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BERRY PLANT SALES BOOK

#1254

1924



O.A.D. Baldwin.
PRESIDENT

R.W. Ackerman.
VICE PRESIDENT



Premier
Earliest Strawberry
Without A Fault



R.C. Whitten.
SECRETARY

G.W.R. Baldwin.
TREASURER

Baldwin-Whitten-Ackerman Nurseries

BRIDGMAN - MICHIGAN



Eaton

*Brings a
Dollar
More
a Crate
on Any Market*

*The Firmest Berry
Ever Grown*

Eaton has come to stay! No longer is it looked upon with doubt and skepticism as an untried experiment. The more progressive growers, the ones who are always looking for something better, planted Eaton when it was in its infancy, a strawberry littleknown. Of course the planting cost was considerably more than it would have been had they contented themselves with some common low - priced variety. In every case, however, the first crop of berries repaid the additional cost many times over.

Eaton is one of the most heavy yielding strawberries ever produced. All of its berries

are large in size, a rich, dark red, clear through to the heart; every one perfect in shape to the last. Its flavor and quality are of the best—in fact it is a perfect strawberry in every way.

Its unusual firmness makes it the best long distance shipper ever produced. It can safely be shipped two hundred miles and arrive in excellent condition. On account of its exceptional firmness and solid color, it is often sought after by canning factories who standardize on the Eaton. No matter how long it remains in the can it will not discolor nor soften as many strawberries often do.

Selling as it does for a dollar a crate more than the common kinds, it is little wonder that in the few short years since its introduction the call for Eaton has grown so rapidly that it has been impossible to supply the demand. This year, with our combined resources, we have for the first time grown a stock of Eaton that we believe will come somewhere near meeting the demands of our customers. No longer need you hesitate on account of the price. We've taken care of that, too, and Eaton now costs no more than any other of the better kinds.

Remember our stock consists entirely of the original Whitten Strain. If you buy from us you are sure to get genuine Eaton. Every plant guaranteed.

*Eaton -
the wonderful
market
STRAWBERRY*

Eaton — The Strawberry Supreme



AT YOUR SERVICE

TO THE FRIENDS AND CUSTOMERS OF O. A. D. BALDWIN, C. E. WHITTEN & SON and A. R. WESTON & CO., now combined under the name of BALDWIN-WHITTEN-ACKERMAN NURSERIES, we desire to extend the season's greetings and to express our appreciation of the generous patronage and confidence given us in years gone by, while we, as separate institutions, have endeavored to serve our customers to their entire satisfaction; and to invite the same confidence and consideration for our new and enlarged organization, which is now so much better equipped to serve the needs of the berry growers and fruit interests of the entire country.

Economy in Production—A Saving to the Customer

The object in combining our working forces is, we believe, apparent to our readers. The historical sketches on the following pages will explain that each of these three institutions has worked along similar lines for many years, co-operating and helping one another, but it has meant the maintenance of three separate organizations. Hence, the real reasons for our having consolidated these three nurseries are that we may give our customers a higher grade of service than in the past, and also to effect a greater economy in the growing and marketing of our product. We have not been actuated by a selfish motive alone, for it is our intention to pass on to the customer a liberal portion of the saving thus made, as is plainly evidenced by the greatly reduced prices at which we are this year offering every item of our entire line. A glance at the price list will convince you of this.

Our Modern Equipment Means Better Service

We have splendid macadam roads leading to our several farms. We utilize a motor truck service for transportation purposes. These farms are equipped with every known device and facility for the economical and thorough production of high grade strawberry and other small fruit plants. Care in packing and shipping, and an endeavor in every way to meet the requirements of our customers, will be under our new departmentized and systemized organization, brought down to date in a most practical and serviceable manner. With these advantages to offer our friends and customers of the past, we believe they will be even better satisfied in all their future dealings with us than ever before. And to our new and on-coming customers, we wish to assure the same careful treatment that has characterized our service to our old customers in the past, with the added advantages that our combined and enlarged organization will give.

Quality Counts With Us

We are and always have been, producers of berry plants in a large way. Combining the three office and farm operating forces under one management will also mean a great economy in operating expense. We have always been in sympathy with the quality requirements, and in the past have each striven to produce the very best plants possible, in this most favored of all plant producing sections. In our new management the maintaining of this high standard of quality will always be paramount.



Architect's Drawing of the New B-W-A-N Home.

New Building Permits Prompt Handling of Orders

Our new building shown above is now under construction and will be ready for occupancy long before our shipping season opens. We will load an express car daily, and with our siding at the rear of the building can load direct from packing room to car, entirely eliminating the long expensive truck hauls heretofore necessary. Orders can be filled with less delay as our packing force can work right up to closing time, the last shipment packed going forward the same evening. Parcel post shipments will be delivered at the postoffice within two minutes after leaving our building.

Our Catalog Tells the Truth

This catalog conveys to you the absolute truth in regard to every description made in it about the plants we have to sell. It is "a book that tells the truth." We are presenting to you dependable facts, worthy of your consideration. Our customers throughout the past years have known this to be a fact. We invite your patronage in the belief and confidence that we can give you a

thoroughly satisfactory service. Your orders will be carefully filled with guaranteed stock when you want it.

Come and See Us

We wish more of our customers might become our personal friends and acquaintances, and with our improved facilities we are especially anxious to have you call at our offices. We will be glad to see you and show you every part of our work in which you are interested.

We await your further commands and your orders, knowing that our plants and service will in every way satisfy you.

Very truly yours,
BALDWIN-WHITTEN-ACKERMAN NURSERIES.

Successors to
O. A. D. Baldwin, C. E. Whitten & Son, A. R. Weston & Co.

BALDWIN HISTORY

Baldwin History covers a period of thirty-five years—a period of steady growth from a small beginning to one of the largest small fruit plant nurseries in the United States. O. A. E. Baldwin began the plant business in 1889. The first packing room was a chicken house ten feet square. During the succeeding years, equipment kept pace with growth until at the time of the merging of the business into the BALDWIN-WHITTEN-ACKERMAN NURSERIES, Incorporated, 5,000 square feet of floor space in modern packing houses were used for the storing and packing of small fruit plants.

A little patch of red raspberries, on twenty acres of land, was the beginning in 1889. The business expansion up to the time of the consolidation covered over 700 acres, most of which was well drained, rich, new ground, cleared as it was needed for more berry plant land.

Beyond question, the successful growth of Baldwin's berry plant business was due to the fact that customers were satisfied both as to quality of stock and measure of service. Baldwin has always recognized the truth of the saying that a satisfied customer is the best advertisement a business can have, and has always given more in plants and service than his customers have expected. They found Baldwin's plants to be full of vitality, producing large crops, and Baldwin's service meeting their every demand.

After the death of O. A. E. Baldwin in 1902, the business was carried on by his son, O. A. D. Baldwin. Every year it expanded in growth and facilities to meet the growing demands of the steadily enlarging list of customers. Baldwin grew nothing but plants

—grew them by the million. This practice of growing plants for plants only—allowing none to fruit—is vital to the production of the highest grade fruit plants. No vitality is lost, but all goes into the root and crown of the plants the customer gets. This same principle of production will be followed in the new organization, insuring you of the same high grade plants.

A growing business is like a growing boy; it must have room to develop. As the business grew,

the community increased in the small fruit and berry plant business proportionately, until Bridgman, Michigan, is today the greatest small fruit plant producing center in the country. Modern methods of doing business require quantity production, economy in operation, elimination of waste and a thorough mastery of detail, if the best of service is to be rendered. All of this calls for competent management and supervision. Baldwin's business grew rapidly alongside that of his friends, who were likewise making a rapid and steady growth.

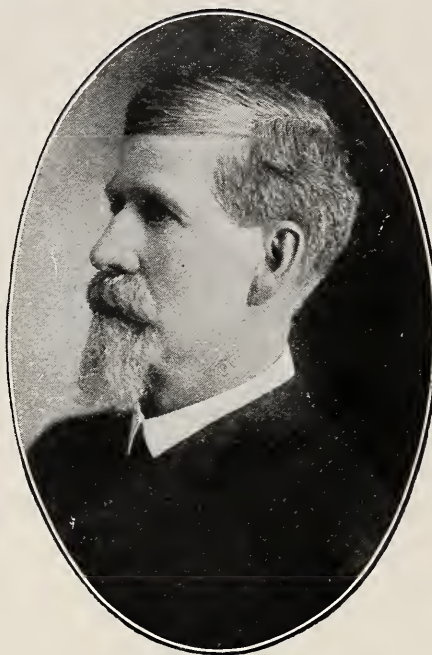
A history, whether it is that of a great nation or of an everyday business, is the story of the growth of that nation or business as it affects its particular section. The history of Baldwin's Berry Plant Business along with that of the Whitten and Weston Nurseries, is the story of the development of the small fruit plant industry in Bridgman

and its vicinity to its present proportions. With the three firms together shipping only a few thousand plants, the industry started more than thirty years ago in a small way. But as was quickly found, this location on the shore of Lake Michigan is ideal for producing the best quality small fruit plants. As the high quality of the plants produced became more widely known, the business rapidly increased, until today, many more small fruit plants are shipped from Bridgman each season than from any other point in the country.

Small fruit plants and their fruit have made Bridgman and Berrien County famous wherever plants are set or fruit is eaten. We want you to know that you have our earnest invitation to come and see us. We will be glad to show you

what we can of this fruit plant industry.

The object of the consolidation represented in this catalog is to effect economies in overhead operation and management as well as in production, and by passing a liberal portion of this saving to the customer, to enable him to buy the best possible plants at lower prices. O. A. D. Baldwin extends greetings to his many friends and customers and invites them to become customers of the BALDWIN-WHITTEN-ACKERMAN NURSERIES in the same way as they have so generously favored him in the past when conducting business under his own name.



O. A. E. Baldwin,
Founder of the Business.



WHITTEN HISTORY

Way back in 1890, a young man of imagination and foresight was able to visualize the future and to sense the unlimited opportunities that might be derived by furnishing small fruit growers with plants of superior quality at a fair price. That young man was C. E. Whitten, founder of the berry plant business bearing his name and conducted by him for many years. In fact, more than a third of a century covers the record of his nursery business. Each one of these years is an open book, whose pages are well filled and hold nothing but the record of fair and honest dealing, and success well merited.

Whitten, when a young man, devoted his time and energy to the propagation and improvement of small fruits, specializing in strawberry plants. He soon discovered by practicing well known methods of culture, in a soil and climate suitable to the purpose, he was enabled in his locality to produce fruit plants of the highest quality and in great quantity. While developing his fruit plant business, he was at the same time carrying on a fruit growing business, thus giving him first-hand experience and insight into the needs of the fruit grower in a practical way.

In those days, reliable nurseries were few and far between, and he well knew from his own bitter experience, the difficulties of purchasing hardy, vigorous plants that would prove true to name when reaching a bearing age. This prompted him to offer his own stock of plants to the public, and in the spring of 1890, he issued his first printed price list, a simple folder, putting out only a few hundred copies. He was not overloaded with orders by his first experience, but they met his expectations and served to show him convincingly that a real need for such service existed. Accordingly, his life's work was now plainly mapped out before him, and from that time forward his business grew.

In 1917 R. C. Whitten actively entered the business, and since then has worked hand in hand with his father. Born and raised in a nursery environment, it was comparatively easy for the young man to study and master its science and the proper methods of plant propagation. C. E. Whitten was given a greater opportunity to devote his energies to improving cultural methods

and devising more suitable forms of soil fertilization.

This was an excellent combination, dividing the work and giving to each the part that he was best fitted to do. The result was the production of plants of increasingly better quality.

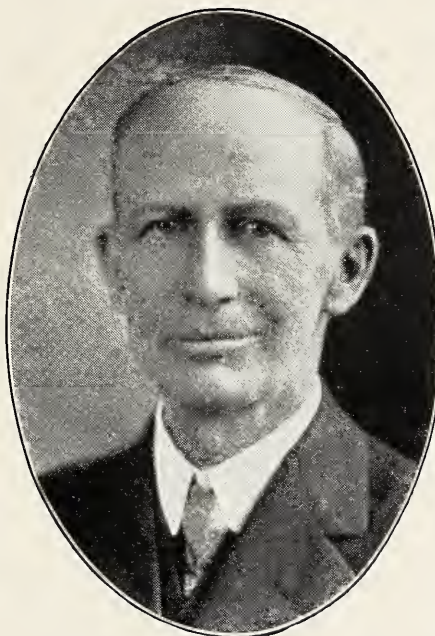
By continual trials and experiments, the best methods of growing fruit plants to insure good root systems, resistance to disease, and greatest productiveness were fully worked out. Plants grown the "Whitten Way" were recognized and sought after as the best to be had.

C. E. Whitten clearly foresaw that as the raising of small fruits became more widespread and permanently established throughout the country, better methods of soil fertilization would be needed. To prepare for this need, he carefully tested various kinds of fertilizers in different rotations and in all kinds of soils, until he was able to know how best to advise his customers regarding this important factor in successful berry growing.

The results of all this careful and important work are to be given freely for the use and benefit of the customers of this new organization.

The rapid growth of the business up to the time of the merging of it into the BALDWIN-WHITTEN-ACKERMAN NURSERIES, Incorporated, is a record to be proud of. Whitten customers always received a square deal and honest treatment. An earnest and conscientious desire to fill each order received in a manner completely satisfactory to the customer, actuated every motive. In short, Whitten's interest did not end when the check was cashed and the order shipped, but continued long after the plants were

growing in the customer's fields. Such a background has created a large list of Whitten customers, whose interests our new consolidated company will safeguard in the same highly satisfactory Whitten plan of dealing. It is hoped and expected that the intimate relationship existing between C. E. Whitten & Son and their customers will come over en masse and be served by the BALDWIN - WHITTEN - ACKERMAN NURSERIES, mutually helpful and equally satisfactory.



C. E. WHITTEN.



WESTON HISTORY

Berrien County, Michigan, beyond question, affords the best location and produces the largest amount of small fruits, as well as small fruit plants, of any county in the United States. There probably is no section of the country anywhere more congenial as to climate, soil, market facilities, and a trained production force of farmers and helpers, than will be found in the vicinity of Bridgman. Recognizing all of these advantages, A. R. Weston began his berry plant business in Bridgman in 1892. It was conducted by him for five years, when he died.

F. L. Ackerman bought it at that time and began operating it under the name of A. R. Weston & Co. In 1906 his son, R. W. Ackerman, bought a half-interest in the business, and continued the use of the firm name until 1923, when the business was merged into the BALDWIN-WHITTEN-ACKERMAN NURSERIES, Incorporated. F. L. and R. W. Ackerman successfully conducted the business until it became one of the leading small fruit nurseries of the Bridgman vicinity.

A business with thirty-two years of experience in growing, handling and packing small fruit plants for commercial growers, covering nearly every state in the Union, has taught many good lessons. One is that well known standard varieties of berry plants, produced under favorable soil and climatic conditions, are the best to recommend to the fruit grower, and accordingly A. R. Weston & Co. have made it a point to give these standard varieties the best growing conditions, and to sell their plants, true to name and of heavy root growth, which have always pleased the customer and produced desirable results.

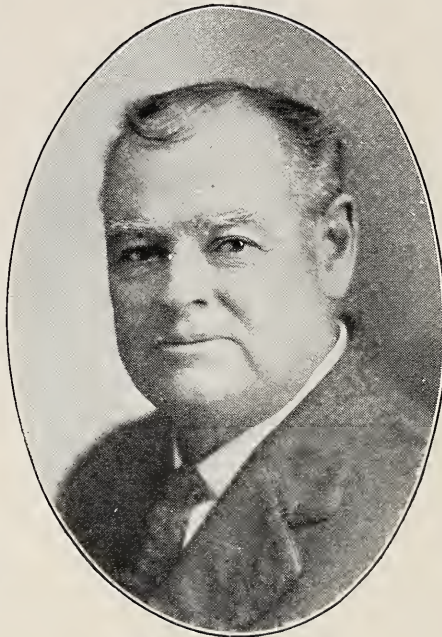
The history of this concern may be written in the fact that great dependence upon environment was placed. Plants grown in Berrien County, where the soil is a rich, sandy loam, perfectly adapted for plant growth, are sure to produce the kind that pleases the customer in every way. Weston's method of production, packing and shipping has always been right. Weston's guarantee meant what it said. Weston's recommendations of the standard varieties have always been based upon results and never have they been

led astray by fads of any kind. It is a mighty important consideration to the berry grower who is making this business the means of his livelihood, to be sure that the varieties he buys are proven profitable producers and will not fail him in fruit production. Weston has always grown that kind of plants and unreservedly recommended them to his customers as the best standard varieties of their seasons.

In buying fruit plants as in buying motor cars, it pays to buy those that are standard the country over. They have proven successful under a wide range of soil and climate and the grower is practically assured of good paying crops every year. True-to-name plants have characterized Weston's transactions always. No concern can long exist that does not consistently put out stock that is unquestioned in name and quality.

Under these high ideals, A. R. Weston & Co. reached a prominence in the nursery business, satisfying thousands of customers in all parts of the country. These same customers are now invited to become patrons of the BALDWIN-WHITTEN-ACKERMAN NURSERIES, Incorporated, and the promise is hereby made that the same method of fair dealing that has characterized the relationship between A. R. Weston & Co. and their customers will be carried out under the new consolidated companies which has brought together three concerns, who were friends and neighbors doing business along similar lines, now operating as one for the purpose of economy in management, production and merchandising.

