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HEIKES--HUNTSVILLE--TREES.

# The Huntsville Wholesale Nurseries.

Field Investigations in Botany  
SEPTEMBER Huntsville, Ala. 1907



FOR THE TRADE ONLY

1907

## Special Mention.

**"BARGAIN COUNTER."** We have placed Kieffer pears and Japan Golden Russet pears on the "Bargain Counter" until our surplus is reduced. You need not pay any attention to our quoted prices on them; but write us for the "Bargain Counter" prices on any number, large or small, that is needed. They are as fine as we have ever grown, both one and two years old.

**BARTLETT PEARS.** We have of these a very fine lot of one year old trees from 3 to 5 feet.

**PEACHES. The Mayflower,** introduced by Mr. J. Van Lindley, Pomona, N. C. The earliest of all peaches. Mr. Lindley has tested this variety in his orchard for the past four years. It is a good peach and red all over. Brought \$3.50 per crate this year, Will supersede Victor and Sneed. Buds \$20 per 1000. Not less than 1000 buds will be sold. Trees \$15 per 100.

**The Yellow Swan,** a yellow peach, comes next and will supersede Alexander, Triumph and Admiral Dewey and laps over into the season of Greensboro seriously. This variety is sold under a trade mark and cannot be sold for less than \$150 per 1000.

**Arp Beauty** is next in value to Yellow Swan. It is a better flavored peach and has a finer shade of yellow than Yellow Swan; not quite as large, ripens a little later and probably will not bear shipping quite as well. Season between Yellow Swan and Greensboro—laps over into the season of both of these varieties.

We will have several Elberta seedlings of unusual merit ripening earlier and later than Elberta to offer next season.

**CHERRIES.** We have the largest stock of cherries of any nursery in the United States. Can sell Montmorency, alone. Our cherries are healthy and have made a growth beyond our early expectations, and while the proportion of the larger sizes is less than usual, all grades promise to be handsome and well furnished both roots and tops.

**PECANS. The Taylor.** This is a variety of our introduction and so far has not been propagated by any one else. The Scoring Committee appointed by the National Nut Growers' Association which made its report at the meeting at Scranton, Miss., gave the Taylor Pecan the highest score of any nut so far passed upon. Price of the Taylor \$10 per 10. Orders will not be received for a less number than ten.

**DISTRIBUTING POINTS.** We wish to call special attention to the advantages we offer in freight rates and quick time through our distributing points. This arrangement will be found of great advantage to those buying in less than car lots.

**HEIKES-BILOXI NURSERIES CO.** The grafted Pecans, Japanese Persimmons, Figs and Magnolias offered in this list are grown at our branch nurseries at Biloxi, Miss., the other things listed are grown in our nurseries at Huntsville, Ala. We offer for sale only what we grow.

**INSPECTION.** The trees in our nurseries are free from disease and pernicious insects. As far as we know there is no San Jose Scale, Yellows or Rosette in this county. Our card with inspector's certificate is placed on all boxes and packages.

# The Huntsville Wholesale Nurseries.

JESSIE S. MOSS, PROPRIETOR.

W. F. HEIKES, MANAGER.

References: W. R. Rison Banking Company, Huntsville, Ala., and the Mercantile Agencies.

FALL OF 1907 AND SPRING OF 1908.

## HEIKES HUNTSVILLE TREES.

SEPTEMBER 1, 1907.

The publication of this list abrogates previous quotations. Except where prices are agreed upon these quotations are subject to change without notice. The usual Terms and Conditions govern these quotations.

These prices are based on delivery to station at Huntsville, the price of boxes to be added. In car lots in bulk no charge will be made for packing.

To those who order in less than car lots and wish to take advantage of our plan to deliver to Distributing Points we must add to the prices quoted in this list the cost of freight from Huntsville to these points on a car lot basis, and we will then prepay the freight to the point of distribution. This plan insures low freight rates and quick time. Such orders will be packed in boxes at Huntsville and combined to make up car lots and shipment promptly made to distributing points and forwarded from there over the various railroads to destination. Car lot orders will go direct from Huntsville to destination, and can be shipped at any time after September 20th to March 15th, except a short time in mid-winter.

