

# Neosho Nurseries Co.

*"Yours for Growing Satisfaction"*

Neosho : : : Missouri

## PRICE LIST

January 2nd, 1922.

**PRICES:** These prices are net f. o. b. Neosho, and are subject to stock being unsold when order is received. Transportation charges are paid by the purchaser upon receipt of the goods. If such charges were prepaid the prices would have to be higher. In any case, the purchaser pays for transportation.

**HOW TO FIGURE PRICES:** The quantity rates apply only on varieties of the same kind or class. For instance, any 5 apple trees secures the 5 rate, but 2 apple, 2 peach and 1 crabapple are charged at the each rate; 25 to 99 trees of a kind are charged for at the 25 rate. For instance, 50 apple trees XX cost \$25.00, but 100 apple, same size and age, cost \$40.00.

**TERMS:** Orders are payable 10% with order, the balance before shipment. If shipment is to be made after March 15, 1922, the balance is due on that date. If we sold on credit our prices would have to be higher to take care of the losses which a credit business always has to meet. Such a loss on one order might easily wipe out the profit on 100 orders.

**OUR OBLIGATION:** Every customer is entitled to receive, in good condition, sound, healthy trees or plants of the size, age and variety for which he pays. We will replace without charge any stock that does not reach the purchaser in good condition or that is not free from injurious insects or disease, provided we are notified within ten days of arrival of the goods and such stock is heeled in and held subject to our disposal.

**TRUE-TO-NAME:** Our methods of propagation and handling stock insure to the greatest extent the true labeling of our trees and plants. It is mutually agreed between the purchaser and ourselves that we are to be held liable for not more than the purchase price if any stock should by chance prove untrue to name.

**PARCEL POST:** Although we do not believe shipments by Parcel Post are as satisfactory as express or freight, we will, for the convenience of our customers living far from the railroad, ship any tree less than 4 feet in height, small fruits and ornamentals, except shade trees, by Prepaid Parcel Post if you will add twenty per cent to these prices. We will refund the difference if the postage is less.

**NOTE:** All shipments to Canada must go by express or freight.

**EXPRESS** is usually the quickest and most satisfactory method of shipment. Express charges are made on actual weights and delivery is made in the larger towns.

**EXPRESS Charges from Neosho. On 35 lbs. On 100 lbs.**

|                            |        |        |
|----------------------------|--------|--------|
| To Kansas City, Mo.....    | \$1.12 | \$2.48 |
| To Chicago, Ill.....       | 1.66   | 4.08   |
| To Cleveland, O.....       | 1.84   | 4.58   |
| To New York City.....      | 2.30   | 5.90   |
| To Denver, Colo.....       | 2.00   | 5.02   |
| To St. Paul, Minn.....     | 2.00   | 5.02   |
| To New Orleans, La.....    | 1.93   | 4.80   |
| To San Francisco, Cal..... | 4.82   | 13.10  |

The approximate weight of express packages of 100 one-year "XX size" trees of various kinds is as follows:

|  |         |
|--|---------|
| 100 Peach Trees, 7-16—9-16 in., XX size  | 85 lbs. |
| 100 Apple Trees, 7-16—9-16 in., XX size  | 91 lbs. |
| 100 Cherry Trees, 7-16—9-16 in., XX size | 76 lbs. |
| 100 Pear trees, 7-16—9-16 in., XX size   | 81 lbs. |

**FREIGHT** charges are made on actual weight except on less than 100 lbs., in which case you pay for 100 lbs. Large shipments go by fast freight and when necessary in refrigerator cars.

**SIZE OF FRUIT TREES:** We grade or sort our fruit trees by caliper or diameter about two inches above the point where the grafted or budded top puts forth. The heights given are from actual measurement of all varieties dug last season. These heights vary from year to year according to the growing season. Moreover, varieties of the same class or kind differ in growing habit, some naturally grow taller, some insist on branching, some grow more shapely tops. A short, stocky tree is much better than a tall, spindly specimen. You must cut off part of the top anyway when you plant your trees except with sour cherries.

**REPLACEMENTS.** We do not promise to replace stock that fails to grow, because the life of trees and plants depends upon conditions over which we have no control. The chief causes of failure after nursery stock is received are: drying out in the sun or wind or freezing in the cold; failure to properly prune the roots and tops; crowding the roots into small holes cut out of the sod; failure to tramp the soil firmly about the roots; lack of proper care and attention.

**YOURS FOR GROWING SATISFACTION.** That is our motto. The inexperienced find our catalog a big help in starting right, and even experienced growers and horticulturists endorse our "Inside Facts of Profitable Fruit Growing" and our "How to Beautify Your Home Grounds." Our customers like our stock. Many of them say so. Moreover, more than 41% of our retail sales comes from old customers.

FIRST NATIONAL BANK, NEOSHO, MO.

June 21, 1921.

To Whom It May Concern:

We are very well acquainted with the men in charge of the Neosho Nurseries Co., and do not hesitate to say you can depend absolutely upon any statement they make as being correct, and if any mistake of any kind should occur in your dealings with them we know you will not have any trouble whatever in getting it corrected.

(Signed) E. C. COULTER,  
Cashier.

**CHANGES IN ORDERS:** Tell us on your order if we shall make any changes in sizes or even varieties, adjusting prices according to this price list.

**APPLE**—Ada Red, Baldwin, Black Ben, Collins Red, Delicious, Duchess, Jonathan, King David, Livland, Maiden Blush, McIntosh, Melon, Northern Spy, Paragon, Red Astrachan, R. I. Greening, Rome Beauty, Spitzenburg, Stayman, Wagener, Wilson Red, Winesap, Yellow Transparent.



| Two-year Caliper | Average Height | Each Rate | 5 Rate | 25 Rate | 100 Rate |
|------------------|----------------|-----------|--------|---------|----------|
| XXX 11-16 up     | 5 ft. 3 in.    | .85       | .75    | .60     | .50      |
| XX 5-8—11-16     | 4 ft. 8 in.    | .75       | .65    | .50     | .40      |
| X 1-2—5-8        | 4 ft. 3 in.    | .65       | .55    | .40     | .30      |

**APPLE**—One-year—Grimes Golden double worked, Wealthy, Winter Banana, York Imperial and same varieties as in two-year except Rhode Island Greening, McIntosh and Wagener.

