak, barren, wind-swept Connecticut farm that was my first American home gave me my first idea of the disastrous losses our farmers of the U. S. were suffering because of the lack of protective windbreaks. That farm was helplessly unprotected, the slightest whim of wind or weather could and did strip it of its crops.

In winter the blizzard's blasts made the house, the barn and the barnyards its playthings. There were no protective Evergreen Windbreaks to check the bitter winds that blew in from Long Island Sound. There was a chill in every room of that farm house.



"I consider my Evergreen Windbreak one of the cheapest and best improvements I ever made on my farm. Have never spent a cent on it for upkeep or repairs," writes the proud owner of this Hill Evergreen windbreak.

From .....

P. O. .... State .....

DON'T  
FORGET  
STAMP

# The D. Hill Nursery Co., Inc.

**EVERGREEN SPECIALISTS**  
**LARGEST GROWERS IN AMERICA**

**DUNDEE, ILL.**

# Hills Evergreens Grow

BEST FOR OVER HALF A CENTURY.





The barn was full of shivering live stock. Just think how much the owner of this wind-wrapt farm must have lost every year because he didn't have the protection of Evergreen Windbreaks.

I came West—to Illinois—soon after that. And here the need, the almost criminal lack of Evergreen Windbreaks was even more noticeable.

The prairie farms were at the mercy of the winds and weather. There was no protection for crops or farm buildings against the baking summer winds or freezing winter blasts. The need for Evergreen Windbreaks was terribly apparent.

That is what made me decide to go in for Evergreen growing in earnest. I realized the need. I saw America's want, especially in the wind-whipt Middle West.

Good fortune led to the small town of Dundee, Illinois, where I found the ideal soil for Evergreens. I felt that here was my opportunity to help American farmers to protect themselves just as European farmers have done for centuries past.

The Hill Evergreen Nursery of 1855 was a small affair. But it had within it the right ideals. It grew Evergreens the right way. Of course, that was the way that cost us the most in time and money. It meant that we had to charge more for our Evergreens than the common nursery would ask. But, as someone else had said, "The presence of quality overshadows the price asked," and we had demands for more Hill Evergreens than we could grow before the nursery was 10 years old.

You know, a man likes to look back through the long stretch of his life and think of the good he has done. Nothing else matters.

So I look back to the days when farmers came from 25 to 50 miles away and took home in wagons the Evergreens that we had planted, cared for and raised to perfect transplanting size and root-growth here in our little nursery. There is lots of real pleasure in the realization that I helped those farmers to make their farms more beautiful and more productive.

There are scores of farms all around our little town of Dundee that are protected today and made more profitable today because of the Evergreen Windbreaks that were bought from us years ago, when we were small and our nursery capacity limited.

And, gradually, surely the news of the superior value, the extra worth of Hill Evergreens became known throughout the entire Middle West. One farmer told it to another until we began to get orders from all over the U. S.

Of course, there was a whole lot of hard work connected with the building up of the business all the way through. It was harder than putting



Since the days when I used to dig and pack every order myself, my business has grown, but my policy remains the same—"Give every customer complete satisfaction."



**I Found I Could Ship  
Hill's Evergreens  
Everywhere**

a quarter section of raw prairie land in seed, I can tell you.

The idea of broadening out came to me when a big stock farmer came in one day and gave me the biggest Evergreen order I had ever seen in my life! I accepted the order. I knew I had to ship the Evergreens over a distance of more than a thousand miles. How would I ship them? They had to be packed so that they would arrive in prime condition, almost as good as though just dug up, full of life and growing strength.

That was the problem I solved. And when I solved it, I knew that I could ship Evergreens anywhere and be sure that they would arrive in perfect planting condition.

What I did was to pack the Evergreen tree roots in damp moss. I was careful to keep the tops dry, and I packed the whole shipment in light wooden boxes, with plenty of ventilation and still plenty of protection.

Those trees reached that 1,000-mile-away customer in perfect shape. They thrived, grew "famously" as he said, and made a series of windbreaks for him that has added thousands of dollars to the value of his farm holdings.

That incident, that success in long-distance shipping made me resolve to make the Hill Nursery a National Evergreen Nursery.

That first long-distance shipment, made nearly 30 years ago, has been duplicated a thousand times since. Today we ship to South America, to China, to New Zealand, all across the continent and all over the globe.

From the little two-acre nursery of 1855 Hill's Nursery has grown until it covers 500 acres, and today raises and ships over two million Evergreens per year.

In filling the Evergreen Windbreak and ornamental planting needs of America, we have opened up markets for Hill Evergreens all over the world.



Arnold Schuetz of Nebraska, says: "My Hill's Evergreen Windbreak cuts down my feed bills hundreds of dollars every winter."

# How to Build Evergreen Windbreaks

There are three best ways to build an Evergreen Windbreak. The same results are accomplished with each method; the only difference is in the time it takes. You will be pleased with any of these planting arrangements. Just look over the plans submitted and choose the plan best suited to your needs.



Evergreen Windbreaks  
Make House and Barn  
Warmer

## PLAN NO. 1 (PLANT 10 FEET APART)

### Results in Only Six Years' Time

A popular and economical plan is to space the trees 10 feet apart in a single row, which gives a windbreak in six years' time. This spacing gives the correct amount of room for the trees to develop. At the end of six years the branches will touch, and no thinning will ever be required. On this basis figure 100 trees to each 1,000 feet.

## PLAN NO. 2 (PLANT 5 FEET APART)

### Results in Only Four Years' Time

If you desire quicker results, space the trees 5 feet apart in a single row. At the end of 5 years take out every other tree and plant elsewhere on the farm. After this no further thinning will be required. On this basis 100 trees will plant 500 feet.

## PLAN NO. 3 (PLANT 2½ FEET APART)

### Results in Two Years' Time

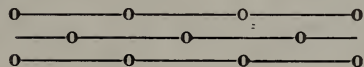
Where almost immediate results are wanted, space the trees in a single row, 2½ feet apart. This gives a windbreak in the shortest possible space of time. At the end of 3 years take out every other tree leaving trees 5 feet apart. After 4 years more, thin trees to 10 feet apart. After this no further thinning will be required. On this basis figure 100 trees to each 250 feet.

#### A Word About Old Windbreaks

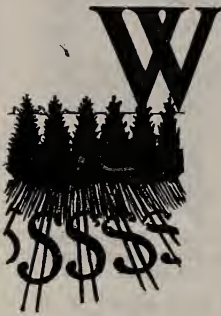
Where it is desired to replace old Poplar, Willow, Ash or Box Elder Windbreaks with a modern ornamental Evergreen Windbreak, offering all the year around protection, place the row at least 20 feet from the old Windbreak. At the end of three years, start cutting out the old Windbreak.

#### Special Windbreaks

In particularly windy sections, a common practice is to plant a two or three row Windbreak. In this case space rows 10 feet apart and alternate the trees as illustrated. This insures a solid wall of windbreak protection.



# What Is Your Farm Worth TODAY?



WELL—right in this catalog—you will find signed statements of farmers who state that Hill's Evergreen Windbreaks added \$2,000 to \$3,000 to the value and the productivity of their farms.

You ask how such a thing is possible? "

Just look at the farms that are unprotected by Evergreen Windbreaks. Drive by them in the winter. The whole farm is in the clutch of the elements. It is the plaything of the winds. Blizzard breezes whip the farm home—sift through every crack and cranny of the barn—start the live stock shivering. The whole farm is bleak, uninviting, forbidding. It makes you shiver just to look at it.

We will say that five miles further down the road you pass a farm generously planted with Evergreens. Evergreen Windbreaks embrace the "windy sides" of the farm home and farm buildings. Evergreen Windbreaks are placed throughout the farm where they will give most protection to crop fields. On a little rise off yonder, on ground that will hardly "grow weeds," a young Evergreen grove has been planted, for you know, Hill's Evergreens will grow on soil where nothing else is able to take root. The whole farm looks warm—and is warm. It has a hospitable appearance—an air of thrift and prosperity.

How much more wouldn't you give for the second farm than the first one?

There you are!

That's your answer.

And that's your reason for planting Hill's Evergreen Windbreaks on your farm.

A 160 acre farm with good windbreak equipment around the buildings and fields will sell for \$10 to \$30 an acre more.



Hill Norway Spruce Windbreak Protecting House, Garden and Feed Lot. See Young Windbreak to the Left. A Good Example of Evergreen Windbreak Arrangement.

But wait! You can't cash in on increased value if you don't want to sell. Certainly not. But what gives the well protected place this increased value? Why, you know that it's the saving in feed for cattle and hogs—and they thrive better on less feed; saving in fuel for your house; increased comfort and protection for your family; increased yield of crops; earlier gardens and better fruits; increase in general comfort and appearance. These are definite values that you can cash in on every day in the year.

There's another thing. Buildings and fences commence to depreciate as soon as built. That's unavoidable, though good care helps much. But an Evergreen Windbreak immediately commences to grow in value and continues to increase each year.



See Our Low Priced Offers on Page 5

Ask such a farm owner what he'll take for one of his good Evergreen trees. He'll probably refuse \$10, and they cost less than \$1.00 each. Every year adds more charm, protection and beauty to your Evergreen Windbreak. Wouldn't you take pride and pleasure in having the handsomest place in your neighborhood?

### Three Years' Growth Makes Good Windbreak

Many folks still think it takes 10 to 12 years before an Evergreen Windbreak is of value. No wonder they neglect planting it. But that's all wrong. Six to eight feet would give some protection. Same with Hill Evergreens. They will give you as much protection as a six foot fence after three or four years' growth. We do the early developing in our Nurseries.

We send you stocky, sturdy trees with heavy tops and fibrous root systems. We transplant, root-prune and develop for three to five years and they're ready for rapid growth when you plant them. They'll add considerable value and a great deal of comfort to your place in three or four years' time. Almost as big as you want them in six or seven years with good care.

It's surprising how much Evergreen planting you can do for a very small investment. A good Hill Evergreen Windbreak is a lot cheaper than a tight board fence. Use double rows if you want—you can afford it at Hill's prices.

### 1,000 Feet of Windbreak at Low Cost

You owe a Hill Evergreen Windbreak to your family. You owe yourself this saving in feed and fuel protection for your stock, poultry, gardens, buildings and fields.

Hill's fine Evergreen Windbreaks cost but little—less than 10 cents per running foot—you begin to get results in three years after planting. Don't put it off any longer. Be fair to your farm.

I will help you put a Hill Evergreen Windbreak on your farm this spring and make the folks happy. Just figure out how many feet of windbreak you need around your house and buildings. Be liberal with your place. It will pay you. Start with 100 trees at least.

Get enough for the "Home Acre" this spring. Hill Evergreens are absolutely dirt cheap in comparison to their value. They're cheaper than a good fence.

# What Good Is a Leafless Windbreak in Winter?



WOULD you think of taking the siding off your barn in winter?

To plant a deciduous tree windbreak (one of leaf bearing trees such as Willow, Poplar, Ash, etc.), instead of a Hill's Evergreen Windbreak, is almost as great folly.

Just think a moment and you can see why the natural characteristics of an Evergreen tree make it far superior to any deciduous tree for winter windbreak purposes.

Look at the branches of an Evergreen. Note how they form a pyramid from the ground to the tree tip, like this: At the ground where protection is needed against low, soil-moisture-robbing winds that sweep along, Hill's Evergreens grow thick, compact and windproof.



Compare this characteristic with the branch-growing habits of deciduous trees. The branches are on the wrong end of the tree for effective wind checking purposes. See how the lower portion—the important part—of a deciduous windbreak is open like this:



The one and only protection of a deciduous tree windbreak is at the top, where it cannot do much good.

I had the folly of planting deciduous windbreaks vividly illustrated to me not long ago.

Mr. H. S. Weber, a farmer living in Winnebago County, Illinois, called at the nursery with his auto truck.

He said, "Mr. Hill, I want to buy an Evergreen Windbreak to plant around my entire farm buildings." After we got his lot of Hill's Evergreens



B. J. Broers and family, of Mason City, Iowa. Mr. Broers is an enthusiastic Evergreen planter. He considers Evergreens of first importance on his farm.

loaded into the truck, he and I came into the office and here is what he told me:

“About 11 years ago I called here at your nursery with my brother-in-law. He purchased 2,000 feet of Evergreen Windbreaks (200 trees). I didn't buy any, but some weeks afterward a tree agent came along to my place and sold me a row of Poplars for a windbreak.