## Distributing Points.

We are making St. Louis, Mo., Rochester, N. Y., Philadelphia, Pa., Dallas, Texas, Fresno, Cal., Portland, Ore., and Grand Junction, Colo., distributing points for orders in less than car lots, to be shipped from Huntsville on the dates named below. No charge for drayage or transfer at these points.

FOR ST. LOUIS--Early shipments from September 20th to October 10th; late shipments from October 25th to December 10th, and in Spring.

FOR PHILADELPHIA AND ROCHESTER--November 1st and in Spring.

FOR DALLAS, TEXAS--October 10th to December 15th.

FOR FRESNO, CAL.--November 15th to December 15th.

FOR PORTLAND, ORE.--November 1st to December 15th.

FOR GRAND JUNCTION, COL.--October 15th to December 1st and in Spring.

This offer to ship to distributing points will not apply if shipment is required at other than the above named dates; but at other times we can ship direct from Huntsville to destination.

For 100 rates add 1 cent each; for 10 rates add 2½ cents each to the 100 rates.

The pears we offer are all worked on French Pear Seedlings 7-12 mm, branched roots, except some Magnolia and Japan Golden Russet, which are on No. 1 Japan Pear Seedlings. Kieffer, LeConte and Garber Pears from grafts, as well as other varieties from buds, grow up tall and straight in one year of sufficient height to be cut back to the proper height to form heads for two year old trees.

### KIEFFER, LeCONTE and GARBER PEARS--Two Years, Grafted.

	CIPHER	Per 1000
Two years, ¾ to 1 inch, 5 to 6 feet, well branched.....	<i>Fodder</i>	\$75 00
Two years, ¾ to ¾, 5 to 6 feet, well branched.....	<i>Folder</i>	65 00
Two years, 9-16 to ¾, 4 to 5 feet, branched.....	<i>Follow</i>	60 00
Two years, ½ to 9-16, 4 to 5 feet, branched.....	<i>Fondle</i>	50 00
Two years, 7-16 to ½, 3½ to 4½ feet, branched.....	<i>Footish</i>	45 00
Two years, 3 to 4 feet, more or less branched.....	<i>Forage</i>	40 00
Two years, 2 to 3 feet, more or less branched.....	<i>Foxy</i>	30 00

### KIEFFER, LeCONTE AND GARBER PEARS---One Year, Grafted.

	CIPHER	Per 1000
One year, 5 to 6 feet, not branched.....	<i>Fabric</i>	\$70 00
One year, 4 to 5 feet, not branched.....	<i>Fable</i>	60 00
One year, 3 to 4 feet, not branched.....	<i>Farmer</i>	50 00
One year, 2½ to 3 feet, not branched.....	<i>Farther</i>	45 00
One year, 2 to 2½ feet, not branched.....	<i>Fashion</i>	35 00
One year, 1 to 2 feet, not branched.....	<i>Fathom</i>	25 00

### STANDARD PEARS--Two Years, Budded.

	CIPHER	Per 10	Per 100	Per 1000
Two years, ¾ to 1 inch, 5 to 6 feet, well branched.....	<i>Feather</i>			\$90 00
Two years, ¾ to ¾, 5 to 6 feet, well branched.....	<i>Feeble</i>			80 00
Two years, 9-16 to ¾, 4 to 5 feet, well branched.....	<i>Fellow</i>			70 00
Two years, ½ to 9-16, 4 to 5 feet, well branched.....	<i>Felon</i>			65 00
Two years, 7-16 to ½, 3½ to 4½ feet, well branched.....	<i>Festal</i>			60 00
Two years, 3 to 4 feet, more or less branched.....	<i>Fetter</i>			50 00

VARIETIES—Ea. Harvest, Koonce, Howell, Clapp's Favorite, Duchess d'Angouleme Lawrence, Magnolia, Japan Golden Russet, Smith.