| Caliper      | Average Height | Each Rate | 5 Rate | 25 Rate | 100 Rate |
|--------------|----------------|-----------|--------|---------|----------|
| XXX 9-16 up  | 4 ft. 10 in.   | .85       | .75    | .60     | .50      |
| XX 7-16—9-16 | 4 ft. 1 in.    | .75       | .65    | .50     | .40      |
| X 5-16—7-16  | 3 ft. 4 in.    | .65       | .55    | .40     | .30      |
|              | 3-16—5-16      | .55       | .45    | .30     | .20      |

**CRABAPPLE**—One-year only and same prices as one-year apple; Excelsior, Hyslop.

**PEACH**—Alton. Arp Beauty, Belle of Georgia, Carman, Champion, Crosby, Early Elberta, Early Rose, Elberta, Elberta Cling, Eureka, Greensboro, Heath Cling, Hiley, J. H. Hale, Krummel, Late Crawford, Lola, Mayflower.

| One-year Caliper | Approx. Height | Each Rate | 5 Rate | 25 Rate | 100 Rate |
|------------------|----------------|-----------|--------|---------|----------|
| XXXX 11-16 up    | 5 ft.          | .70       | .60    | .50     | .45      |
| XXX 9-16—11-16   | 4 ft. 3 in.    | .65       | .55    | .45     | .40      |
| XX 7-16—9-16     | 3 ft. 8 in.    | .60       | .50    | .40     | .35      |
| X 5-16—7-16      | 3 ft. 1 in.    | .45       | .35    | .30     | .25      |
|                  | 3-16—5-16      | .30       | .25    | .20     | .17      |

**CHERRY**—One-year—Early Richmond, Montmorency, English Morello.

| Caliper      | Approx. Height | Each Rate | 5 Rate | 25 Rate | 100 Rate |
|--------------|----------------|-----------|--------|---------|----------|
| XXX 9-16 up  | 3 ft. 4 in.    | 1.10      | 1.00   | .90     | .80      |
| XX 7-16—9-16 | 2 ft. 9 in.    | .80       | .70    | .60     | .50      |
| X 5-16—7-16  | 2 ft. 2 in.    | .70       | .60    | .50     | .40      |

**PLUM**—One-year — Abundance, America, Burbank, DeSoto, Endicott, French Damson, Italian Prune, Omaha, Red June, Shropshire, Wild Goose.

| Caliper        | Approx. Height | Each Rate | 5 Rate | 25 Rate | 100 Rate |
|----------------|----------------|-----------|--------|---------|----------|
| XXXX 11-16 up  | 6 ft. 2 in.    | .85       | .75    | .70     | .65      |
| XXX 9-16—11-16 | 5 ft. 4 in.    | .75       | .65    | .60     | .55      |
| XX 7-16—9-16   | 4 ft. 6 in.    | .65       | .55    | .50     | .45      |
| X 5-16—7-16    | 3 ft. 10 in.   | .55       | .45    | .40     | .35      |
|                | 3-16—5-16      | .45       | .35    | .30     | .25      |

**APRICOT**—One-year—Same prices as Plum. Blenheim, Royal, Superb, Tilton.

**PEAR**—Standard—One-year—Anjou, Bartlett, Bosc, Clapp Favorite, Comice, Garber, Keiffer, Lincoln, Seckel, Winter Nelis. Two-year—Bartlett, Keiffer.

| Caliper      | Approx. Height | Each Rate | 5 Rate | 25 Rate | 100 Rate |
|--------------|----------------|-----------|--------|---------|----------|
| XXX 9-16 up  | 4 ft. 9 in.    | 1.00      | .90    | .80     | .75      |
| XX 7-16—9-16 | 3 ft. 10 in.   | .90       | .80    | .70     | .60      |
| X 5-16—7-16  | 2 ft. 11 in.   | .75       | .65    | .55     | .45      |
|              | 3-16—5-16      | .65       | .55    | .45     | .35      |

**QUINCE**—Orange, Rea's Mammoth, Van Deman.

|     | Approx. Height | Each Rate | 5 Rate | 25 Rate |
|-----|----------------|-----------|--------|---------|
| XXX | 4 to 5 ft.     | 1.40      | 1.30   | 1.20    |
| XX  | 3 to 4 ft.     | 1.25      | 1.15   | 1.05    |
| X   | 2 to 3 ft.     | 1.10      | 1.00   | .90     |

| <b>DWARF PEAR—Angouleme (Duchess), Anjou, Bartlett.</b> |           |      |      |      |
|---|-----------|------|------|------|
|   | Two-year  | Each | 5    | 25   |
|   | Caliper   | Rate | Rate | Rate |
| XXX   | 11-16 up  | 1.40 | 1.20 | 1.10 |
| XX  | 5-8—11-16 | 1.20 | 1.00 | .90  |
| X   | 1-2—5-8   | 1.00 | .85  | .75  |
|   | 3-8—1-2   | .80  | .65  | .55  |

| <b>Seckel, Dwarf—One-year.</b> |           |      |      |        |
|--------------------------------|-----------|------|------|--------|
|                                |           | Each | Rate | 5 Rate |
|                                | 5-16—7-16 |      | .75  | .60    |
|                                | 3-16—5-16 |      | .50  | .35    |

| <b>GRAPE—One-year No. 1 and two-year No. 1.</b> |       |      |      |      |      |
|---|-------|------|------|------|------|
|   |       | Each | 5    | 25   | 100  |
|   |       | Rate | Rate | Rate | Rate |
| Agawam (Red—Midseason)                          | ---   | .25  | .22  | .20  | .15  |
| Barry (Black—Midseason)                         | ----  | .25  | .22  | .20  | .15  |
| Brighton (Red—Early)                            | ----- | .30  | .27  | .25  | .20  |
| Campbell Early (Black—Early)                    | ----- | .25  | .22  | .20  | .15  |
| Concord (Black—Midseason)                       | ---   | .20  | .17  | .15  | .10  |
| Delaware (Red—Early)                            | ----- | .30  | .27  | .25  | .20  |
| Diamond (White—Early)                           | ----- | .25  | .22  | .20  | .15  |
| Eclipse (Black—Very Early)                      | ---   | .30  | .27  | .25  | .20  |
| Herbert (Black—Midseason)                       | ---   | .30  | .27  | .25  | .20  |
| Moore Early (Black—Early)                       | ---   | .25  | .22  | .20  | .15  |
| Niagara (White—Midseason)                       | --    | .25  | .22  | .20  | .15  |
| Wilder (Black—Midseason)                        | ----  | .25  | .22  | .20  | .15  |
| Worden (Black—Early)                            | ----- | .25  | .22  | .20  | .15  |