You see I thought of nothing else except quick results. But I made a big mistake. Those Poplars never gave any real windbreak protection at any time—and in winter, when protection was needed most, I might just as well have had a row of sticks or a barbed wire fence around my buildings for all the windbreak aid that those Poplars gave.

Well, one night last winter, it blew great guns and the next morning I had a lot of fire wood, instead of trees. Those Poplars snapped off in the wind like toothpicks. About half of them were on the ground—and those that were standing, I cut down, I was so disgusted.

That meant that, so far as real windbreaks were concerned, I had wasted ten whole years. So, I am going to start in again where I should have started ten years ago, like my brother-in-law did.”

Now, don't make the mistake that Mr. Weber made. Don't think so much about quick, hurry-up growth that you forget about permanent, year round windbreak value. Evergreens—even Hill's Evergreens won't grow as fast as some deciduous trees. But—they actually do start giving windbreak protection as soon as planted and they do increase in usefulness as a windbreak year after year.

Furthermore, it is a fact that anything on your farm that matures rapidly is short-lived. The corn stalks in your field last summer grew fast, but they didn't last long, did they? Corn stalks and Poplars are a good deal alike—and what is true of Poplars is just about as true of Willows or Ash or Cottonwood.

And, finally, you know just as well as I do which gives the most protection—a stone wall or lattice work.

Just study the picture below. It tells the story—and points a moral.





Prof. G. B. MacDonald

# MacDONALD

OF

## IOWA STATE COLLEGE

It is a pleasure to reproduce this letter on the subject of Evergreen Windbreak value from so great an authority in Horticulture and Forestry as Mr. MacDonald. Nothing need be added to what Mr. MacDonald has said, as he is an acknowledged expert on the subject and well known all over the country.

Ames, Iowa.

Mr. D. Hill, President,  
D. Hill Nursery Co.,  
Dundee, Ill.

Dear Sir:

Few farmers in the prairie sections of the country realize the full benefit which may be obtained by the proper planting and maintenance of windbreaks on the farm. Were the advantages of a good Evergreen Windbreak or shelterbelt fully realized, it is quite certain that a larger per cent of the farms through the prairie sections would be provided with such shelterbelts.

For protection against the cold winds of winter, the Evergreens stand in a class by themselves. One or two rows of Evergreens will afford as much winter protection, if properly placed, as a number of rows of broad-leaved trees which shed their leaves during the winter.

Aside from the protective value afforded by windbreak trees, such planting increases the beauty and comfort of the farmstead and adds an appreciable value to the property.

Evergreens suitable for a variety of soil, moisture and climatic conditions are available. Care should be exercised in selecting trees suitable to the locality to be planted, since this, with the subsequent care given the trees, is largely responsible for the success of windbreak planting.

Yours very truly,

A handwritten signature in cursive script, appearing to read "G. B. MacDonald".

Professor in Forestry,  
Iowa State College and Exp. Sta.





Evergreens Attract  
Song and Game  
Birds—Keep Down  
Losses by Insects

# Save the Birds

The importance of birds can hardly be overestimated. It has been claimed that one reason we have more insect pests to combat now than formerly is that there are fewer birds.

Most birds live to a large extent upon the insects they gather from trees and growing crops. When through the rapid clearing of the forests and the increased growth in population, the birds through lack of protection have been killed off, it is only natural that insects should increase.

Government statistics and personal observation show over and over again that the birds are the farmers' best friends, which, in return for their services, ask only protection that they may bring forth more enemies of insects. Birds also play an important part in reducing the number of weed seeds.

The moral is—more birds, fewer insects, larger crops. The birds will come of themselves, and gladly, if given protected places in which to nest.

It is a well known fact that Evergreen trees, with protecting foliage summer and winter are great attractors of bird life, and make splendid nesting places. Many farmers have written in, stating they noticed a considerable increase in birds after planting Evergreen Windbreaks. It has been observed that birds will travel for miles to make their home in the shelter of Evergreen boughs and foliage which form a substantial shelter and nesting place for these useful creatures that rid your acres of worms and destructive insects.

## Getting the Best Out of Life

Before my Evergreens were large enough to make a shelter and home for all kinds of birds, I used to destroy the caterpillar nests in the orchard. Now I don't have any.

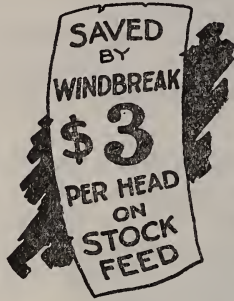
An Evergreen Windbreak on the farm will attract attention as far as you can see it. Will be a landmark after death and faithfully serve the generations that follow.

Our farm is worth \$50.00 an acre more than it would be otherwise. Our home is beautiful and lovely. Nature is always ready to help you if you will only give her a chance.

FRANK FRY, LETTS, IOWA.

Hill's Evergreen Windbreaks are actual profit makers and money savers each and every day in the year. No expense is attached to the windbreak after the trees are once planted out, and they are steadily growing into money all the time. The thinnings alone more than furnish the average farmstead with all the firewood and timber needed on the farm.

# Do You Read Farm Papers?



Farm papers everywhere urge you to plant Evergreen Windbreaks. Editors of the progressive farm papers are spending thousands of dollars annually for your benefit—investigating farm conditions—the best ways for you to make money—the best ways for you to save feed—add to your comfort—and to the appearance of your farm. In our files are articles on Evergreen Windbreaks clipped from practically every farm paper in the country. Space here permits but a few. This unanimous endorsement of the farm press is your additional assurance of the value of an Evergreen Windbreak on your farm.

## Evergreen Windbreaks Increase Value of Your Farm

One of the best uses for Evergreens is as a windbreak. No farm can afford to be without a good windbreak for protection to the house and stock.

Country Gentleman.

## Low Cost of Evergreen Windbreak Will Surprise You

An Evergreen Windbreak protects houses and barns from wind and storms while it can be had for a small amount of cash, labor and care. An Evergreen Windbreak is worth many times its cost.

Farm Journal.

## Evergreen Windbreaks Easy to Grow

I consider an Evergreen Windbreak of the greatest value to every farm, and there is no reason why every farmer should not have one.

The Dakota Farmer.

## Evergreen Windbreaks Increase Milk Yield 15 to 25 Per Cent

Milk cows increase from 15 to 25 per cent in yield when protected from cold blasts by Evergreen Windbreaks, while it has been repeatedly proven that hogs can be fattened on less feed if the pens are sheltered by Evergreen Windbreaks.

Wallaces' Farmer.

## No Investment on the Farm so Profitable as an Evergreen Windbreak

A good Evergreen Windbreak increases the sales value of a farm. It is estimated that a farm equipped with Evergreen Windbreaks is worth on the market from \$500 to \$2,000 more than the same farm would be if unprotected.

Successful Farming.



Mr. John Hahn, Dysart, Iowa, owner of this Hill's Evergreen Windbreak, says, "My Hill's Evergreen Windbreak has added \$2,000.00 to the value of my farm."

# The Story of My Minnesota Farm



GOING back to 1889 many of us remember when the great Northwest was opening up. I got the land-fever, and bought a 160 acre farm, near St. James, Minnesota.

My experience with that farm may interest other farmers as it plainly shows in dollars and cents, the great value and profit of an Evergreen Windbreak on the farm.

It was an ordinary treeless, prairie farm. In the winter it was bleak, barren and wind-wrapped. A knife-like wind tore across its unchecked path. I instinctively thought of the contrast between this section and my windbreak sheltered acres in Illinois. So after getting up some buildings, almost the first thing I did was to start an Evergreen Windbreak. I planted a single row of Evergreens from my own nursery around the north, east and west sides of my house and barn. Neighbors thought I was crazy. They said as much to me. "What's the use of planting Evergreen trees before you have even taken off a crop?" That's what they said. But I went on ahead anyway.

So, when the next year came around and I saw how well the single row had grown, I put in an extra row along the north and west sides where the wind was strongest.

Say! You ought to have heard the neighbors guy me. "What are you going to do, Hill? Start a lumber yard? You must have money to burn, to spend all that money for nursery Evergreens!"

All that money! Do you know that any farmer could buy all the trees I bought and set them out for around \$200.00?

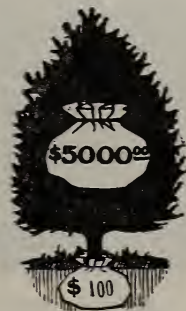
Why, it was but three or four years before my Evergreen Windbreaks were saving me several times what they cost in protecting the house, barn and live stock, and in the improved appearance of the place.

But what made 'em sit up and take notice was when I sold the farm. The adjoining farms had about the same soil and farm buildings and were selling for \$50.00 per acre, while I easily got \$92.00 per acre for mine. It meant that my investment in Evergreens had added around \$5,000.00 to the value of my farm.

Read this catalog through and you will find scores of instances just as convincing as my own experience on my own Minnesota farm.

An Evergreen Windbreak will prove a money-saver and a money-maker for every farmer, especially if the Evergreens are Hill Evergreens.

*Hill*  
President



# How Soon Will an Evergreen Windbreak Be a Farm Asset ?



SOME people have gained the idea—goodness only knows where—that a windbreak has to be 30 to 50 feet high before it gives protection and becomes a real farm asset.

That is an entirely wrong idea.

Now, look at it this way. Would you build a fence 30 feet high? Of course not! You know that the upper 24 feet would be absolutely wasted.

Well, a 10 to 15 foot Evergreen Windbreak is practically as much an asset as one 50 feet high.

Even a three-foot Evergreen Windbreak, two to three years old — bushy and compact — as Hill's Evergreens grow, will give protection equal to 10 times its height.

That little three foot windbreak of Hill's Evergreens will serve as a splendid snowbreak. It will prevent low, moisture-robbing winds sweeping unchecked across the fields. It will give more protection to your farm building than you have any idea of.

It will take only a comparatively few years for a Hill's Evergreen Windbreak to attain a height of 10, 12 or 15 feet.

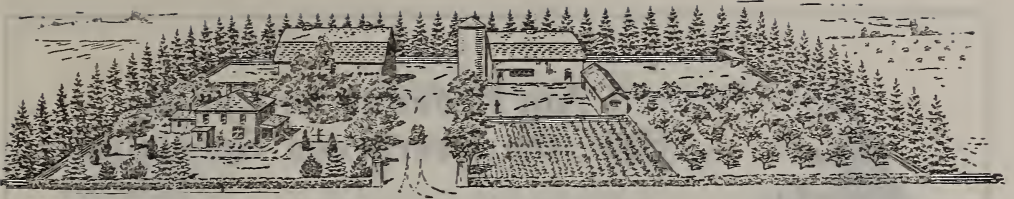
Furthermore, many farmers prefer to trim their windbreak row closely, gradually developing it into the form of a high, compact hedge, 10 to 12 feet in height, and by annual shearing keep it about that height permanently. A windbreak or high hedge of this kind performs the work expected of it.

Authorities are coming to see more and more that it is really not so much a matter of getting height on a windbreak as it is to gradually develop a compact windproof high hedge of Evergreens, which not only gives the desired protection, but is more ornamental also.

See Page 9 on How to Build Evergreen Windbreaks



"My 6-foot Windproof Evergreen Hedge gives all the protection needed for this barnyard and feed lot," declares this Iowa farmer.



## What Uncle Sam Says

### U. S. Department of Agriculture

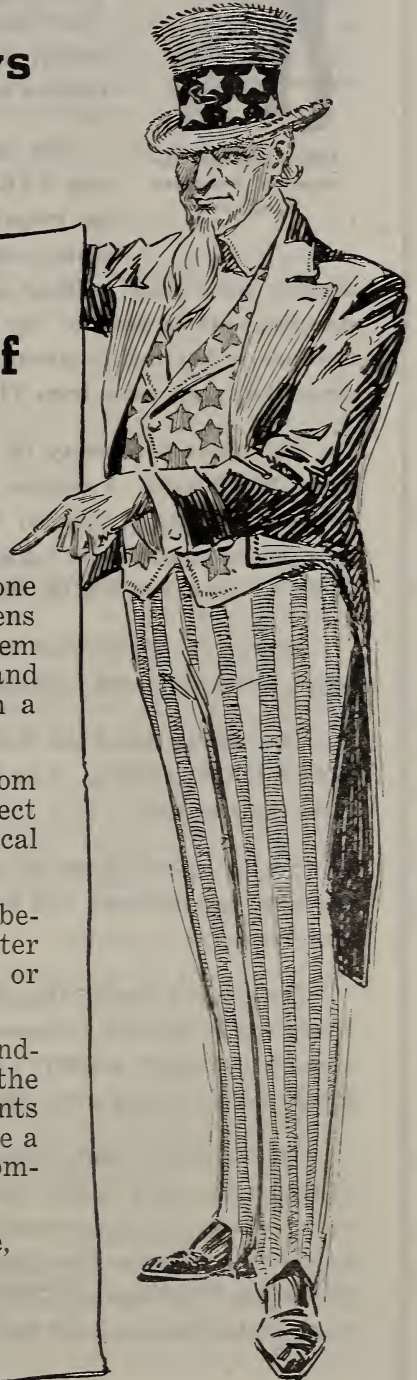
Windbreaks in more ways than one are a farm asset. A belt of Evergreens by the farm buildings protects them from the extreme winter cold and summer heat and makes the farm a pleasanter place in which to live.

