

Please Read Carefully.

CORRESPONDENCE solicited in English and German.

PACKING, no charges for, and goods delivered free, f. o. b. cars or express office at Hermann, Mo. Our packing is the very best, boxes and bales paper lined.

EARLY ORDERS are sometimes necessary to secure the special variety and get stock in time.

SUBSTITUTION. When orders come in late it is customary, should the supply of a variety become exhausted (as will occasionally occur in all establishments), to substitute in its place a similar sort, if there is such, always labeling correctly. Should it be desirable for us not to do this, please state "No Substitution" on your order.

TRUE TO NAME. We use the greatest care to have all our vines reliable and true to name, and will, on proper proof, replace anything that may not prove true to name. It is mutually agreed, between the purchaser and ourselves, that we shall not at any time be held responsible for more than the original cost of vines.

TERMS. All goods must be paid in advance, or C. O. D., one-fourth payable in advance, and we then send subject to examination. In case they do not give satisfaction they can be returned, but must again be packed carefully. We will then pay the return freight or express charges and return the full amount the party has originally paid.

REMITTANCE. We accept stamps for sums less than one dollar—1, 2, 5 and 10-cent stamps preferred. We also accept personal checks without deducting for collection, but sometimes we do not ship before we have collected same, therefore a draft or express money order is better.

REFERENCE, Hermann Savings Bank, Hermann, Mo. Write to this bank, if you want to know who we are and what we are doing.

PERSONS UNACQUAINTED with the different varieties can leave the selection to us, in which case we select as planting for ourselves.

PLANTING TIME. In fall from the last of October till the ground freezes up. In spring, March, April and May.

PRICE LIST.

VARIETIES	2 Year or Extra Select 1 Year No. 1, each	2 Year or Extra Select 1 Year No. 1, per 10	2 Year or Extra Select 1 Year No. 1, per 25	1 Year, No. 1, per 100	1 Year, No. 1, per 1,000	2 Year, No. 1 per 100	2 Year, No. 1 per 1,000
Agawam	80.08	80.70	81.40	2.00	18.00	3.00	28.00
Aroma (New)	.23	1.50	3.00	7.00	50.00	9.00	60.00
Blue Black	.12	1.00	2.00	1.50			
Brighton	.07	.60	1.10	2.50	22.00	4.50	35.00
Black Pearl	.10	.80	1.60	4.50			
Concord	.07	.50	1.00	1.85	17.00	3.00	28.00
Catawba	.07	.60	1.10	2.00	16.00	3.00	24.00
Campbell's Early	.20	1.25	2.50	6.00	55.00	10.00	90.00
Delaware	.07	.60	1.10	2.80	25.00	4.00	38.00
Dry Hill Beauty (New)	.20	1.25	2.50	6.00	45.00	8.00	55.00
Elvira	.07	.50	1.00	1.85	17.00	3.00	28.00
Eaton	.20	1.25	2.50	6.00			
Early Ohio	.12	1.00	2.00	5.50			
Goethe	.07	.60	1.10	2.50	21.00	3.50	29.00
Herbemont	.12	1.00	2.00	1.50		6.00	
Hermann	.10	.80	1.60	4.50	40.00	6.00	50.00
Ives	.07	.50	1.00	1.85	17.00	3.00	28.00
Moore's Early	.08	.70	1.40	2.70	25.00	3.80	35.00
Moore's Diamond	.08	.70	1.40	2.50	22.00	3.50	32.00
Martha	.07	.60	1.10	2.50	22.00	3.50	33.00
Mo. Riesling, No. 1	.07	.50	1.00	1.85	17.00	3.00	28.00
Montifore (New)	.12	1.00	2.00	5.00	45.00		
Marsala	.12	1.00	2.00	5.00	15.00	6.50	60.00
McPike (see D. list)							
Neosho	.10	.80	1.60	4.50			
Niagara	.08	.70	1.40	2.50	23.00	3.20	30.00
Norton's Vir. Seedling	.12	1.00	2.00	1.50	10.00	6.00	50.00
Perkins	.07	.60	1.10	2.50	22.00	3.50	30.00
Red Riesling (New)	.10	.80	1.60	4.50	40.00	6.00	50.00
Taylor	.10	.80	1.60	4.50	10.00	6.00	50.00
Telegraph	.08	.70	1.40	3.00		5.00	
Wyoming	.07	.60	1.10	2.80	25.00	4.50	40.00
Worden	.07	.50	1.00	2.50	22.00	3.50	32.00
Woodruff Red	.12	1.00	2.00	4.00	38.00	6.00	57.00

WHO PAYS THE TRANSPORTATION CHARGES?