| <b>RHUBARB ROOTS—Two-year and one-year.</b> |      |      |      |      |
|---|------|------|------|------|
| (Two-year are divided roots)                |      |      |      |      |
|   | Each | 5    | 25   | 100  |
|   | Rate | Rate | Rate | Rate |
|   | .14  | .09  | .07  | .05  |

| <b>HORSE RADISH—Strong Roots.</b> |      |      |      |      |
|-----------------------------------|------|------|------|------|
|                                   | Each | 5    | 25   | 100  |
|                                   | Rate | Rate | Rate | Rate |
|                                   | .14  | .09  | .07  | .05  |

| <b>ASPARAGUS—Two-year — Reading Giant, Martha Washington.</b> |      |      |      |      |      |
|---|------|------|------|------|------|
|   | 5    | 25   | 100  | 500  | 1000 |
|   | Rate | Rate | Rate | Rate | Rate |
|   | .04  | .03  | .02  | .01½ | .01¼ |

| <b>BLACKBERRY—Early Harvest, Eldorado, McDonald, Mercereau, and Lucretia Dewberry.</b> |      |      |      |      |      |      |      |
|--|------|------|------|------|------|------|------|
|  | Each | 5    | 25   | 100  | 300  | 500  | 1000 |
|  | Rate | Rate | Rate | Rate | Rate | Rate | Rate |
|  | .12  | .10  | .08  | .06  | .04½ | .04  | .03½ |

**RASPBERRY—Cumberland, Cuthbert, Kansas, St. Regis.** Prices same as on Blackberry.

| <b>GOOSEBERRY—Downing, Houghton, Oregon Champion.</b> |      |      |      |
|---|------|------|------|
|   | Each | 5    | 25   |
|   | Rate | Rate | Rate |
|   | .40  | .30  | .25  |

| <b>CURRANT—London Market, Perfection, Red Cross, White Grape.</b> |      |      |      |
|---|------|------|------|
|   | Each | 5    | 25   |
|   | Rate | Rate | Rate |
|   | .40  | .30  | .25  |

| <b>STRAWBERRY—Standard — Aroma, Klondike, Lady Thompson, Ozark Early, Senator Dunlap, Son's Prolific.</b> |        |        |        |         |         |         |         |          |
|---|--------|--------|--------|---------|---------|---------|---------|----------|
|   | Per 25 | Per 50 | Per 75 | Per 100 | Per 200 | Per 300 | Per 500 | Per 1000 |
|   | .35    | .60    | .80    | 1.00    | 1.80    | 2.40    | 3.50    | 6.00     |

| <b>Everbearing, Progressive.</b> |        |        |        |         |         |         |         |          |
|----------------------------------|--------|--------|--------|---------|---------|---------|---------|----------|
|                                  | Per 25 | Per 50 | Per 75 | Per 100 | Per 200 | Per 300 | Per 500 | Per 1000 |
|                                  | .60    | 1.10   | 1.50   | 1.80    | 3.20    | 4.20    | 6.00    | 10.00    |



NOTE.—Strawberry plants can be shipped by Pre-paid Parcel Post if you will add 10 per cent for postage to above prices.

|   | Each | 5    | 25   |
|---|------|------|------|
| LILAC   | Rate | Rate | Rate |
| Common Purple -----   | .45  | .40  | .35  |
| Budded Varieties -----  | .60  | .55  | .50  |
| Madame Abel Chatenay (White, double,) President Grevy (Blue, double). |      |      |      |

|                          | Each | 5    | 25   |
|--------------------------|------|------|------|
| CLIMBING VINES           | Rate | Rate | Rate |
| Boston Ivy -----         | .50  | .45  | .40  |
| Clematis, Japanese ----- | .50  | .45  | .40  |
| Honeysuckle, Halls ----- | .30  | .25  | .20  |
| Trumpet Vine -----       | .25  | .20  | .15  |
| Wisteria, Japanese ----- | .50  | .45  | .40  |

IRIS—Black Prince, Celeste, Flavescens, Madame Che-reau, Perfection (purple and lavender), Queen of May, Sans Souci, Siberian Blue.  
 5 Rate, .05      25 Rate, .04      100 Rate, .03

PEONY—Couronne d'Or, Delachei, Dorchester, Duchess de Nemours, Duke of Wellington, Festiva Maxima, Jeanne D'Arc, La Tulipe, Madame Lebon, Nigricans, Prince Imperial.  
 Each Rate, .50      5 Rate, .40      25 Rate, .35

|                                     | Each | 5    | 25   |
|-------------------------------------|------|------|------|
| ROSES—Field Grown, one-year.        | Rate | Rate | Rate |
| Annie Miller (Pink) -----           | .75  | .65  | .60  |
| Climbing American Beauty (Red)---   | .75  | .65  | .60  |
| Dorothy Perkins (Pink Climber)---   | .50  | .40  | .35  |
| Excelsa (Red Climber) -----         | .50  | .40  | .35  |
| General Jacqueminot (Red) -----     | .90  | .80  | .75  |
| Gruss an Teplitz (Red) -----        | .90  | .80  | .75  |
| Maman Cochet (Pink) -----           | .90  | .80  | .75  |
| Marshall P. Wilder (Red) -----      | .90  | .80  | .75  |
| Paul Neyron (Pink) -----            | .90  | .80  | .75  |
| Snow Queen (White) -----            | .90  | .80  | .75  |
| William R. Smith (Pinkish White)--- | .90  | .80  | .75  |

