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HEIKES==HUNTSVILLE==TREES.

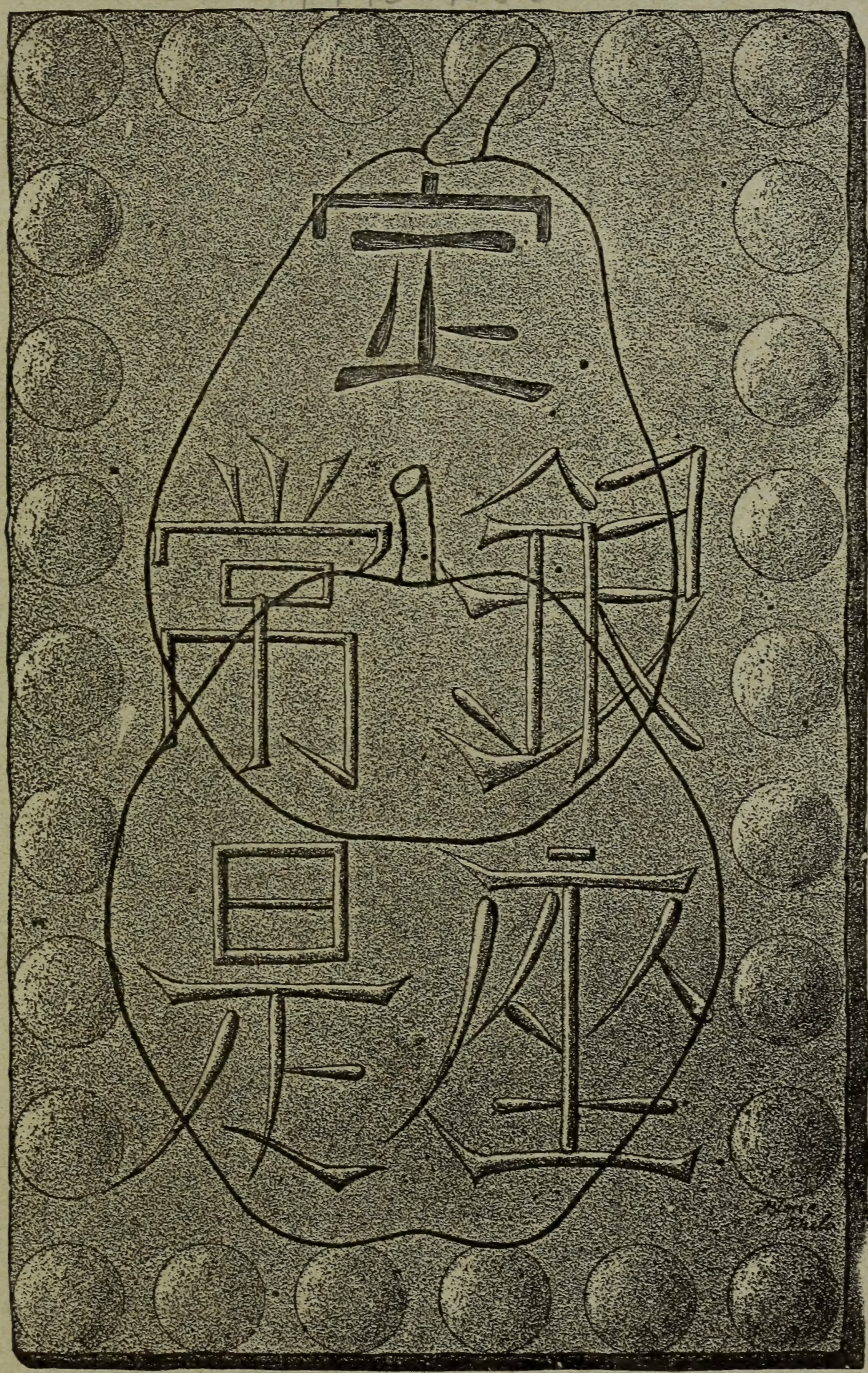
The Huntsville Wholesale Nurseries

JANUARY

Huntsville, Ala.