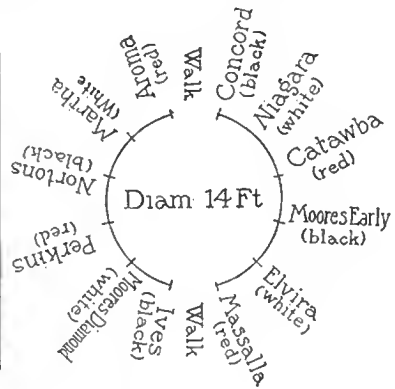
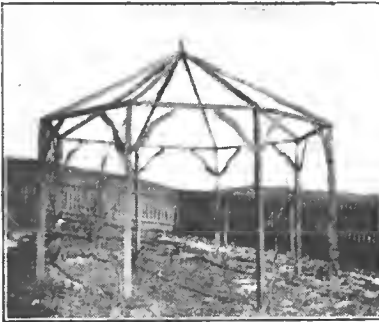
We, on the each, ten and twenty-five column of this price list, and also on all the "Special Offers" on pages 4 and 5, but at the 100 and 1000 column rates the purchaser has to pay the express or freight. Fifty go at 100 and 500 at 1000 rates.

If your back yard be ever so small, room for a few grape vines can be found, and very, very often back yards are found rather unpleasant sights. Nothing will so redeem these places as a few grape vines. They will grow up and do well on a fence, woodshed or trellis.

Best varieties for this purpose are: Moore's Early and Concord, both black. The first named is very early and the latter is, as everybody knows, the old stand-by. It will do fair under the most careless treatment. Niagara and Martha, both white. Marsala and Aroma, red; the latter has immense large berries.

Following we give a plan if you don't want to plant near a building or along a walk; also a cut of the trellis work from a photograph.

Plant as shown in above diagram. Save this circular and you will always be able to tell which is which. For prices of these vines see Special Offer "C." The trellis work is not needed the first year, can do without two years; have to drive small stakes to each vine.



SPECIAL OFFER "A."

For 75 cents we will send four each of the following varieties: Concord, Ives, Elvira and Missouri Riesling.

SPECIAL OFFER "B."

For \$1.00 we will send four each of Moore's Early (black), Marsala (red), Niagara (yellow), Elvira (white).

SPECIAL OFFER "C."

For \$1.25 we will send one each of the following: Moore's Diamond, Perkins, Norton's, Martha, Aroma, Concord, Niagara, Ives, Catawba, Moore's Early, Elvira and Marsala.

SPECIAL OFFER "D."

For \$1.50 we will send two each of the following varieties: Moore's Early, Worden, Concord, Norton's Virginia Seedling, Ives (all black), Niagara, Martha (yellow), Delaware, Marsala, Perkins (red); Elvira and Missouri Riesling (white).

SPECIAL OFFER "E."

For \$2.00 we will send two each of the following new and leading varieties: Aroma, Dry Hill, Marsala, Worden, Red Riesling, Norton's Virginia Seedling, Woodruff Red, Catawba, Concord, Niagara, Delaware and Moore's Early.

SPECIAL OFFER "F."

For \$2.75 we will send one each of every variety that we have on our Price List.



HOW WE PACK AND SHIP is shown by this cut, made from a photograph taken in our packing house. Small orders up to twenty-five are usually sent by mail, even if they must be sent in two packages (package over four pounds cannot be sent by mail). The upper box of this cut contains one vine, the next eight vines, the third eighteen vines, (Uncle Sam has reasonable rates for live plants, 1c for every two ounces). On the fourth package we also pay the Express; it contains Special Offer "C" and "E" and twenty-five Moore's Early. On the fifth or lowest box, the purchaser pays the freight. It contains 200 Ives, 100 Aroma and 50 Worden, and weighs 145 pounds. All vines that are sent by mail are trimmed ready for planting, to reduce them in weight.

EXPLANATION. We have to make the following descriptive list short. If we say, "subject to rot," it is to be understood in this locality here; now if you want to select for your planting and don't know much about varieties, but know the old Concord and how it does in your locality, be governed by this: if the Concord is subject to rot in your locality, you may be quite sure that all the other varieties that are marked subject to rot will do so, too. Of course, on an arbor or building, etc., no variety will rot except the weather is very favorable for rot, but in a vineyard this is entirely different. If you want to know more about any special variety, write us. We will cheerfully answer fair questions.

DESCRIPTIVE LIST.

AGAWAM. Red; berries are of good size, bunches medium; ripens the beginning of September; easily winter killed; subject to rot.

AROMA. Red; a new variety; bunches medium; berries the largest we know of; foliage healthy, fungous proof. Ripens the middle of August. A very promising variety, well worth a trial. Not subject to rot.