|                              | Each     | 5    | 25   |     |
|------------------------------|----------|------|------|-----|
| SHRUBS                       | Rate     | Rate | Rate |     |
|                              | Size     |      |      |     |
| Althea -----                 | 2—3 ft.  | .40  | .35  | .30 |
| Barberry, Japanese -----     | 2—3 ft.  | .45  | .40  | .35 |
| Deutzia, Lemoinei -----      | 1½—2 ft. | .50  | .45  | .40 |
| Deutzia, P. of R. -----      | 2—3 ft.  | .45  | .40  | .35 |
| Dogwood, Siberian -----      | 2—3 ft.  | .45  | .40  | .35 |
| High Bush Cranberry -----    | 1½—2 ft. | .40  | .35  | .30 |
| Honeysuckle, J. B. -----     | 3—4 ft.  | .45  | .40  | .35 |
| Honeysuckle, J. B. -----     | 2—3 ft.  | .40  | .35  | .30 |
| Hydrangea, A. S. -----       | 1½—2 ft. | .60  | .55  | .50 |
| Hydrangea, P. G. -----       | 1½—2 ft. | .60  | .55  | .50 |
| Japan Quince -----           | 1½—2 ft. | .40  | .35  | .30 |
| Prairie Rose -----           | 2-yr.    | .45  | .40  | .35 |
| Rosa Rugosa -----            | 2-yr.    | .60  | .55  | .50 |
| Snowball -----               | 1½—2 ft. | .40  | .35  | .30 |
| Snowberry -----              | 2—3 ft.  | .40  | .35  | .30 |
| Spirea Anthony Waterer ----- | 1—1½ ft. | .50  | .45  | .40 |
| Spirea Van Houttei -----     | 3—4 ft.  | .40  | .35  | .30 |
| Syringa (Mock Orange) -----  | 2—3 ft.  | .40  | .35  | .30 |
| Weigela Rosea -----          | 3—4 ft.  | .45  | .40  | .35 |

## HEDGE PLANTS

|                    | Size     | 5    | 25   | 100  |
|--------------------|----------|------|------|------|
|                    |          | Rate | Rate | Rate |
| Barberry, Japanese | 1—1½ ft. | .30  | .25  | .20  |
| Barberry, Japanese | 1½—2 ft. | .35  | .30  | .25  |
| Barberry, Japanese | 2—3 ft.  | .40  | .35  | .30  |
| Privet, California | 2—3 ft.  | .15  | .12  | .10  |
| Privet, California | 3—4 ft.  | .20  | .17  | .15  |
| Privet, Ibota      | 2—3 ft.  | .30  | .25  | .20  |
| Privet, Ibota      | 3—4 ft.  | .35  | .30  | .25  |
| Spirea Van Houttei | 1½—2 ft. | .25  | .20  | .15  |
| Spirea Van Houttei | 2—3 ft.  | .30  | .25  | .20  |
| Spirea Van Houttei | 3—4 ft.  | .35  | .30  | .25  |

| VIOLETS—Single Sweet. | Per | Per  | Per  |
|-----------------------|-----|------|------|
|                       | 25  | 50   | 100  |
|                       | .75 | 1.30 | 2.10 |

| SHADE & ORNAMENTAL TREES | Each      | 5    | 25   |      |
|--------------------------|-----------|------|------|------|
|                          | Rate      | Rate | Rate |      |
| Bechtel Crab             | 2—3 ft.   | 1.00 | .90  | .80  |
| Black Walnut             | 4—5 ft.   | .45  | .40  | .35  |
| Elm, American White      | 6—8 ft.   | .80  | .70  | .60  |
| Elm, American White      | 8—10 ft.  | 1.00 | .90  | .80  |
| Green Ash                | 6—8 ft.   | .80  | .70  | .60  |
| Green Ash                | 8—10 ft.  | 1.00 | .90  | .80  |
| Linden, American         | 3—4 ft.   | .60  | .55  | .50  |
| Maple, Norway            | 4—5 ft.   | 1.50 | 1.30 | --   |
| Maple, Silver            | 8—10 ft.  | 1.00 | .90  | .80  |
| Maple, Silver            | 10—12 ft. | 1.25 | 1.15 | 1.05 |
| Maple, Sugar             | 4—5 ft.   | 1.50 | 1.30 | --   |
| Poplar, Carolina         | 8—10 ft.  | .60  | .55  | .50  |
| Poplar, Lombardy         | 8—10 ft.  | .60  | .55  | .50  |

## NUT TREES

Shipped direct from Nursery in Pennsylvania.  
Budded or Grafted, adapted for Northern States.

**PECAN**—Busseron, Butterick, Greenriver, Indiana, Marquardt, Niblack, Posey.

**ENGLISH WALNUT**—Franquette, Mayette, Rush.

Prices on Pecan and English Walnut:

|             |             |                   |
|-------------|-------------|-------------------|
| 1½ to 2 ft. | \$1.75 each | \$17.50 per dozen |
| 2 to 3 ft.  | 2.00 each   | 20.00 per dozen   |
| 3 to 4 ft.  | 2.25 each   | 22.50 per dozen   |
| 4 to 5 ft.  | 2.50 each   | 25.00 per dozen   |
| 5 to 6 ft.  | 2.75 each   | 27.50 per dozen   |

**BLACK WALNUT**—Ohio, Stabler, Thomas.

|             |             |                   |
|-------------|-------------|-------------------|
| 1½ to 2 ft. | \$1.50 each | \$15.00 per dozen |
| 2 to 3 ft.  | 1.75 each   | 17.50 per dozen   |
| 3 to 4 ft.  | 2.00 each   | 20.00 per dozen   |
| 4 to 5 ft.  | 2.25 each   | 22.50 per dozen   |
| 5 to 6 ft.  | 2.50 each   | 25.00 per dozen   |
| 6 to 7 ft.  | 2.75 each   | 27.50 per dozen   |
| 7 to 9 ft.  | 3.00 each   | 30.00 per dozen   |

Catalogs of Nut Trees or Evergreens will be mailed upon request.

## VARIETIES NOT DESCRIBED IN OUR CATALOG.

**APPLE**—Ada Red. Originated in Northwest Arkansas where the only two orchards now in bearing are located and is harvested about August 15. The fruit is medium size, roundish; yellow, nearly covered with red and broken stripes of purplish crimson; flesh whitish; flavor mild sub-acid; quality good, good for dessert, excellent for cooking.



**APPLE—Collins Red (Champion).** Tree hardy, not subject to canker; very heavy and early bearer. Fruit medium in size, roundish; attractive deep red striped with purplish carmine but when not fully colored is yellow striped with red; picking season Southwest Missouri mid-October; comparatively low quality but good for such a late keeper—cold storage limit May or June. Sells well on Southern markets.

**CRABAPPLE—Hyslop (Early Winter).** A brilliant carmine to dark purplish-red, overspread with a thick blue bloom. Roundish, uniform shape, good size for crab. Flesh yellow; very firm, juicy, sub-acid. Especially good for jellies and other cooking purposes. Tree is vigorous, hardy, upright spreading.