1913

Price List



FOR THE TRADE ONLY.

The Huntsville Wholesale Nurseries

JESSIE S. MOSS, PROPRIETOR.

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

FALL OF 1912 AND SPRING OF 1913.

HEIKES HUNTSVILLE TREES.

JANUARY, 1913.

Except where prices are agreed upon these quotations are subject to change without notice.

The usual Terms and Conditions govern these quotations.

Combination Car Lots.

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

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

Distributing Points.

We are making St. Louis, Mo., Rochester, N. Y., Philadelphia, Pa., Mt. Pleasant, Texas, Toppenish, Wash., N. Yakima, Wash., Portland, Ore., Grand Junction, Colo., and Salt Lake City, Utah, distributing points for orders in less than car lots, to be shipped from Huntsville on the dates named below. No charge for drayage or transfer at these points.

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

FOR PHILADELPHIA AND ROCHESTER—November 1st and in Spring

FOR MT. PLEASANT, TEXAS—October 10th to December 15th.

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

FOR TOPPENISH, WASH.—November 1st to December 15th.

FOR NORTH YAKIMA, WASH.—November 1st to December 15th.

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

FOR SALT LAKE CITY, UTAH—November 1st to December 15th.

This offer to ship to distributing points will not apply if shipment is required at other than the above named dates. It sometimes happens that we cannot arrange to make up combination car lots to suit all strictly within the dates named. It will be necessary to arrange the dates for shipments as orders are received.

KUDZU VINE.

We are offering about 10,000 first-class plants of the Kudzu Vine (*Pueraria Thumbergiana*) grown by us from imported seed. The plants have fine two year old roots, averaging a foot in length, and are in condition now to be dug and shipped. The tops have been cut back to within about two inches of the ground; this to save expense in freight or express.

The Kudzu Vine is hardy, grows with remarkable rapidity—from 40 to 60 feet in a single season after the root is well established—and its foliage, consisting chiefly of very large leaves, is luxuriant and healthy. It is now being extensively planted in the North and South to cover arbors and verandas. In the North the plant dies to the ground in the winter.

We can make **ESPECIALLY ATTRACTIVE PRICES**, as the plants are on ground that we wish to clear by spring.

HUNTSVILLE WHOLESALE NURSERIES,

Huntsville, Ala.

January 15, 1913.

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

PEARS: The pears we offer are all worked on French Pear Seedlings 7-12 mm, branched roots. In grafting pears we use the first cut only. Kieffer, from grafts, grow up tall and straight in one year of sufficient height to cut back to the proper height to form heads for two year old trees.

KIEFFER PEARS---Two Years, Grafted on Branched French Pear Seedlings, 7-12mm.

GRAFTED PEARS. Two Years On French Seedl'gs Kieffer.....	Fodder.	Folder.	Follow.	Fondle.	Foolish.	Forage	Foxy
	5 to 7 feet ¾ to 1 in.	5 to 6 feet ⅝ to ¾	4 to 5 feet 9-16 to ⅝	4 to 5 feet ½ to 9-16	3½ to 4½ ft 7-16 to ½	3 to 4 ft	2 to 3 ft.
	Pr M \$140	Per M \$100	Per M \$80	Per M \$75	Per M \$50	Pr M \$40	Per \$30
	7440	1910	340	320	130	200	---

KIEFFER--One Year Cut-Back, Two Year Roots.

Kieffer	Fame	Fast	Flame	Farther	Farm
	5 to 6 feet Per M \$80	4 to 5 feet Per M \$60	3 to 4 feet Per M \$50	2 to 3 feet Per M \$35	1 to 2 feet Per M \$25
	6100	2900	1020	660	40

KIEFFER PEARS. One Year. Grafted on Branched French Pear Seedlings, 7-12 mm.