### STANDARD PEARS--One Year, Budded.

	CIPHER	Per 1000
One year, 5 to 6 feet, not branched.....	<i>Fossil</i>	\$90 00
One year, 4 to 5 feet, not branched.....	<i>Foster</i>	80 00
One year, 3 to 4 feet, not branched.....	<i>Founder</i>	70 00
One year, 2 to 3 feet, not branched.....	<i>Falter</i>	50 00
One year, 1 to 2 feet, not branched.....	<i>Fame</i>	35 00

VARIETIES—Bartlett, Koonce, Early Harvest, Howell, Clapp's Favorite, Duchess Angouleme, Beurre d'Anjou, Lawrence, Magnolia, Japan Golden Russet, Smith.

### PLUM TREES—Two Years. On Marianna Plum.

	CIPHER.	Per 1000
Two years, ¾ to 1 inch, 5 to 6 feet, well branched.....	<i>Hammer</i>	\$85 00
Two years, 11-16 to ¾, 5 to 6 feet, well branched.....	<i>Happen</i>	80 00
Two years, ¾ to 11-16, 5 to 6 feet, well branched.....	<i>Harden</i>	75 00
Two years, 9-16 to ¾, 4 to 5 feet, well branched.....	<i>Harrow</i>	70 00
Two years, ½ to 9-16, 4 to 5 feet, well branched.....	<i>Hasten</i>	65 00
Two years, 7-16 to ½, 3½ to 4½ feet, well branched.....	<i>Hatter</i>	55 00
Two years, 3 to 4 feet, more or less branched.....	<i>Haven</i>	50 00

#### AMERICAN VARIETIES.

Wolf	Stoddard	Forest Garden	Hawkeye
DeSoto	Weaver	Quaker	Wyant
Hunt	Klondike		

**PLUM TREES--One Year, On Marianna Plum.**

	CIPHER	Per 1000
One year, ¾ to 1 inch, 5 to 6 feet, well branched.....	<i>Lesson</i>	\$ 85 00
One year, 11-16 to 1½, 5 to 6 feet, well branched.....	<i>Letter</i>	75 00
One year, 5½ to 11-16, 4 to 5 feet, well branched.....	<i>Liking</i>	70 00
One year, 9-16 to ¾, 4 to 5 feet, well branched.....	<i>Limber</i>	60 00
One year, 1½ to 9-16, 4 to 5 feet, well branched.....	<i>Limpid</i>	50 00
One year, 7-16 to ½, 3½ to 4½ feet, more or less branched.....	<i>Linger</i>	40 00
One year, 3 to 4 feet, more or less branched.....	<i>Liquor</i>	30 00

ORIENTAL VARIETIES

Abundance	Chabot	Climax	Red June (Red Nagate)
Wickson	Burbank	Gonzales	

CHICKASAW VARIETIES

Pottawattamie	Wild Goose
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**CHERRY TREES—Two Years. On Mahaleb.**

	CIPHER.	Per 1000
	1 inch & up, 5 to 7 feet, well bran'd... <i>Omen</i>	\$200 00
	¾ to 1 inch, 5 to 6 feet, well bran'd..... <i>Object</i>	200 00
Early Richmond,	¾ to ¾, 4½ to 5½ feet, well bran'd..... <i>Oblong</i>	175 00
Dyehouse,	9-16 to ¾, 4 feet and up, well bran'd..... <i>Octave</i>	150 00
Baldwin,	1½ to 9-16, 3½ feet and up, well bran'd..... <i>Office</i>	125 00
	3 to 4 feet, branched..... <i>Onward</i>	75 00
	2 to 3 feet, more or less branched..... <i>Order</i>	50 00
Montmorency,	1 inch & up, 5 ft. & up, well bran'd.... <i>Orgie</i>	\$200 00
Suda,	¾ to 1 in., 4½ ft. and up, well bran'd..... <i>Oblige</i>	200 00
English Morello,	5½ to ¾, 4 ft. and up, well bran'd..... <i>Obscure</i>	175 00
Wragg,	9-16 to ¾, 3½ ft. and up, well bran'd..... <i>Observe</i>	150 00
Terry (Ea. Russ.)	1½ to 9-16, 3 ft. and up, well bran'd..... <i>Obtain</i>	125 00
	3 to 4 feet, branched..... <i>Ocean</i>	75 00
	2 to 3 feet, more or less branched..... <i>Orbit</i>	50 00