Through this consolidation, a division of labor has been effected by which each one of these friends and neighbors finds in the new organization a place where he can best serve to the advantage of all concerned. R. W. Ackerman of A. R. Weston & Co. will superintend production. His long experience qualifies him in a peculiar way for this larger responsibility. It will be his care to personally superintend our packing houses, assuring you of a full count and careful packing of your shipment. The customers of the BALDWIN-WHITTEN-ACKERMAN NURSERIES will receive superior stock at moderate prices in the future as they have in years gone by through A. R. Weston & Co.



F. L. ACKERMAN.





NEW GROUND PLANTS

Just what are New Ground Plants, and why are they superior to others? Have you ever asked this question in the past, and if so, have you ever been given an intelligent and really satisfactory answer?

New Ground Plants are, of course, those grown on NEW GROUND—Virgin Soil, never cropped before—soil that the plow has never touched, and that still retains every ounce of chemical fertility originally placed there by the bountiful hand of Nature.

We have had made for us in the past many scientific analyses of various soils more or less suitable to successful strawberry plant growth, and without a single exception the only perfect combinations were found to exist in virgin soil. Since we have discovered from the analysis of such soil all of the chemical ingredients required to produce a perfect plant fertilizer, it is only natural to suppose also that such a fertilizer can be produced commercially, so that when applied to old ground the soil so treated can be made to produce plants equal in every respect to those grown on New Ground.

There are many so-called "New Ground" plants offered throughout the country that are really "New Ground" in name only, being actually grown on old, worn-out soil, crammed full of manure and different commercial fertilizers in an attempt to produce plants that will, at least in appearance, resemble genuine "New Ground" stock.

bringing the plants to a completely matured growth with the coming of autumn.

New Ground Plants Grown for Plants Alone

Our famous New Ground Plants, grown on virgin soil, and grown for plants alone, are big money makers, and the most satisfactory in the long run. Every one of our propagating strawberry beds are grown for plants, and nothing else. Some concerns attempt to secure fruit as a by-product from their propagating fields. When this practice is followed, only the outside edges of the row are removed and sold, the centers being saved for fruiting purposes. By that method the customer receives only the end runner plants—the last ones formed, and naturally the smallest and most poorly rooted.

In our fields, under our method of digging, these end-runner plants are entirely discarded, and the plants used for filling our orders are taken from the heart of the row, every plant large and strong, fully developed, ready to make a quick, sturdy growth in your fields this year.

B-W-A-N Plants are Upland Plants

When purchasing a tract of new ground for plant fields the first requirement with us is its elevation. No matter how fertile the soil, if it is not a sandy, upland plateau, we don't want it. No lowlands for us.

Low, black land, sometimes bordering on muck, is often



A Commercial Field Grown From B-W-A-N Plants—Note the Solid Rows.

Commercial fertilizer acts as a stimulant on the growing plants, and for a short time will cause the plants to develop a quick growth, making fairly large sized, attractive plants, but when the effects of the fertilizer have worn off, as they soon will, the plants are worse than if the application had not been made. Plants grown in that way may be fairly well developed in both crown and root growth, but they lack the vitality to successfully withstand the shock of removal and transplanting, so that they are unable to make a quick, sturdy growth in their new location. Neither do they possess the hardihood necessary to withstand the lack of moisture occurring so frequently during the growing season, and still produce a wide, even fruiting row,

used for strawberry plant growing. If quality is not the main requisite, that is an easy way to grow plants, for regardless of rainfall, soil moisture is always present, and plant growth is abundant. This low, black ground has a tendency, however, to produce the "black rooted" plants you've heard about, and the plant crowns are usually brown and discolored at shipping time. The plant fibre is also soft and spongy, often causing the plants to heat and spoil in transit.

WHETHER YOU BUY YOUR PLANTS FROM US OR SOME OTHER NURSERY, SATISFY YOURSELF THAT THEY ARE HIGHLAND GROWN. YOU CAN'T SECURE SATISFACTORY RESULTS FROM ANY OTHERS.

CULTURAL DIRECTIONS

General Culture for Small Fruits

In this limited space we give planting and cultural directions most essential to successfully grow all kinds of small fruit. Those applying to all in general are given first, followed by those especially applying to strawberries. On page 35 are pointers on care of other small fruits we list as well as the ornamental trees, shrubs and flowers. Your State Agricultural Experiment Station is ready to advise you on all problems. If we can help you further in any way, please feel free to write us fully.

SOIL. Practically any soil that will grow good field crops will grow good berries—good rich sandy loam preferred. All kinds of fruit plants demand that the soil be able to hold moisture well and at the same time drain easily—a sandy loam, underlaid by a clay sub-soil meets this condition. Avoid low, frosty places, where possible. Hillsides can be used to good advantage. Light sand is best for dewberries.

DRAINAGE. Good drainage is essential. Sufficient tiling to carry off all surplus water will pay in increased yields.

FERTILIZING. The matter of fertilization is important. While fruit plants are not extremely heavy users of plant food, few crops respond more readily to fertilizer. Stable manures are the best fertilizers, we have found. They not only furnish the necessary plant food, but also make the heavier soils of finer texture and the light, sandy soils of greater water holding capacity. 250 pounds per square rod, or 10 to 15 tons to the acre is about the right amount on average soils. This fertilizer should be used on a cultivated crop, such as corn or potatoes the season previous to setting strawberries if possible. If this cannot be done, it should be plowed under in the fall before planting the following spring.

A crop of clover, soy beans, oats or rye, plowed under, is also good fertilizing practice.

Good grade commercial fertilizers—nitrate of soda is particularly good on strawberries—will give full value quickly the same season as applied. They should be sown broadcast on the land after plowing and well harrowed in, or may be worked into the soil along the row after the plants are set, care being taken that it does not burn the foliage.

FITTING THE SOIL. Soil for setting fruit plants should be plowed deeply and harrowed until it is loose and level. We like fall plowing as it allows the soil to settle and vegetable matter to decay. Spring plowing is all right, but fall plowing is better where possible. Begin plowing as late in the fall as possible before the ground freezes. This late plowing is beneficial in that the soil lays loose and open, that frost may act upon it more readily, also leaving it in condition to absorb more moisture in the spring to furnish a supply during the summer. The frost can then kill a great many insects that live over winter in the soil—white grubs in sod land, for example. As early in the spring as the soil will work up mellow, the land should be thoroughly harrowed, followed immediately with a heavy roller or plank drag. The soil should be firm for planting—this preserves moisture. You can mark out your ground with the same kind of marker used for other rowed crops. One marking three or four rows at once is a time saver.

WHEN TO PLANT. The earlier in the spring, the better—as soon as you can prepare the land, so the spring rains will give your plants a good start. Plants should be shipped and set before they start to grow much, while the plant still has all its vitality. It is to your interest to set your plants as early as possible.

Many customers prefer to set plants in the fall and to accommodate them we make some shipments after October 1st to 10th. Plants are fully rooted then and will become well established before cold weather, going through the winter in good shape.

CARE OF PLANTS WHEN RECEIVED. If the ground is not ready when the plants reach you, an easy way to keep their full vigor ready for planting is as follows: Carefully separate the varieties—take each variety, a bunch at a time, cut the strings, and spread the plants in a thin row along one side of a shallow furrow. Then cover the roots firmly with soil, not higher than the crown. If ground is dry, water the roots only. They will keep in good condition for 8 to 10 days. When transplanting to the field, be careful not to mix the varieties.

DISEASE AND INSECT CONTROL. In the following directions we give some general means of prevention and control of small fruit diseases and insects. Small space does not permit full details.

Very few insects or diseases are seriously injurious to small fruit plants, although some minor ones are found in nearly every fruit section. If, after following our suggestions, you have trouble along this line, we want you to feel free to use our Free Service Department.

STRAWBERRIES.

PLANTING DISTANCE. For commercial planting, we recommend putting the rows 3 ft. 8 in. apart, the same as for corn—and putting the plants 14 to 18 inches apart in the row. This requires about 8,000 plants per acre. By training these plants to a matted row, you get a good picking width.

In the home fruit garden the rows may be set only three feet or even as close as 2 feet with plants spaced about the same as above.

SETTING PLANTS. Make holes with a spade by putting in ground six to eight inches and pull toward you, then take out. If ground is in good condition and soil is

damp, this should leave a “V” shaped opening. Hold plant in this hole with hand and close hole with one foot and press firmly (with feet) on both sides of plant. If one is setting plants alone a row of holes may be made, then take plants and set that row. If two are working together one can make holes and the other set the plants. Great care should taken to set the plants at the right depth. Plants should set the same depth as they were before being dug, with the crown of plant even with surface of ground. This is important, as the plants set too deep will be washed over with mud and those set too shallow will dry out.

Dip roots in water just before setting if ground or plants are dry. Garden plants may be trained to the hill system with plants set about 12 inches apart in the row. All runners are cut off so that the original plant forms the entire hill. This system will produce fewer berries of larger size.

SELECTION OF VARIETIES. We are continually selecting the best varieties of strawberries and those which we list are proven profitable producers throughout the country in a very wide range of soil and climate. At the bottom of the next page we explain staminate and pistillate varieties. Prize, Sample, Parker and Big Late are pistillate and need some staminate kind planted every third or fourth row to fertilize them. All others we list will produce a full crop when set alone. On page 21 we offer several plant bargains selected to give you full crops from early summer to late fall.

CULTIVATION AND CARE DURING FIRST SEASON. Cultivation should be continuous throughout the growing season and early fall, keeping the soil finely broken up to prevent loss of moisture, and at the same time bring it up to the surface within reach of the plant roots. As plants grow, give shallow cultivation so as not to disturb root growth. If the operation in each row is always in the same direction, newly set plants will not be torn up. The plants should be hoed over as needed. A little soil thrown on the runner plants will aid them in rooting.



Proper Spraying Makes B-W-A-N Plants Clean and Healthy.

CULTURAL DIRECTIONS

STRAWBERRY CULTURE—Continued.

Fruit stems should be picked from the standard or June-bearing varieties as they appear after setting. Everbearing varieties will produce a lot of fruit stems after planting, and they should be pinched off until about July 1st. The plants will then produce a full crop during the late summer and fall the same year they are set.

All runners should be cut off until the first of July, when if a matted row is wanted, the runners may be allowed to root until the desired row is obtained, after which all runners should be kept trimmed off.

CARE OF PATCH AFTER PICKING. At the end of the fruiting season comes the question of renewal of the bed for the next season's crop. A very successful practice is to mow, rake off and burn the old vines. Following this, turn a shallow furrow away from each side of the row, using a small plow, leaving the row 6 to 8 inches wide. Then go over the row with a hoe, cutting out plants, so that small blocks of the newer plants are left 8 to 10 inches apart.

Finally, cultivate down the soil that has been turned into the middle of the row. The mowing and burning will destroy any leaf diseases and insects that may be in the leaves, and the operations will provide room and fresh soil for the growth of new runners necessary to give a good yield the following season. A light layer of stable manure, if free from weed and grass seed, put on after the ground freezes, as a winter mulch, will benefit plant and fruit production.

MULCHING. While we have never considered mulching necessary, even in our northern climate, many growers prefer to mulch and for their convenience we make these suggestions. Winter protection, especially on heavy ground, may be a big help to both the commercial grower and gardener. Protection of the roots against repeated freezing and thawing during the winter, preservation of soil moisture in the spring, and protection of the fruit from dirt at picking time are some of the chief advantages of a winter cover. The best mulching material is one that can be spread rapidly and evenly and at the same time provide the greatest protection to the plants without introducing too many weed seeds. Use that material that can be had most easily at the least cost. Coarse, strawy horse manure is best, if not too high priced, because of its fertilizing value. Marsh hay, wheat or oat straw and fallen leaves are also excellent mulching materials. Even corn stalks are good when you can get nothing else. The mulch should cover the ground and plants 2 to 3 inches deep. The best time to apply it is just after the ground is frozen in the fall. When the plants begin to grow in the spring after danger of severe frost is past, the mulch should be raked off, and may be left between the rows.

PROPAGATION. Strawberries are propagated by runners only. Varieties set side by side will not mix—the runner plants are always the same as the mother plant. Everbearing sorts propagate in the same way.

DISEASE AND INSECT CONTROL. The most important means of prevention and control are:

1. Short cropping of the patch—2 or 3 years at most. The more serious the trouble, the fewer the crops.
2. Plowing under old beds as soon as the last crop is harvested.
3. Mowing and burning beds which are to be carried over for another crop immediately after harvest.
4. Strawberry leaf spot is the only disease and leaf roller the only insect seriously injurious to strawberry plants. A spray mixture should be made up of 2½ lbs. of arsenate of lead powder and 5 quarts of standard commercial lime-sulphur solution to 50 gallons of water. This spray will control both leaf spot and roller and should be applied when the white leaf roller moths begin to fly, or a considerable amount of spot shows. Two or three applications are usually sufficient.



Keeping New Ground Fertility at Top Notch.

DEWBERRY CULTURE.

Plant in rows 6 feet apart with plants 3 feet apart in the row. 2400 plants per acre. In the North train fruiting wood on stakes and wire each spring, trimming out and thinning the superfluous wood which is to produce fruit the coming season. Mulch in late fall or winter. In the South it is not necessary to train on wire but thin out fruiting wood each spring and prune out all new growth once a month until after blooming time. Then leave only sufficient new growth for next year's crop.

WINTER CARE OF ASPARAGUS. Before Sept. 1st cut the tops and clear bed of weeds. It is highly important that all seeds be taken off as the new seedling plants quickly kill out the old bed. Now cover the bed to a depth of 3 inches with coarse manure, which will not only enrich the soil, but will keep out the frost which is highly essential. The first work in spring is to remove all covering except the fine manure. Carefully fork this in so that the crowns of the plants will not be injured by the tines of the fork.

DISTANCE FOR PLANTING AND PLANTS REQUIRED PER ACRE

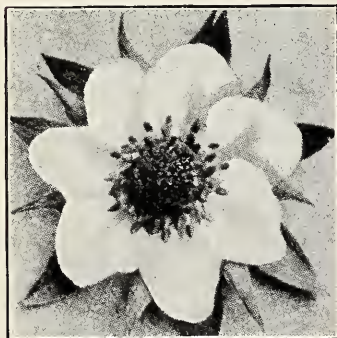
Strawberries ..(commercial use).....	3 ft. 8 in. x 1½ ft.	7,920 plants.
Strawberries ....(garden use).....	2½ ft. x 1½ ft.	11,600 plants.
Everbearing Strawberries	2½ ft. x 1½ ft.	11,600 plants.
Black Raspberries	7 ft. x 3½ ft.	1,777 plants.
Red Raspberries	6 ft. x 3 ft.	2,420 plants.
Blackberries	7 ft. x 3½ ft.	1,777 plants.
Dewberries	6 ft. x 3 ft.	2,400 plants.
Currants and Gooseberries	5 ft. x 4 ft.	2,200 plants.
Grapes	8 ft. x 10 ft.	540 plants.
Grapes	8 ft. x 12 ft.	440 plants.

Perfect and Imperfect Varieties An Explanation

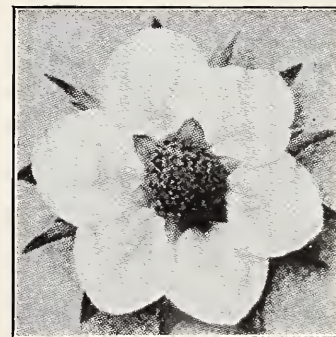
All strawberry blossoms are either staminate—also called perfect—or pistillate, generally called imperfect.

The imperfect varieties, which are marked (Imp.) on price list in back of book, should have a perfect variety, marked (Per.), set every third or fourth row to properly pollinize the blossoms of the imperfect sorts and make them produce a full crop.

There seems to be a mistaken idea with some that this mixing of varieties is necessary with the perfect as well as the imperfect sorts, but this is not so. The perfect sorts are self-pollinizing, and will bear as well if set by themselves.



Perfect Blossom.



Imperfect Blossom.



EVERBEARING STRAWBERRIES

Champion

The World's Best Everbearing Strawberry

Unquestionably Champion is the most popular everbearing Strawberry known today, even outclassing Progressive, the former standard of excellence.

It is one of the newer kinds, but so great has been its value, and so marked its superiority over all others that in the short length of time since its introduction, five or six years ago, it now unquestionably stands at the head of the list, leading any other Everbearer known.

Unless you have already grown Champion you never have experienced real Strawberry satisfaction. We have customers in all parts of the United States who have written in to tell us of the wonderful results Champion has given them. Read what Mr. E. A. King of California has to say about Champion. He has grown them in comparison with the other most popular everbearing varieties, and finds Champion far ahead of them all.

The photograph on this page shows Mr. King in his field of Champion. Note the wonderful plant growth they have made. The original plants were set out only last spring, but by midsummer they had produced the wide fruiting rows seen here—every plant loaded with fruit and full of bloom that will produce a continuous supply of berries until late autumn.

Champion will do as well for you as it has for Mr. King, if you will but give it the care and attention it deserves, and will reward your efforts by producing a bigger and better crop of berries than you've ever grown before.

(See pages 18 and 19 for further descriptive matter and illustration in natural colors.)

Progressive

The Old Favorite

Progressive has long been considered the best of the Everbearers, and is today surpassed only by the new Champion. In appearance of plant growth and berries it very much resembles Champion, but is not as prolific. Progressive is too well known to require a lengthy description, and sells readily on its own reputation. (See page 20 for colored illustration).

Perfection

A New Variety of Proven Value

This highly advertised everbearer originated in Illinois and was first placed on the market by the introducer in 1920, who makes wonderful claims for it.