	CIPHER	Per 1000
One year, 5 to 6 feet, not branched	Fabric.....	\$100 00
One year, 4 to 5 feet, not branched	Fable	90 00
One year, 3 to 4 feet, not branched	Farmer	75 00
One year, 2 to 3 feet, not branched	Farther	60 00
One year, 2 to 2½ feet, not branched	Fashion.....	50 00
One year, 1 to 2 feet, not branched	Fathom	25 00

PLUMS. One Year. On Marianna Plum Roots.

	Lesson	Letter	Liking	Limber	Limpid	Linger	Liquor	Ladder
	5 to 6 ft. ¾ & up Pr M \$125	5 to 6 ft. ¾ to ¾ Pr M \$100	4 to 5 ft. 9-16 to ⅝ Pr M \$75	4 to 5 ft. ½ to 9-16 Pr M \$60	3½ to 4½ ft. 7-16 to ½ Pr M \$50	3 to 4 ft. r M \$40	2 to 3 ft. Pr M \$35	1 to 2 ft. Pr M \$25
Americus.....	100	75	50	30	18	15	10	---
Abundance.....	85	55	---	---	---	---	---	---
Red June.....	80	130	160	60	30	30	10	---
Burbank.....	240	290	200	150	70	50	20	---

PLUMS. One Year. On Peach Roots.

	Label	Labor	Lace	Lackey	Lake	Lance	Lap	Lad
	5 to 6 ft. ¾ & up Pr M \$100	5 to 6 ft. ⅝ to ¾ Pr M \$80	4 to 5 ft. 9-16 to ⅝ Pr M \$65	4 to 5 ft. ½ to 9-16 Pr M \$50	3½ to 4½ ft 7-16 to ½ Pr M \$40	3 to 4 ft. Pr M \$35	2 to 3 ft. Pr M \$25	1 to 2 ft. Pr M \$15
Abundance.....	13	30	25	20	60	10	45	40
Red June.....	---	7	---	8	18	50	20	20

CHERRY TREES—Two and Three Years. On Mahaleb.

	CIPHER.	Per 1000	
Early Richmond Dyehouse	1 inch & up, 5 to 7 feet, well bran'd.....	Omen.....	SOLD
	¾ to 1 inch, 5 to 6 feet, well bran'd.....	Object.....	
	⅝ to ¾, 4½ to 5½ feet, well bran'd.....	Oblong.....	
	9-16 to ⅝, 4 feet and up, well bran'd.....	Octave.....	
	½ to 9-16, 3½ feet and up, well bran'd.....	Office.....	
	3 to 4 feet, branched	Onward.....	
	2 to 3 feet, more or less branched	Order.....	
Montmorency, English Morello Wragg	1 inch & up, 5 ft. & up, well bran'd.....	Orgie.....	SOLD
	¾ to 1 in., 4½ ft. and up, well bran'd.....	Oblige	
	⅝ to ¾, 4 ft. and up, well bran'd.....	Obscure	
	9-16 to ⅝, 3½ ft. and up, well bran'd.....	Observe	
	½ to 9-16, 3 ft. and up, well bran'd.....	Obtain	
	3 to 4 feet, branched	Ocean.....	
	2 to 3 feet, more or less branched	Orbit	

APPLE GRAFTS. Two Years. Grafted on No. 1 Branched French Apple Seedlings, 7-12 mm.

	<i>Provision</i> ¾ & up Per M \$100	<i>Proviso</i> ½ to ¾ Per M \$80	<i>Provoke</i> 9-16 to ½ Per M \$70	<i>Prowl</i> ¼ to 9-16 Per M \$50	<i>Proxy</i> 7-16 to ½ Per M \$40	<i>Prude</i> 3 to 4 feet Per M \$30
Ark Black.....	110	...	...	...	...	...
Gravenstein.....	160	50	30	20	10	...
Gano.....	1360	2080	1110	450	120	...
Hackworth.....	360	90	20	30	...	...
Jonathan.....	19	...	5	...	...	...
Newtown Pippin.....	1160	420	360	260	70	...
Northern Spy.....	...	3	10	4	...	...
Ortley.....	220	220	110	60	30	...
Rome Beauty.....	970	840	540	...	140	50
Red Astrachan.....	...	...	30	20	25	...
Spitzenburg.....	310	80	100	50	20	...
Shockley.....	150	35	...	...	...	...
Winesap.....	...	5	...	...	...	...
Yates.....	55	10	...	...	...	...