**PEACH TREES. June Buds.**

	CIPHEE	Per 1000	
Six to twelve inches.....	<i>Jester</i>	\$10 00	
Twelve to eighteen inches.....	<i>Jersey</i>	12 50	
Eighteen inches to two feet.....	<i>Jalouis</i>	175 00	
Two to three feet.....	<i>Josper</i>	22 50	
Three to four feet.....	<i>Jargon</i>	25 00	
Four to five feet.....	<i>Jacket</i>	35 00	
Arp Beauty	Champion	Hiley (Early Belle)	Reeves' Favorite
Belle of Ga.	Chair's Choice	Krummel's Late	Salway
Carman	Elberta	Mamie Ross	Waddell
Crawford's Late	Greensboro		

**PEACH TREES--On Peach. Leading Varieties.**

Our peach trees are budded on seedlings grown from Tennessee and Alabama natural pits. They are free from Aphid, Root-knot and Crown-Gall. We can supply beautiful large, medium and small-sized trees. The land upon which our peach trees are grown produce a well-matured tree, with fine fibrous roots. The San Jose Scale, Yellows and Rosette are unknown in this section and we have been careful not to bring in any buds from affected localities.

	CIPHER.	Per 1000	
One to two feet, little if any branched.....	<i>Render</i>	\$15 00	
Two to three feet, little if any branched.....	<i>Resource</i>	22 50	
Three to four feet, under 7-16 to ½, little if any branched.....	<i>Reserve</i>	25 00	
3½ to 4½ feet, 7-16, to ½, more or less branched.....	<i>Recite</i>	35 00	
Four to five feet, ½ to 9-16, branched.....	<i>Rattle</i>	40 00	
Four to six feet, 9-16 to ¾, branched, No. 1.....	<i>Rather</i>	45 00	
Five to six feet, ¾ to ¾, branched, extra.....	<i>Ransom</i>	50 00	
Five to seven feet, extra, ¾ to 1 inch, branched.....	<i>Rancor</i>	50 00	
Admiral Dewey	Chair's Choice	Krummel's Late	Salway
Alexander	Elberta	Lemon Cling	Stump the World
Arp Beauty	Emma	Mamie Ross	Slaphey
Beer's Smock	Fitzgerald	Mayflower	Sneed
Belle of Ga.	Globe	Mountain Rose	Stinson's Oct.
Carman	Greensboro	Old Mixon Free	Triumph
Crawford's Late	Heath Cling	Old Mixon Cling	Victor
Champion	Hiley (Ea. Belle)	Picquet's Late	Waddell

☞ The price of Mayflower is \$15 per 100, any size. Buds of Mayflower \$20 per 1000.

**50,000 PECAN SEEDLINGS. Gulf Coast Thin Shell.**

We have a very fine lot of two and three year old seedlings grown at Huntsville. These trees are grown from selected nuts collected along the Gulf Coast in Southern Mississippi and Louisiana, where the choicest thin shell nuts are produced. We can supply any size from one foot upward to five feet.

	CIPHER	Per 1000
Two and three years, 12 to 18 inches.....	<i>Patent</i>	\$35 00
Two and three years, 18 to 24 inches.....	<i>Paddle</i>	45 00
Two and three years, 24 to 30 inches.....	<i>Pebble</i>	50 00
Two and three years, 3 to 4 feet.....	<i>Pellet</i>	65 00
Two and three years, 4 to 5 feet.....	<i>Petted</i>	70 00

Foa grafted Pecans see Heikes-Biloxi Nurseries Company.

**HEIKES-BILOXI NURSERIES COMPANY,  
Biloxi, Mississippi.**

Address all correspondence on business with these Nurseries to  
W. F. HEIKES, Manager, Huntsville, Ala.

On stock grown at Biloxi, for delivery in the Fall, the freight is to be paid from there by the buyer. The prices of boxes and baling to be added to quotations. Terms and conditions are the same as for the Huntsville Wholesale Nurseries.