They tend to prevent the soil from drying out quickly and they protect grain and orchards from mechanical injury by the winds.

Evergreens are recommended because they give so much better winter protection than the hardwoods or leaf-bearing trees.

It is advisable to treat the windbreak as an asset and to give it the same care as other productive agents on the farm, so that it may become a source of revenue as well as a comfort and protection.

U. S. Department of Agriculture,  
Washington, D. C.



## I Am Proud to be Called, Hill—the Evergreen Specialist



I have preached the  
gospel of Evergreen  
Windbreaks

Evergreens have been my life work. I have been so long a specialist in planting and growing Evergreens—that the name “Hill” MEANS Evergreens—the finest quality, the SUREST growing Evergreens known in America today.

My greatest hobby during all these years has been EVERGREEN WINDBREAKS. I have preached the gospel of Evergreen Windbreaks over and over again to the thousands of American farmers. From this nursery have gone millions of Windbreak Evergreens to the farms of America. It is safe to say that  $\frac{3}{4}$  of all the Evergreen Windbreaks that are such proud ornaments and such profitable assets of thousands of American farms came from THIS nursery.

Still there are plenty of farms unprotected and unadorned by Evergreen Windbreaks. I suppose it must be because these farmers have “put off” planting the Evergreen Windbreaks from one year to another—and they just naturally haven’t got ’round to it yet. Surely there cannot be any doubt but that they KNOW their value.

Evergreen Windbreaks are assets on any farm—especially in wind whipt, blizzard-blasted locations.

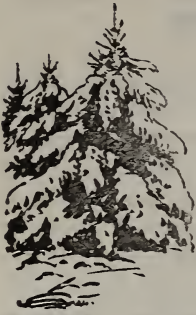
The beauty about an Evergreen Windbreak is that its value is ALWAYS INCREASING. It is one of the biggest PERMANENT assets any farm can ever have.

You can spend \$3,000.00 to \$5,000.00 for barns and equipment and when the barns are built you will have added only \$3,000.00 to \$5,000.00 value to your farm.

But do you realize that you can invest as little as \$100.00 for Hill’s Evergreen Windbreak equipment for your farm that will quickly grow into a real \$3,000.00 IN ADDED VALUE TO YOUR FARM? Do you know that it will do this in only a few years?

This is not my mere say-so. It is a statement based on the testimony of thousands of my farmer customers everywhere. In fact, the most treasured rewards of my experience as an Evergreen Specialist are the countless letters that I receive from farmers who, on my advice, have planted Hill’s Evergreen Windbreaks GENEROUSLY on their farms and who tell me how much protection and profit they have reaped as a result.

# Look at the Subject from All Angles



Evergreen — All the  
Year 'Round Trees

You must be interested in your Agricultural Station. Your taxes foot their bills. You pay for the experiments and researches they carry on for your benefit. Read what they say about the value of Evergreen Windbreaks on the farm. They have made exhaustive investigations at a cost of thousands of dollars. Follow their advice and add to the value of your farm.

(Space Forbids Printing Reports of Other States)

## ILLINOIS

An Evergreen Windbreak protecting the House, Barn, Barnyard, Pasture and stock runs, takes the sting out of the bitter weather for both man and beast.  
Agricultural Experiment Station.

## INDIANA

The shelter-belt or windbreak around farm buildings should be as permanent as the buildings themselves. Evergreens serve this purpose best and will last for generations.  
Purdue University.

## IOWA

Few farmers in the prairie sections of the country realize the full benefit which may be obtained by the proper planting of windbreaks on the farm. For protection against the cold winds of winter, Evergreens stand in a class by themselves.  
Iowa State College.

## KANSAS

I heartily recommend Evergreens for Windbreak planting on dry sandy soils and in hot climates such as we have here.  
State Forester.

## KENTUCKY

Because of their enduring foliage, Evergreens should be more extensively planted about farm homes. As a protection to farm buildings and barnyards a good Evergreen Windbreak will quickly repay its cost in the saving of fuel or feed alone.  
Agric. Exp. Stat., Lexington.

## MICHIGAN

An Evergreen Windbreak adds greatly to comfort and warmth and is one of the best permanent improvements any farmer can make.  
Experiment Station.

## MINNESOTA

When all prairie farms are planned on reason instead of on custom and prejudice, the Evergreen Windbreak will be one of its most important features.  
Minnesota College of Forestry.

## MISSOURI

We recommend the use of Evergreens for use on farms in preference to leaf-bearing trees.  
University of Missouri.

## NEBRASKA

In windswept regions, like most parts of Nebraska, Evergreen Windbreaks are an absolute necessity in protecting houses, buildings and crops.  
University of Nebraska.

## NEW YORK

I know of no way in which a little money can be made to bring in so much as in planting Evergreen Windbreaks. If the farm is sold it will invariably sell quicker and at a higher price.  
Cornell University.

## NORTH DAKOTA

Evergreens have been widely planted as Windbreaks throughout the cornbelt section of this state.  
N. D. Agric. Exp. Station.

## OHIO

Every farm should have its Evergreen Windbreaks—both around the house and barns to afford year around protection.  
Ohio Agric. Experiment Station.

## OKLAHOMA

Evergreen Windbreaks on the farm add to the contentment of the owner and actually pay dividends. The saving in fuel and feed are enough in a single season to pay for all the Evergreens needed.  
Oklahoma Agric. Exp. Stat.

## PENNSYLVANIA

From general observation all over the state, we find that Evergreens make the best all around Windbreak on the farm.  
University of Pennsylvania.

## SOUTH DAKOTA

A Windbreak of Evergreens will add to the value of the farm immensely more than they have cost, and the grateful protection afforded from wintry blasts, will add materially to the comfort of the homes upon our wind-swept but fertile prairies.  
S. D. Agric. Exp. Stat.

## WISCONSIN

Evergreens have no superior for Windbreaks around farm buildings. They grow compact, uniform and are uninjured by droughts.  
Agric. Exp. Stat., Madison.

## Letters from Old Customers

Every summer when office work is not so rushing we go through our customer list and take the names of a hundred or so who ordered several years ago, and write them a letter asking how their Evergreens have done and whether the Windbreak is proving as useful as they expected. These replies are very gratifying and only wish we had room to publish all of them. We believe this evidence as to the value of Evergreen Windbreaks written by shrewd, solid farmers, is of more importance than anything we could say ourselves. We, therefore, publish as many as we have room for, together with the photograph of the writer. In the case of Mr. Larson, he did not have a photo of himself so sent one of his daughter.



### Protect Farm Buildings, Hog Houses, Etc.

Hill's Evergreens are most valuable for windbreaks for stock, buildings and other farm improvements. On cold wintry days your stock is protected from the severe snow and sleet storms, as well as your farm home, farm buildings, hog houses, etc.

Besides protecting the stock, etc., Hill's Evergreen Windbreaks improve the looks of any farm by giving it a warm and home-like appearance.

J. A. BENN,  
R. R. No. 2, Stockport, Ia.



### Evergreen Windbreak Makes Home Life Cheerful

My farm buildings are completely surrounded on the west and north, and partially on the south by Hill's Evergreens. I tell you I appreciate them, for they keep the cold winds away and they save me fuel and also feed by protecting my stock.

As I travel through the country and see so many country homes that are almost or entirely without trees, I think it is a pity that the owners could not be awakened to the fact that one hundred Hill's Evergreens would pay them fifty times over and make their home life more cheerful.

JOHN A. RAHN,  
R. F. D. No. 5, Lanark, Ill.



### Evergreens Best of All for Windbreak Says Iowa Farmer

Evergreens make the best of all windbreaks for protecting farm homes and farm buildings. They protect the farm animals against the cold storms and winds of winter. Furthermore, a hedge of evergreens I find serves as an everlasting fence, as well as a natural snow fence or snow shed in winter.

What I like about Hill's Evergreens, they will grow on soil in which nothing else will grow. I find also that my Evergreen Windbreaks and grove cut down the fuel bill in winter. Again I wish to thank you for persuading me to plant Hill's Evergreens.

A. E. LARSON,  
R. R. No. 3, Cedar Falls, Iowa.



## Evergreens Beautify, Protect and Increase Value of Farms

My Hill Evergreen Windbreak and Hill's Evergreen plantings surely have beautified our farm, formed a fuel-saving, warmth-making shelter for our farm home and farm buildings and have unquestionably increased the value of our land. They have given splendid protection to our orchard and have protected the animals and have saved me many a dollar in feed for my stock.

There are so many uses for Hill's Evergreen Windbreaks and plantings around that all farmers, especially those in the prairie states, should make it a point to plant Hill's Evergreens generously on their farms.

E. C. VANSICKLE,  
R. R. No. 2, Toulon, Ill.



### Illinois Farmer Praises Hill's Evergreens

The Hill's Evergreens I planted on my farm now form a protective windbreak that gives shelter to my live stock—reduces the fuel bills in my home and the feed expense in my barns and feed lot. I also find that the protection they give my poultry yard increases my egg yield during the zero months.

Hill's Evergreens beautify any farm, too. I know that they attract insect-destroying birds and the result means more field harvests and better orchard crops.

HENRY WILDMAN,  
R. R. No. 3, Prophetstown, Ill.



### Would Give \$1,000.00 if Trees Were All Evergreens

I have bought Hill's Evergreens of you from time to time for many years and it gives me pleasure to say that the stock I bought of you was good and the trees grew nicely.

Nothing like them for windbreaks, fence posts and hedges. It would be a very valuable thing for every state if we had a law compelling all farmers to plant from one to two acres of Evergreen trees on every 160 acres.

I would give \$1,000 if all my trees were Hill's Evergreens.

CHAS. MONTTOOTH,  
R. R. No. 5, Bradford, Ill.

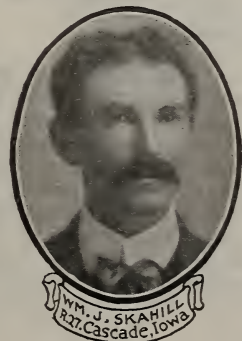


### Protect Orchards From Crop-Ruining Winds

My Hill's Evergreen Windbreaks furnish shelter for my stock that lessens cost of fattening them. In a hundred ways these trees have increased the value and the productivity of my farm. They protect the orchard from ruinous winds—winds that would otherwise strip the trees of fruit.

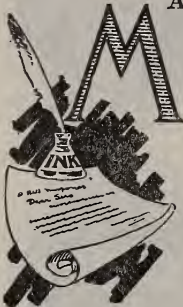
I find that houses sheltered by Hill's Evergreen Windbreaks do not require as much fuel to keep them warm, too. In scores of other ways I have benefited by planting Hill's Evergreens on my farm.

WM. J. SKAHILL,  
R. R. No. 27, Cascade, Iowa.



## A Few Testimonials

I spend comparatively little money for expensive catalogs and advertising but depend mostly on satisfied customers. I find it better business to put most of the money into growing and handling the trees right. This policy may be old fashioned, but I prefer to go slower and have every customer my friend, than to try to go too fast and have a lot of dissatisfied customers. I print a few testimonials and take a great deal of pride in them because they show my efforts are in the right direction.



### MAKE Fine Looking Windbreak

D. Hill Nursery Co.

Gentlemen:

Received your shipment of Evergreens O. K. and was very well pleased with them. They were larger than we received last year, but fit in all the better, as they compare in size with those planted last spring and make a fine looking, even windbreak.

O. D. Buck, Franklin Grove, Ill.

### "Would Not Be Without Hill's Evergreens for \$1,000

D. Hill,

Dear Sir:

I consider that my Evergreen Windbreak has increased the sale value of my farm three or four hundred dollars, yet if I knew I was to be without an Evergreen Windbreak, it could not be bought for a thousand dollars. It is a practical investment for any farmer.