BRIGHTON. Red; known as a good variety in some localities; bunches and berries middle size; ripens the middle of August; subject to rot.

BLACK PEARL. Bunches and berries small; ripens last of August; subject to rot.

BLUE BLACK. Ripens the first of August; bunches and berries medium; not very subject to rot.

CONCORD. Black; one of the best vines for an arbor and still one of the best varieties for general use where it does not rot; will do good in almost any soil; bunches and berries are of good size; ripens the last of August; subject to rot.

CATAWBA. Red; bunches large and berries of good size ripens the beginning of September; subject to rot.

CAMPBELL'S EARLY. Black; very much recommended in some localities; bunch and berries large; subject to rot and also phylloxera.

DRY HILL BEAUTY. Red; bunches and berries of good size; ripens the middle of August; not subject to rot.

DELAWARE. Red; very sweet; ripens the first of September; bunches medium, berries small; not very subject to rot.

EATON. Black; large berries and large bunches; ripens last of August; subject to rot.

ELVIRA. White; ripens the last of August; bunches and berries medium; eminently productive, often bearing from 4 to 6 bunches from one eye, but no good for an arbor. for if you leave too long vines it overbears; not subject to rot.

EARLY OHIO. Black; bunches and berries medium size; ripens the beginning of August; not very subject to rot.

GOETHE. Yellow; very sweet and has a fine aroma; ripens first of September; bunches medium, berries large; subject to rot.

HERBEMONT. Dark red; bunches large; but berries small; a very sweet grape; subject to rot.

IVES. Black; an old reliable variety; and is one of the earliest ripening; bunches and berries of good size; ripens the middle of August; very productive; a good wine and table grape; not subject to rot.

MOORE'S EARLY. Black; a seedling from the Concord, which it resembles very much; ripens the middle of August; berries large and bunches medium; fine table grape; subject to rot.

MO. RIESLING NO. 1. White; a good wine grape and a fine table grape; ripens the first of September; bunches and berries medium; subject to mildew.

MARTHA. Yellow; very sweet; similar to the Concord, except in color; ripens same time; bunches and berries some smaller; fine table and wine grape; subject to rot. ..

MONTEFIORE. Black; ripens the last of August; berries and bunches medium; not subject to rot.

MARSALA. Red; a new variety; it is an excellent wine and also table grape; ripens the last of August; bunches and berries are of good size, very productive; not subject to rot.

McPIKE. Regarding this highly recommended variety we have to say that if those that we bought of the introducer for McPike are true to name they are not as good as the old Concord in this locality. All had the metal seal attached.

MOORE'S DIAMOND. Yellow; bunches and berries about the size of Concord; ripens the middle of August; subject to rot.

NEOSHO. Black; bunches medium, berries small; very productive; ripens last of August; not very subject to rot.

NIAGARA. Yellow; bunches and berries of good size; ripens the last of August; fine table and wine grape; subject to rot.

NORTON'S VIRGINIA SEEDLING. Black; bunches large, berries small; ripens the middle of September, and is about the best grape in Missouri for wine; also a good table grape; not subject to rot.

PERKINS. Light red; bunches and berries of good size; ripens the beginning of September; a good wine and fair table grape; very productive; not subject to rot.

RED RIESLING. A new dark red grape; it is hardy, stood 26 below zero all right; and is a good wine and table grape; bunches medium, berries of good size; ripens the middle of September; not subject to rot.

TELEGRAPH. Black; bunches and berries medium; subject to rot; ripens the last of August.

TAYLOR. White; bunches and berries small; ripens the beginning of September; recommended for arbor; subject to rot.

WOODRUFF. Red. Bunches middle size, berries large; ripens the first of September. A fine table and fair wine grape; not very subject to rot.

WORDEN. Black; bunches and berries large; ripens the middle of August. A fine table and wine grape; ripens unevenly in some localities; subject to rot.

WYOMING RED. Light red; bunches and berries medium; ripens the middle of September; subject to rot.

PLANTING. Plant as if you plant a tree. Often we are asked if a two-year will bear one year earlier than a one year. We have to say no; it may bring a larger crop the first year it comes to bearing, but a good one-year will bear just as soon, because the first year after planting no vine can bear, as the transplanting hurts the vine so much that it can not mature fruit buds for bearing the next year.

PRUNING. The first fall or winter after planting the entire growth should again be cut off; the second you may leave one cane two to three feet long, and if it has made a very strong growth you may leave two canes or the one some longer; the third year you may leave two canes, say four to five feet, and so on. In future years you should always remember that the stronger the growth the more and longer canes you should leave, and if the growth gets poorer you have to leave less and shorter canes. These canes should always be from the last summer's growth and come cut of as young wood as possible.

WARNING—We have no agents.