**ASPARAGUS—Martha Washington.** Recently originated by Prof. Norton, U. S. Bureau of Plant Industry. Superior, even to Reading Giant, in size, color, flavor, market desirability and freedom from rust.

**PLUM—DeSoto.** Tree not very good grower and inclined to overbear. Fruit oval, medium size, color orange overlaid heavily with crimson. Flesh yellow, quality very good. Season medium. (Have only few trees one-year X.)

**APRICOT—Blenheim.** Large, oval-shaped top, orange color, very firm, juicy, high quality. Late ripening. Tree is vigorous, spreading grower, round headed and productive.

**GRAPE—Barry.** One of the highest quality black grapes. Colors up with Concord; should remain on the vine a while longer. It is a splendid keeper. Should be planted near other varieties for pollination. The vine is vigorous, hardy and productive.

**GRAPE—Eclipse.** Early black, fully equal to Concord in quality and dependability, ripening about two weeks earlier. Vigorous grower, very hardy and very productive.

**GRAPE—Wilder.** Very large, high quality black grape and the most dependable of the Rogers Hybrids, similar in size and quality to its parent, Black Hamburg; extra large; beautiful, glossy black. The vine is vigorous, hardy and productive. Ripens with Concord or earlier.

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### THESE ARE SAMPLES OF HUNDREDS OF LETTERS FROM OUR CUSTOMERS.

Major County, Okla.

"My trees that I got of you have done fine. Lost two out of 1175. Have made good growth."—L. H. Driscoll.

Gedney N. Holbeach, Lines, England, Aug. 22, 1921.

"The trees I had from you in the Spring are growing well considering that we have had only about half our usual rainfall."—A. Francis.

California, Dec. 15, 1921.

"The 400 1-yr. XX peach trees that I ordered this Spring were sure fine trees and are doing fine. They look like 2-year old trees."—I. A. Dozier.

Botetourt County, Va., Aug. 12, 1921.

"The trees (630 apple, 25 peach) you sent me last fall were the finest in every respect I ever planted. They were examined by a ——— inspector and only one was thrown out. He stated that they were the best lot of trees he ever inspected. They are all growing fine and am thoroughly satisfied."—C. J. Kinzie.

Atlantic County, N. J., Aug. 2, 1921.

"I never had better satisfaction in watching those trees grow, (203 peach), that I received from you. They were the best and cleanest lot of trees I ever had, not a borer or crown gall in the lot. Have not lost one yet. I must say they were the finest packed I ever saw; received them in the best of condition."—Alvin Adams.

Perry County, Ark., July 22, 1921.

"In answer to your letter of July 1st, I am glad and proud to let you know that all my 765 trees I got of you last spring are doing very satisfactorily with the exception of 4 peach trees, and I am to blame for I planted them too near to the water. The greater part of the 365 apple trees I got of you last spring made a growth of 2½ to 3½ feet in all directions. I am sure proud of the trees I got of you. I myself don't know much about fruit growing as I came from Odessa, South Russia, where we plant nothing but winter wheat, but I simply used your "Inside Facts of Profitable Fruit Growing" and I made good."—O. F. Hornbacher.

Apache County, Ariz., July 26, 1921.

"I have experimented for 7 years in trying to find out what would grow here, and so far I think from what I have learned, that this will be a good fruit section in the near future. The trees that I have received from your nursery were the best trees that have ever reached this section, all of them were in excellent condition on arrival, and all started out to grow like they meant business, and considering that we had several very hard freezes. Several people have been over to my place just to see these trees and say they never seen new trees with such growth, as they have grown more this year already than trees that were set out last year."—H. W. Marshall.

Shasta County, Calif., August 1, 1921.

"I am pleased to say that I have had very good luck with the trees that I bought from you last spring, considering the lateness of the season when they were planted and the scarcity of water this summer with an extremely hot summer at that. I lost two trees out of 110 (peach) and the balance are looking very thrifty and healthy."—Ernest J. Lloyd.

New Haven County, Conn., July 18, 1921.

"The trees are doing fine. Every one of them lived. You will certainly get any future orders which I may have. I wish to thank you for the very courteous treatment and fine service. It certainly is a pleasure to do business with such an organization as yours.—(Signed) Lewis R. Eliot.

Johnson County, Ill., Aug. 15, 1921.

"I bought the order of 1000 apple trees you shipped to F. B. Lambert last spring and am more than pleased with them. Only two died and the others made a fine growth. Please send me your prices on peach trees for fall and spring delivery."—Fred L. Taylor.

Knox County, Ind., July 16, 1921.

"Replying to your letter would say the stock I bought of you this spring came in good shape and I haven't lost a tree from the 50 peaches and at this time have a growth of about 30 inches."—Robt. Anderson.



# NEOSHO NURSERIES Co.

*"Yours for Growing Satisfaction"*

Fruit Trees—Berry Plants—Nut Trees  
Ornamental Trees & Plants—Evergreens

**Neosho, Missouri**

January 2nd, 1922

Dear Customer:

There are at least three reasons for writing you again.

FIRST: We are interested in your success and would appreciate hearing about your results.

SECOND: You may want more of our goods this season. Over 41 per cent of our sales each of the past three years came from our old customers and a lot more from their recommendations.

THIRD: We want to ask another favor. Any method of selling nursery stock calls for a selling expense whether the agent gets it or the publisher and printer. After all, a personal interview is more effective than a letter or circular and we know the right kind of salesman can give even better satisfaction since he is right on the ground and can see the problems of the planter. Therefore this fall for the first time we engaged salesmen where we could find men who are trustworthy and anxious to please the planter. We now have 60 representatives, 30 of them old customers. They quote delivered prices which are enough higher to cover transportation costs and deferring of payment until delivery. Can you recommend a good man in your county?

Our mail order price list is enclosed. Orders received now will be protected against any advance and if any reductions are made later this season, ending May 15, 1922, on similar quantities, varieties and sizes, prices on such orders will be adjusted accordingly. This removes all temptation to postpone buying in the hope of securing "surplus" or "bargain" prices. The man who buys late may not be able to get the varieties and sizes preferred and he might also be so late with his planting as to endanger his success.