**MAGNOLIA GRANDIFLORA.**

	CIPHER	Per 100
Field Grown, 6 to 12 inches, one year transplanted.....	<i>Master</i>	\$10 00
Field Grown, 12 to 18 inches, one year transplanted.....	<i>Marble</i>	12 50
Field Grown, 18 to 24 inches, one year transplanted.....	<i>Martin</i>	15 00
Field Grown, 2 to 3 feet, two years transplanted.....	<i>Manger</i>	17 50
Field Grown, 3 to 4 feet, two years transplanted.....	<i>Mallet</i>	20 00
Field Grown, 4 to 5 feet, three years transplanted.....	<i>Matlock</i>	22 50
Field Grown, 5 to 6 feet, three years transplanted.....	<i>Meager</i>	25 00

☞ These Magnolias are fine, straight, smooth plants with good fibrous roots.

**JAPANESE PERSIMMONS.**

	CIPHER	Per 100
One year, 2 to 3 feet.....	<i>Jargon</i>	\$ 7 50
One year, 3 to 4 feet.....	<i>Jasper</i>	10 00
One year, 4 to 5 feet.....	<i>Jessamine</i>	12 50

VARIETIES—Hiyakume, Tane-nashi, Zengi.

**ROSES==Field Grown. Budded.**

We have a very fine stock of Roses at Biloxi this year, especially in the Hybrid Perpetuals, Mosses, Crimson Rambler and Marechal Niel. The price of Marechal Niel is two cents higher than other varieties.

	CIPHER.	Per 100	Per 1000
Two years, No. 1.....	<i>Rosette</i>		Sold
Two years, No. 1½.....	<i>Robust</i>		Sold
Two years, No. 2.....	<i>Rocket</i>		Sold

**FIGS. One Year.**

	CIPHER	Per 100	Per 1000
One to two feet grown from cuttings.....	<i>Saddle</i>		\$50 00
Two to three feet grown from cuttings.....	<i>Safety</i>		55 00
Three to four feet grown from cuttings.....	<i>Sonnet</i>		65 00

VARIETIES—Celestial. This is the best variety for preserving and canning and makes the healthiest, hardiest tree.

**PECANS--Best Grafted Varieties.**

	CIPHER	Per 100
One year 3 to 4 feet.....	<i>Gallon</i>	\$60 00
One year, 2 to 3 feet.....	<i>Gallie</i>	45 00
One year, 18 to 24 inches.....	<i>Gaston</i>	40 00
One year, 12 to 18 inches.....	<i>Gaüter</i>	35 00

VARIETIES—Taylor, Stuart, Russell, Frotcher, Teche, Van Deman, Moneymaker, Ga. Giant, Pabst.

SEEDLINGS— Selected Nuts—Price on application.  
☞ Orders will not be accepted for less than \$5.00 worth of these Pecans unless included in order for other trees.

☞ The price of Taylor \$10 per 10. Orders for Taylor will not be received for less than 10. The Taylor carries the highest score of any nut so far passed upon.



## PECANS.

The Pecan is destined to become the leading nut for home and orchard planting in this country. The area adapted to its culture is very great, comprising all of the Southern States and extending somewhat North of the Ohio river. Within this area the Pecan is likely to do well wherever the hickory thrives, as it belongs to the same family. The demand for grafted and budded trees of superior varieties has greatly increased within the last few years. Experience has proven that it is better to plant nursery-grown trees for several reasons. If the nuts are planted in the field where the trees are expected to grow permanently they are exposed to many risks of destruction while small and tender. All seedling Pecan trees should be grafted or budded to the best well-known varieties. The great uncertainty connected with their propagation in this way makes it really necessary that the budding and grafting should be done in the nursery, where the trees which fail to take the bud or graft may be left for further trials, while those which succeed can be removed to the orchard or to whatever place they are to occupy permanently. However large and excellent the nuts that are planted by far the greatest proportion of the seedlings obtained from them will yield only nuts that in size, shape and quality will be found to have reverted to the inferior nuts of the wild seedling. The Pecan can no more be relied upon to reproduce itself true from seed than the apple, pear, plum or peach. Budded and grafted Pecans have always been scarce, as propagating them from buds and grafts is very uncertain, consequently the price of these is much higher than that of the seedling. It is hardly necessary to emphasize that it is more profitable in every respect to pay a high price for trees that are known to be prolific and sure to produce a nut of fine form, thin shell and good quality than to buy cheap seedlings, the fruit of which has such uncertain value.