APPLE GRAFTS. One Year. Grafted on No. 1 Branched French Apple Seedlings. 7-12 mm.

	<i>Protect</i> 5 to 6 feet Per M \$100	<i>Provost</i> 4 to 5 feet Per M \$80	<i>Prudent</i> 3 to 4 ft. Per M \$60	<i>Provide</i> 2 to 3 feet Per M \$40	<i>Prove</i> 1 to 2 feet Per M \$25
Ark. Black.....	1880	3240	860	180	20
Baldwin.....	1415	1225	885	290	60
Gano.....	3310	3510	1300	280	20
Grimes Golden.....	5560	17300	7710	5230	1180
Jonathan.....	26930	21830	7205	9930	3170
McIntosh.....	5710	8900	6305	1940	525
M. B. Twig.....	65	80	15	5	...
Northern Spy.....	280	250	65	30	5
Ortley.....	810	290	240	30	...
Rome Beauty.....	4100	6140	2700	440	100
Red Astrachan.....	120	300	100	40	...
Red June.....	235	120	50	10	...
Staymans Winesap.....	30225	30820	9585	9060	2120
Spitzenburg.....	760	350	330	60	10
Wagener.....	340	1600	2250	1050	315
Winesap.....	4570	6880	5225	2170	640
W. W. Pearmain.....	1720	1200	400	90	10
Wealthy.....	...	...	535	490	120
Winter Banana.....	1915	900	275	65	20
Yel. Newtown Pippin.....	820	2120	2040	690	160
Yellow Transparent.....	475	970	1110	705	90

APPLE GRAFTS---One Year Transplants.

Cut back to the ground and but one shoot allowed to grow. Handsome trees.

	<i>Pet</i> 5 to 6 feet Per M \$80	<i>Pure</i> 4 to 5 feet Per M \$60	<i>Pride</i> 3 to 4 feet Per M \$45	<i>Paste</i> 2 to 3 feet Per M \$30	<i>Peel</i> 1 to 2 feet Per M \$20
Ark. Black.....	...	35	120	60	5
Baldwin.....	60	90	70	40	5
Gano.....	40	90	65	10	...
Grimes Golden.....	10	40	15	...	...
Ortley.....	70	100	40	5	...
Rome Beauty.....	60	270	400	120	...
Spitzenburg.....	690	1020	730	100	...
Wagener.....	...	35	40	10	...
Winesap.....	80	335	350	120	...
Wealthy.....	...	35	25	5	...
Winter Banana.....	15	5	...	2	2
Yel. Newtown Pippin.....	1000	2455	2100	560	20

APPLE GRAFTS---One Year Cut Back, 2 Year Roots.

	<i>Pully</i> 5 to 6 feet Per M \$80	<i>Puzzle</i> 4 to 5 feet Per M \$60	<i>Pigmy</i> 3 to 4 feet Per M \$45	<i>Pyre</i> 2 to 3 feet Per M \$30	<i>Python</i> 1 to 2 feet Per M \$20
Ark. Black.....	50	50	80	30	...
Baldwin.....	50	70	50	20	...
Gano.....	130	100	50	15	...
Grimes Golden.....	...	...	...	580	800
Hackworth.....	30	70	20	10	...
Newtown Pippin.....	590	230	120	40	...
Ortley.....	20	15	10	...	...
Popoffs (Livel'nd Rasp).....	...	...	40	70	40
Rome Beauty.....	290	400	150	50	...
Red June.....	7	10	15	15	...
Red Astrachan.....	...	50	40	40	20
Spitzenburg.....	540	230	40	20	...
Shockley.....	7	...	...	...	...
Wealthy.....	...	...	15	15	...
Winter Banana.....	200	70	40	40	...
Wagener.....	...	40	85	90	...