The best "Bargain" any planter can make is to get the best stock. Paying a high price does not insure getting first-class stock. On the other hand, buying because of a low price is risky. The inexperienced

[Over]

*Member American Association of Nurserymen*



grower should learn what makes a good tree and insist on having it, specifying exactly what he wants. Successful orchardists in your neighborhood, county agents and State Fruit Experiment Stations are always glad to help.

When we dig our trees they are sorted or graded in a building reconstructed for that purpose at our nursery fields, the good trees are hauled to our frost-proof brick packing house where they are again inspected and regraded. The third inspection is made when orders are filled. We do not make any special grading or inspection even for such states as California and Virginia, where nursery stock receives strict official inspection upon arrival, and we continually ship into those states to the satisfaction of our customers.

We have in force at this time larger quantity rates on some kinds as follows:

#### APPLE TREES

|           | One-year  |           |           |         | Two-year |           |          |
|-----------|-----------|-----------|-----------|---------|----------|-----------|----------|
|           | X         | XX        | XXX       | X       | XX       | XXX       |          |
| Caliper   | 3-16—5-16 | 5-16—7-16 | 7-16—9-16 | 9-16 up | 1-2—5-8  | 5-8—11-16 | 11-16 up |
| 300 rate  | .17       | .25½      | .34       | .42½    | .25½     | .34       | .42½     |
| 500 rate  | .16       | .24       | .32       | .40     | .24      | .32       | .40      |
| 1000 rate | .15       | .22½      | .30       | .37½    | .22½     | .30       | .37½     |

#### PEACH TREES

| One-year  | Caliper | X         |           |           |            |          | XX        |           | XXX       |            | XXXX     |  |
|-----------|---------|-----------|-----------|-----------|------------|----------|-----------|-----------|-----------|------------|----------|--|
|           |         | 3-16—5-16 | 5-16—7-16 | 7-16—9-16 | 9-16—11-16 | 11-16 up | 3-16—5-16 | 5-16—7-16 | 7-16—9-16 | 9-16—11-16 | 11-16 up |  |
| 300 rate  | -----   |           | .16       | .22       | .28        | .32      | .35       |           |           |            |          |  |
| 500 rate  | -----   |           | .15       | .20       | .23        | .25      | .26       |           |           |            |          |  |
| 1000 rate | -----   |           | .14       | .18       | .20        | .22      | .22       |           |           |            |          |  |

#### GRAPE VINES—No. 1 Plants, one-year and two-year.

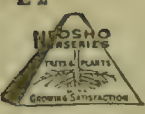
|                   | 300 Rate | 500 Rate | 1000 Rate |
|-------------------|----------|----------|-----------|
| Concord -----     | .07      | .06      | .05       |
| Moore Early ----- | .12      | .09      | .09       |
| Niagara -----     | .12      | .09      | .07       |
| Worden -----      | .12      | .09      | .07       |

Thanking you for past favors and with Best Wishes for the New Year,

Yours for Growing Satisfaction,

NEOSHO NURSERIES CO.





# ORDER



## Neosho Nurseries Co. Neosho, Missouri

Date.....19.....  
Amount Enclosed \$.....

**HOW TO SEND MONEY**—Post Office Money Order, Bank Draft, Express Money Order or Check should be made payable to Neosho Nurseries Co. If coin or paper money is sent, the letter should be registered.

**PLEASE DO NOT WRITE IN THIS SPACE.**

Order No.....

|           |           |              |
|-----------|-----------|--------------|
| A.....    | Cv.....   | C.....       |
| A.....    | Cv.....   | C.....       |
| A.....    | Cv.....   | C.....       |
| A.....    | Rfd.....  | C.....       |
| A.....    | Rfd.....  | C.....       |
| A.....    | Rfd.....  | C.....       |
| Ckd.....  | Col.....  | Ack.....     |
| Cop.....  | P. H..... | Shp.....     |
| S. R..... | Page..... | C. O. D..... |

**GUARANTEE:** We will replace without charge any tree or plant that does not reach the purchaser in good condition or that is not free from injurious insects or disease, provided we are notified within ten days of receipt of the goods and such stock is held subject to our disposal. It is mutually agreed between purchaser and ourselves that we are not to be held liable for more than the purchase price if any stock should by chance prove untrue-to-name. We use every care to insure "Growing Satisfaction" to our customers.

Our Motto is  
"Yours for Growing Satisfaction"

Name.....  
Post Office.....  
County..... State.....  
Street and No.  
R. F. D. and Box.....

**Check below how you want order shipped.**

Express      Parcel Post      Freight

Unless you want us to use our judgment in giving you other varieties in place of any we are out of, write NO here

In case the change is not satisfactory, it will be promptly adjusted.

Write here when you want shipment made; otherwise we will ship this order at the earliest favorable date.

Give Shipping Point if Other than Post Office.

Name.....  
Shipping Point.....  
County..... State.....  
Street and No.  
R. F. D. and Box.....