MICHIGAN NEW GROUND CHAMPION MAKE
PERFECT STAND IN CALIFORNIA.

C. E. Whitten & Son,
Bridgman, Michigan.

Riverside, Cal.
July 31, 1923.

Gentlemen:—I have been intending to write you for some time, to tell you that I am very much pleased with the shipment of Champion plants. As you remember, these plants were planted here in hot weather and I got a 100 per cent stand, right out in the sun, with no protection.

The first crop of blooms I pulled off, but now they are loaded with fine fruit and blossoms. I have runners which have set fruit four feet away.

I also have some of the higher priced everbearers advertised so much—the \$50,000 variety. I protected them from the sun, but have no fruit so far, and they were set the same time as your Champion.

Respectfully,
E. A. KING.

He states the Perfection is extremely hardy in plant growth and that spring-set plants begin fruiting heavily about August 1st, the berries increasing in size and quantity as the season advances; that the berries are larger than those produced by any other everbearer; that it fruits heavily without any restriction in runner production, and is very easily grown, it requiring no petting or thinning.

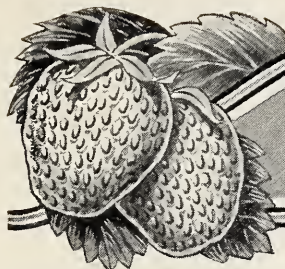
We have grown Perfection for two seasons and have satisfied ourselves that it fully lives up to all claims made for it, so we are offering it to our customers this year with the recommendation that they give it a trial.

Our supply of Perfection is limited, and naturally our price must be higher than for the other everbearers, but even so, it's a lower figure than you can secure elsewhere. Every Perfection sold by us is guaranteed to blossom and produce berries the same year planted. You take no chances of disappointment.

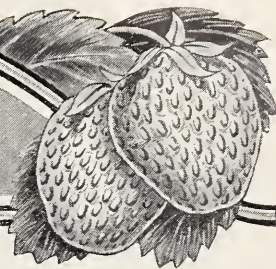


B-W-A-N Everbearers are Guaranteed to Fruit

Every Everbearing Strawberry Plant sold by us is guaranteed to blossom and fruit the same year planted. Any and all that fail to do this will, upon proper proof, be replaced free of charge.



STRAWBERRIES



You cannot find a better fruit than the Strawberry, or one so universally liked. Today it is grown in every country on earth. There are many varieties, widely varying in quality of fruit and quantity of production. For many years, Michigan Strawberry plants have been recognized as the standard of berry plant values by the fruit growers of the United States. Here in Berrien County, on the shore of Lake Michigan, is the ideal plant-growing location of the State—new, fertile, virgin soil that is unequalled anywhere, and a northern climate mildly tempered by the lake.

It is our constant policy to grow and sell only those varieties that have proven dependable and profitable to fruit growers throughout the country. This year with our combined resources, we are able to offer you in B-W-A-N New Ground plants, a group of varieties that the three individual firms through their long experience in improved Strawberry production, have selected as the best for commercial and home purposes. We believe you will find the varieties of early, medium and late that we list, to be the very best of their seasons.

Our present organization enables us to produce B-W-A-N New Ground plants at considerably less cost. We are glad to give you the benefit of this saving in reduced prices on plants and service that we believe you will find unequalled.

Parker (Imp.) Medium early. A variety similar to Bubach, it possesses the points of productiveness, quality and flavor that proclaim it a berry of the first class. Ripening medium early, it produces a big crop of berries extra large in size, firm in texture, and deliciously mild in flavor. It is an excellent shipper for market. For home use it cannot be surpassed.

Parker is an imperfect blossom and this means you must set a staminate kind every third or fourth row to bring a full crop. You will find Dr. Burrill, Senator Dunlap or Gibson the best to mate it. Parker is a new variety that has been widely advertised and has proven successful. Although this is our first year to list this variety, we know what Parker is and recommend it very highly as a first class pistillate berry that will give you some extra nice fruit.

At all times, we endeavor to give our customers the best there is at the lowest prices consistent with better quality stock. We are pricing the New Parker within reach of all. You will not be disappointed—order now and reserve your supply.

Pearl (Per.) Very late. A new Strawberry—the latest grown. A first quality berry in point of flavor, size and color of fruit, vigor and hardness of plant. However, we were particularly attracted to Pearl by its extreme lateness of ripening. Coming into its fullest bearing when other kinds have either finished fruiting or are at the end of their season. Pearl produces fine berries that always bring top prices.

From all indications, this new variety is going to prove a valuable addition to the grower's field by providing a real good, very late berry. We would like to see you get started with it this spring. Our supply is very short. Your early order will reserve what you want of Pearl.

Sample (Imp.) Medium late. Ripens medium late with a very long fruiting season. Sample is one of the most dependable late varieties. The berries of this worthy late variety are large, regular, firm and well flavored, medium dark red in color. Sample fruit colors all over at once. A berry of this character meets with all demands. An imperfect blossom, Sample requires a good staminate sort, as William Belt or Gibson set with it to produce a full crop.

Sample plants are always in good demand and we sometimes sell out on this variety before the end of the season. It would be well to include a second choice for Sample.

Magic Gem (Per.) Medium late. Only recently introduced. Magic Gem is a new variety that has rapidly become very popular as an extra fine medium to late berry. Very productive of large, firm, evenly shaped berries of good quality. Magic Gem is a profitable late kind for market use. A dark red berry with outstanding yellow seeds and topped off by a dark green calyx—it makes an appearance on any market that always attracts attention and brings high prices to the grower.

Big Late (Imp.) Late. A top quality late variety. A strong, upright grower, holding its large, deep red berries well off the ground. Produces big crops in any fertile soil and nearly every climate—certainly a fine late pistillate sort. Should be mated with Aroma or Brandywine every third or fourth row. For a late garden variety you cannot choose better than Big Late.

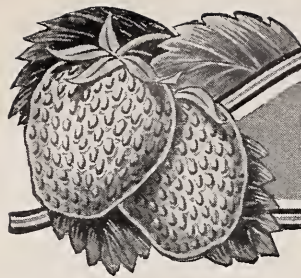
William Belt (Per.) Medium late. Of excellent flavor and beautiful appearance, being bright red in color. The first berry to ripen on each stem is apt to be cockscombed or "butterfly" shaped, very large and they fill the quarts quickly. The later berries are more evenly conical. Its manner of plant growth is wonderful, making strong plants with an abundance of foliage, setting just enough runners to make a good fruiting row. This is an excellent variety for both garden and home culture. We strongly advise that you plant freely of William Belt.

Brandywine (Per.) Late. A valuable late Strawberry especially adapted to home use and canning, owing to its very dark red color and fine flavor. Brandywine is late, good shape, good quality, good size, firm, productive. It is strongly staminate, making an excellent mating variety to plant with Sample, Big Late, and Parker.

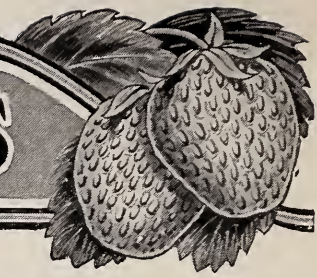
Brandywine is a good, sure berry for market as it is a nice looking berry of extra rich color. It is one of the best Strawberries grown for canning. We guarantee Brandywine to please you and bring you good big profits.

Corsican (Per.) Medium late. This variety is in the heavyweight class. Berries are simply giants in size. They are uniform in shape, bright red in color, and firm in flesh. You will never have any trouble selling Corsican for big fancy prices. For table use, they are fine. The foliage is exceedingly vigorous and leathery, resisting fungus and drought.

There is both pleasure and profit in growing a fancy berry like Corsican, and we recommend them to all customers as a large, attractive berry that will command fancy prices on the market. One of the most beautiful Strawberries.



STRAWBERRIES



✓ Cooper A Bigger Berry in Every Way

Cooper was introduced three years ago. Our Mr. Ackerman, through the A. R. Weston Company, at once secured a large propagating stock from the introducer and has sold genuine Cooper for two years. To fully appreciate this supreme variety, you must grow it for yourself. However, we want to call your attention to what those who have bought Cooper have to say about it. You will find their letters on this page and also on page 12.

The Cooper Plant

Cooper is an extra large, if not the largest, Strawberry plant grown. It is especially remarkable for its very strong and decidedly upright habit of growth. This is a valuable feature from the berry grower's standpoint because it means money in his pocket to have berries always free from mud and sand. The leaves are very large in size and thick in texture—particularly resistant to disease and insect troubles. They are typically corrugated in surface and brilliant green in color.

Vigorous Upright Growth

The long fibrous root system insures plenty of plant food, even during drought, to mature a big crop of the enormous Cooper berries. It is a free running variety, making numbers of well-rooted, healthy plants, insuring you of good, wide rows in your commercial field or garden bed. When growing Strawberries for home or market, it means much to you to know to a certainty that the plants you buy are going to live and produce satisfactorily. Considered from the point of plant growth alone, Cooper is unexcelled.



Thrifty Plant Growth on Our New Ground.

The Cooper Berry

"The Biggest Berry Grown" is no exaggeration. You could also add, the most productive. See our illustration in colors on pages 12 and 13. Cooper berries grow to two and three times the size of ordinary Strawberries. This is true not only of a few selected specimens, but all during the fruiting season, from beginning to end, berries average far above those of the usual varieties.

Cooper begins to ripen its load of berries medium early in the fruiting season along with Gibson and Dr. Burrill.

Sweet Delicious Flavor

With eight to ten fruit stems on each plant and every one full of berries and blossoms, Cooper is literally loaded with fruit. This great crop extends its picking season over several weeks, closing with the late

varieties. Every berry is firm, and in spite of its large size, ripens without hollow centers. The Cooper is something new in Strawberries—you never have tasted anything like it. Surpasses all others in genuine sweetness. Cooper berries are truly enormous in size, beautiful in color, and deliciously sweet in flavor.

"WE WILL SET MORE COOPER."

The A. R. Weston Co.,
Bridgman, Michigan.
Gentlemen:—

Saugerties, N. Y.
July 23, 1923.

Yours of the 14th received in regard to the Cooper Strawberry. From the one hundred plants bought last year, we set out fifteen hundred this spring. The old plants had a nice lot of berries and they were fine.

The Cooper are the best flavored berry we have grown. We will set more Cooper.

Yours truly,
MINOR FALLS FARM.
Elliott Brothers, Proprietors.

COOPER BROUGHT 10 CENTS MORE PER BOX.

The A. R. Weston Co.,
Bridgman, Michigan.
Gentlemen:—

Bellevue, Ill.
July 23, 1923.

The Cooper Strawberry does as well around here as the best of them. They are larger and more firm in berry. My crop was good and I received 10c a box more for them than for others because they were so large and uniform in size.

As to being a good keeper, I do not think there is any that will keep as well. They were good after three days. When the Cooper once gets known around here it will be the most used variety.
Respectfully,
ED. KRUMMRICH.



Cooper—The Biggest Berry. In a Class by Itself

Delicious

A medium late variety introduced in 1922, and originated in New York State.

This is one of the new late varieties that is becoming more and more popular each year. Unlike many late strawberries, it is one of the heaviest fruited, producing large berries and plenty of them. The berry is very dark red in color, and possesses a most "Delicious" flavor.

It is an ideal berry for Northern markets, and on account of its general attractiveness and fine quality, it always commands a good price wherever sold.

Another good feature is its being strongly staminate, making a most excellent pollinizer for any of the later imperfect varieties.

Delicious, since its introduction, has been highly advertised by the grower, and should be known to any one; although on account of its scarcity it has been offered only at a high price. This year we have grown a fine supply of the genuine Delicious, and right in line with our sweeping price reductions, we are offering it at a price lower than it can be secured elsewhere. **YOUR ORDER IS NOT COMPLETE WITHOUT IT.**



Delicious.

Premier The Earliest of All

It is impossible to say too much in praise of this most wonderful of the early strawberries. Some enthusiasts have called it "The only berry without a fault." This we believe is absolutely true, for since its advent in the Strawberry World, it has given nothing but perfect satisfaction wherever grown.

While it is the earliest strawberry ever produced, it is so frost resistant in both bud and blossom that its fruit crop has never been destroyed. Think what this means to the market grower. Premier eliminates crop uncertainties, and by ripening five days to a week ahead of any other kind, it never fails to command the highest prices. Berries are large, a bright red color, and more uniform in size than any other kind.

It is a general all around strawberry, equally good for market, table use or canning. **PLANT PREMIER NOW FOR BIG PROFITS NEXT YEAR.**

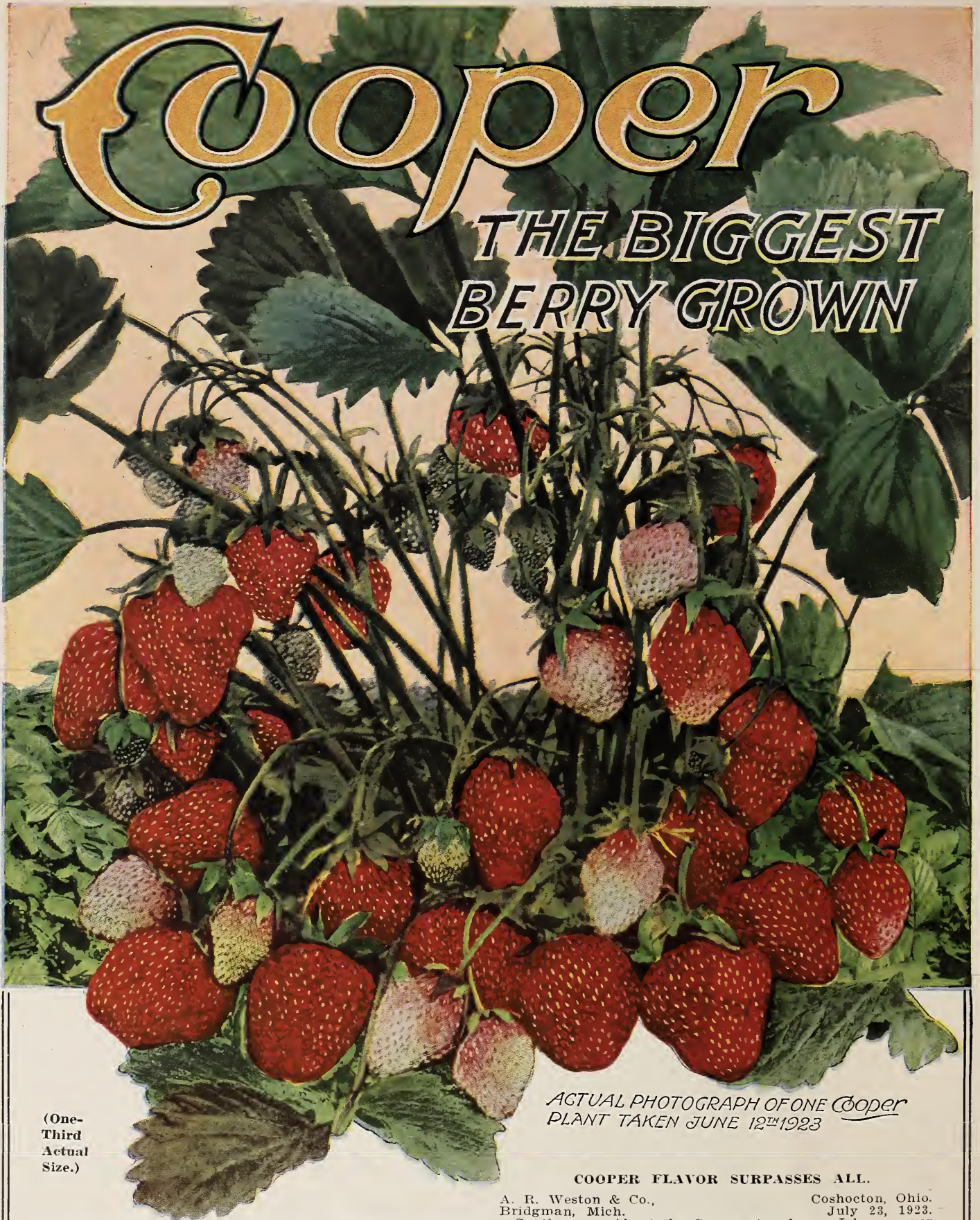
(See front cover for illustration of Premier in natural size.)

Premier.
($\frac{1}{2}$
Natural
Size.)



Cooper

THE BIGGEST BERRY GROWN



(One-
Third
Actual
Size.)

ACTUAL PHOTOGRAPH OF ONE *Cooper*
PLANT TAKEN JUNE 12TH 1923

EXPECTS TO DISCARD ALL KINDS EXCEPT COOPER.

A. R. Weston & Co., Garrison, Iowa.
Bridgman, Mich. July 19, 1923.
Gentlemen:—I am well pleased with my Cooper strawberry plants I got from you. They bore as many or more berries as any other variety. They were much larger and better flavored, also firmer and did not mush-up in handling. I would recommend them to anyone intending to set out new plants. I expect to discard all my others and use the Cooper instead. Wishing you success, I am
Yours truly, J. F. EDMISTER.

COOPER FLAVOR SURPASSES ALL.

A. R. Weston & Co., Coshocton, Ohio.
Bridgman, Mich. July 23, 1923.
Gentlemen:—About the Cooper strawberry, I have never seen its equal either in size or flavor. I did not think it possible for strawberries to grow as large in matted row as they did, with foliage standing nearly double the height of other varieties, with stems stiff enough to hold those enormous berries four to six inches off the ground. But the flavor surpassed all else, and while others went on the market, the Cooper stayed at home for our own table. The only mistake I made was not buying 1000 plants instead of 100. I should think the Cooper would make a most excellent shipper. With best wishes,
Yours very truly, C. M. HANDLEY.