PEACH TREES--One Year. On Peach. Leading Varieties.

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

Peach Trees One Year, On Peach Stock	<i>Rancor</i>	<i>Ransom</i>	<i>Rather</i>	<i>Rattle</i>	<i>Recite.</i>	<i>Reside.</i>	<i>Resource</i>	<i>Render</i>
	6 to 8 ft. 3/4 & up Pr M \$85	5 to 6 ft. 5/8 to 3/4 Pr M \$85	4 to 6 ft. 9-16 to 5/8 Pr M \$75	4 to 5 ft. 1/2 to 9-16 Pr M \$65	3 1/2 to 4 1/2 ft. 7-16 to 1/2 Per M \$50	3 to 4 feet 3/8 to 7-16 Per M \$45	2 to 3 ft Per M \$35	1 to 2 ft. Per M \$25
Alexander.....	5	...	...	...	10	110	40	10
Arp Beauty.....	...	...	...	...	...	...	...	...
Apex.....	60	70	50	...	80	...	...	200
Beers Smock.....	60	210	30	...	70	...	...	30
Belle of Ga.....	920	470	1020	1050	420	...	...	2300
Bilyeus Late.....	130	210	190	...	...	...	...	100
Carman.....	1350	350	960	300	70	1940	2685	1900
Capt. Ede.....	...	...	...	...	...	...	...	...
Crawford's Late..	530	...	...	...	...	1200	1515	1100
Champion.....	385	...	555	160	190	860	1860	1400
Crawford's Early	420	230	35	...	...	800	1440	600
Elberta.....	14060	11800	3950	1760	7590	5680	17320	900
Fox Seedling.....	580	760	710	410	480	1200	1940	1400
F. St. John.....	34	10	...	...	15	110	520	230
Globe.....	...	...	15	100	200	380	600	340
Greensboro.....	80	...	...	...	...	740	895	...
Goldfinch (Ea. Elberta) ... }	120	120	...	...	40	540	780	740
Heath Cling.....	...	110	...	...	...	...	700	406
Hiley (Ea. Belle)...	670	680	940	850	830	1475	...	2200
Henrietta.....	30	50	60	90	130	80	300	200
Krummel's Late...	230	20	9	...	9	20	130	440
Lemon Cling.....	...	...	...	10	90	20	50	...
Mamie Ross.....	13	10	10	...	...	...	10	320
Mayflower.....	470	770	...	...	140	...	...	...
Mountain Rose....	210	60	60	230	340	1000	1000	1000
Munson Free.....	...	...	...	...	5	20	300	200
Munson Cling.....	70	80	...	...	...	200	120	50
Octobel.....	80	60	120	...	10	120	220	10
Old M. Free.....	80	120	90	60	60	100	360	180
Old M. Cling.....	...	...	45	...	140	100	120	50
Rex (La. Elberta)	70	40	90	...	50	340	...	10
Reeve's Favorite..	70	60	...	...	...	...	45	20
Salway.....	300	110	240	200	...	...	455	600
Stump.....	240	180	160	140	...	40	960	700
Sneed.....	110	140	180	120	210	140	40	120
Stephens Rareripe	130	250	210	200	150	280	540	600
Triumph.....	40	185	95	...	...	...	220	60
Waddell.....	70	130	190	230	80	...	185	200
Wonderful.....	300	270	50	...	...	80	180	80

PEACH TREES—June Buds.