| Number | Variety                   | Age & Size | Price | \$      | Number | Variety               | Age & Size | Price | \$      |
|--------|---------------------------|------------|-------|---------|--------|-----------------------|------------|-------|---------|
|        | <b>APPLE</b>              |            |       |         |        | Amt. Forwarded.....   |            |       |         |
|        | Ada Red.....              |            |       |         |        | <b>PEAR-Dwarf</b>     |            |       |         |
|        | Baldwin.....              |            |       |         |        | Anjou.....            |            |       |         |
|        | Black Ben.....            |            |       |         |        | Bartlett.....         |            |       |         |
|        | Collins Red.....          |            |       |         |        | Duchess.....          |            |       |         |
|        | Delicious.....            |            |       |         |        | Seckel.....           |            |       |         |
|        | Duchess of Oldenburg..... |            |       |         |        | <b>QUINCE</b>         |            |       |         |
|        | Grimes Golden.....        |            |       |         |        | Orange.....           |            |       |         |
|        | Jonathan.....             |            |       |         |        | Rea's Mammoth.....    |            |       |         |
|        | King David.....           |            |       |         |        | Van Deman.....        |            |       |         |
|        | Livland.....              |            |       |         |        | <b>PEACH</b>          |            |       |         |
|        | Maiden Blush.....         |            |       |         |        | Alton.....            |            |       |         |
|        | McIntosh.....             |            |       |         |        | Arp Beauty.....       |            |       |         |
|        | Melon.....                |            |       |         |        | Belle of Georgia..... |            |       |         |
|        | Northern Spy.....         |            |       |         |        | Carman.....           |            |       |         |
|        | Paragon.....              |            |       |         |        | Champion.....         |            |       |         |
|        | Red Astrachan.....        |            |       |         |        | Crosby.....           |            |       |         |
|        | R I Greening.....         |            |       |         |        | Early Elberta.....    |            |       |         |
|        | Rome Beauty.....          |            |       |         |        | Early Rose.....       |            |       |         |
|        | Spitzenburg.....          |            |       |         |        | Elberta.....          |            |       |         |
|        | Stayman.....              |            |       |         |        | Elberta Cling.....    |            |       |         |
|        | Wagener.....              |            |       |         |        | Eureka.....           |            |       |         |
|        | Wealthy.....              |            |       |         |        | Greensboro.....       |            |       |         |
|        | Wilson Red.....           |            |       |         |        | Heath Cling.....      |            |       |         |
|        | Winesap.....              |            |       |         |        | Hiley.....            |            |       |         |
|        | Winter Banana.....        |            |       |         |        | Illinois.....         |            |       |         |
|        | Yellow Newtown.....       |            |       |         |        | J. H. Hale.....       |            |       |         |
|        | Yellow Transparent.....   |            |       |         |        | Krummel.....          |            |       |         |
|        | York Imperial.....        |            |       |         |        | Late Crawford.....    |            |       |         |
|        | <b>CRABAPPLE</b>          |            |       |         |        | Late Elberta.....     |            |       |         |
|        | Excelsior.....            |            |       |         |        | Lola.....             |            |       |         |
|        | Florence.....             |            |       |         |        | Mayflower.....        |            |       |         |
|        | Hyslop.....               |            |       |         |        | <b>PLUM</b>           |            |       |         |
|        | <b>PEAR-Standard</b>      |            |       |         |        | Abundance.....        |            |       |         |
|        | Anjou.....                |            |       |         |        | America.....          |            |       |         |
|        | Bartlett.....             |            |       |         |        | Burbank.....          |            |       |         |
|        | Bosc.....                 |            |       |         |        | Endicott.....         |            |       |         |
|        | Clapp Favorite.....       |            |       |         |        | French Damson.....    |            |       |         |
|        | Comice.....               |            |       |         |        | Green Gage.....       |            |       |         |
|        | Garber.....               |            |       |         |        | Italian Prune.....    |            |       |         |
|        | Keiffer.....              |            |       |         |        | Lombard.....          |            |       |         |
|        | Lincoln.....              |            |       |         |        | Omaha.....            |            |       |         |
|        | Seckel.....               |            |       |         |        | Red June.....         |            |       |         |
|        | Winter Nelis.....         |            |       |         |        | Shropshire.....       |            |       |         |
|        |                           |            |       |         |        | Wild Goose.....       |            |       |         |
| Total  | Forwarded.....            |            |       | \$..... | Total  | Forwarded.....        |            |       | \$..... |

Kindly write name of a friend who may be interested in planting fruit trees, berries or ornamentals.

Name.....  
Town..... State.....  
Street No..... R. F. D..... Box No.....



| Number | Variety                        | Age & Size | Price | \$ |
|--------|--------------------------------|------------|-------|----|
| Amt.   | Forwarded.....                 |            |       |    |
|        | <b>CHERRY</b>                  |            |       |    |
|        | Black Tartarian..              |            |       |    |
|        | Early Richmond                 |            |       |    |
|        | English Morello.               |            |       |    |
|        | Montmorency...                 |            |       |    |
|        | Napoleon.....                  |            |       |    |
|        | <b>APRICOT</b>                 |            |       |    |
|        | Blenheim.....                  |            |       |    |
|        | Royal.....                     |            |       |    |
|        | Superb.....                    |            |       |    |
|        | Tilton.....                    |            |       |    |
|        | <b>CURRENT</b>                 |            |       |    |
|        | London Market..                |            |       |    |
|        | Perfection.....                |            |       |    |
|        | Red Cross.....                 |            |       |    |
|        | White Grape....                |            |       |    |
|        | <b>GOOSEBERRY</b>              |            |       |    |
|        | Downing.....                   |            |       |    |
|        | Houghton.....                  |            |       |    |
|        | Josselyn.....                  |            |       |    |
|        | Oregon Champion                |            |       |    |
|        | <b>RASPBERRY</b>               |            |       |    |
|        | Cumberland....                 |            |       |    |
|        | Cuthbert.....                  |            |       |    |
|        | Kansas.....                    |            |       |    |
|        | St. Regis.....                 |            |       |    |
|        | <b>BLACKBERRY</b>              |            |       |    |
|        | Early Harvest..                |            |       |    |
|        | Early King.....                |            |       |    |
|        | Eldorado.....                  |            |       |    |
|        | McDonald.....                  |            |       |    |
|        | Mercereau.....                 |            |       |    |
|        | Snyder.....                    |            |       |    |
|        | <b>DEWBERRY</b>                |            |       |    |
|        | Lucretia.....                  |            |       |    |
|        | <b>GRAPE</b>                   |            |       |    |
|        | Agawam.....                    |            |       |    |
|        | Barry.....                     |            |       |    |
|        | Brighton.....                  |            |       |    |
|        | Campbell Early..               |            |       |    |
|        | Concord.....                   |            |       |    |
|        | Delaware.....                  |            |       |    |
|        | Diamond.....                   |            |       |    |
|        | Eclipse.....                   |            |       |    |
|        | Herbert.....                   |            |       |    |
|        | Moore Early....                |            |       |    |
|        | Niagara.....                   |            |       |    |
|        | Wilder.....                    |            |       |    |
|        | Worden.....                    |            |       |    |
|        | <b>HORSE RADISH</b>            |            |       |    |
|        | <b>RHUBARB</b>                 |            |       |    |
|        | <b>ASPARAGUS</b>               |            |       |    |
|        | Martha Washg't'n               |            |       |    |
|        | Reading Giant ..               |            |       |    |
|        | <b>STRAWBERRY</b>              |            |       |    |
|        | Aroma.....                     |            |       |    |
|        | Klondike.....                  |            |       |    |
|        | Lady Thompson..                |            |       |    |
|        | Ozark Early....                |            |       |    |
|        | Senator Dunlap..               |            |       |    |
|        | Son's Prolific...              |            |       |    |
|        | Progressive<br>Everbearing.... |            |       |    |
|        | <b>PEONY</b>                   |            |       |    |
|        | Couronne d'Or..                |            |       |    |
|        | Delachei.....                  |            |       |    |
|        | Dorchester.....                |            |       |    |
|        | Duchesse de<br>Nemours.....    |            |       |    |
|        | Duke of<br>Wellington....      |            |       |    |
|        | Festiva Maxima.                |            |       |    |
|        | Jeanne D'Arc...                |            |       |    |
|        | La Tulipe.....                 |            |       |    |
|        | Madame Lebon..                 |            |       |    |
|        | Nigricans.....                 |            |       |    |
|        | Prince Imperial..              |            |       |    |
|        | <b>LILAC</b>                   |            |       |    |
|        | Common Purple.                 |            |       |    |
|        | Mad. Abel Chatenay             |            |       |    |
|        | Budded.....                    |            |       |    |
|        | Pres. Grevy<br>Budded.....     |            |       |    |
| Total  | Forwarded.....                 |            |       | \$ |