### BEST THIN SHELL VARIETIES.

**Taylor.** We are the introducers of this nut, and we believe it will prove a prime favorite. It originated near the Gulf Coast in Southern Mississippi. It has all the good points desirable in a pecan; size about medium; handsome shape, well filled, thin shell; excellent quality, lack of corkiness, prolific bearer and annual crops. The average annual value of the nuts from the original tree for the past three years at 60 cents per pound has been \$99.00. The tree is about 25 years old.

**Stuart.** One of the largest and choicest of the pecans; handsome shape; shell thin; kernel plump; about 40 to 50 to the pound.

**Russell.** Medium to large; very thin shell; ovoid form; quality good; prolific; 40 to 50 to the pound. The nuts sell at a high price.

**Pride of the Coast.** (Rome, Columbian, Mammoth, 20th Century). This is the largest pecan propagated. Popular because of its large size and handsome form. Texture of kernel coarse, lasting in character.

**Frotchers** (Egg Shell). One of the largest pecans, averaging from 45 to 50 to the pound; shell very thin, and like many others of the thin shell varieties, can be cracked by placing two nuts in the palm of the hand; meat very fine quality and can be removed from the shell entirely. Shape oblong, kernel plump and of good quality. Early to bear and very productive.

**Van Deman.** A large nut averaging 45 to 50 to the pound; oblong in form, shell quite thin. The shape and quality of its nuts meet the commercial standard.

**Money-maker.** Introduced by Mr. S. H. James, Mound, La. who has large trees of it in bearing. The good points he claims for the nuts of this variety are large size, thin shell, well filled and that the trees are very prolific.

**James.** Another variety from Mr. James. A medium sized, thin shelled nut of good shape and excellent quality.

**Pabst.** Large, shell of medium thickness, kernel plump, bright yellow color, quality very good; very productive.

**Georgia Giant.** Large; rounded ovate; shell brittle, medium in thickness; quality very good. Very prolific and one of the earliest to bear.

**Seedlings.** We can supply seedlings from large, thin shell varieties to those who are unable to get budded or grafted sorts, owing to their great scarcity, or to those who may, from choice, wish to plant a less expensive tree.

## THE HUNTSVILLE WHOLESALE NURSERIES PRICE LIST

### Terms and Conditions Governing Quotations in the Price List of the Huntsville Wholesale Nurseries.

**RATES.**—As we send this list to the trade only, we make the difference in prices between the 10, 100 and 1000 rates very slight—simply sufficient, as a rule, to cover the difference in the expense of handling in the smaller numbers. We uniformly tie in bunches of 10, when consistent with the order, and we suggest to our customers to make their orders for varieties in multiples of 10 as far as practicable. Orders for 50 and not over 300 trees, if for not less than 10 of a variety, will be charged at the rate per hundred. Orders requiring 300 trees or more, and not less than 10 of a variety, will be filed at the lowest quoted prices. Orders for less than 10 trees of one variety, will be charged at the rate per ten.

**SEASON.**—Our packing and shipping season begins by the 20th of September, and continues until about the first of March.

We have great advantages to offer here in early shipments for the North in Spring. We do not accept orders for trees we do not grow, as we never buy trees to sell again. You can depend upon us for fresh dug trees. Each order is taken up separately, and not until it is wanted for shipment.