Peach Trees On Peach. June Buds	<i>Jangle.</i>	<i>Jailor</i>	<i>Jacket</i>	<i>Jargon</i>	<i>Jasper</i>	<i>Jealous</i>	<i>Jersey</i>	<i>Jester</i>
	4 to 5 ft. 9-16 to 5/8 Pr M \$75	3 1/2 to 4 1/2 ft. 1/2 to 9-16 Per M \$65	3 to 4 ft. 7-16 to 1/2 Pr M \$50	3 to 4 ft. 3/4 to 7-16 Pr M \$45	2 to 3 feet Per M \$35	18 to 24 in Per M \$30	12 to 16 in Pr M \$25	6 to 12 in Pr M \$10
Arp Beauty.....	...	...	...	...	...	...	...	3400
Belle of Ga.....	120	650	1670	...	...	...	13000	20000
Beer's Smock.....	...	80	160	220	2090	2390	2000	2200
Carman.....	80	470	480	3090	3490	3290	6800	7700
Elberta.....	170	...	4910	25000	47000	47000	41950	32000
Greensboro.....	...	...	...	...	410	410	2950	2600
Goldfinch (Ea. Elberta) ... }	...	90	540	1620	2120	1270	600	400
Heath Cling.....	...	...	95	500	1180	1020	900	700
Hiley (Ea. Belle)...	150	400	1530	4720	5820	12100	20000	20500
Mayflower.....	...	...	210	...	...	...	...	4700
Salway.....	...	20	30	180	390	1330	2100	2700

COMPASS--CHERRY--PLUM. Two Years. On Americana Plum Stocks.

}	<i>Sale</i>	<i>Said</i>	<i>Sake</i>	<i>Sat</i>	<i>Sauce</i>	<i>Save</i>
	5 to 6 feet	4 to 5 feet	3½ to 4½ ft.	3 to 4 feet	2 to 3 feet	1 to 2 feet
	9-16 & up	½ to 9-16	7-16 to ¾			
	Per M \$100	Per M \$80	Per M \$60	Per M \$45	Per M \$25	Per M \$15
	350	960	960	500	100	200

COMPASS--CHERRY--PLUM. One Year. On Americana Plum Stocks.

<i>Sack</i>	<i>Sadden</i>	<i>Sage</i>	<i>Sad</i>	<i>Sap</i>
5 to 6 feet	4 to 5 feet	3 to 4 feet	2 to 3 feet	1 to 2 feet
Per M \$125	Per M \$100	Per M \$50	Per M \$35	Per M \$25
		270	640	100

PECAN SEEDLINGS. Gulf Coast Thin Shell.

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

	CIPHER	Per 1000
Two and three years, 12 to 18 inches.....	<i>Patent</i>	25 00
Two and three years, 18 to 24 inches.....	<i>Paddle</i>	50 00
Two and three years, 2 to 3 feet.....	<i>Pebble</i>	80 00
Two and three years, 3 to 4 feet.....	<i>Pellet</i>	100 00
Two and three years, 4 to 5 feet.....	<i>Pellet</i>	125 00

These Roses, both root and top, are as fine as can be grown. Our stock was large and the growth is unusually fine.

ROSES.	<i>Rosette</i>	<i>Robust</i>	<i>Rocket</i>
	No. 1	No. 1½	No. 2
Field Grown.	Per M \$90	Per M \$75	Per M \$35
Very Fine.			

HYBRID PERPETUALS.

Anna de Deisbach.....	25	---	---
Coquette des Alps.....	---	---	560
Gen. Jacqueminot.....	---	---	---
Gruss an Teplitz.....	---	---	---
Mar. P. Wilder.....	---	---	---
Magna Charta.....	975	---	---
Mad. Gab. Luizet.....	15	150	60
P. C. de Rohan.....	---	---	---
Paul Neyron.....	---	---	---
Frau Karl Druschki (Snow Queen).....	3437	1410	---
Ulrich Brunner.....	---	---	---

MOSESSES.