Fred Doehler, Chadwick, Ill.

### "Kansas Interested in Hill's Evergreen Windbreaks"

D. Hill Nursery Co.

Gentlemen:

I am sort of a pioneer in Evergreen planting here in Western Kansas. I have ordered Evergreen trees from you for about five years. Last year my order totaled over \$100.00. Many of the people here in Kansas are getting interested in Hill's Evergreens after seeing what I have done and it might be well to send them your catalog for this year.

D. R. Beckstrom,  
Tribune, Kan.

### "The Finest Evergreens I Ever Saw"

D. Hill Nursery Co.

Dear Sir:

The Evergreen Windbreak arrived in fine condition. They are the finest Evergreens I ever saw. You sent me more than were due me. Thanks for the extras. "Evergreen Specialists" is right, success to you; and I will always have the best word for you.

F. C. Stonebraker,  
Mt. Morris, Ill.

### "Make Fine Windbreak or Hedge"

D. Hill.

Dear Sir:

The Evergreens that I purchased of you have done exceedingly well. Out of over 300 I lost only six and now can scarcely tell where the six are out, as the others have closed up the gaps. I can certainly recommend Hill's Evergreens to anyone desiring a fine windbreak or hedge.

Valmore Parker, Robinson, Ill.

### "Hill's Evergreen Windbreak Best Asset on Farm

D. Hill Nursery Co.

Dear Sirs:

I commenced the growing of Evergreens for windbreaks on my father's farm and it gives me great pleasure to say that they are giving me value for the time and money I spent. No farmer, I believe, fully realizes the full value of an Evergreen Windbreak until he has one surrounding his farm buildings.

Farmers without an Evergreen Windbreak are missing a great pleasure and a valuable asset to their premises.

S. Charlson,  
Dennison,  
Minn.



Has "Appetite" for More Hill  
Evergreens

D. Hill Nursery  
Co.

Gentlemen:

I remember I never wrote you about the Hill's Evergreens I received last spring. They did fine and it gave me an "appetite" to get another order this

year. Receive my thanks for the extra Evergreens sent me.

Henry Krebs,  
Riverside, Ia.

"Neighbors Pleased at Hill's Evergreens"

D. Hill Nursery Co.

Gentlemen:

The Hill's Evergreens I received from you are doing fine and they all started to grow. There are many neighbors who come to see my Evergreens. It surprises the people how nice they do here and they ask where I got such nice plants.

Edmund Gabel,  
Shelby, Neb.

"Hill's Evergreens Surely the Best"

D. Hill Nursery Co.

Gentlemen:

The Hill's Evergreen Windbreak I purchased of you this spring is doing fine. Mr. Hill, I was very much surprised in my order, the stock was surely the best. I have shown several my Hill's Evergreen Windbreak and every one says they will surely send for one. Needless to say, I am greatly pleased. I was a little slow in writing, but I wanted to see what they would do.

D. A. Bowland & Son,  
McGrawsville, Ind.

"I Would Not Take Three Times  
What I Paid for My Hill's  
Evergreens"

D. Hill Nursery Co.

Gentlemen:

The 100 Hill's Evergreens I bought of you three years ago are growing fine and I would not take three times what I paid for them.

Louis Goodenrath,  
Shelby, Mich.

"Hill's Evergreens Made Fine  
Growth"

D. Hill Nursery Co.

Gentlemen:

The Evergreens I bought from you for my windbreak have been entirely satisfactory to me. The trees came well packed and made a very good growth from the start to the extent that I now have on my farm one of the best as well as most ornamental windbreaks one could ask for.

A. H. Mountain,  
Atlantic, Iowa.

"Money Cannot Buy My Hill's  
Evergreen Windbreak"

D. Hill.

Dear Sir:

Please send me your catalog of Hill's Evergreen Windbreaks. I bought 500 Evergreens from you for planting on the north and west sides of my orchard that money cannot buy.

S. F. Roelfs,  
Glasford, Ill.

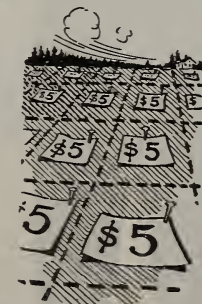
"Hill's Evergreens Arrived In Fine  
Shape"

D. Hill Nursery  
Co.

Dear Sirs:

The Hill's Evergreens ordered from you arrived in first class shape, showing in every respect you understand your business.

W. A. Tihen,  
Harper, Kan.



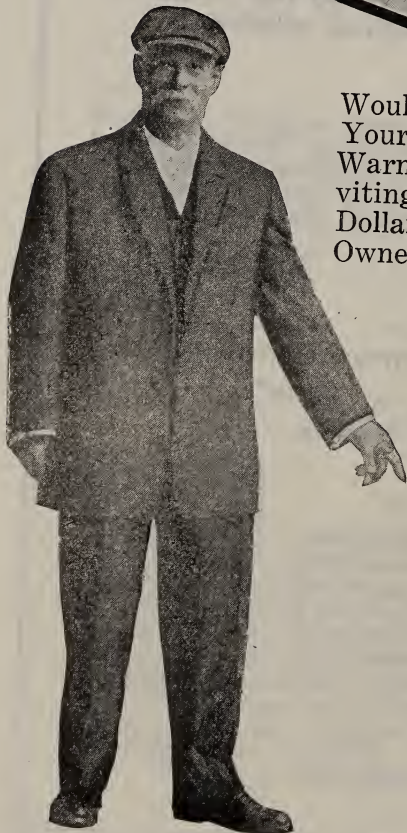
\$5 More Per Acre in  
Crop Yield Each  
Year

# The Striking Between the Farm that is Unprotected and the One

## Before

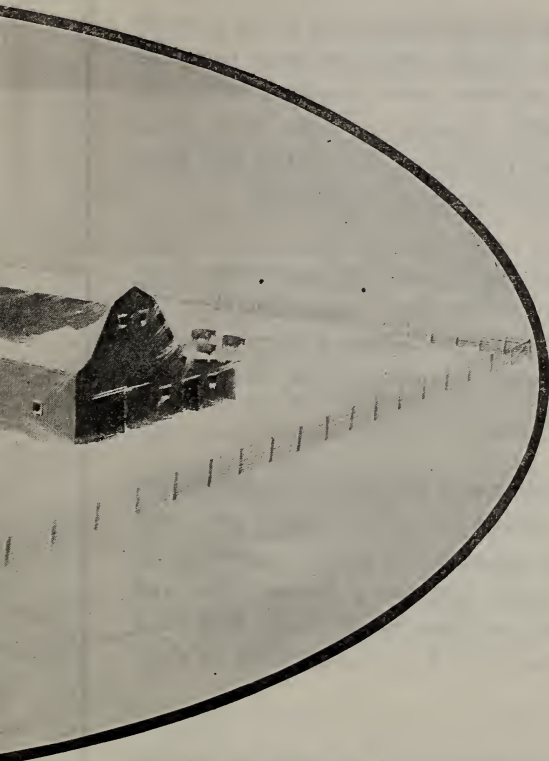


Would You Invest \$100.00 to Make  
Your Farm Look as Good as This?  
Warm, Cozy, Hospitable, In-  
viting. Worth Hundreds of  
Dollars More to  
Owner or Buyer.



# g Difference

that is Protected by a Hill's Evergreen Windbreak



The Farm  
Before Given the  
Blanket-Like  
Protection  
of a  
Hill's Evergreen  
Windbreak



**After**



# The Striking Difference

Between the Farm that is Unprotected and the One that is Protected by a Hill's Evergreen Windbreak

**Before**



The Farm  
Before Given the  
Blanket-Like  
Protection  
of a  
Hill's Evergreen  
Windbreak

Would You Invest \$100.00 to Make  
Your Farm Look as Good as This?  
Warm, Cozy, Hospitable, In-  
viting. Worth Hundreds of  
Dollars More to  
Owner or Buyer.



**After**



## Fair Play

Ever since my Evergreen business was established—and that's over 50 years ago—my motto has always been: "Give every customer complete satisfaction." Living up to that motto all these years, together with constant, never-tiring experiment, and careful growing methods, have combined to give Hill's Evergreens a national reputation for quality and have enabled me to build up the largest Evergreen business in America.

My old friends—and their names are legion—need no assurance from me of business integrity, but to my new friends that I meet this year for the first time let me say that no one can serve you better or more economically or more satisfactorily than I. Remember this is the oldest, largest and most reliable Evergreen firm in America.

A dollar's worth of trees for every dollar sent me; a big, honest, wholesome guarantee back of every tree that means just what it says, goes with every shipment. Every tree is warranted genuine Hill quality, scientifically grown and properly transplanted to develop big, heavy fibrous roots and strong symmetrical tops. I see to it that my trees reach you in first class condition, no matter where you live in the U. S. A. or money back or shipment duplicated, which ever you prefer.

I am proud of my big Evergreen Nursery, but I am prouder still of the accomplishments of my trees after they have left my hands—for the real test of a nurseryman's knowledge, methods and skill in growing and shipping are shown in the way his trees grow and develop when planted in their permanent location by the purchaser.

The Hill idea in growing Evergreens is to propagate only hardy, standard, dependable varieties, trees that will quickly grow and fully develop wherever permanently planted.



D. Hill says:—"To obtain beautiful effects with Evergreens does not require any great outlay of money or a special knowledge of horticulture. Trees of any size to suit the pocket book can be selected and the only requisite for success is that they be planted in good rich soil and given reasonable attention same as the corn field, garden or vegetable patch. Permanency and beauty are two attributes attained by Evergreens not found in the flower family, which thrive a few weeks and then are gone forever. An investment in a good Evergreen Windbreak on the farm will prove a source of satisfaction for a lifetime and the trees grow more beautiful each year."



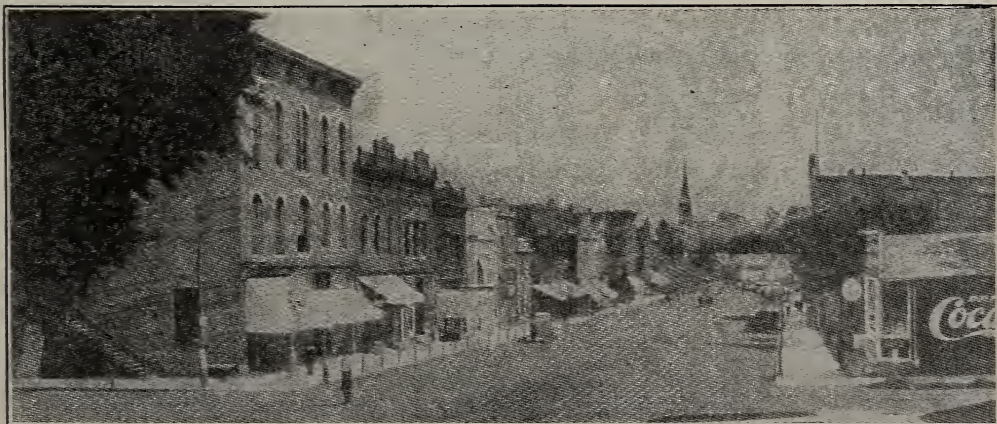
## An Inviting Proposition

We want as many of our customers as possible to visit us, look over the Nursery and pick out their Evergreens personally.

The Hill Nurseries are located about in the center of the three villages of East Dundee, West Dundee and Carpentersville. These constitute a community, with a population of nearly 5,000; situated in the beautiful Fox River Valley, only 42 miles from Chicago, connected by the C. & N. W. and A. E. & C. Railroads, with eight passenger trains daily and hourly service on the Interurban.

City water system, sewers, fine paved streets and walks, and two beautiful parks are among the municipal improvements. Two public libraries, a fine public school system, three parochial schools, and nine churches, city mail delivery, fine residences, enterprising business houses and progressive citizens combine to make this a desirable place to live. Here are located the large plants of the Illinois Iron and Bolt Co., Bowman Dairy Co., McNeil and Higgins Co., Haeger Brick and Tile Co., Oatman Condensed Milk Co., and the Universal Carbon Co.

The Public Service Co. supplies electric light and power, and the Western United Gas and Electric Co. furnishes gas for lighting and heating. Two solid banks, lodges and clubs, excellent shipping accommodations, ample fire protection, in fact everything that helps to make an up-to-date community is found here. Located in the heart of the world's largest dairy section, the surrounding country is beautiful and the farms are very valuable. Five miles to the south is the City of Elgin, famous for butter and watches. If you are seeking a location for a factory, or looking for a home or farm, come and be one of us.