*Proven
a
Leader
by
Three
Years
of
Successful
Production*

*Big in
Plant
Berry
and
Satisfaction*



Cooper Will Bring You More Profit per Acre

Plant Cooper— You plant a big, hardy, healthy plant that is an extra heavy producer.

Grow Cooper— You grow the finest, biggest berries possible for home or market.

Sell Cooper— You sell a berry that will bring more money on any market.

Eat Cooper— You eat the sweetest strawberry — a delight however served.

*For Real Satisfaction and Greater Profit
Plant Cooper This Spring*

(Further Description on Page 10.)



Gibson

The Standard of Excellence

Gibson has been the leading market strawberry in Southern Michigan for the past fifteen years. When we say that far more than a half of all the strawberries grown in our County of Berrien are Gibson, and that Berrien County is the greatest strawberry producing center in the world, you can perhaps realize the great strides made by this variety, and the stupendous volume of its production.

Ripening as it does, with the mid-season varieties, Gibson is without doubt one of the most profitable main crop strawberries grown. It is perfect flowering, a strong pollenizer, and can be grown alone equally as well as with other kinds. It is also one of the greatest plant producing strawberries known, and unlike many of the other strong plant makers, Gibson produces from two to four large fruit stems on every plant. No wonder it yields such great quantities of fruit. The vines are simply loaded with berries, all the very largest in size. The color is a beautiful dark, glossy red, extending clear through to the heart of the berry. The flavor is as fine as can be found in any berry, making it in demand for either table use or canning purposes; while its tough skin makes it an excellent shipping berry.

Like the old Senator Dunlap, Gibson is not at all particular where it grows, and does equally well in all soils and climates. "Two acres of Gibson and Independence" has become a slogan with many strawberry growers all over the country. It is a fact that two acres set to Gibson and given the proper care and attention, will produce enough high-grade berries in a single season to net one a handsome yearly income. There is no guess work about it. Many have tried it, and know that it is so. Try it yourself and be convinced.



Dr. Burrill

The Million Dollar Berry

Dr. Burrill is one of the best general purpose strawberries ever produced. It is commonly known as "The Improved Sen. Dunlap," which is enough of a recommendation for any one to feel safe in planting it. Anyone who has ever grown strawberries at all has doubtless heard of that grand old strawberry, Sen. Dunlap—the kind that will grow anywhere—that will blossom and fruit among the weeds if necessary, and still bring a wonderful crop of berries to perfect maturity.

That's just what Dr. Burrill does, too, for it has all of the good qualities of Sen. Dunlap, and some more that Dunlap never possessed.

Dr. Reasoner of Illinois, who originated Dr. Burrill, claims it is a scientific cross of Sen. Dunlap and Crescent, both of which are wonderful producers. Dr. Burrill shows this characteristic of both parents, so is unquestionably one of the most productive strawberries.

Dr. Burrill produces more berries than Sen. Dunlap, bigger berries, and berries of better quality. It is a strong pollenizer of an unusually long fruiting period—midseason to late.

On account of its extra long, sturdy roots, heavy crowns and healthy foliage, it is able to produce a full crop of fruit every year, regardless of rainfall, for with its extra long root system it is able to draw soil moisture from a greater depth than the average strawberry.

Dr. Burrill is really a wonderful strawberry, and is worth to the grower just as much as the higher priced kinds. It is, however, a most wonderful plant maker, and for this reason we can grow it much more cheaply than other kinds. Following out our practice of selling everything at a modest profit only, we have the price down where you can buy the **GENUINE TRUE TO NAME DR. BURRILL** for less money than you ever have before. Turn to our price sheet at the back of the book and see for yourself. It's a real money saver.



Prize.

These Two Very Late Varieties

Prize and Aroma

Make Bigger Strawberry Profits

Very early and very late varieties always bring highest prices as they mature their crops either before or after the heavy picking season. By growing late berries of the best quality—large, firm and well colored—you can sell at home or by long shipment and be sure of top prices. When the main crop has been marketed, the berry grower who has a quantity of first quality fruit from very late varieties is ready to make an extra profit.

Aroma and Prize are two of the very best late kinds. Prize is a pistillate variety and needs a mating variety set with it. Aroma is an exceptionally strong pollinizer and a perfect mating variety for Prize. When planted together, Aroma and Prize make you a combination that for fruit production cannot be beaten.

Aroma

The Big Fancy Late Strawberry

Widely grown throughout the country, Aroma is the standard late variety. Many growers, especially in the central and southwestern states, plant a large acreage to Aroma alone for distant markets as it is one of the very best shipping varieties grown.

Aroma produces, regularly, a quantity of large berries, uniformly round in shape and deep glossy red in color, having the tough skin and firm flesh that make it such an excellent shipper. The plant is a hardy grower in any climate, producing healthy, dark green foliage that is notable for its disease resistance.

The Aroma berry is exceptionally mild in flavor for a late variety. It is a fancy berry and makes the finest appearance on any market, bringing top prices everywhere. We can guarantee that Aroma at its best will bring you big profits. Every year for the past ten years the demand for Aroma has exceeded the supply.

We have a good stock of fine, white rooted, new ground plants this year but not enough for all and want to advise you to order early to be sure of getting yours.

Prize

Planting Mate of Aroma

An extra good late pistillate variety. Beautifully colored, large berries excellent for table use or the fancy market. Its large even calyx adds to its value as a market berry. Prize is a berry of high merit and should be planted if you want a good late variety. The plants are large, thrifty and deep rooted, resisting drought remarkably well. Prize grows successfully in practically every fruit growing section. Being pistillate, Prize requires planting between rows of a strong fertilizing variety, and we would recommend Aroma. If you want a particularly good late variety for the home garden, you will not make a mistake by planting Prize.



Aroma



Collins "The King of Canners"

Introduced in 1915 by C. E. Whitten & Son

As a canner, Collins leads them all. Our illustration from a photograph cannot fully show you the real beauty of this strawberry. Its deep, rich red color, delicious flavor and firm texture make it worthy of the title—"The King of Canners." Blossoms are strongly staminate, making Collins a good pollenizer for pistillate kinds. The fruit is firm and ripens slowly so that only two pickings a week are required, making it possible to handle a large acreage with a smaller number of pickers.

Collins has an extra long fruiting season—first berries in mid-season and the last ones ripening with the late varieties. As a market berry, Collins will pay you well—its firmness and lasting color bring it on the market in an attractive condition. You will gain by making a substantial planting of Collins this spring.

Senator Dunlap

"The Old Reliable"

Grown as the MAIN CROP BERRY throughout the country, Senator Dunlap needs no further recommendation. It will produce a full crop in a wider range of soil and climate than any other variety. Each year customers from nearly every state in the Union order more Senator Dunlap. It will be satisfactory for you.

Senator Dunlap is a very heavy bearer of good sized, uniformly shaped berries of a beautiful, very dark red color. It is a first class shipper, holding its bright color and always making a fresh appearance on any market. Blossoms are perfect; plants are noted for their hardiness and strength. Senator Dunlap guarantees you a big profit on your investment.



Champion IS STILL THE CHAMPION OF ALL THE EVERBEARING STRAWBERRIES

B-W-A-N MICHIGAN GROWN CHAMPION PLANTS PROVE FAR SUPERIOR TO ALL OTHERS.

See Mr. E. A. King's photograph and letter on page 8. Even after the long shipment to California, late in the season, and planting in hot, dry weather, our Champion outyielded every other variety of everbearer on Mr. King's berry farm. He is more than satisfied—and you can be.



Big Money in Growing Champion Everbearers

Everbearing Strawberries are past the experimental stage. Only a few years ago many people would not accept the fact that good ripe strawberries could be produced all during the late summer and fall—June was the proper and only time for strawberries. With the increasing improvement of everbearing varieties both in quality and quantity of fruit and widening adaptability of plant, fruit growers of the present day recognize the Everbearing Strawberry as necessary to complete their plantings and a very important factor in the total profits they can make.

Each succeeding year for the past five years Champion has been more widely planted throughout the fruit growing sections of the country. It has proven entirely satisfactory everywhere, both in hardiness and vigor of plant and in quantity of berries produced. We are receiving more and more letters from customers throughout the country—some of them are on this page—telling us of the success they have made with our Champion. They are growing big crops and are making big profits.

Champion is a Proven Success

On our own farms we have carried on careful tests of Champion and other everbearing varieties. Many of our customers have done the same. The results of these tests have proven conclusively the truth that "Champion is still the champion of all Everbearing Strawberries."

Regarding our plants, we guarantee them to be genuine Champion, properly grown on rich, new ground and freshly dug for your order. We further guarantee that our Champion set out this spring will grow and produce berries during the coming summer and fall. You will find Champion one of the most profitable investments you can make.

If you were in our position to know how rapid is the increase of the quantity of Champion plants sold, you could realize, as we do, how successful this variety has proven, both as a money maker and a home use berry. We sell hundreds of thousands of our genuine Champion to all parts of the country every spring. These may seem useless figures to you, but we want to impress upon you that in Champion is a real everbearer of proven value, that it is becoming better known every year. We know that it will pay you both in satisfaction and profit.

Because of the ever increasing demand for genuine Champion, we want to advise that you give us your order early so that we can reserve your plants for you.



Small Planting Brings Big Cash Returns

A. R. Weston & Co.,
Bridgman, Michigan.

Ridgewood, N. J.
October 3, 1922.

Gentlemen:—
From the 500 Champion plants I received in April, I have sold 73 quarts of berries, which netted me \$27.00, besides having all we wanted for home use. The vines are still full of berries and blossoms. They have proven very satisfactory.

Very truly yours,
R. M. TELSCHOW.

Photographed Oct. 23rd.



Champion Best in His Neighborhood

A. R. Weston & Co.,
Bridgman, Michigan.

Cumberland, Wis.
September 6, 1923.

Gentlemen:—
I have some of your Champion strawberry plants that I set out last spring. They are now the finest plants in my neighborhood, measuring 10 to 18 inches across the top, and loaded with berries. Please send me your price list at an early date this fall.

Yours truly,
SAM JOHNSON.

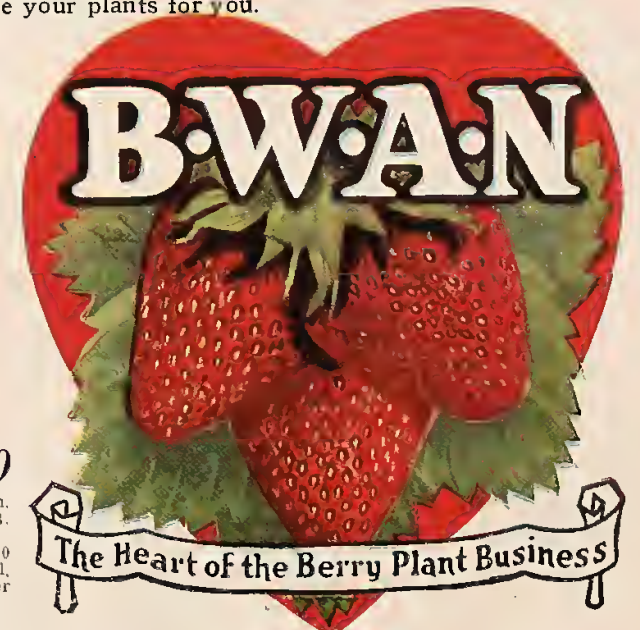
Should Have Ordered 10,000 Instead of 1,000

C. E. Whitten & Son,
Bridgman, Michigan.

Duluth, Minn.
September 6, 1923.

Gentlemen:—
Just a few lines to let you know that I surely am pleased with the 1000 Champion plants I received from you last spring. They are certainly wonderful. Some berries measure 1 1/2 to almost 2 inches in diameter. I am a heavy loser that I did not order 10,000 plants.

Yours truly,
FRED BRAWAND.



Charles I

Extra Early—Big Profits

Ripening at least a week before the medium early varieties, Charles I is one of the first berries on the market. It is a profitable variety to grow. Pennsylvania growers have made \$1100 per acre from our Charles I set in commercial plantings. It has become one of the leading extra early varieties in nearly every fruit growing section of the country. Charles I produces a big crop of large, evenly shaped, well colored berries that are particularly adapted for nearby markets. You will not be disappointed by planting heavily of Charles I for your extra early variety.

Charles I will stand Drought

This is the longest rooted variety grown. Its long heavy roots enable Charles I to go through dry summers and produce big crops. An abundant plant maker, you are assured of a wide picking row of healthy plants. Charles I is a staminate variety, bearing good crops when planted alone, and is a good pollinizer for pistillate kinds. Growing a large acreage of Charles I this year, they are costing us less and we are able to sell you extra well rooted, new ground plants at less than ever before. Each year we do not have enough to fill orders that come late, and although we have a large stock now, we want to advise you to get your order in early this year.

Charles I.

Progressive The Standard Everbearer

Progressive was the first everbearing strawberry to prove that everbearing varieties were a real success. Today it is known and grown throughout the country, bringing fine, fresh berries to thousands of homes all through the summer and fall. Progressive grows and produces good crops of delicious berries on any fertile soil and in nearly every climate. A full crop comes the same year the plants are set. It is particularly adapted to hill culture, one plant often producing 100 perfect berries during the season. As a commercial proposition, a large field of Progressive will bring you a big return for the fall market.

You should have a few Progressive in your garden. Berries are a beautiful, dark, glossy red in color, and are more mild in flavor than June berries. For making jams, jellies and preserves the housewife will find Progressive the finest. You would enjoy strawberry shortcake in November.

B-W-A-N Progressive Guaranteed to Fruit

There are many so-called everbearing strawberries but Progressive is one of the few that has proven satisfactory throughout the country and can be depended upon to bring full crops every year. Our plants are genuine Progressive and we guarantee them to fruit. Whether you plant a few for the home table or enough for a commercial planting, you will find Progressive a profitable investment.

Fruit Plant Bargains

For the Home Garden

At Reduced Prices—Postage Paid Anywhere in the U. S.



**PREMIER
EXTRA EARLY**



**GIBSON
MID SEASON**



**AROMA
VERY LATE**



**VICTORY
RED RASPBERRY**



**CUMBERLAND
BLACK RASPBERRY**



**CONCORD
GRAPE**

No. 1 25 Premier
25 Gibson
25 Aroma
25 Champion Everbearing **\$1⁰⁰**
Post paid

No. 2 100 Premier
100 Gibson
100 Aroma
50 Champion Everbearing **\$3²⁵**
Post paid

No. 3 6 Victory Red Raspberry
25 Cumberland Black Cap
6 Concord Grape
25 Champion Ev'b'g Strawb'y **\$2⁰⁰**
Post paid

No. 4 12 Victory Red Raspberry
50 Cumberland Black Cap
12 Concord Grape
50 Champion Ev'b'g Strawb'y **\$3⁸⁵**
Post paid

No. 5 25 Victory Red Raspberry
100 Cumberland Black Cap
25 Concord Grape
100 Champion Ev'b'g Strawb'y **\$6²⁵**
Post paid

Order by Number Only

Combination Bargains for Complete Garden Plantings

Bargains Nos. 1 and 3	\$2.75 Postpaid
Bargains Nos. 2 and 4	\$6.75 Postpaid
Bargains Nos. 1 and 5	\$6.75 Postpaid
Bargains Nos. 2 and 5	\$8.85 Postpaid

Our object in offering the Special Bargain Combinations shown on this page at such greatly reduced prices is to stimulate the planting of small fruits in the home garden. We hope the time may come when every garden in America will do its share towards producing a complete variety of delicious, health-giving fruit to be enjoyed by all.

With this idea in view, we are trying to do our part by offering some of our best varieties; every plant taken from our regular stock, at prices so low that the actual cost of growing and packing is barely covered.

COMPLETE SCHEDULE OF PRICES IN BACK OF BOOK



Cumberland Blackcap

A Sure Cropper and a Big Money Maker

No blackcap has ever been grown as extensively, nor has attained the popularity of the Cumberland. Wherever blackcaps are grown you will find Cumberland standing out pre-eminently, for it is the one black raspberry that seems to thrive in every part of the country. North, South, East or West, Cumberland takes the lead in size of berry and quantity produced.

Its fruit is large, firm and of delicious flavor; a rich black in color, making a handsome and attractive appearance in the crate. The berry has a tougher skin than other varieties, and does not crumble. Cumberland is a good long distance shipper and appears on nearby or distant markets in first class selling condition. The bush is absolutely hardy, having withstood a temperature of 16° below zero on our own farms.

By all means plant Cumberland this spring. We guarantee it to please you and make you big money on your investment.

OHIO CUSTOMERS: The Raspberry Quarantine imposed by your State last year has now been lifted, which enables us to again make shipments of raspberry plants into your State. Buy your raspberries from us this year and get the best quality for the least money.

Downing Gooseberry

This is a fruit which is capable of a much wider use than it now has. The berries have a rich and delicious flavor, and are enjoyed and sought after by every one.

The American Gooseberries, of which Downing is the leading variety, are characterized by extra hardness, vigor and freedom from mildew, enabling them to succeed well where the larger and more tender English varieties succumb to disease.

The Gooseberry is adapted to all soils, and can be grown with no more care or trouble than any other of the bush fruits. There never has been anywhere near enough of this fruit grown to supply the demand, and a crate of gooseberries can always be sold at a high price wherever offered.

Owing to the Blister Rust Quarantine, no Gooseberries can be shipped west of Minnesota, Iowa, Missouri, Arkansas and Louisiana. We will not be able to supply customers living west of the above states.