| Number | Variety                                  | Age & Size | Price | \$ |
|--------|--|------------|-------|----|
| Amt.   | Forwarded.....                           |            |       |    |
|        | <b>VIOLETS</b>                           |            |       |    |
|        | <b>ROSES</b>                             |            |       |    |
|        | Annie Miller....                         |            |       |    |
|        | Climbing Am. Bty                         |            |       |    |
|        | Conrad F. Meyer.                         |            |       |    |
|        | Dorothy Perkins.                         |            |       |    |
|        | Excelsa.....                             |            |       |    |
|        | General<br>Jacqueminot....               |            |       |    |
|        | Gruss An Teplitz.                        |            |       |    |
|        | Maman Cochet..                           |            |       |    |
|        | Paul Neyron....                          |            |       |    |
|        | Marshall P. Wilder                       |            |       |    |
|        | Rosa Rugosa....                          |            |       |    |
|        | Snow Queen.....                          |            |       |    |
|        | Wm. R. Smith..                           |            |       |    |
|        | <b>SHRUBS</b>                            |            |       |    |
|        | Althea.....                              |            |       |    |
|        | Barberry, Jap'nese                       |            |       |    |
|        | Deutzia, Lemoinei                        |            |       |    |
|        | Deutzia, Pride<br>of Rochester....       |            |       |    |
|        | Dogwood Siberian                         |            |       |    |
|        | Golden Bell....                          |            |       |    |
|        | High Bush<br>Cranberry.....              |            |       |    |
|        | Honeysuckle,<br>Japan Bush.....          |            |       |    |
|        | Hydrangea,<br>Arborescens S....          |            |       |    |
|        | Hydrangea,<br>H. P. ....                 |            |       |    |
|        | Japan Quince....                         |            |       |    |
|        | Japanese Rose,<br>Globe Flower....       |            |       |    |
|        | Prairie Rose....                         |            |       |    |
|        | Rosa Rugosa....                          |            |       |    |
|        | Snowball.....                            |            |       |    |
|        | Snowberry.....                           |            |       |    |
|        | Spirea,<br>Van Houttel....               |            |       |    |
|        | Syringa, or<br>Mock Orange....           |            |       |    |
|        | Weigela Rosea..                          |            |       |    |
|        | <b>IRIS</b>                              |            |       |    |
|        | Black Prince....                         |            |       |    |
|        | Celeste.....                             |            |       |    |
|        | Flavescens....                           |            |       |    |
|        | Madame Chereau                           |            |       |    |
|        | Perfection.....                          |            |       |    |
|        | Queen of May..                           |            |       |    |
|        | Sans Souci....                           |            |       |    |
|        | Siberian Blue..                          |            |       |    |
|        | <b>VINES</b>                             |            |       |    |
|        | Boston Ivy.....                          |            |       |    |
|        | Clematis,<br>Japanese.....               |            |       |    |
|        | Hall's<br>Honeysuckle....                |            |       |    |
|        | Trumpet Vine..                           |            |       |    |
|        | Wisteria, Japanese                       |            |       |    |
|        | <b>HEDGE</b>                             |            |       |    |
|        | Barberry, Japanese                       |            |       |    |
|        | Privet, Amoor<br>River North....         |            |       |    |
|        | Privet, California                       |            |       |    |
|        | Privet, Ibota....                        |            |       |    |
|        | Spirea,<br>Van Houttel....               |            |       |    |
|        | <b>SHADE AND<br/>FLOWERING<br/>TREES</b> |            |       |    |
|        | Bechtel<br>Flowering Crab..              |            |       |    |
|        | Black Walnut...                          |            |       |    |
|        | Elm, Amer. White                         |            |       |    |
|        | Green Ash.....                           |            |       |    |
|        | Linden, American                         |            |       |    |
|        | Maple, Norway..                          |            |       |    |
|        | Maple,<br>Silver Leaf.....               |            |       |    |
|        | Maple, Sugar...                          |            |       |    |
|        | Poplar, Carolina.                        |            |       |    |
|        | Poplar, Lombardy                         |            |       |    |
|        | <b>NUT TREES</b>                         |            |       |    |
|        | Budded or<br>Grafted                     |            |       |    |
|        | <b>EVERGREENS</b>                        |            |       |    |
| Total  | Forwarded.....                           |            |       | \$ |



NAME.....  
POSTOFFICE.....  
R. F. D. NO..... BOX.....  
STATE.....  
STREET ADDRESS.....

Put  
Two-cent  
Postage  
Stamp  
Here

NEOSHO NURSERIES Co.

NEOSHO,  
MISSOURI



MADE IN U.S.A. 1917 25 x 5 50P 20P

Yours For  
*"Growing Satisfaction"*

BEFORE SEALING  
THIS ENVELOPE

Be sure you have written your  
name, postoffice and point to which  
you wish this order shipped plainly on your  
order. Be sure you have given size and age of trees.





# NEOSHO NURSERIES Co.

FRUIT TREES *and* PLANTS

Neosho, Mo.,



1922

POSTMASTER  
If undelivered, or unable to  
forward please return. Postage  
Guaranteed Sec. 637, P. L.  
& R. as amended.

Mr Clark L Thayer  
Cornell University  
Ithaca  
N Y

MASTERS  
STATION  
NEW YORK

Post Office