View of Main Street, Dundee

## The Age of Progress

As Civilization develops and population increases, the needs of the human race increase, and become more varied.

This necessitates continually arranging for increasing the production of goods, whether it be Nursery Stock or Threshing Machines. This is the age of machinery, invention, and labor-saving devices. America means progress and progress means labor-saving machinery. The marvelous success of American Farmers is due in no small degree to the use of modern machinery and labor-saving devices. The same is true in the Nursery business.

The successful Nurseryman of today and tomorrow is he who realizes the necessity of adapting existing machines to his work and at the same time striving to develop special devices for his particular needs.

The old days of hand labor and rule of thumb methods is past. American machinery and American brains has made American Agriculture supreme. Let the good work go on.

When I started in the Evergreen business we used to do everything by hand, but gradually, as business increased, we found it necessary to develop machines and labor-saving devices to handle the various steps or operations in tree growing.

The result is, just as it has been in Farming, that the work is made easier and more interesting; more work can be accomplished in a shorter time; less supervision is required; less guess work and better uniform results. These things all make for better quality and lower prices. There is, however, much room for advancement. We are now working on the development of several devices and machines for handling Nursery stock which we hope will eventually be successful.

In the office work, we are constantly on the lookout for labor-saving machines and more up-to-date methods to increase efficiency and expedite the work, and make it pleasanter for everyone. Where years ago all letters and accounts were laboriously written by pen and ink, we now employ typewriters, adding machines, dictaphones, addressographs, multigraphs, check protectors, duplicators, book-keeping machines, loose leaf ledgers, inter-communicating telephones, etc., and in every possible way strive to keep abreast of the times that we may be able continually to render better service to our customers in the growing, selling and shipping of Evergreens.

## Hobbies and Everyday Life

Aside from the business of growing and shipping Evergreens there are many of the things we do in our work same as that done upon the average farm. Growing good Evergreens is no different than growing a good crop of corn, oats, barley or wheat. 25 head of horses are constantly used and during the busy season 40 to 50 head and two or three auto trucks are required for handling the work.

To care for the horses a good barn well protected by an Evergreen Windbreak and plenty of good feed is necessary. Our horse barn shown in illustration below has a capacity of 25 horses, is 38 feet wide, 112 feet long and measures 46 feet from the ground to peak in gable. One hundred tons of hay can easily be stored in the spacious mow with bin room for 4,000 bushels of oats.

A place is also provided for raising of chickens and vegetables. Chickens have always been a hobby with me. No matter how busy the spring work, a few chickens are always raised. For all a round purposes I have settled down on the Buff Orpingtons as satisfactory layers and good table fowls.

Everyone has had the importance of a good family garden brought home to them and this year fresh vegetables for the table were a great abundance with us. Root crops have all been carefully stored away in the cellar for winter. I am a great believer in everyone growing enough fruit and small fruits for the home table with enough extra for preserves, jellies, jams, etc., and I take as much enjoyment in planting and cultivating my garden as I do in managing my Evergreen Nursery.

While I have never mixed into politics I have always had the best interests of our own community at heart and have served on the local school board for a good many years.

Years ago I used to go on an annual hunting trip for big game but of late years have been too busy to find time to get away. As the business grows my time is taken up more and more in supervising the improving of methods and facilities for handling the ever growing business in the best interests of my customers.



Teamsters Ready for the Day's Work

## A Word About Prices

The prices on Evergreens have not advanced in proportion to other things. You can still buy Evergreens at prices that will not hurt your pocket book. Notwithstanding the rise in cost of labor and materials, I have adopted labor saving devices and economies that keep the costs down. Quantity production also helps me to save you money. By growing Evergreens in million lots you reap the benefit because on any smaller scale each tree would cost more to grow.

Another thing, our over 64 years of experience in growing and handling Evergreens and the fact that we specialize in this line and concentrate our whole energy on it means that costly mistakes and methods of inexperienced nurserymen are avoided and you get the benefit of absolutely lowest bed rock growers prices.

It takes two years to grow an apple tree for which reliable nurserymen charge from \$1.00 to \$1.25 and \$1.50 each, yet Evergreens which take five years to grow are still selling for less than \$1.00 a piece.

When you buy an automobile you probably invest \$1,000.00 to \$2,000.00 and it lasts only a few years. You can invest as little as \$50.00 to \$100.00 in an Evergreen Windbreak that will last for generations, increase the value of your farm \$2,000.00 to \$3,000.00, and never cost a cent for upkeep or repairs.

Even if Evergreens cost twice as much, they would still be the best investment you could make on your farm.

I am literally hired out by American Farmers to grow your Evergreen trees for you. I believe my big Evergreen growing establishment here is in position to serve you most efficiently. I strive first, to grow the best Evergreens that it is possible to grow, and next to sell them at the very lowest prices possible for good trees to be sold.



Home of the Evergreens and Poled Herefords. On farm of John A. Rahn, Lanark, Ill.  
Read what he says about his Windbreak on page 22.

## The Help Problem

Every farmer is more or less concerned with the problem of getting good help. The way we have solved this problem may possibly benefit some one else. Our regular nursery force who work steady throughout the year numbers about fifty men. During the summer about fifty to sixty boys are kept busy weeding Evergreen Seed Beds. The boys mostly live in Dundee and Carpentersville, and work in the nursery during the summer vacation period, returning to school in the Fall. This is good, healthy outdoor work for the boys and their parents are glad to have them earning money and usefully engaged in this way.

During the busy Fall and Spring shipping and planting season we need from 100 to 150 extra men and always had lots of trouble getting them until we found out this was partly because of the lack of local accommodations. Three years ago we erected a boarding house and since then have had no trouble in getting plenty of good help.

This building was designed and the plans drawn by Mr. Ralph E. Abell, Architect of Elgin, Ill., and built by local contractors. Mr. Abell made several trips to study various Railroad and Industrial boarding house buildings, and combined with his own ideas, has produced a completely equipped up to date building of strong, sturdy construction.

The building is 110 feet long and 40 feet wide, of tile and concrete construction. It will accommodate 150 men. The floors are all concrete and built so it can be washed out with a hose and water daily. It is electrically lighted throughout. The sleeping quarters contain sanitary steel bunks, with comfortable mattresses, plenty of clean bed clothing and perfect ventilation. Modern facilities are provided with shower bath, hot and cold water at all times, laundry, etc.

The dining room is light and airy and kept spotlessly clean at all times where the best of meals consisting of clean, wholesome food are served at practically cost.

The kitchen is absolutely sanitary and equipped in every way with latest labor saving devices and cooking facilities.

There is also a clerks' office and store room where supplies like tobacco and clothing are for sale to the men at reasonable prices.

A large living room is also provided with comfortable chairs, tables and reading matter.

It takes a staff of seven men to run the place, consisting of clerk, head cook, assistant cook, three waiters, and one janitor or scrub man.

The plant cost \$10,000.00 completely equipped and I believe it is the best investment we ever made because it draws a better class of men and tends to bring back the experienced help year after year. This is vitally important because Evergreens in the nursery must be handled with extreme care by men who enjoy the work and who have the best interests of our customers at heart.

## Hill's Victory Offer

As Illustrated on Front Cover Page



Never before in the history of this great country of ours was there such cause for rejoicing as the present time. Peace has been declared. The victory is won. Our country and the whole world has been made safe for democracy and freedom.

A greater responsibility now rests upon the shoulders of us all. For years to come much of the grain and meat for Europe will have to be grown by American farmers. Every acre must be made to produce its maximum.

First impressions last longest, and the boys back from "Over There" all tell how they are impressed with the neat hedge and windbreak rows on all the farms, the good roads, with every place giving the appearance of having been laid out by a landscape gardener, with every foot of tillable soil producing food, securely protected from wind and weather by neat hedge rows and windbreaks.

### Here is Our Special Victory Offer

In celebration of our great victory and to make it easy for every farmer to plant a Hill Evergreen Windbreak in commemoration of this great event, we make the following offer.

### Hill's Victory Offer

100 Windbreak Evergreens (Extra Large 1½ to 2 feet) for \$75.00—Enough for 1,000 feet of Windbreak.

50 Windbreak Evergreens (Extra Large 1½ to 2 feet) for \$39.50—Enough for 500 feet of Windbreak.

See Page 9 For Best Planting Arrangement

The Evergreens contained in this offer are twice transplanted and twice root-pruned. Genuine Hill's best quality stock. We will select out the varieties best suited for your locality and guarantee safe arrival and complete satisfaction. Please order as Hill's Victory Offer. Trees are carefully packed in strong wooden cases, 100 trees to the case. Complete planting instructions and cultural directions, showing how to plant and care for Windbreak furnished free with each shipment.

## **Transplants vs. Seedlings**

The experience of all reliable Evergreen growers proves that seedling Evergreen trees are not dependable for Windbreak planting. Some firms have tried to build up a business by pushing the sale of cheap overgrown Evergreen Seedlings to Farmers for Windbreak planting and this has done more harm to the Windbreak business than any other one thing, because most of the seedlings invariably die.

The reason for this is because, first, seedlings lack roots and therefore, cannot stand shipping; second, they are not strong, thrifty trees and therefore are unable to stand any exposure; third, when planted out, being small and weak, they start slow, and most of them are overcome by the elements before getting a start.

In planting Evergreens our advice, whether you buy from us or not, is to pay some reliable firm a fair price and insist that they send you good, strong transplanted Evergreen trees which have been transplanted and root-pruned at least once or twice in the nursery before being shipped out to you.

## **Quality**

There are different qualities of Evergreen trees just as there are different qualities of Corn, Wheat, Live Stock, Lumber, etc. Do not be fooled by low prices; there is always plenty of cheap or inferior stock on the market to be had almost for the asking, but quality Evergreens grown properly and handled right, always command a fair price. Hill's Evergreens are the business building kind. You will not be disappointed. They are the cream of especially selected stocks, grown for high class trade. Satisfaction guaranteed. When you want quality Evergreens for Windbreaks, Hedges and Lawn Planting, come to Hill's, where complete satisfaction and a square deal always awaits you.

## **Warning! Read Carefully**

Every year thousands of wild Evergreen trees pulled up from the woods and forests by unscrupulous dealers or woodsmen, are foisted upon the unsuspecting public. Always insist on cultivated nursery grown transplanted Evergreens.

Wild forest Evergreens seldom ever grow or give satisfaction because they have poor, ill-developed roots, or hardly no roots at all; are carelessly handled, poorly packed and usually sold by dealers or woodsmen who move from place to place and have no reputation to maintain. Always buy direct from true Evergreen specialists, who make a specialty of producing cultivated nursery grown Evergreens which have been properly transplanted and root-pruned. See Hill's guarantee on page 3. Our nurseries are inspected twice each year by the Illinois State Entomologist.

## Some Interesting Letters

### Many Uses for Evergreens

Evergreens can be used in so many different ways. They make a farm home cozy and warm in winter, cool and restful in summer and always thriving and prosperous. The drive bordered by Evergreens makes a very welcome appearance indeed.

Norway Spruce makes the nicest shelter for the larger breeds of turkeys.

American Arbor Vitae makes a very durable and pretty hedge around the yard.

Joseph F. Blumer, Wheatland,  
Clinton Co., Iowa.

### An Appreciative Evergreen Owner

My farm buildings are completely surrounded on the west and north and partially on the south, by Evergreens. I tell you I appreciate them, for they keep the cold winds away. They save me fuel and also feed by protecting my stock.

As I travel through the country and see so many country homes that are almost or entirely without Evergreen trees, I think it is a pity that the owner could not be awakened to the fact that fifty Evergreens would pay him fifty times over and make his home life more cheerful.

John A. Rahn, R. F. D., No. 5,  
Lanark, Carrol Co., Ill.

### Two Acres Evergreens Add \$1,000.00 to Farm's Value

Farmers are just beginning to realize the value of Evergreens. If they were educated up to the full value of them, they would increase their crops and realize more from them and add dollars to the farm every day.

The Evergreens on my farm occupy less than two acres, and 90 out of 100 say the farm is improved more than two thousand dollars. There is no investment on the farm like Evergreens, considering the small amount of capital invested.

Henry George, West Union, Iowa.

### A Fair Warning

We must learn to do as people in Europe have done the last hundred years. If they cut down one tree,

they plant a dozen instead, mostly Evergreens.

In Denmark, for instance, the government plants thousands of acres with Evergreens. Lots of waste lands are in that way made productive.

Peter Hoy, R. F. D., No. 1  
Lombard, Dupage Co., Ill.