For Big Early Returns

King Red

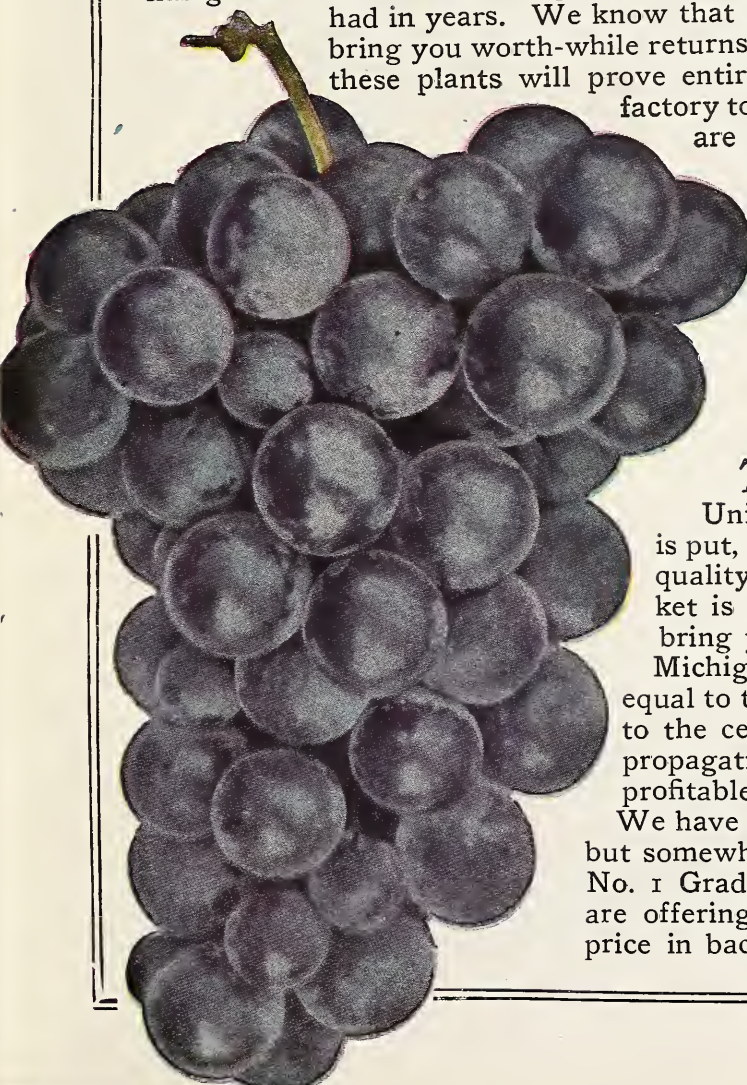
*The Most Profitable
Red Raspberry*

King is by far the leading early red raspberry. This is fully proven by the fact that in our local territory—the greatest small fruit producing county in the country—nine out of every ten red raspberry fields are King. Fruit growers of Bridgman have made more money per acre from King, sold on the regular Chicago wholesale market, than from any other farm crop they grew. By selling direct to a retail market, your profits would be greater. Excellent quality and flavor insures a demand for King berries as long as they last.

The canes are vigorous growers and resistant to all raspberry troubles. King is very hardy and has never been known to winter kill, even in severe northern climates. King is a very heavy bearer every year; berries are very large, round, bright colored, firm and easy to pick.

An extra favorable growing season last summer has given us the finest new ground plants we have had in years. We know that King will bring you worth-while returns, and that these plants will prove entirely satisfactory to you. We

are able to supply you at lowered prices and want you to let us reserve what you will need now.



Concord

The Standard Commercial Grape

Universally grown for every purpose to which a grape is put, Concord fully meets all demands. The Standard of quality on every market—it sets its own price—your market is certain. A well cared for Concord vineyard will bring you paying crops throughout your lifetime.

Michigan grown grape vines are now recognized as fully equal to those grown in the east, and are particularly adapted to the central states. Our correct methods of new ground propagation and careful grading make B-W-A-N vines a profitable investment that you cannot afford to pass by.

We have a stock of Concord grape vines that are well rooted, but somewhat smaller in size and top growth than our regular No. 1 Grade. We guarantee them to grow satisfactorily and are offering them at a bargain while they last. See our low price in back of book.



Columbian

The Perfect Raspberry for Table, Canning and Pies

Every home should have a garden, and every garden should contain purple raspberries.

They are by far the finest berry grown for home use. Fruit is very large, often an inch in diameter; dark, reddish purple, with a rich, juicy pulp having a distinct flavor of its own. Every year the demand for Purple Raspberry plants has exceeded the supply. Order early.

Eldorado Blackberry

This is the one best Blackberry

that stands in a class by itself. It is so far superior to the other varieties that there is really no comparison to be made.

Eldorado is fully as hardy as Snyder, and the fruit produced is twice as large. It has never been known to winter kill, going through the winters of Northern Michigan and Wisconsin without injury. Needing no protection in winter, the grower is saved the laborious method of mulching so necessary with other blackberries. Eldorado sells well on the market, as it is jet black and holds its color well. Berry is large and juicy, without core, but of firm texture, permitting shipment to distant markets. Plant is entirely free from Orange Rust, and a most prolific bearer. Eldorado always brings a fancy price wherever sold, and it seems impossible to overstock the market. Our plants are all large sized and extra well rooted. We know they will please you in every way, and prove a big money-maker. (See page 32 for further description.)

Perfection Currant

We recommend this as the highest class currant on the market today, being far superior to any other kind we know of.

It is a cross between Fay's Prolific and White Grape, and combines the best qualities of both kinds. It is a beautiful red in color, and of a size even larger than Prolific. The fruit clusters are often six inches or more in length, and the size of the berries is maintained to the end of the bunch.

Quality is excellent, being of a rich, mild sub-acid flavor, and having plenty of pulp with few seeds. One of the most productive currants ever known. (See page 33 for further currant descriptions.)

Owing to the Blister Rust Quarantine, no Gooseberries can be shipped west of Minnesota, Iowa, Missouri, Arkansas and Louisiana. We cannot supply customers living west of the above states.



Paul's Scarlet Climber

Brilliant - Long Blooming - Hardy

You often hear the phrase, "The Queen of Flowers," and you immediately say to yourself "ROSE." Today no garden is complete without one or more Roses. You find a particular satisfaction in growing beautiful Roses that you find in growing no other flower. Throughout the American people, there is a growing appreciation of fine Roses and shrubs. This year we are giving you the best in Roses and Shrubs, especially selected to make a complete planting for your home.

Hardy Climbing Roses are unsurpassed for combined beauty and abundance of bloom. This class of Rose produces an immense number of perfect flowers every June. You can cut all you want for use in the house without spoiling the beauty of the bush. Hardy climbers are as easy to grow as shrubs, and last indefinitely, increasing in beauty each season. They should be planted in good rich, mellow soil and be given usual care in hoeing and watering. Shoots from the roots should be cut off. For planting on pillars, trellises, fences and porches, you will find nothing more beautiful and satisfactory than climbers.

A Mass of Color

Paul's Scarlet Climber is a vivid, flaming scarlet—probably the most outstanding climber today. Introduced only very recently, it has won highest awards of Rose societies, both in this country and Europe. The brilliant, semi-double flowers are borne in clusters of from three to fifteen or more, making nearly a solid mass of color that is indeed striking. Blooming very fully, the flowers do not fade but hold their brightness for two to four weeks.

Paul's Scarlet bushes are scarce. Ours will be sold early. Our plants are selected, strong, two-year stock that will give you an abundance of bloom one season from planting.

If you want this especially fine, new rose, why not order at once and let us reserve yours now?



Paul's Scarlet Climber.

Dorothy Perkins

Shell Pink. The Loveliest of Ramblers

This old favorite needs no description. Growing ten to fifteen feet in a single season and covered with delicate shell-pink bloom for several weeks each spring, Dorothy Perkins rightly claims a place in every doorway and garden.

Flowers, borne in large clusters, are very double with prettily crinkled petals, and finely pointed buds. Perfectly hardy in all localities, the bush is a strong, thrifty and rapid grower. You have long known and wanted a Dorothy Perkins Rambler—why not plant one or several this spring? We have a limited supply of selected grade No. 1 plants, so order now to be sure of your bushes.



Dorothy Perkins.

Colorado Blue Spruce

The Blue Spruce is the most beautiful and attractive of all the evergreens. Its silvery blue foliage, glistening in the sunlight greatly enhances its beauty, giving it a distinct appeal to the eye, and causing it to stand out as the most prominent specimen in any evergreen planting.

For individual planting or in groups it is unexcelled, and gives most satisfactory and pleasing results. It is undoubtedly the most popular evergreen today. The supply is limited, being no where near adequate to cover the demand.

We are offering Colorado Blue Spruce in two sizes, eighteen to twenty-four inches and twenty-four to thirty inches in height. Both sizes consist of carefully selected blue specimens, symmetrical in shape and fully up to grade.

Most growers price their Blue Spruce at from eight to twelve dollars a single tree for specimens no larger or better than those we are offering. See our low price quoted in the back of the book. **THIS IS THE BIGGEST BARGAIN WE ARE OFFERING THIS YEAR. ORDER EARLY FOR OUR STOCK IS LIMITED.**



Colorado Blue Spruce.

Choice Named Gladioli

Gladioli produce the most beautiful blooms of any summer-flowering bulb. They last longer when cut than other flowers, and develop in water to a greater perfection than if left on the plant. Any rich, sandy garden soil will successfully grow Gladioli, providing the location is exposed to the benefit of full sunlight.

For best results, bulbs should be planted from April 15th to May 10th, throughout the northern states. Set bulbs three to four inches deep and three inches apart in the drills. Rows should be twelve to eighteen inches apart. Can also be planted four to six inches apart each way.

Halley Delicate salmon pink. Lower petals have a cream colored blotch bisected by red stripe. One of the earliest bloomers.

L'Immaculee Pure white, having long full spikes of a dozen or more well arranged blooms. Very durable and lasting.

Mrs. Frank Pendleton One of the very finest Gladioli. Color is a light pink with a great blotch of richest carmine-red in the throat. Wide open, large flower, and a strong grower. One that has been awarded many prizes. A very popular addition to any collection.

Panama Beautiful rose pink. Unusually large blooms, wide open and wax-like. A great favorite with everyone.

Schwaben A new variety of unusual beauty. Extremely showy both as a cut-flower and bedder. Color is pure canary-yellow shading to sulphur, the golden throat slightly blotched with a touch of red, but so deep as not to interfere with the general all-yellow effect. Flower spikes are tall, strong and well set with large, broad flowers.

War Deep, brilliant red. A strong grower with large, wide open flowers. One of the most showy on our list.





ORNAMENTALS



Norway Spruce

Of all the many varieties in this class of conifers, the Norway Spruce is probably the most popular and most widely planted.

It makes a large, fine looking tree, and is the most rapid grower of the Spruces. It thrives in practically all kinds of soil, is hardy everywhere, and stands close planting and severe pruning, making it especially adaptable for windbreaks and hedging purposes.

At the age of 25 years it normally attains the height of fifty or sixty feet, but can be trimmed back to any desired height. As single specimens or grouped on the lawn, they make a beautiful appearance, and are a pleasing addition to any grounds.

Norway Spruce Seedlings Ideal for Windbreaks

We have secured a large stock of Norway Spruce Seedlings, averaging from eight to twelve inches in height. These are strong, hardy little fellows that are sure to live and make a quick growth for you. Used in establishing windbreaks or hedges they are ideal, as practically every one will grow, and the cost is also many times less than for the larger, transplanted trees.

Where only a few are desired for ornamental purposes, to be planted in groups or as single specimens around the home grounds, we strongly advise ordering the 18 to 24 inch, transplanted stock, as they will much more quickly attain the size and attractive shape that is so much desired for such plantings.

These seedlings ARE NOT BALLED AND BURLAPPED as is our other evergreen stock, for their small size makes it unnecessary. Our price of only \$6.00 a hundred makes it possible for you to establish a windbreak on your farm at only a trifling cost, which in a few short years will add hundreds of dollars to the value of your property. **NO LESS THAN FIFTY SEEDLINGS SOLD TO A CUSTOMER. SMALLER QUANTITIES CANNOT BE SUPPLIED.**

Pyramidal Arbor-Vitae

This beautiful tree grows close, compact and regular—extremely narrow and pyramidal—and the foliage is of a bright green at all seasons. This last feature is of great importance where green winter effects are needed.

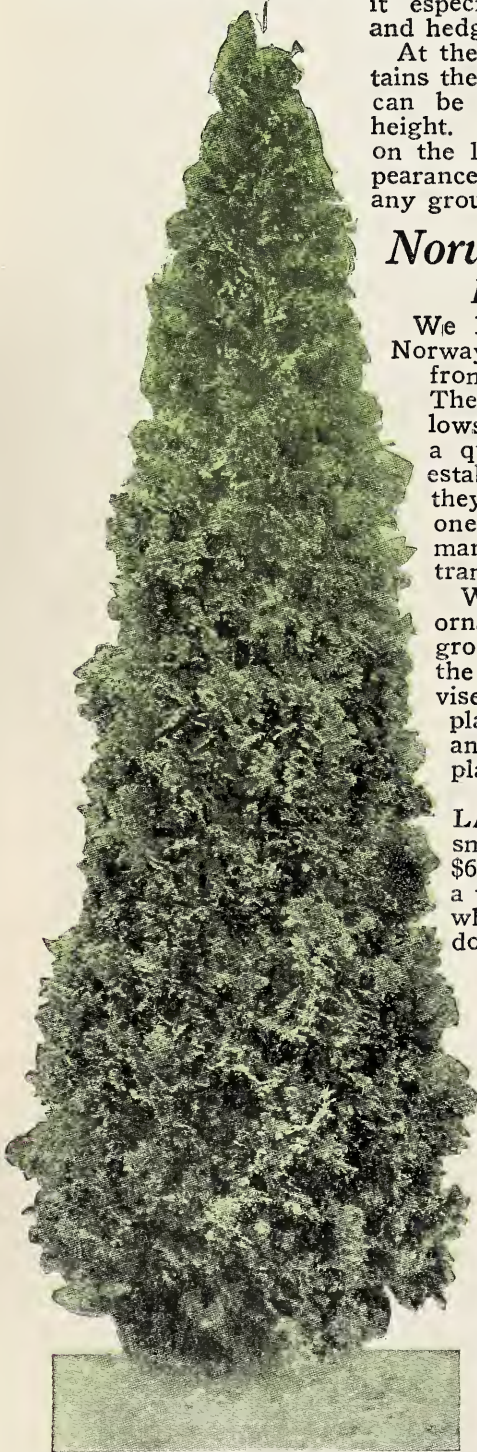
It requires no shearing or trimming, developing naturally into a perfect pyramidal form, and as it requires but little space it is well suited for planting near the house in foundation plantings, or to give accent to the entrance.



A Young Norway Spruce.



Your Evergreen Ready for Shipment.



Pyramidal Arbor-Vitae.

ORNAMENTALS

Spirea Van Houttei

This is the grandest of all Spireas, and one of the best and most popular shrubs. The branches are very graceful and drooping when in full bloom, making a complete fountain of white blossoms in May and June. The foliage and bushy shape are ornamental the year around.

It will thrive anywhere, in the shade or in the sun, even against the north wall of a house. It likes a wet season, but the driest weather will not kill it. Grows from 6 to 8 feet high in good ground. Pruning should be done right after blooming. One of the very best shrubs known for an ornamental hedge, but equally attractive when planted singly or in groups.



Spirea Van Houttei.

Hydrangea Paniculata Grandiflora

Flowers would be none too plentiful in August and September were it not for this showy shrub with its large clusters of pure white flowers, often turning as they age to a pinkish shade. It continues blooming from August until hard frosts occur in late autumn. Can be planted as specimen plants, or in the foreground of other taller shrubs. Also often used as a hedge. In real cold climates, cut bushes back to fifteen inches at the approach of winter, and cover with strawy manure. This will insure a mass of flowers the next fall. Bush grows 4 to 5 feet tall—just right for planting along house or garden wall. Planted in beds and allowed a generous space for each bush, this Hydrangea makes one of the most beautiful group plantings of any flowering shrub, showing off to advantage its great clusters of creamy white flowers.



Hydrangea Paniculata Grandiflora.

ORNAMENTALS

Giant Darwin Tulips For Fall Planting

We have selected six of the best Giant Darwin varieties, giving a complete range in color, and feel satisfied they will give the very best of results. All bulbs are being imported direct from Holland for our especial use, and we guarantee them as fully as stock of our own growing. Cultural directions on page 35.

Pride of Haarlem Brilliant rosy carmine with blue base; very large flower on tall, strong stems; sweet scented. Unsurpassed for borders. Height 25 inches.

Massachusetts Vivid pink, edged rosy white, white base. Large flower of beautiful color. Height 26 inches.

Inglescombe Yellow Glossy canary-yellow. The large, globular flower has the true shape of the Darwin Tulip, hence is called the Yellow Darwin.

Zulu Strikingly handsome, egg-shaped flower, purple black; quite distinct.

Mr. Farncombe Sanders Brilliant rosy scarlet, with white showy base. Very large beautifully shaped flower. One of the very best.