**SHIPPING DIRECTIONS.**—We respectfully beg our patrons to furnish us with explicit directions as to shipping, and the mode of conveyance by which they desire trees forwarded. When no particular directions are given, we forward according to the best of our judgment. *But in no case do we assume any responsibility as to safe delivery and condition of Trees and Plants after a proper shipment by us.*

**RELEASE.**—When prepayment of freight is not required, we will Release and Guarantee, and take forwarder's receipt and mail to consignee. It is left to the option of the shipper of trees over some railroads, whether he will release them or not under the clause "Value less than \$5.00 per 100 lbs." If released under this clause, the freight is less on roads governed by this classification, and we will assume it to be proper to make this release, without reference to the value of the trees, unless instructed to the contrary. This clause does not apply upon roads under some of the district classifications, and because of this confusion we will not be held responsible for any oversight to release, unless instructed by our customers. Claims for delay or loss must be made to the forwarders.

**PACKAGES.**—The cost of package must be added to the prices quoted in this list, as follows: Boxes 30 inches square, from 7½ to 9 feet long, as the trees may require, each \$2.50; boxes 24 inches, \$2.00; boxes 18 inches, \$1.50; bales from 25c. to 75c. each.

**PACKING.**—Goods will be packed in moss or "Shingle Tow," and especial care taken to insure their arrival in the best condition.

**ASSORTMENTS.**—We do not require customers to take an assortment they do not wish, but will sell one variety alone if desired. If any substitution can be allowed, either in grade or variety, it should be so stated when making the order. As a rule we do not substitute without permission.

**CAUTION.**—We accept all orders upon the condition that they shall be void, should any injury befall the trees from frost, hail, storm, fire, or other causes over which we have no control.

**TERMS.**—Cash. When desired, we will allow 30 to 60 days from date of shipment to responsible,

prompt-paying customers. Parties with whom we have had no business transactions, will save time by sending reference, with order. We wish it expressly understood that payment is expected from the first collections made, and the time named is only intended as so many days of grace in which to make returns. To northern customers, who wish to lay in stock for Spring trade, we will ship late in Fall or early in Spring, and allow time for payment till May 15th. If shipment is required in the Fall for Spring use, a note is to be given upon receipt of the trees. We do not allow any discount for cash, but we make our prices low to command cash, or prompt returns. In orders when the time is not mentioned, 30 days is to be understood. Interest at the rate of 8 per cent per annum must be paid on over due accounts. Should prices be changed, either higher or lower, during the season, the prices ruling at the time the order is made, are expected to stand.

**FORMS OF PAYMENT.**—All bills are payable at the office of the seller, and remittances should be made by drafts on New York, Chicago or St. Louis, or by money orders on some Express Company, or by postal orders. We will, however, accept checks from those of our customers who may be located at places having no banking, express or postal facilities, provided they make them in every case payable "with exchange", or add ¼ of one cent, to the amount of the bill for the cost of collection.

**GRADES.**—We grade very carefully, in some cases by caliper, in others by height. When graded by both caliper and height, the caliper must govern, as the height then named is only to be considered approximately. When graded by height or caliper, we include the lower number and exclude the higher. Instance: in a grade of 4 to 5 feet trees, the 4 feet trees are included, but not the 5 feet trees. If 5 feet trees are wanted, the 5 to 6 feet grade must be ordered.

**GUARANTEE OF GENUINENESS.**—While we exercise the greatest diligence and care to have all our Trees, etc., true to label, and hold ourselves in readiness, on proper proof, to replace all trees, etc., that may prove untrue to label, free of charge, or refund the amount paid, it is mutually understood and agreed to, between the purchaser and ourselves, that our guarantee of genuineness shall in no case make us liable for any sum greater than that originally received for said trees, etc., that shall prove untrue.

**ACCEPTANCE.**—Notice should be sent us by telegraph, at our expense, if there is any cause of complaint, or should the trees be refused, stating reasons. Claims for deduction, from whatever cause, will receive consideration only when made promptly upon the receipt of the trees. If trees show any signs of shrivelling upon arrival, they can usually be restored by being thoroughly watered and buried entirely under the ground for two or three days. Should there be any frost in the trees upon arrival, they should not be removed from the box until the frost is all out. The box should be placed in the cellar or protected in some other way. The presence of frost in the boxes is not to be considered an evidence of bad condition, as we pack to secure the trees against damage, if the frost is allowed to come out in the natural way. Goods will be considered accepted if removed from the boxes in which they are packed, without notice of complaint to us and without our orders for their disposition.