### Governor Big Evergreen Planter

Gov. F. O. Lowden, at his beautiful home, Sinnissippi Farm, has set out thousands of White Pines on his 5,000 acre farm and they are rapidly growing into a delight to the eye as well as being useful in many ways.

Chas. E. Sunday, Franklin Grove, Ill.

Remarks: Gov. Lowden has been a valued customer of ours for the last fourteen years, some years ordering as high as 200,000 trees. Most of the large estate owners in this country are customers of ours.

### Where is Your Line Fence?

"Where is your line fence?" is asked by nearly every visitor upon a farm. Plant Evergreens at the four corners of your holdings and the question is answered visually.

Our farm-yards should be made as beautiful, attractive and charming as the home grounds of the town dweller. The importance of tidy and well-planned home grounds is underestimated.

By all means, farmer folks, plant Evergreens for both profit and pleasure.

H. M. Johnson, Rockford, Ill.

### Story of 84 Evergreens

We have our Evergreen trees planted on three sides of our orchard—west, north and east, with a few others west of the house. We realize the protection they give our home when we go out beyond them on a windy day in winter.

We would be very unwilling to part with them. We feel well paid for the cost and labor required in planting them. They have grown well and are large trees. Some of them are 25 feet high.

Edwin J. Gray, R. No. 2,  
Amboy, Ill.



# The Experience of Others

## What a Farmer's Wife Has Discovered

Evergreens make the best windbreak because they retain their verdure through all seasons, affording shelter for animals, fowls and buildings.

I have an Arbor Vitae hedge with an arch composed of two Red Cedars. The tall



A wind-whipt Prairie Farm

White Pine Windbreak also makes it very pretty.

Evergreens are a great protection for birds which help destroy many insects destructive to crops. The cones are useful for starting the fire. The needles make a good covering for lawns in winter; also, fine for strawberry beds. All these uses taken into consideration make Evergreens "The National Farm Tree."

Mrs. J. Lindell, R. 1,  
Winfield, Iowa.

## Missionary for 50 Years

A house without Evergreen trees is just as unattractive as a home without children. In my door-yard stand six grand White Pines that have stood the storms of fifty-six years. Generation after generation has played under their green boughs and reveled in their welcome shades. The ravages of years have only enhanced their beauty. What a history they could tell.

Ada B. F. Parsons, R. No. 5,  
Fairfield, Iowa.

## How to Increase Value of Farm

I can think of no way in which money can be better invested in improving a farm, than in planting Evergreens which will do well in this latitude.

When it comes to selling an improved farm, the house you have built after your own ideas may not suit your prospective purchaser, but money spent in beautifying the place by planting hardy, long-lived Evergreens can be considered a permanent improvement, a good investment and a real asset.

A. T. Cole, Wheaton, Ill.

## Says City Has No Charms

One cannot find a lovelier sight in the springtime than apple trees in bloom against a background of grand Evergreens. Nothing is more beautiful in winter than Evergreens dotting the snowy landscape, making a cozy setting for the farmhouse.

A sunset in the summertime over fields of golden grain and waving corn, and the green pastures with flocks in comfort, with the Evergreens bordering a view of the horizon are memories we always cherish.

Such surroundings surely will help in keeping the boys and girls on the farm.

These wondrous trees are never affected by insects. They resist sleet and storms better than any other trees.

Our Windbreak, which was planted in two rows, six or seven feet apart, alternating, has well repaid any time or labor spent on it.

J. H. Meisgeier, R. No. 3,  
Arlington, Iowa.

## Read What Wife Says

All farmers should beautify their homes by planting Evergreens making them more attractive. Their farms would bring much better prices when they wanted to sell. They would also have the comforts of a Windbreak around their homes.

As my wife remarked today when we returned from a long ride in the cold and reached the shelter of our Evergreens, "It seems like getting into another climate."

Farmers whose barnyards are sheltered by Evergreens can let their stock out to exercise almost the coldest day in winter. Orchards surrounded by Evergreens raise peaches and pears, which, without shelter of the Evergreens, would die in a severe winter.

I have my strawberry bed in the shelter of Evergreens and always have earlier berries than my neighbors.

James Cullen,  
Route No. 1  
Sinisnawa, Wis.



My Farm Buildings Were Surrounded by Evergreens

## Soils and Fertilizers

Soil is the great nature machine which grows our Evergreens. Soil is comparable to the machines in a factory which turn out a product for distribution to the consumer. Just as the Superintendent of a factory sees to it that every machine is in perfect working order, so we find it necessary to have our soil always in a high state of fertility and rich in the elements needed to grow good Evergreens.

There was a time years ago when we did not pay much attention to the testing of Evergreen Tree Seeds before planting, but soon found out something was wrong. Now we would not think of sowing Tree Seeds without first carefully testing in advance to find out what proportion could be expected to grow.

It is the same with soil fertility. To grow good Evergreens year after year, the soil must contain certain elements in fairly balanced ratios. It is useless to try to guess about these things, so, every season samples of soil at varying depths are taken from the different blocks and laboratory analysis obtained and carefully recorded. In this way it can be known exactly what condition the soil is in and what can be expected of it, so that the needed chemical elements can be added if any are lacking.

Soil, like the human body, must be kept properly nourished with food, if the best results are to be expected. We have tried commercial fertilizer to some extent but so far have obtained best results most economically with fresh manures and cover crops. In some of the Eastern States, commercial fertilizers have been used extensively on the older farms with good success, and believe as time goes on that we will have to depend more and more on commercial fertilizer.

We have found growing Evergreens is a great deal like general farming. Our land will not stand constant cropping so we have worked out a three year rotation, clearing all ground at the end of three years, then fertilizing heavily and sowing in a good cover crop which is plowed under.

No crop can be better than the soil which produces it. A half starved soil will produce half starved trees. I believe there is no factor of greater importance in growing good Evergreens or any other crop for that matter, than to have the soil as rich as scientific culture and common sense can make it.



Block of Evergreen Trees in Hill Nursery Showing Cultivators at Work. These are followed by horse cultivators, hoeing gangs and hand weeders. The best trees that Nursery Science can produce are none too good for our customers. Hill's motto is "quality."

# Read the Story of How Hill's Evergreens Are Grown



Showing Mass of Fibrous  
Roots Developed by Hill  
Scientific Methods of  
Growing.

D. Hill, the Evergreen Specialist

In planting an Evergreen Wind-break you must make sure to obtain trees properly grown by a responsible company, preferably Evergreen Specialists. See what Prof. McDonald, Wind-break authority of Ames, Iowa, says on page 14, about this.

We are the only extensive growers of Evergreens exclusively in America. This one line has our undivided time,

attention, devotion and study. We are thus Evergreen Specialists in a sense which possesses a real value and significance.

In growing my Evergreens it is care — care — care all the way through from beginning to end. No nursery in the world gives such care at every stage of the growing, digging, handling and packing as I do. None of them insist on the little extras, such as I use to preserve the full life and strength of the Evergreens.

Experts are in charge of the different departments and out of my years of experience, supplemented by careful growing records, has been developed the Hill scientific method of growing Evergreens, and today no other means are employed on my place.

Just a few of the important steps in growing Evergreens may be of interest to you to show why you can depend on Hill quality.

**DOUBLE  
TRANS-  
PLANTING**

Hill Evergreens are twice transplanted before being offered for sale. This, together with the root pruning they receive insures strong, sturdy, healthy stock. Root pruning and transplanting are the only known methods of producing an Evergreen tree that has masses of fine fibrous feeding roots.

**ROOT  
PRUNING**

Shortly after Hill's Evergreens have been transplanted they are root pruned underground by a specially constructed horse drawn implement that does not disturb the trees in any way, but benefits their growth.

**CARE  
DURING  
GROWTH**

Every year, almost the entire growing season, the various blocks of Evergreens are under constant cultivation. No weeds are allowed. Every particle of nourishment in the soil goes into the growing trees.

**NO  
WEAKLINGS**

Any tree that is a weakling will not survive the various processes described and will naturally be eliminated. This accounts for the high quality of Hill's Evergreens. This is the secret of Hill's Evergreens' certainty of growth.

To produce Evergreens that will measure up to the standard of Hill quality requires the most painstaking care and attention. Trained experts constantly watch and guard their growth.

Hill "quality Evergreens" are the best obtainable. They are the accepted standard. There are none better. No other firm can supply you the same high quality Evergreens for the same price. Our enormous yearly output, together with the perfection of an organization trained to but one object—the cultivation of Evergreens—enables us to make our prices the lowest obtainable for satisfactory Evergreen trees.



1855 1920

**GROWTH OF  
HILL'S  
NURSERIES**



Hill Evergreen Windbreaks in the making. Plant some on your farm this year.

### IMPORTANCE OF CAREFUL DIGGING

In preparation for shipment, Hill Evergreens are dug with the greatest care, by the use of specially constructed digging machines, which carefully remove the trees from the ground, retaining all the fine, fibrous feeding roots. This is one of the important steps in the successful handling of Evergreens. Customers living at a distance invariably express surprise and gratification at the excellent condition in which shipments arrive after long journeys. The Hill quality of stock and Hill method of digging, packing and handling, that's the answer.

### PACKING

Hill Evergreens when prepared for shipment have the roots carefully packed in damp, genuine peat moss. Why? Because moisture cannot be conserved in any other way—a fact acknowledged by every tree expert. Then the Evergreens are put in a suitable box or bale, with plenty of room allowed for pure, fresh air, which prevents overheating. Thus they are in first-class condition when they reach you.

### SHIPPING

It's care all the way through, from beginning to end, that is exercised. And no nursery in the world gives such care at every stage of the growing, digging, handling and packing as we do. None of them insist on the little extras that we use to preserve life and strength. Buy your Evergreens direct from true Evergreen Specialists. Get your Evergreens when you want them, direct from the grower, at low grower's net prices, delivered fresh, properly grown, dug, handled and packed, and guaranteed to be first-class by a guarantee you can depend upon.

#### THE HILL WAY

We ceaselessly endeavor to maintain a reputation for fairness, integrity and trustworthiness; to do a clean business, satisfactory alike to us and to our customers. Our best business comes from the men who send us their orders year after year; they know they can depend on us for good stock and an absolutely square deal. We are proud of these customers—proud of the reputation Hill's Evergreens have made, but we are not satisfied. Each succeeding year will find us trying to improve our methods in every department—growing, packing, shipping—to the end that we may better serve the people who look to us for Evergreens.

Our files—the treasured records of satisfactory business relations with tree planters all over the globe—are bulging with good-will letters. These unsolicited words of praise for Hill's trees and Hill's methods are to us a source of endless satisfaction. We can please you as well.

For Hill's Honest Prices See Page 5.

## Description of Varieties

### For Windbreak Planting

For the benefit of some who are unacquainted with Evergreens and wish to make their own selection of varieties, we give the following brief descriptions of each variety. Most people, however, prefer to leave selection to us, as our long experience with Evergreen Windbreaks in all parts of the country, for over half a century, enables us to know what will give best results in each locality. You can order an Evergreen Windbreak from us, with every assurance that you will receive just what will be best for you on your farm.

#### Hill's Norway Spruce (Picea Excelsa)

A fast, upright grower with splendid conical shape. Its wonderful, sturdy, spreading branches grow in symmetrical whorls around the trunk, overlapping each other, forming a compact, dense, wind-proof tree. The branchlets are completely covered with stiff, shiny needles, one-half to one inch long. In season it bears attractive light golden brown cones, four to seven inches long, which contrast delightfully with the dark green foliage. Turn to the colored photograph on page 2.

On account of its dense protecting foliage it makes a favorite nesting place for song birds. Children love to climb Spruce trees and collect the aromatic and healthful Spruce gum.

Hill's Norway Spruce grow rapidly, developing into towering majestic specimens.

Price, transplants	50	75	100
Large Size, 1 to 1½ feet.....	\$26.00 ( 52c ea.)	\$38.25 ( 51c ea.)	\$50.00 ( 50c ea.)
Extra Large, 1½ to 2 feet.....	39.50 ( 79c ea.)	57.75 ( 77c ea.)	75.00 ( 75c ea.)

#### American White Spruce (Picea Alba)

Described by Bailey, the eminent Horticulturist, as "A native of the northern parts of America and one of our best Evergreens, especially for extra cold climates." It is a compact, upright grower, long-lived, retaining its branches to the ground, has a pleasant aromatic odor; drought resisting. Color light green to glaucous blue. Bears an abundance of handsome, small brown cones.