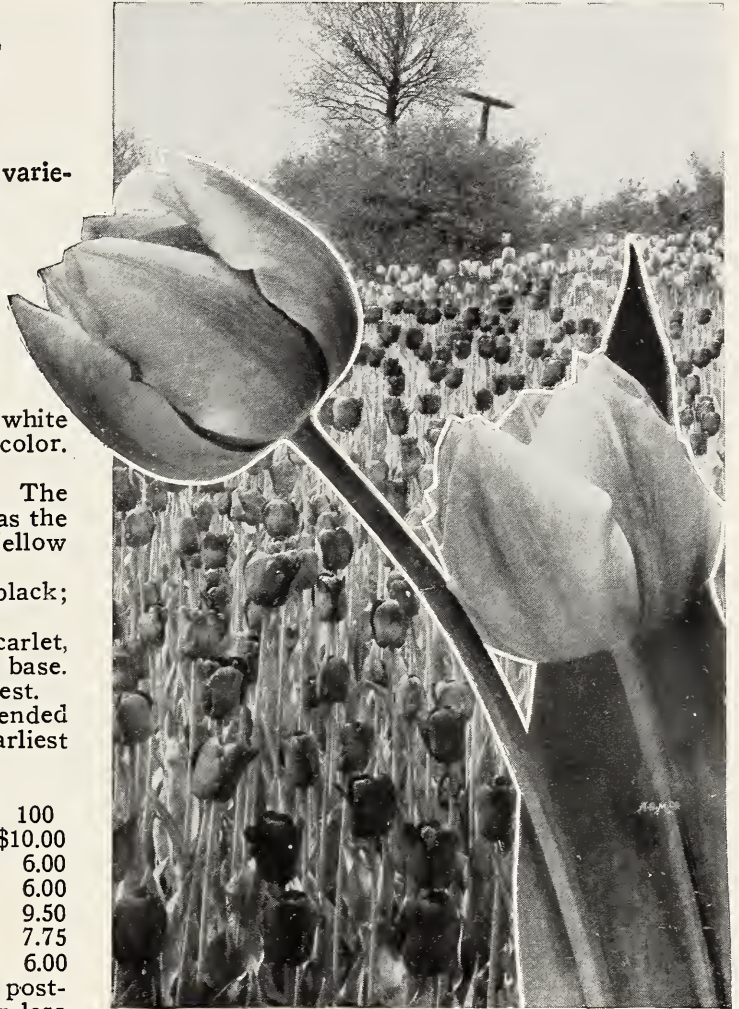
William Copeland Blue lilac, highly recommended for early forcing. The earliest of all.

PRICES

	6	12	25	100
Pride of Haarlem	\$0.80	\$1.50	\$2.75	\$10.00
Massachusetts .....	.45	.85	1.60	6.00
Inglescombe Yellow .....	.45	.85	1.60	6.00
Zulu .....	.70	1.25	2.50	9.50
Mr. Farncombe Sanders .....	.55	1.00	2.00	7.75
William Copeland .....	.45	.85	1.60	6.00

All shipments made by parcel post. To cover cost of postage and packing, add to the above amounts 10c for 12 or less bulbs; 15c for 13 to 75 bulbs; 20c for 76 to 100 bulbs, and additional hundreds.

All shipments made in September or as soon thereafter as orders are received. Whenever convenient we suggest that you include your Tulip order with your regular spring order. We will place it on file and ship as early in September as bulbs are ready. Such an arrangement assures more prompt shipment this fall.



Berberis Thunbergii (Japanese Barberry)

Where a beautiful foliage effect is desired there is no shrub in existence so generally planted or more practical for all purposes than the Japanese Barberry.

It is dwarf growing, uniformly bushy and rounded in form, especially susceptible to formal pruning. There are many shrubs which, if sheared closely, do not produce any effect of foliage until they have recovered from the pruning. The Barberry, however, can be sheared and still retain a mass foliage effect.

For these reasons it is of especial importance for use as a filler, and edging for shrubbery groups, and above all, as a compact, impassable, low hedge, for lawn borders, dividing properties, etc. In autumn the foliage turns scarlet or gold, and the branches are covered with crimson berries.



Berberis Thunbergii—Japanese Barberry.



RASPBERRIES

Black Raspberries

Cumberland

The best all-around Blackcap—fully described and illustrated in natural colors on page 22. Large, firm, black, delicious berry—hardy, vigorous, productive bush—these qualities in the highest degree make Cumberland one of the most profitable and desirable market varieties of black Raspberries grown.

Honeysweet Raspberries.



Honeysweet

The Aristocrat of The Blackcaps

Honeysweet was recently introduced as an extra large, fancy berry, and it has proven its first claims. In a few short years it has won a name for itself in practically every state of the Union.

Honeysweet is a distinct variety in every respect—in the vigorous growth of its plants—the beautiful light green foliage—the large jet black berries without a trace of bloom—in the enormous crops produced—in the firmness of the fruit which does not crumble, and which will stand up longer than any other variety—and in its delicious flavor which is distinct and entirely different from all other Blackcaps. If you are looking for an especially high class variety, something that will produce large, fancy berries, buy Honeysweet. It is true that the planting cost is a little greater than with other varieties, but if you are the sort of person that secures real satisfaction and pleasure in the pride of producing something better than the other fellow has, a berry that will be commented on and praised by everyone, and a berry that sells at sight, bringing the top-notch price

Plum Farmer Raspberries.



on any market—we know you will feel repaid with Honeysweet.

Plum Farmer

The Best Early Blackcap in Existence

The plants are very healthy, being unusually free from disease. Canes are strong growing, producing many laterals, thus giving lots of bearing wood, insuring a heavy crop of fruit, while the berry is very large and of fine quality. It ripens very early, producing most of its fruit in one week. For this reason it is a favorite market variety with many, as practically the entire crop can be harvested in three pickings, enabling the grower to place the fruit on the market at a time when it commands the highest prices.

Cumberland Transplants

This year we have a limited supply of Cumberland Transplants—tip plants that have been transplanted and grown a year in our nurseries. They are large, bushy plants, every one capable of producing a good sized crop of fruit this summer. On account of our unusually favorable growing season last year, they are all above the average in size and quality. If you want something extra nice, something that will produce fancy fruit this year and bring quick returns on your investment, include some of these transplants in your order. Don't wait too long, for we have only a few and are sure to be sold out early.



Cumberland Transplant—Note Well Branched Bush.



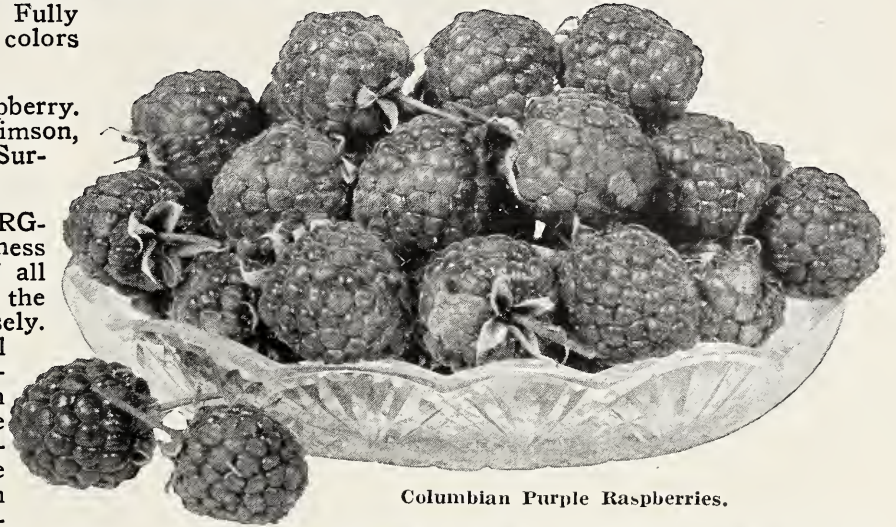
RASPBERRIES

Red and Purple Varieties

King The best early red Raspberry. Fully described and illustrated in natural colors on page 23.

Cuthbert The standard late red Raspberry. Berries are large, rich crimson, firm and one of the best for canning. Surpassed only by the new Victory.

Victory MOST PRODUCTIVE—LARGEST IN SIZE. In productiveness and size of berry, Victory is far ahead of all other red Raspberries. It is a seedling of the Cuthbert and resembles that fine variety closely. Victory has produced regularly for several seasons, nearly twice as much fruit as Cuthbert, bush for bush, and acre for acre, grown in the same field, under exactly the same conditions. Victory is not an untried variety, as the originator has fruited it for the past eleven years. It has been tested with nearly every known variety of red Raspberry, and is far better than any of them, not only in production, hardiness and vigor, but the fruit is larger and of much better quality than all others. A berry such as Victory is sure to bring you greater profits. (See outside back cover for colored illustration of this, the greatest red Raspberry ever produced.)



Columbian Purple Raspberries.

St. Regis Everbearing A fairly new variety that has proven itself to be the best everbearing red Raspberry we have ever grown. One outstanding advantage of St. Regis is that it will produce a full crop of fruit in the spring, and then commence bearing on the new canes and continue to produce ripe berries all through the summer and late into the autumn until heavy frosts occur. In September, months after Raspberries are out of season, St. Regis will bear a full crop of fruit which commonly sells for \$7.00 to \$8.00 a 24-pint crate. If you have a market at hand where you can dispose of the fruit, you will find St. Regis a very profitable investment when grown on a commercial scale. If you haven't the time or the ground to grow St. Regis for market, be sure to plant at least a few bushes in the garden and keep your table supplied with all you can use.

Columbian Purple Described and illustrated in natural colors on page 24.



Cuthbert Raspberries.

The B-W-A-N Guarantee

We guarantee every Plant, Tree or Shrub sold by us to be first class in every respect, entirely free from and injurious disease or insect, and absolutely true to name. While we make every possible effort to have our stock true to name, and hold ourselves ready upon proper proof to refund or replace any that prove otherwise, it is mutually agreed between ourselves and the customer that we shall not be liable for a greater sum than the amount paid for such stock.

Further than this, WE GUARANTEE EVERY PLANT, TREE OR SHRUB SOLD BY US TO LIVE AND GROW SATISFACTORILY. Any that fail to do so will be replaced by us upon receipt of one-half the original purchase price, providing complaint, accompanied by remittance and sufficient proof of loss are received no later than October first of the same year in which stock was originally purchased.

BALDWIN-WHITTEN-ACKERMAN NURSERIES.

A complete schedule of B-W-A-N Money Saving Prices Appears at the back of the book.



BLACKBERRIES

Eldorado Blackberry This is undoubtedly one of the finest Blackberries. Its large size and delicious quality put it far in advance of other standard varieties. It is one of the hardiest Blackberries in cultivation. It is very productive and has not failed to ripen a crop since its introduction, so we have confidence in recommending it as far superior to other varieties. We are confirmed in this by endorsements of nearly all the agricultural experiment stations and the Department of Agriculture at Washington. Canes are very vigorous, hardy, and yield enormous quantities of fruit. Berries are large, jet black, borne in large clusters and ripen together; are very sweet, melting and pleasing to the taste; have no hard core, and keep for four or five days after picking with quality unimpaired. The fruit is always in demand on any market, and sells at the highest prices. The Blackberry is one of the most profitable fruits grown.

Cory Thornless Blackberry Originated in California, up in one of the mountain passes near the snow line, in which state it has been grown commercially for several years. It has been tested in many parts of the United States with very satisfactory results. It is not entirely hardy here in Michigan, and like the Dewberry, needs some winter protection. While of the Dewberry family, Cory is much larger and better in every way. Berries are larger, of better flavor and quality, and almost seedless. Canes grow from 10 to 15 feet in length, and are free from thorns, making the picking of the fruit a pleasure. Ripens earlier than any Dewberry, and sells for higher prices. Plant six feet apart in the row, with rows five feet apart. They propagate from the tips of the canes like Raspberries, and by starting now with a dozen plants, you can grow enough plants in a few years to set out several acres for commercial use. **YOUR ORDER IS NOT COMPLETE WITHOUT A FEW CORY. WE KNOW THEY WILL PLEASE YOU.**



Eldorado Blackberries.

Garden Roots

Asparagus

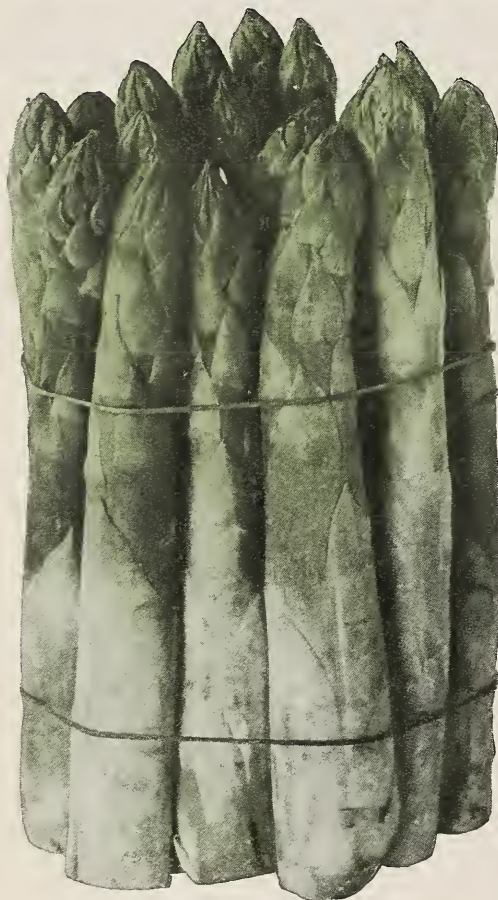
When planting Asparagus roots, set four to six inches deep, and about twelve inches apart in the row, covering with only three inches of soil at first, and filling in the trenches as the plants grow. (Winter care on page 7.)

Palmetto A valuable new variety that is being planted very largely. It is nearly twice the size of Conover, fully as early, and as productive. The flavor is excellent.

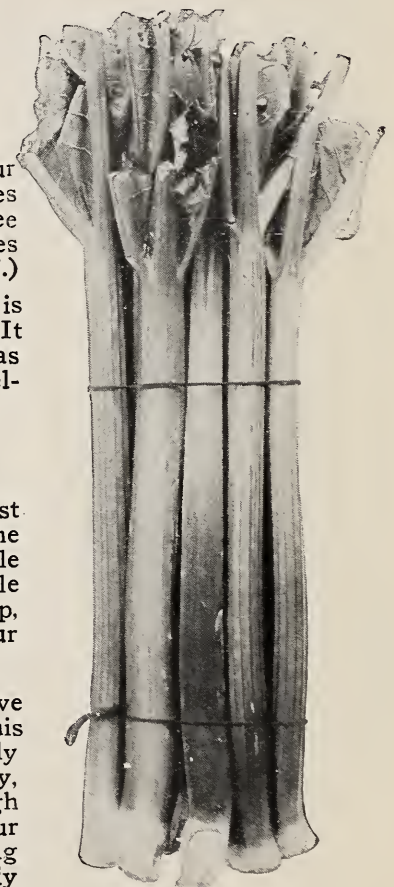
Rhubarb or Pieplant

This deserves to be ranked among the best early products of the garden. It affords the earliest material for fine pies and fresh table sauce, continues long in use, and is valuable for canning. Make the ground rich and deep, as recommended for Asparagus. Plant four feet apart each way.

Myatt's Linnaeus Those who have never grown this variety, which is of superior quality, will hardly recognize the old "Pie Plant." It is an early, tender variety, without being in the least tough or stringy, with a mild, sub-acid flavor. Our stock is composed entirely of good, strong roots that are sure to make a quick, sturdy growth for you.



Palmetto Asparagus.



Rhubarb.

DEWBERRIES

Most Profitable of Fruits \$1000 from a Single Acre

Dewberries are bringing more money every year, and we strongly advise our customers to get started with them this year so that you can collect your share of the big money before any more valuable time slips by.

The berries are extremely large, having a beautiful appearance, and are of excellent quality for either home use or market. Ripening from a week to ten days before the ordinary Blackberries, they always command the very highest prices.

All of our Dewberry plants are grown on new ground, and are grown for plants only, which insures your getting much larger and heavier-rooted stock. These cost you no more than the common run of plants dug from old fruited patches that are listed in many catalogs, and are sure to give much better results.

Lucretia The Leading Dewberry

Endorsed by fruit growers and the best horticulturists throughout the country as the best of the Blackberry family. Berries are far larger and incomparably better than any Blackberry; of unequalled excellence, soft, sweet and luscious throughout, of bright black color. As a money-making proposition, you cannot afford to delay planting Dewberries. Strong, first class, one-year tip plants that root and grow quickly—the kind fruit growers use. Your order reserves your plants.



Lucretia

Dewberries.

Currants

Currant bushes are exceedingly hardy, are easily cultivated, but stand neglect well, although liberally responding to cultivation and careful treatment.

Perfection The best and most popular of all Currants. Described and illustrated in colors on page 24.

London Market The home of this valuable Currant is Michigan, where hundreds of acres are grown for the Chicago markets. No other variety is as popular in this famous fruit district. The fruit is of good size, being larger than either Victoria or North Star. It is wonderfully productive. The bush is healthy and holds its leaves until snow flies. Success with Currants depends upon productiveness, size and length of season the fruit will remain in prime condition on the bushes. London Market has all of these good features, and you are certain to make no mistake in planting freely of this variety.

Wilder One of the strongest growers and exceptionally productive. Clusters and berries are very large. Color is bright red and attractive, even when dead ripe. Quality is excellent, with mild, sub-acid flavor. Fruit ripens early and remains bright and firm until quite late. One of the most profitable market varieties. Bush grows upright and vigorous. Few varieties are equal to Wilder in productiveness and vigorous growth.