Crested Moss.....	---	---	---
Henry Martin.....	640	650	70
Salet.....	---	290	60
White Bath.....	---	---	---

BUDED ROSES—We have ceased the propagation of Roses on own roots.

The No. 1 plants will have three or more branches and will be cut back to 24 to 30 inches. The roots are very fine. We make a grade of Roses called No. 1½. This grade is made up of plants just under No. 1, such as do not have the required number of branches or slightly under weight and height, and make a very nice grade for mailing.

The plants under No. 1½ we class as No. 2. We recommend them for transplanting.

KUDZU VINE. Two Years Roots, One Year Tops.

The Kudzu Vine is hardy, grows with remarkable rapidity—from 40 to 60 feet in a single season after the root is well established—and its foliage, consisting chiefly of very large leaves, is luxuriant and healthy. It is now being extensively planted both in the North and South to cover arbors and verandas. In the North the plant dies to the ground in the winter.

Prices given on request

PRIVET.

AMOR RIVER PRIVET (SOUTH). The Best Strain. More Nearly Evergreen than Any Other Strain.

	CIPHER	Per 1000
One year, 4 to 5 feet, well branched.....	<i>Pug</i>	\$60 00
One year, 3 to 4 feet, well branched.....	<i>Purge</i>	50 00
One year, 2 to 3 feet, well branched.....	<i>Purify</i>	30 00
One year, 18 to 24 inches, well branched.....	<i>Purist</i>	20 00
One year, 12 to 18 inches, slightly branched.....	<i>Purl</i>	15 00

Juneberry.

Improved Dwarf 2 to 3 feet, \$15.00 per 100
Improved Dwarf 18 to 24 inches, \$12.00 per 100
Improved Dwarf 12 to 18 inches, \$10.00 per 100

Unsolicited Testimonials.

MISSOURI, April 25, 1912—"Your trees were satisfactory. Enclosed find N. Y. Draft."

ILLINOIS, April 8, 1912—"Apples came to hand this morning. They are nice one-year stock. We thank you very much for prompt shipment."

MISSISSIPPI, March, 1912—"We thank you very much for the prompt attention you have given our orders this winter, and assure you that we will always buy our stock from you when in need of roses."

COLORADO, April 1, 1912—"The stuff was received in first-class condition and the Kieffer checked 90 trees over, all of which is for your good and my amusement."

ILLINOIS, March, 1912—"The six boxes of roses came in yesterday in fine shape and we have them unpacked and in our storage cellars. We thank you for promptness in handling the order and for the fine grade of stock that you gave us."

NURSERYMEN'S CALIPER $\rightarrow \frac{2}{3}$ SIZE.

This is the most practical Caliper in use for grading trees. It is made of steel brass handsomely nickel plated. It answers also as a rule. Its length is exactly six inches and its width two inches. Price 65 cents each; 6 for \$3.60; 12 for \$6.00. Postage or express to be added. For sale by dealers in nurserymen's requisites, or orders may be sent direct to



HUNTSVILLE WHOLESALE NURSERIES, Huntsville, Ala.

Alabama State Board of Horticulture.

OFFICIAL CERTIFICATE.

No. 4

TO WHOM IT MAY CONCERN:

This is to Certify, That in accordance with an Act of the Legislature approved March 5, 1903, the nurseries of the Huntsville Wholesale Nurseries, at Huntsville and Gladstone, Ala., were examined July 20, 22 and 23, 1912, and that the stock in said nurseries was found apparently free from the San Jose scale and all other insects and diseases of a seriously injurious nature. These nurseries are properly equipped for fumigation. This certificate is to cover only stock grown in the above-named nurseries and becomes invalid after July 15, 1913.

Auburn, Ala., July 31, 1912.



Form 1 1912-13

P. F. Williams State Horticulturist

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

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

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

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

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

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

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

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

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

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

TERMS.—Cash. When desired, we will allow 30 to 60 days from date of shipment to responsible, prompt paying customers. Parties with

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

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

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

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

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