Price, transplants	50	75	100
Large Size, 1 to 1½ feet.....	\$26.00 ( 52c ea.)	\$38.25 ( 51c ea.)	\$50.00 ( 50c ea.)
Extra Large, 1½ to 2 feet.....	39.50 ( 79c ea.)	57.75 ( 77c ea.)	75.00 ( 75c ea.)
Super Size, 2 to 3 feet.....	53.00 (\$1.06 ea.)	77.25 (\$1.03 ea.)	100.00 (\$1.00 ea.)



Notice how this Evergreen Windbreak protects the house and yard, and farther back the barns and feed lots

**Austrian Pine** (*Pinus Austriaca*)

The foliage is a rich, dark green, needles come in pairs averaging 2 to 3 inches in length. On account of its color is sometimes called the Black Pine. The branches are strong, sturdy and well shouldered at the union with the stem, hence it is unusually free from injury by wind, sleet and storms. Due to its massive appearance and symmetrical outline it makes a good windbreak.

Where an Evergreen of strong, rapid growth, hardiness and adaptability to a great diversity of soils is desired, the Austrian Pine is a most satisfactory Evergreen to plant. Each season it bears a crop of cones averaging 2 inches in length that make good kindling. The bark is reddish brown, making a pleasing contrast with its beautiful foliage and cones.

Price, transplants	50	75	100
Large Size, 1 to 1½ feet.....	\$26.00 ( 52c ea.)	\$38.25 ( 51c ea.)	\$50.00 ( 50c ea.)
Extra Large, 1½ to 2 feet.....	39.50 ( 79c ea.)	57.75 ( 77c ea.)	75.00 ( 75c ea.)

**Scotch Pine** (*Pinus Sylvestris*)

The branches are covered with short, stiff tufts of bluish green needles that grow in pairs, about 1½ to 2 inches long. The tree grows very rapidly and on account of its quick growth is sometimes called the Cottonwood or Willow of the Evergreen family. The bark is thick and heavy and slightly reddish in color. The cones are a golden brown and remain on the tree all through the winter.

Scotch Pine can be planted over a wide area, especially the prairie states where the atmosphere is exceedingly dry.

Price, transplants	50	75	100
Large Size, 1 to 1½ feet.....	\$26.00 ( 52c ea.)	\$38.25 ( 51c ea.)	\$50.00 ( 50c ea.)
Extra Large, 1½ to 2 feet.....	39.50 ( 79c ea.)	57.75 ( 77c ea.)	75.00 ( 75c ea.)
Super Size, 2 to 3 feet.....	53.00 (\$1.06 ea.)	77.25 (\$1.03 ea.)	100.00 (\$1.00 ea.)

**White Pine** (*Pinus Strobus*)

This is one of the most important timber trees of the northern United States. The silvery green needles three to four inches long are borne in sets of five to the sheath, which distinguishes it from most all other Pines. A strong, robust grower, and forms a wide-spreading tree fifteen to twenty feet at the base, fifty to seventy-five feet in height. Annually bears abundant crop of attractive cones four to six inches long, which provides winter food, thus attracting the squirrels.

Price, transplants	50	75	100
Large Size, 1 to 1½ feet.....	\$26.00 ( 52c ea.)	\$38.25 ( 51c ea.)	\$50.00 ( 50c ea.)
Extra Large, 1½ to 2 feet.....	39.50 ( 79c ea.)	57.75 ( 77c ea.)	75.00 ( 75c ea.)
Super Size, 2 to 3 feet.....	53.00 (\$1.06 ea.)	77.25 (\$1.03 ea.)	100.00 (\$1.00 ea.)



A wonderful example of Evergreen planting, both for beauty and usefulness

**Ponderosa Pine** (Pinus Ponderosa)

The most striking characteristic is the long, glossy needles deep green in color, about the size of a darning needle, often measuring six inches in length. They grow in sets of twos and threes and in this respect are exceptional to the usual habit of Pines. It bears handsome, round plump cones 2 to 2½ inches in length. The Ponderosa Pine has been widely planted throughout the Western States, where it has been given several local names, sometimes called Western Yellow Pine, Bull Pine, Rock Pine and Black Hills Pine.

Price, transplants	50	75	100
Large Size, 1 to 1½ feet.....	\$26.00 (52c ea.)	\$38.25 (51c ea.)	\$50.00 (50c ea.)

**Jack Pine** (Pinus Banksiana)

In regions where tree growing has been considered almost impossible, on account of sandy soil and continued drought, Jack Pine has been planted and grown with complete success. Is also sometimes called Gray Pine and Northern Pine. Reaches a height of forty to fifty feet with a spread of twelve to fifteen feet.

Its short, light, fresh green needles, ¾ to 1½ inches long, and small cones, in-curved on the branchlets, quickly distinguish it from all other pines.

Price, transplants	50	75	100
Large Size, 1 to 1½ feet.....	\$26.00 ( 52c ea.)	\$38.25 ( 51c ea.)	\$50.00 ( 50c ea.)
Extra Large, 1½ to 2 feet.....	39.50 ( 79c ea.)	57.75 ( 77c ea.)	75.00 ( 75c ea.)
Super Size, 2 to 3 feet.....	53.00 (\$1.06 ea.)	77.25 (\$1.03 ea.)	100.00 (\$1.00 ea.)

**Red Cedar** (Juniperus Virginiana)

The foliage is a beautiful light green in summer, turning to a purplish bronze in winter, is scale-like and very flexible. In season the tree is covered with bright blue and silver colored berries, which adhere to the branches a long time. Grows twenty to thirty feet high.

It is from the wood of this valuable tree Cedar Chests are made. Red Cedar wood is widely used for lead pencils.

Price, transplants	50	75	100
Large Size, 1 to 1½ feet.....	\$26.00 ( 52c ea.)	\$38.25 ( 51c ea.)	\$50.00 ( 50c ea.)
Extra Large, 1½ to 2 feet.....	39.50 ( 79c ea.)	57.75 ( 77c ea.)	75.00 ( 75c ea.)
Super Size, 2 to 3 feet.....	53.00 (\$1.06 ea.)	77.25 (\$1.03 ea.)	100.00 (\$1.00 ea.)



This is one of the many Hill Evergreen Windbreaks on the grounds of Dunham's 2,000 acre stock farm, Wayne, Ill. The Dunhams are extensive planters of Hill Evergreens and as a result, their farms are models of landscape beauty.





**Colorado Douglas Fir** (Abies Douglassi)

The Douglas Fir comes from the Rocky Mountains of Colorado. Like all Rocky Mountain trees, it is a very hardy, thrifty grower. It has deep green foliage, slightly tinged with silver, so characteristic of all the mountain grown Evergreens. Even in the coldest climates, the beautiful foliage holds its color throughout the whole winter. The needles are long and soft and occur singly on the branchlets. It spreads 10 to 12 feet at the base, making a splendid Evergreen for Windbreaks.

The cones average about 3 inches in length, are of a reddish purple color when young, making a pleasing contrast to its rich green foliage.

A cheerful welcome always awaits you when you have Evergreens at the entrance gate.

Price, transplants	50	75	100
Large Size, 1 to 1½ feet.....	\$26.00 ( 52c ea.)	\$38.25 ( 51c ea.)	\$50.00 ( 50c ea.)
Extra Large, 1½ to 2 feet.....	39.50 ( 79c ea.)	57.75 ( 77c ea.)	75.00 ( 75c ea.)
Super Size, 2 to 3 feet.....	53.00 (\$1.06 ea.)	77.25 (\$1.03 ea.)	100.00 (\$1.00 ea.)

**Black Hill Spruce** (Picea Canadensis)

The Black Hill Spruce is one of the most dense and compact growing Spruces. Branches are strong, growing out from the main trunk in regular whorls quite close together. The foliage gives the tree a most pleasing appearance. It varies from a deep, verdant green to a light, frosty blue, measuring one-half inch in length. Has slender cones about two inches long, which nod and sway gracefully with the wind. Bark is a handsome reddish brown, with overlapping irregular scales.

Price, transplants	50	75	100
Large Size, 1 to 1½ feet.....	\$26.00 ( 52c ea.)	\$38.25 ( 51c ea.)	\$50.00 ( 50c ea.)
Extra Large, 1½ to 2 feet.....	39.50 ( 79c ea.)	57.75 ( 77c ea.)	75.00 ( 75c ea.)

**Chinese Arbor Vitae** (Thuja Orientalis)

This variety is unlike any other in its habit of growth. It has no main trunk and side branches, but the numerous branches grow upward from the base, giving the appearance of a large cone shaped bush. The foliage is flat and fern-like, growing perpendicular. It is especially adapted for the southwest and southern states.

Price, transplants	50	75	100
Large Size, 1 to 1½ feet.....	\$26.00 ( 52c ea.)	\$38.25 ( 51c ea.)	\$50.00 ( 50c ea.)



A handsome group of Evergreens planted for landscape effect as well as windbreak protection. Hill's Evergreens always combine beauty with utility.



American Arbor Vitae will stand any amount of shearing, have beautiful foliage, hence make perfect hedges.

## American Arbor Vitae

The National Hedge of America

Hardy

Trims Well

Good Foliage



Of all Hardy Evergreen hedge plants, the American Arbor Vitae is without a rival and is a general favorite everywhere. Owing to its compact appearance when sheared and its bright green color, it is without doubt the best tree for hedge purpose that grows. Being perfectly hardy and of comparatively rapid growth, it forms a beautiful, compact hedge in a remarkably short time. It is pre-eminently a tree without an equal for practical utility and ornamental value.

There is not a lawn, no matter of what proportion, where an Arbor Vitae hedge would not enhance its beauty to a high degree, and serve at the same time as dividing lines, walk borders, or screens, etc. It is absolutely the finest and most widely used hedge plant in the world.

An Evergreen hedge should be planted spacing the trees about one foot apart. Such an arrangement provides more room for development and gives the hedge a compact appearance right from the start.

AMERICAN  
ARBOR VITAE

The National Evergreen Hedge  
of America

Price, transplants	50	75	100
Large Size, 1 to 1½ feet.	\$26.00	\$38.25	\$50.00
Extra Large, 1½ to 2 feet	39.50	57.75	75.00
Super Size, 2 to 3 feet.	53.00	77.25	100.00

# Description of Choice Lawn Varieties

The following special lawn trees are the cream of our stock, the best trees money can buy. They are from 6 to 12 years old, four and five times transplanted, especially trimmed and trained into perfect specimens for lawn adornment. Many of them are grafted types produced through years of careful experiment. They are genuine Hill Specimen stock, individually hand dug with solid ball of earth about the roots, securely burlapped. They will be the pride of your farm home.

## Colorado Blue Spruce (Picea Pungens)

The outline is conical. Branches are heavily clothed with foliage, each season's growth coming out a rich glistening silvery, steel blue. Reaches twenty to forty feet at maturity with a spread of ten to twelve feet at the base.

Price, Specimens	Matched Pairs
2 to 3 feet, *B&B.....	\$25.00
3 to 4 feet, B&B.....	35.00

## Silver Cedar (Juniperus Glauca)

Foliage is a soft, silvery blue, summer and winter. Responds readily to shearing. Grows twelve to eighteen feet, with a spread of three to four feet at the base.

Price, Specimens	Matched Pairs
2 to 3 feet, B&B.....	\$15.00
3 to 4 feet, B&B.....	25.00
4 to 5 feet, B&B.....	35.00

## Black Hill Spruce (Picea Canadensis)

Foliage varies in color from a deep verdant green to a light, frosty blue. Grows forty to fifty feet high. Beautiful group effects are produced by planting Black Hill Spruce, Colorado Douglas Fir and Colorado Blue Spruce for the charming tints of their foliage contrast prettily.

Price, Specimens	Matched Pairs
2 to 3 feet, B&P.....	\$15.00
3 to 4 feet, B&P.....	25.00
4 to 5 feet, B&B.....	35.00

## Pyramidal Arbor Vitae

(Thuja Pyramidalis)

The habit of growth is tall, narrow and straight, matured trees fifteen feet in height, seldom measuring over two feet in diameter at the base. Color is a rich dark green which it holds at all seasons.

Price, Specimens	Matched Pairs
2 to 3 feet, B&B.....	\$15.00
3 to 4 feet, B&B.....	25.00
4 to 5 feet, B&B.....	35.00

## Hemlock (Abies Tsuga Canadensis)

A handsome variety especially attractive in summer, when foliage is tipped with new growth, a delicate light green. Responds readily to shearing, making splendid hedges.

\*B&B signifies solid Ball and Burlap.