Fay's Prolific A variety that has fully lived up to all the claims made for it by the introducer. It has been widely planted and has given general satisfaction. Fruit is very large, bright red in color, and less acid than Cherry. Fruit clusters have long stems, which permit rapid picking. Ripens early and is enormously productive. One of the best market sorts and equally as good for home use.

Owing to the blister rust quarantine, no Currant bushes can be shipped west of Minnesota, Iowa, Missouri, Arkansas and Louisiana. We will not be able to supply customers living west of the above states.

Lucretia Transplants For Quick Returns

Grown one year from tips. Well formed and heavily rooted bushes that will produce a full crop the year after planting. Our stock is short and will be sold quickly. Order early.



London Market Currants.



GRAPE VINES



Plant B-W-A-N Grape Vines For Greater Yields and Bigger Profits

The photograph below shows only half a vine of our heavy yielding six-year-old Concord grapes. We now have more than fifty acres just like this from which all of our cuttings are taken.

The cuttings are all selected from extra heavy producing vines, and are specially grown, so that each plant will produce an immense crop, fully as good or better than the original vine. Such plants have far greater value than those grown from cuttings gathered at random from any field, as is the case with the majority of grape vines now being offered.

CULTURAL DIRECTIONS. Plant grape vines for field culture 8 by 12 feet, requiring about 440 plants per acre. Grape vines will grow and do well on light sand or clay where it is hard to raise other farm or fruit crops.

PRUNING. First Season. Prune roots to 8 to 10 inches and cut tips to 2 or 3 good buds when set. Let new shoots grow. Put in posts and wire ready for next season. Second Season. In early spring select best shoot, tie to lower trellis wire, and cut the rest away. Let new shoots grow. Third Season. In early spring select four best side canes from main trunk already staked, and tie to wires. (One each way from trunk on each wire). Following Seasons. In early spring cut off all side canes that have fruited, nearly back to main trunk, leaving a short spur on which are one or two buds to produce the canes for next year. Select four canes that have not fruited and tie to wires.



Only One-half of a B-W-A-N Concord Vine.

Concord A large, purplish-black Grape. Decidedly the most popular Grape in America, as it adapts itself to varying conditions, and is profitably grown in every grape growing state in the Union. Bunch is large, shouldered and compact. Berries are large, covered with a rich bloom; skin is tender, but amply firm to carry well to distant markets. Flesh is juicy, sweet and tender; excellent flavor. Vine a strong grower; very healthy, hardy and productive. The most reliable and profitable market variety.

Worden Black. Bunch large, sometimes shouldered; very compact. Berries extra large, skin thin. Equal to Concord in quality, but not nearly as good for shipping on account of its thin skin. Ripens five to ten days earlier. Fine for home garden or local market.

Moore's Early Black. Bunch seldom shouldered; berries larger, and much like it in flavor and quality. Sweet, with flavor and aroma peculiarly its own. Vine very vigorous and productive, succeeding well in both North and South. One of the best early varieties.

Campbell's Early Black. Bunch large, shouldered; medium compact. Berry large, nearly round, and covered with a heavy light blue bloom. Adheres very tightly to stem. Skin is thick, tough and does not crack. Quality about the same as Concord. It colors very early, but requires several weeks after coloring to fully ripen. Vine a good, strong grower.

Niagara White. Vine hardy, and unusually strong grower; bunches very large and compact, sometimes shouldered; berries as large or larger than Concord; mostly round, light greenish-white, semi-transparent; slightly amber in sun; skin thick but tough, and does not crack; quality good; very little pulp, melting and sweet to the center.

Delaware Red. Bunch small, compact. Berries small; flesh juicy, very sweet and refreshing, of best quality for table. One of the best red varieties.

CULTURAL DIRECTIONS

For general cultural instructions and strawberry planting and care, see pages 6 and 7. If you have questions not answered in this book, write us.

Black and Purple Raspberries

PLANTING. Black Raspberries should be planted three and one-half feet apart in row, with rows seven feet apart, requiring about 1,725 plants per acre. We recommend setting Black Raspberries the same as strawberries, by making holes with a spade and following same method described for strawberries. Many, however, prefer to plow a straight furrow and set the plants against the land side, pulling dirt around the plant with hoe or hook, and pressing earth firmly (with feet) around the plant. Furrows can easily be filled by plowing the earth back into them.

CULTIVATION. Shallow, regular use of cultivator during the remainder of the growing season holds the moisture, and keeps down weeds. The second year, plow away from the rows before growth starts in the spring, and clean out the rows with a hoe. Cultivate thoroughly during the growing season to keep up the moisture and insure a good crop. In the fall plow toward the row.

PRUNING. As soon as the new canes reach a height of about 20 inches, the ends should be cut off. We use a heavy knife for this work. This checks the terminal growth and develops a low, stocky, well-branched plant for future crops that needs no wire or stake support. On old patches, cut out all old canes that have borne a crop after the fruiting season, leaving only 3 to 5 strong canes on each plant. In spring, as leaf buds are starting, you should trim back the side shoots to 12 to 18 inches, and make the plant 24 to 36 inches high. A patch gives good yields for 4 to 5 seasons.

Red Raspberries

PLANTING. Plants should be set about 3 feet apart in a row, with rows 6 feet apart, requiring 2,425 plants per acre. (Method suggested for setting black raspberries is all right for red raspberries). Plants yield good crops for 4 to 5 seasons.

CULTIVATION. Same as for black raspberries. Thorough cultivation is necessary for keeping up moisture to insure good crops.

PRUNING. The pruning of the red raspberry consists of removing all old canes at the close of the picking season and thinning out the new growth. The new canes are not tipped back, but allowed to grow as they will. Proper thinning and spacing of the new canes is important. Most varieties produce suckers very freely from the underground stems and if all are allowed to grow, the plants become crowded and the ground soon becomes covered with sucker plants. All suckers and weak canes should be cut out and if they are kept in hills not more than 5 to 7 of the best canes should be left in each hill to produce the next season's crop. They are most commonly allowed to fill in the spaces between the original plants forming a solid row or hedge. The hedge-rows should not be allowed to become more than 10 to 12 inches wide and the canes should be well spaced so they will stand at least 6 or 8 inches apart. All suckers which appear outside the limits of the row or hill should be treated as weeds and destroyed by cultivation, or if necessary, chopped off with the hoe. No pruning back is necessary in the spring unless parts of the cane have been damaged by winter.

Blackberries

PLANTING. Blackberries should be set three and one-half feet apart in row, with rows seven feet apart, requiring about 1,725 plants per acre. Set same as black raspberries. Cultivate same as black raspberries.

PRUNING. The same as for red raspberries, but tips of canes may be cut off when about 30 inches high to make a stockier bush. Good yields for 5 to 7 seasons.

Currants

Plant in rows six feet apart with plants four feet apart in the row, or if to be cultivated both ways, plant five feet apart both ways. Good rich soil of the sandy loam or clay loam type is best. Great care should be exercised when planting to see that the earth is thoroughly firmed about the roots. After

planting, cut back the tops to about one-half of the previous season's growth. When dormant, cut out all old wood that has ceased to bear and trim out enough to open the bush.

Gooseberries

Plant in rows five feet apart, putting plants three feet in row. The best soil is a medium heavy, loamy soil. Gooseberries are often planted in orchard rows as they produce well in shade. Firm the soil well about the roots. Cut the tops back to about one-half the previous year's growth. During winter or very early spring, cut out old wood no longer bearing, and open up to admit air and sunlight.

Evergreens

PLANTING. We list evergreens that are entirely hardy throughout the middle western and northeastern States. Evergreens do best planted in sandy loam or clay loam soil. Transplanting is most successful in early spring, before the soil dries out. They can be planted in the fall after the autumn rains, and mulched for winter with stable manure. To set, remove burlap leaving the balled soil around the roots, place in hole and partially fill with water before filling with soil. Soil should be well broken and mellow deeply all around the newly set plant.

PRUNING. Little is needed and is done only to secure formal shapes, thicken, and preserve symmetry. Tips of branches should be sheared back in spring just before growth starts. Begin pruning a year after planting and continue each year. Pinching back buds, at any time, to thicken growth, is all the pruning most evergreens require. Spruces should be sheared in April or May; Arbor-Vitae at any time.

Spirea—Japanese Barberry—Hydrangea

PLANTING. These shrubs may be planted at any time when dormant, either late fall or early winter. Prepare soil at least 12 inches deep, working in well rotted stable manure. A loamy soil is better than one with too much clay. Hoeing to keep weeds down and the soil loose is always good practice. Barberry is set 2½ feet apart for mass or hedge planting.

Spirea and Hydrangea may be used as specimen plants or in borders set 4 to 6 feet apart.

PRUNING. Spirea and Hydrangea need little or no pruning. If any is given, that on Spirea should be immediately after blooming in June, and on Hydrangea in late winter and early spring. Single clumps of Barberry need practically no pruning except to thicken the bush, but in hedges it may be trimmed at any time for the same purpose and to keep a uniform height.

Giant Darwin Tulips

..Planting should be made in October and November so the roots can get well started before it gets too cold. Good rich soil is best. For early spring blooming outdoors, the bulbs should be planted from three to four inches deep according to the soil. In light and sandy soils the deeper planting is better. A covering of coarse straw or manure will make the plants stronger and the flowers larger and earlier. In planting any bulbs in the fall a good supply of well-rotted manure should be worked into soil before bulbs are planted.

Cultural Directions for Dewberries—page 7, Asparagus in winter—page 7, Roses—page 25, Gladioli—page 26, Rhubarb—page 32, Grape Vines—page 34. If we can help you further with your berry growing problems, do not hesitate to write us fully. We are glad to hear from you.



Red Raspberry—One Year from Planting—Properly Pruned and Cultivated.



INSTRUCTIONS TO CUSTOMERS

Please Read Carefully Before Ordering

OUR LOCATION. We are located in Southwestern Michigan, about fifteen miles south of St. Joseph, near Lake Michigan, in what is known as the "Michigan Fruit Belt."

RAILROAD CONNECTIONS are good. Our line of road, the Pere Marquette, runs mail and express trains direct to Chicago; time about three hours. Within fifty miles this line connects with the great trunk lines, east, west, north and south.

TELEPHONE. Long distance telephone in our office.

EXPRESS SHIPMENT is the safest, and for large shipments or those going a long distance, it is cheapest. We will ship by express, collect, unless you instruct otherwise.

PARCEL POST SHIPMENT. See attached sheet for rates and zone map. We are now shipping a great many plants by parcel post and your order is delivered to your door. Parcel post shipments are packed in the same manner as express shipments. All small packages that go in mail bags are wrapped in prepared paper that preserves moisture.

SHIPPING SEASON. We begin to ship the last of March or first of April, according to the season and continue until May 15th to 20th. We strongly advise that your plants be shipped not later than May 1st, and as much earlier as possible.

PACKING. We make no charge for packing, which is done in the best possible manner. We use light plant crates for shipping strawberry plants, and boxes and barrels for other stock. Our plants are carefully packed in damp moss or shingle tow in a manner that will keep them in good condition for from five days to two weeks, according to the time of shipment and prevailing weather conditions. Each variety is carefully separated in the package by wooden partitions, and correctly labeled with printed wooden labels.

Use care in unpacking—it will prevent a mixture of varieties. Open the top of the crate and take out the plants a layer at a time. Watch for the wooden divisions and tags. Count the number of bunches in each variety—there are 25 plants in every bunch. If there is a shortage, advise us at once.

SUBSTITUTION. We do not substitute one variety for another without your permission unless order is filled late in season.

It often saves delay in filling orders if we substitute, and we always use varieties of same season and value as those ordered. We guarantee you satisfaction on varieties substituted by us.

ORDER EARLY. The earlier the better. The sooner we have your order after this book reaches you, the surer you will be of getting the varieties you want. Every year we sell out of many kinds early and your order now will let us reserve your plants.

HOW TO ORDER. Be sure to fill out the order sheet, fully and correctly—on attached sheet—it will prevent mistakes.

Please write your name and address plainly.

On express shipments, be sure there is an Express Office at the destination you give.

Use our self-addressed envelop. Don't forget your remittance.

We will acknowledge receipt of your order promptly.

PRICES. (See attached sheet.) In fruit plants as in everything else, it pays to buy the best quality although the first cost may be more. Our prices are lowest when you consider what

B-W-A-N stock means in plants and service. We do not try to compete with any plant "dealers" who buy and sell plants and do not know what they are selling you. Be sure to use the correct rate on 25, 100, 200 plants, etc., of a variety. We do not sell less than 25 plants of a variety except where noted.

If you are contemplating the purchase of a large number of plants, send us a list of quantities and varieties wanted, on which we will quote a special price for the lot. You will find it well worth your while to do this.

TERMS. Cash with order, or part cash, balance before shipment. Do not ask for credit or plants shipped C. O. D.

REMITTANCES. Send them by Check, Bank Draft, Express Money Order, Post Office Money Order, or Cash in a registered letter.

CREDIT MEMOS. Credit memorandums and letters of credit given to customers by the former individual firms, O. A. D. Baldwin, C. E. Whitten and Son, and A. R. Weston & Co., will be honored by the present company, if included in your order this year.

REFERENCES. We refer you to either our local Express Agent or Postmaster; also to Bridgman State Bank of Bridgman, or the Farmers and Merchants National Bank of Benton Harbor, Michigan, as to our standing and reliability.

CLAIMS TO EXPRESS COMPANY. If stock arrives in poor condition, have the agent note the condition and extent of damage on your express receipt. Send us your receipt with the agent's notation. This will allow us to make a claim to the Express Company for damage. This is important and must be done or we cannot replace your stock that has been damaged in transit or was not received in good growing condition.

COMPLAINTS FOR SHORTAGE, ETC. Occasionally customers will write to us weeks after the goods are received, claiming a shortage on their order, and expect us to refill their orders, even though we are in no way at fault. To protect ourselves in such cases we have established a rule that all complaints as to condition on arrival, shortage, or errors must be made within five days after the stock is received.

We believe that this allows ample time for our customers to examine shipments and if there is anything wrong, the sooner we know it the sooner it can be satisfactorily adjusted. Write us fully. If the fault is ours, we will make it right at once, and do it cheerfully.

Remember, we guarantee every plant we sell to live and grow satisfactorily. Read our guarantee carefully, it protects you fully.

If stock should prove untrue to name, we will replace same, upon proper proof, after enough time has elapsed to prove the plants untrue to label.

CERTIFICATE OF NURSERY INSPECTION

No. 2554.

This is to certify that I have examined the nursery stock of Baldwin-Whitten-Ackerman Nurseries, Bridgman, Michigan, and find it apparently free from dangerous insects and dangerously contagious tree and plant diseases.

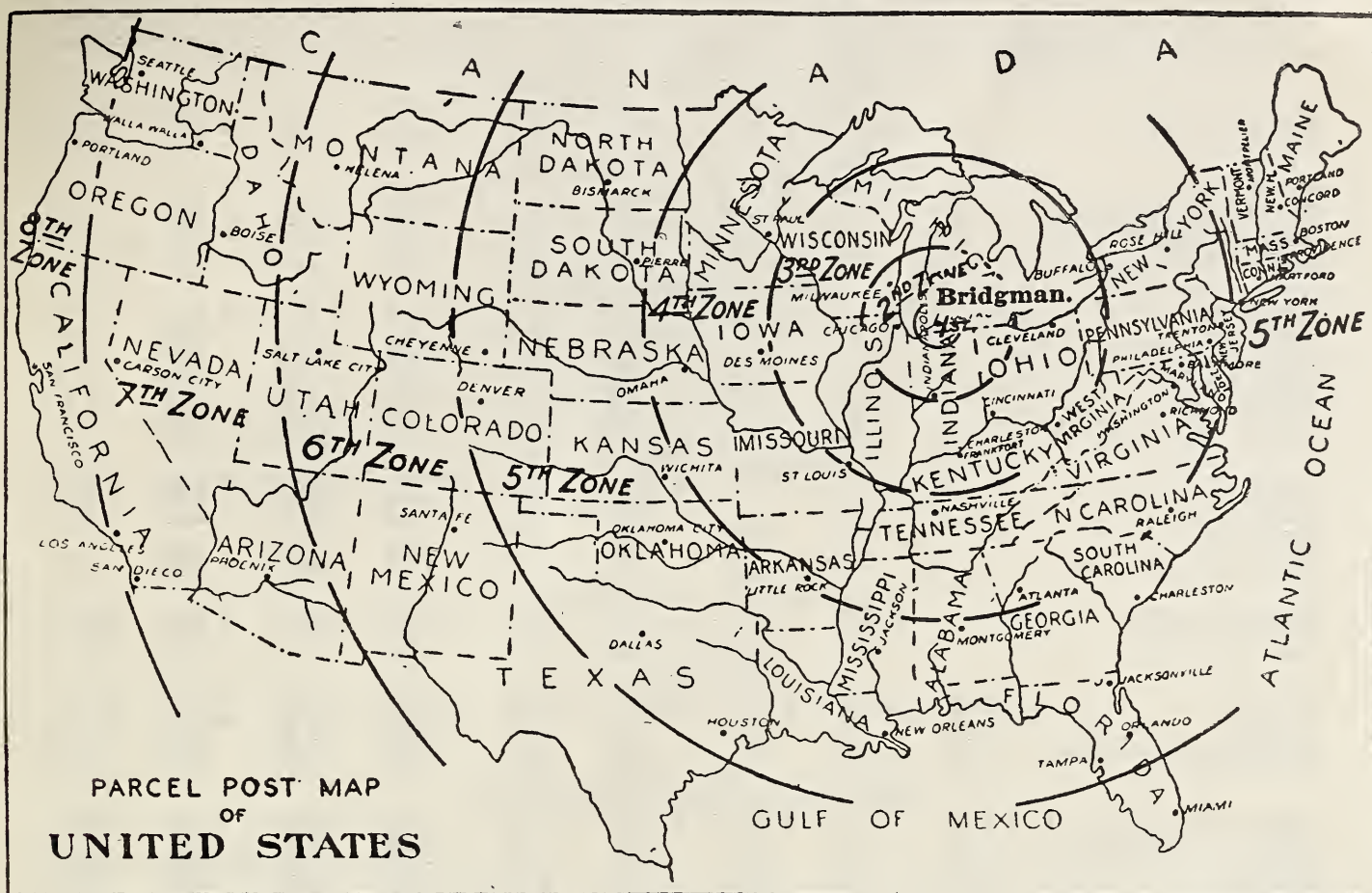
This certificate to be void after July 31, 1924.

Bureau of Foods and Standards,
W. P. Hartman, Director.

Lansing, Mich., August 3rd, 1923.

*We are Members
of the
American
Association
of
Nurserymen*

Parcel Post Rates



We can now ship packages weighing 70 pounds to the 1st, 2nd and 3rd zones; 50 pounds is the limit to the further zones. If your order calls for more than 1,000 strawberry plants, or more than 500 cane plants, express will be the best method of shipment.

How Much to Include for Postage

Locate the zone in which you live on the map above. The figure inside the circle passing through the portion of the state in which your town is located will indicate your parcel post zone. Please write this number in space provided on order sheet. Being careful to figure the amount correctly will save us much time in our office and yourself delay in receiving the plants. If no remittance for postage is included with the order, we will ship by express. From the table below you can readily determine the amount of postage required on your order:

Add to your order for each 100 plants—

	1st and 2nd zone	3rd zone	4th zone	5th zone	6th zone	7th zone	8th zone
Strawberries and Asparagus.....	\$0.10	\$0.18	\$0.22	\$0.30	\$0.36	\$0.46	\$0.55
Red Raspberries .....	.15	.22	.35	.43	.50	.60	.70
Black and Purple Raspberries, Blackberries, Dewberries .....	.20	.30	.40	.65	.85	1.05	1.25
Norway Spruce, Colorado Blue Spruce, Arbor Vitae, each.....	.29	.54	1.00	1.50	2.00	2.50	3.00
Currants, Gooseberries, Grapes, Rhubarb, Barberry, Roses	Every 12 plants same rate as 100 strawberries.						
Spirea V. H., Hydrangea P. G.....	Every 6 plants same rate as 100 strawberries.						
Gladioli Bulbs.....	12 bulbs or less, one-half rate for 100 strawberries.						
Tulip	(See page 29)						

It is impossible to always determine in advance of packing just the exact amount of postage required, but the above schedule is very accurate. However, upon receipt of plants, customers will sometimes find that they may not have remitted quite enough for postage, or possibly a few cents too much. If your original remittance was in accordance with this schedule we will not ask you to send any balance due us for postage, and for the same reasons, please do not ask us for any small balance that may be due you.

If no remittance for postage is included with your order, we will ship by express.

Note:—If you get more than one catalog, please let us know so that we may correct our mailing list and give you better service.

B-W-A-N PRICES FOR 1924

Parcel Post Orders must contain an additional remittance sufficient to cover postage, as shown on table on the preceding page. If no such remittance is included with order, we will make shipment by express.

(Note—You will find a price quoted on all quantities of less than 100. You may select 500 or more of a variety at the thousand rate. Amounts between 100 and 200 of a variety at the hundred rate, between 200 and 300 of a variety at the two hundred rate, etc.)

Extra Early Strawberries

	Per 25	Per 50	Per 75	Per 100	Per 200	Per 300	Per 400	Per 1000
Charles I (Per.)	\$ 0.25	\$ 0.50	\$ 0.65	\$ 0.90	\$ 1.35	\$ 1.85	\$ 2.20	\$ 5.00
Premier (Per.)	.30	.55	.80	1.00	1.70	2.25	2.70	6.00

Medium Early Strawberries

Cooper (Per.)	\$ 0.60	\$ 1.10	\$ 1.50	\$ 1.75	\$ 3.20	\$ 4.40	\$ 5.30	\$12.00
Dr. Burrill (Per.)	.25	.45	.60	.75	1.25	1.50	1.60	3.50
Minnesota Beauty (Per.)	.40	.75	1.10	1.25	2.15	2.90	3.50	8.00
Parker (Imp.)	1.00	1.75	2.25	2.75	5.30	7.40	8.90	20.00
Senator Dunlap (Per.)	.25	.45	.60	.75	1.25	1.50	1.60	3.50

Medium Late Strawberries

Bun Special (Per.)	\$ 0.35	\$ 0.65	\$ 1.00	\$ 1.15	\$ 1.85	\$ 2.50	\$ 3.10	\$ 7.00
Collins (Per.)	.25	.50	.65	.90	1.35	1.85	2.20	5.00
Corsican (Per.)	.35	.65	1.00	1.15	1.85	2.50	3.10	7.00
Delicious (Per.)	.45	.85	1.20	1.35	2.40	3.25	4.00	9.00
Eaton (Per.)	.30	.55	.80	1.00	1.70	2.25	2.70	6.00
Gibson (Per.)	.25	.50	.65	.85	1.30	1.80	2.15	4.50
Magic Gem (Per.)	.30	.55	.80	1.00	1.75	2.40	2.90	6.50
William Belt (Per.)	.25	.50	.65	.90	1.35	1.85	2.20	5.00

Very Late Strawberries

Aroma (Per.)	\$ 0.25	\$ 0.50	\$ 0.65	\$ 0.90	\$ 1.35	\$ 1.85	\$ 2.20	\$ 5.00
Big Late (Imp.)	.35	.65	1.00	1.15	1.85	2.50	3.10	7.00
Brandywine (Per.)	.25	.50	.65	.90	1.45	2.00	2.45	5.50
Pearl (Per.)	1.35	2.40	3.25	4.00				
Prize (Imp.)	.40	.75	1.10	1.25	2.15	2.90	3.50	8.00
Sample (Imp.)	.30	.55	.80	1.00	1.75	2.40	2.90	6.50

Everbearing Strawberries

Champion (Per.)	\$ 0.60	\$ 1.10	\$ 1.50	\$ 1.75	\$ 3.20	\$ 4.40	\$ 5.30	\$12.00
Progressive (Per.)	.50	.90	1.25	1.50	2.65	3.70	4.45	10.00
Perfection (Per.)	1.25	2.25	2.85	3.50	6.65	7.65	11.10	25.00

Red Raspberries

	Per 12	Per 25	Per 50	Per 75	Per 100	Per 200	Per 300	Per 400	Per 1000
Cuthbert	\$ 0.75	\$ 1.35	\$ 2.50	\$ 3.35	\$ 4.00	\$ 6.65	\$ 9.20	\$11.10	\$25.00
King	.50	.75	1.25	1.70	2.00	3.75	5.10	6.20	14.00
St. Regis Everbearing	.60	1.00	1.75	2.25	2.75	5.30	7.30	8.85	20.00
Victory	1.00	1.75	3.25	4.50	5.50	10.65	14.65	17.75	40.00

Black and Purple Raspberries

Cumberland Tips	\$ 0.50	\$ 0.75	\$ 1.25	\$ 1.70	\$ 2.00	\$ 3.75	\$ 5.10	\$ 6.20	\$14.00
Cumberland Trans.	1.25	2.10	4.00	5.60	7.00	13.35	18.35	22.25	50.00
Gregg	.75	1.15	2.00	2.65	3.00	4.80	6.60	8.00	18.00
Honeysweet	1.00	1.50	2.75	3.75	4.25	8.00	11.00	13.20	30.00
Kansas	.65	.85	1.50	2.25	2.75	4.00	5.50	6.60	15.00
Plum Farmer	.50	.75	1.25	1.70	2.00	3.75	5.10	6.20	14.00
Columbian Purple	1.00	1.50	2.75	3.75	4.50	8.00	11.00	13.20	30.00

Blackberries and Dewberries

Eldorado Bby.	\$ 0.75	\$ 1.35	\$ 2.50	\$ 3.35	\$ 4.00	\$ 6.65	\$ 9.20	\$11.10	\$25.00
Lucretia Tips	.60	1.00	1.75	2.25	2.75	5.30	7.30	8.85	20.00
Lucretia Transplants	1.25	2.10	4.00	5.60	7.00	13.35	18.35	22.25	50.00
Cory Thornless Bby.	6 for \$3.00; 12 for \$5.00; 25 for \$9.00; 50 for \$16.50; 100 for \$30.00								

Asparagus

Palmetto, 1 year	\$ 0.35	\$ 0.60	\$ 0.85	\$ 1.00	\$ 1.85	\$ 2.50	\$ 3.10	\$ 7.00
Palmetto, 2 year	.85	1.50	2.25	2.75	4.00	5.50	6.60	15.00

Grapes

	Per Ea.	Per 6	Per 12	Per 25	Per 50	Per 75	Per 100	Per 200	Per 300	Per 400	Per 1000
Concord, 1 year, No. 1	\$ 0.10	\$ 0.55	\$ 1.00	\$ 1.50	\$ 2.75	\$ 3.75	\$ 4.75	\$ 9.10	\$12.85	\$15.55	\$35.00
Concord, 1 yr. Good Grade	.08	.40	.75	1.25	2.00	2.65	3.25	6.00	8.25	10.00	22.50
Concord, 2 year, No. 1	.20	1.10	2.00	3.00	5.50	7.50	8.25	16.00	22.00	26.40	60.00
Campbell's Ely. 1 yr. No. 1	.25	1.25	2.25	3.25	6.00	8.25	10.00				
Moore's Early, 1 yr., No. 1	.20	1.10	2.00	3.00	5.50	7.50	8.25	16.00	22.00	26.40	60.00
Moore's Early, 2 yr., No. 1	.25	1.25	2.25	3.25	6.00	8.25	10.00				
Worden, 1 year, No. 1	.25	1.25	2.25	3.25	6.00	8.25	10.00				
Niagara, 1 yr., No. 1 (white)	.25	1.25	2.25	3.25	6.00	8.25	10.00				
Delaware, 1 yr., No. 1 (red)	.35	1.85	3.35	4.85	9.00	12.35	15.00				

Currants and Gooseberries

London Market, 2 yr., No. 1	\$.15	\$ 0.85	\$ 1.50	\$ 2.85	\$ 5.50	\$ 7.85	\$10.00	\$19.30	\$28.25	\$35.50	\$80.00
Fay's Prolific, 2 yr., No. 1	.15	.85	1.50	2.85	5.50	7.85	10.00	19.30	28.25	35.50	80.00
Wildier, 1 year, No. 1	.15	.85	1.50	2.85	5.50	7.85	10.00	19.30	28.25	35.50	80.00
Perfection, 1 yr., No. 1	.25	1.25	2.00	4.10	8.00	11.60	15.00	29.00	42.75	55.50	125.00
Downing G'by, lyr., No. 1	.15	.85	1.50	2.85	5.50	7.85	10.00	19.30	28.25	35.50	80.00

Rhubarb

Myatt's Linneaus	\$ 0.10	\$ 0.55	\$ 1.00	\$ 1.85	\$ 3.55	\$ 5.40	\$ 7.00	\$13.35	\$18.35	\$22.25	\$50.00
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Flowering Bulbs

GLADIOLI	Per Ea.	Per 6	Per 12	Per 100
Halley	\$ 0.10	\$ 0.35	\$ 0.65	\$ 5.00
L'Immaculee	.15	.80	1.50	12.00
Mrs. Frank Pendleton	.12	.55	1.00	8.50
Panama	.10	.45	.75	6.00
Schwaben	.10	.45	.75	6.00
War	.12	.55	1.00	7.50

Roses

Paul's Scarlet Climber	\$1.00 each; 2 for \$1.75; 3 for \$2.25; 6 for \$4.00
Dorothy Perkins Rambler	\$0.50 each; 2 for \$0.90; 3 for \$1.15; 6 for \$2.00; 12 for \$3.50

Ornamentals

	Per Ea.	Per 12	Per 25	Per 50	Per 75	Per 100	Per 200
Splrea, V. H., 18-24"	\$ 0.20	\$ 2.00	\$ 3.85	\$ 8.00	\$11.75	\$15.00	
Hydrangea, P.G., 18-24"	.50	5.00	10.00	20.00	30.00	40.00	
Barberry Thunbergi, 12-18"	.25	2.50	5.00	10.00	15.00	20.00	
Pyramidal Arbor Vitae, 18-24"	2.50						
Colo. Blue Spruce, 18-24"	5.00						
Colo. Blue Spruce, 24-30"	7.00						
Norway Spruce, 18-24"	1.00						
Norway Spruce Seedlings (no less than 50 to a customer)	3.50	5.00	6.00	11.00			

Cash Discount for Early Orders

All orders placed during January and February at regular catalog rates, accompanied by cash in full, are entitled to a cash discount of 10%. Order early and receive the benefit of this liberal discount.

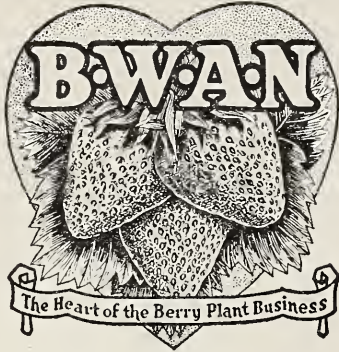
Order Sheet

Baldwin-Whitten-Ackerman Nurseries

Bridgman, Michigan

Order No. _____
 Am't Rec'd. _____

**PLEASE LEAVE ABOVE
 SPACES BLANK**



Am't Enclosed, \$ _____
 Ship By _____
(Express or Mail)
 Parcel Post Zone _____
(For Mail Shipments)
 Shipping Date _____

Date _____ 1924

Name _____

R. F. D. or Street _____

Post Office _____

State _____ County _____

Town to Ship Express to _____

Shall we substitute? Write "yes" or "no."

Quantity	VARIETY	Price	
		Dollars	Cents
	Fruit Plant Bargain—No.		

Quantity	VARIETY	Price	
		Dollars	Cents
	Amount Brought Forward		

The B-W-A-N Guarantee

We guarantee every Plant, Tree or Shrub sold by us to be first class in every respect, entirely free from any injurious disease or insect, and absolutely true to name. While we make every possible effort to have our stock true to name, and hold ourselves ready upon proper proof to refund or replace any that proves otherwise, it is mutually agreed between ourselves and the customer that we shall not be liable for a greater sum than the amounts paid for such stock.

Further than this, we Guarantee every Plant, Tree or Shrub sold by us to live and grow satisfactorily. Any that fail to do so will be replaced by us upon receipt of one-half the original purchase price, providing complaint, accompanied by remittance and sufficient proof of loss are received no later than October first, of the same year in which stock was originally purchased.

If you know of berry growers who would appreciate our Berry Plant Sales Book and will write their addresses below we will be glad to mail them a copy.

O. A. D. Baldwin

Introduced

Bun Special

in
1920

"The
Perfect
Strawberry"

*BUN
SPECIAL*

NEW GROUND PLANTS
GROWN FOR
PLANTS ONLY

Your Strawberry Profits Guaranteed

Buy Genuine Bun Special This Year

Introduced in 1920, the worth of this fine variety was widely recognized the following year, when over one-half million plants were sold—more than twelve times the total sales of the previous year. This rapid increase has been steadily growing through four years. This year the demand is equally strong from all parts of the country, showing that Bun Special has become fully established as one of the proven standard varieties in all fruit growing sections and is replacing some of the older kinds because it is a better berry.

When you consider quality of fruit—Bun Special leads in size, color and productiveness—it is the finest flavored, heavy yielding strawberry we have ever seen. You will find real satisfaction in growing a heavy producing variety with fruit extra large and uniform in color and shape—not only a few, but the last as well as the first. Bun Special berries are a beautiful, bright red clear through, and are firm in texture—making a splendid market, table and canning berry.

The joining together of our nurseries enables us to produce first class stock at less cost than ever before. We are glad to give you the benefit of this saving by materially reducing prices on GENUINE BUN SPECIAL. Each year the demand has exceeded the supply for this variety and we have been obliged to disappoint many of our customers. To be sure of getting what you want, send your order now so that we can reserve your plants.

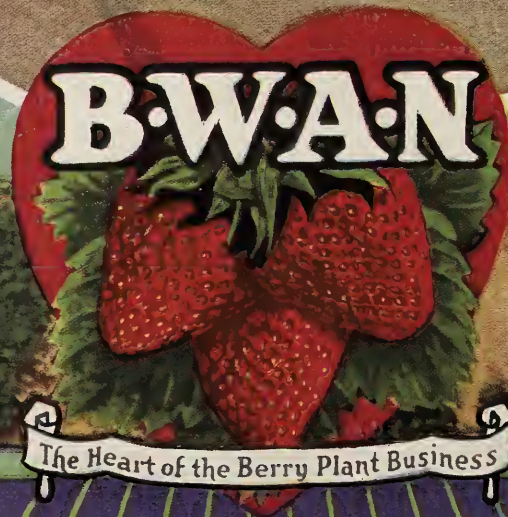
VICTORY RED RASPBERRY

"THE WORLD'S GREATEST RASPBERRY"

MOST DELICIOUS OF THEM ALL - SIX BERRIES 5 INCHES - WONDERFUL PRODUCERS - GREAT MONEY MAKERS - SEE ILLUSTRATION BELOW



HEAVILY ROOTED



The Heart of the Berry Plant Business



ACTUAL SIZE