## Hemlock (Abies Tsuga Canadensis)

Price, Specimens	Matched Pairs
2 to 3 feet, B&B.....	\$15.00
3 to 4 feet, B&B.....	25.00
4 to 5 feet, B&B.....	35.00

## Colorado Douglas Fir (Abies Douglassi)

Naturally forms a large, spreading pyramid with beautiful deep green foliage, growing forty to fifty feet high. Makes a handsome lawn specimen.

Price, Specimens	Matched Pairs
2 to 3 feet, B&B.....	\$15.00
3 to 4 feet, B&B.....	25.00
4 to 5 feet, B&B.....	35.00
5 to 6 feet, B&B.....	45.00

## Douglas Golden Arbor Vitae

(Thuja Douglassi Aurea)

In summer the foliage is golden tipped, changing to a deep bronze in autumn and early winter. Its rare beauty is best displayed when planted among the darker green varieties of Junipers, Pines, Spruces and Firs.

Price, Specimens	Matched Pairs
2 to 3 feet, B&B.....	\$15.00
3 to 4 feet, B&B.....	25.00

## Red Cedar (Juniperus Virginiana)

The foliage is a beautiful light green in summer, turning to a purplish bronze in winter. In season the tree is covered with blackish blue and silver colored berries. Grows dense, compact and pyramidal in outline, twenty to thirty feet high.

Price, Specimens	Matched Pairs
2 to 3 feet, B&P.....	\$15.00
3 to 4 feet, B&P.....	25.00
4 to 5 feet, B&P.....	35.00
5 to 6 feet, B&B.....	45.00

## Dwarf Mountain Pine (Pinus Mugho)

A most unusual and attractive Evergreen of dwarf habit. Grows as broad as its does tall, rarely over six feet high. Has dark green foliage at all seasons of the year. The new growth when first appearing in Spring closely resembles tiny candle sticks. See colored photo, page 51.

Price, Specimens	Matched Pairs
1 to 1½ feet, B&P.....	\$15.00
1½ to 2 feet, B&B.....	25.00

# Hill's Deciduous Trees (Leaf Bearing)

This department includes trees of varieties which drop their leaves in Winter. Their uses are manifold, the more important being the beautification of landscape, shade and shelter. No garden or landscape is complete without them. Plant a few of these on your lawn, dooryard or treebank and you will be surprised how they will increase the value and beauty of your property. The trees offered below are all select, straight specimens and fully uphold the reputation of all "Hill Grown" stock.

## American White Elm

A Good Shade Tree. Fine for Treebank, Park and Boulevard Planting.

Probably the most picturesque and graceful of all shade trees. The branches are thickly covered with leaves, but stand wide apart at the tops, making vase-like trees. We grow them for high-class retail trade, and have a complete supply of all sizes.



Norway Maple

Price, transplants	Each	10
1 to 1½-inch diameter, 8 to 10 feet.....	\$3.00	\$27.00
1½ to 2-inch diameter, 10 to 12 feet.....	4.50	40.00
2 to 3-inch diameter, 12 to 14 feet.....	6.50	60.00

## Norway Maple

We have yet to find a place where Norway Maples will not thrive, or to find any other tree so satisfactory in growth, with such handsome foliage, such splendid rugged frame and trunk. They grow fast, their shape is graceful when they are little, and when they are old their foliage is beautiful and they are thoroughly dependable in all situations.

Price, transplants	Each	10
1 to 1½-inch diameter, 8 to 10 feet.....	\$3.25	\$ 30.00
1½ to 2-inch diameter, 10 to 12 feet.....	5.00	45.00
2 to 3-inch diameter, 12 to 14 feet.....	8.00	75.00
3 to 4-inch diameter, 14 to 16 feet.....	16.00	150.00

## Hard or Sugar Maple

A fine variety for street, lawn or park planting. Is somewhat higher headed and taller growing than the Norway Maple. Foliage is red and green, changing to brilliant shades of orange and crimson in the Fall.

Price, transplants	Each	10
1 to 1½-inch diameter, 8 to 10 feet.....	\$3.00	\$27.00
1½ to 2-inch diameter, 10 to 12 feet.....	5.00	45.00
2 to 3-inch diameter, 12 to 14 feet.....	7.50	70.00



American White Elms are beautiful trees for street planting



Group your shrubs like this and they will show up splendidly

## HILL'S ORNAMENTAL FLOWERING SHRUBS

The planting of shrubs combined with Evergreens offers great opportunity for the improvement of a residence or country home. Shrubs around a house hide unsightly corners, foundations, etc., while planted in groups along walks, driveways and fences they give a homelike tone to any surroundings.

It is our aim to produce only those things in Flowering Shrubs that are useful, hardy and worthy of general cultivation in our climate.

### BERBERIS THUNBERGII (Japanese Barberry)

Of all deciduous shrubs, this variety is one of the most valuable for making low hedges. Has small foliage, bright green in color, turning to orange and red in autumn. Scarlet berries hang on the branches all winter. May be clipped to any height or form. Grows four to six feet high.

Price	10	100
10 to 12 inch.....	\$3.50	\$30.00
1 to 1½ feet.....	5.00	35.00
1½ to 2 feet.....	6.00	45.00

### HYDRANGEA PANICULATA GRANDIFLORA (Hydrangea P. G.)

Large white flowers from July to September. In the fall flowers change to tints of pink and bronze. Grows 8 to 12 feet tall.

Price	10	100
1½ to 2 feet.....	\$6.00	\$50.00
2 to 3 feet.....	7.50	60.00

### LIGUSTRUM AMURENSE (Amoor River Privet—North)

Hardy. Leaves small and nearly Evergreen. Valuable for Hedges. Grows 8 to 12 feet tall.

Price	10	100
2 to 3 feet.....	\$3.50	\$25.00

### PHILADELPHUS CORONARIUS (Garland or Sweet Scented Mock Orange)

White flowers in May. Grows 10 feet tall.

Price	10	100
2 to 3 feet.....	\$6.50	\$50.00

### SPIRAEA ANTHONY WATERER

Good for edging shrubberies. Bright crimson flowers bloom all summer if old flower heads are removed. Grows 3 to 6 feet high.

Price	10	100
1½ to 2 feet.....	\$7.50	\$60.00

### SPIRAEA VAN HOUTTEI (Bridal Wreath)

Of graceful habit. Snow white flowers in panicles appear in May and June. Grows 5 to 6 feet tall.

Price	10	100
2 to 3 feet.....	\$5.00	\$40.00
3 to 4 feet.....	6.50	60.00

### SYMPHORICARPOS RACEMOSUS (Snowberry)

A splendid variety to use in contrast to the Japanese Barberry. Has small pink flowers in July followed by large white berries in the late summer and fall. Grows 4 to 5 feet high.

Price	10	100
1½ to 2 feet.....	\$5.00	\$40.00

### SYRINGA PERSICA (Purple Persian Lilac)

Of all the Lilac varieties offered, there are none more profusely covered with blossoms than the Purple Persian Lilac. Bears fragrant purple flowers in loose panicles late in Spring. Grows 8 to 12 feet tall.

Price	10	100
1½ to 2 feet.....	\$6.50	\$50.00

### SYRINGA VULGARIS (Old Fashioned Purple Lilac)

Nearly everyone is fond of the Old Fashioned Purple Lilac. Its sweet fragrance comes with the first breath of Spring. Blooms abundantly in May. Has lavender flowers. Grows 8 to 12 feet high.

Price	10	100
1½ to 2 feet.....	\$5.00	\$40.00

### VIBURNUM OPULUS (Highbush Cranberry)

Has flat clusters of white flowers in May, followed by red berries which remain on bushes until late in winter. Grows 8 to 12 feet.

Price	10	100
3 to 4 feet.....	\$6.50	\$60.00

5 of same variety and size at 10 rate; 50 at 100 rate.

All orders for shrubs must call for at least 5 of any one variety and size.

## A Word of Appreciation

We wish here to express sincere thanks to our many friends and patrons who have written kind words relative to the quality of stock and treatment they have received from us the past season. We greatly appreciate these expressions of confidence and shall endeavor to maintain the reputation they have so kindly given us.

### Hill Quality

The name of D. Hill has come to be synonymous with "High Quality" in Evergreens. Over half a century of conscientious effort, unbounded enthusiasm, a close study of the value of every new specie introduced; and above all, an ambition to make new friends and keep the old, has been the method by which this high position has been reached.

### Your Success With Our Stock

is a matter in which we are mightily interested. Therefore we endeavor to do everything reasonable within our power to help you succeed with the stock we send you, because we love trees and want you to enjoy them also. No firm is more careful in filling orders; we use every reasonable means to learn the customer's wishes without delaying the shipment. Your interests are our interests and we present you this 1920 catalog, confident that we merit your trade, and assure you of the best treatment, whether the order is large or small.

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## HILL'S BEAUTIFUL BLUE SPRUCE Special Offer No. 100

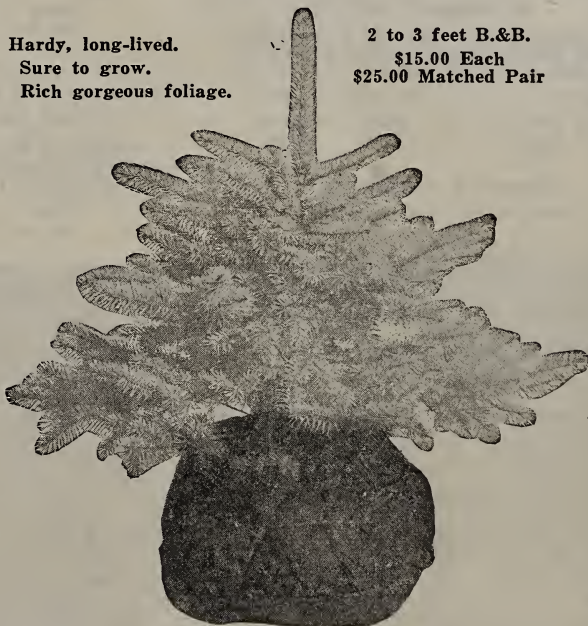
Truly a sensational triumph in Evergreen growing. It excites the wonder and admiration of all. The bright, gorgeous, silvery blue tints, when flashed in the sunlight, afford a wonderful effect, and as our friends become acquainted with it, they join us in similar admiration of its exquisite form and delicate beauty.

It should be in the lawn or garden of every lover of beautiful Evergreens. Described by an eminent horticulturist as "a marvel of rich beauty." It grows to perfection in all parts of the country and is absolutely hardy.

The special trees offered here are four times transplanted, eight to ten years old, trained into perfect specimens, and grown especially for lawn adornment. The illustration shows the tree dug with solid ball of earth about the roots, securely burlapped, ready to box and ship to you.

Hardy, long-lived.  
Sure to grow.  
Rich gorgeous foliage.

2 to 3 feet B.&B.  
\$15.00 Each  
\$25.00 Matched Pair



The Beautiful Blue Spruce

AMERICAN ARBOR VITAE  
*The National Evergreen Hedge.*



HEDGE PLANTS 1 TO 1½ FT.  
\$26. per 50; \$38.25 per 75; \$50 per 100

DWARF MOUNTAIN PINE  
*Native of Switzerland - Thrives Everywhere -  
Handsome Lawn Tree.*



HEAVY SELECTED SPECIMENS, 1 TO 1½ FT.  
BALLED AND BURLAPPED DESCRIPTION PAGE 47  
Price \$15.00 per Matched Pair

THE COLLECTION OFFERED  
BELOW WILL PRODUCE  
RESULTS LIKE THIS



DOUGLAS  
FIR



PYRAMIDAL ARBOR VITAE



COLORADO  
BLUE  
SPRUCE

### Hill's Lawn Collection

Six choice rare Evergreens for Ornamental Lawn Planting. Will add distinction, beauty and charm to any farm home. All large vigorous trees 2 to 3 feet. Four times transplanted, 6 to 10 years old. Especially grown trees, perfect specimens, trimmed and trained for lawn adornment. The cream of our stock; the best money can buy. My life reputation goes into this collection. Genuine Hill Specimen Stock, individually hand dug with solid ball of earth about the roots, securely burlapped.

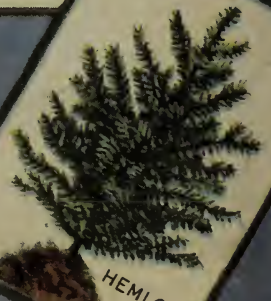
Price \$35.00

F. O. B. Dundee, for freight shipment.

RED PINE



WHITE SPRUCE



HEMLOCK