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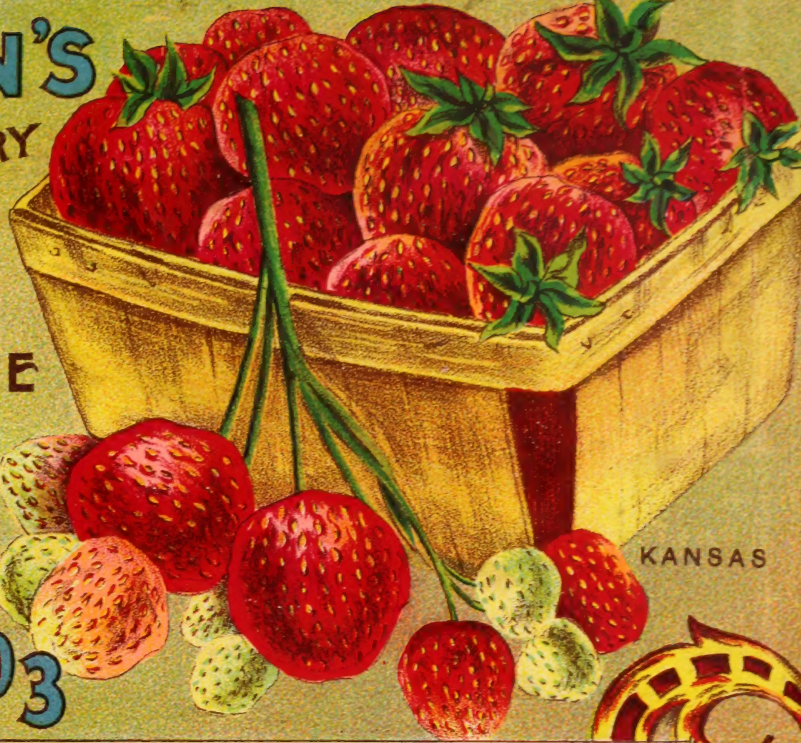
ALLEN'S

STRAWBERRY

CATALOGUE

SPRING

1903



KANSAS



A June scene at Allen's plant farms. Hoeing strawberries.

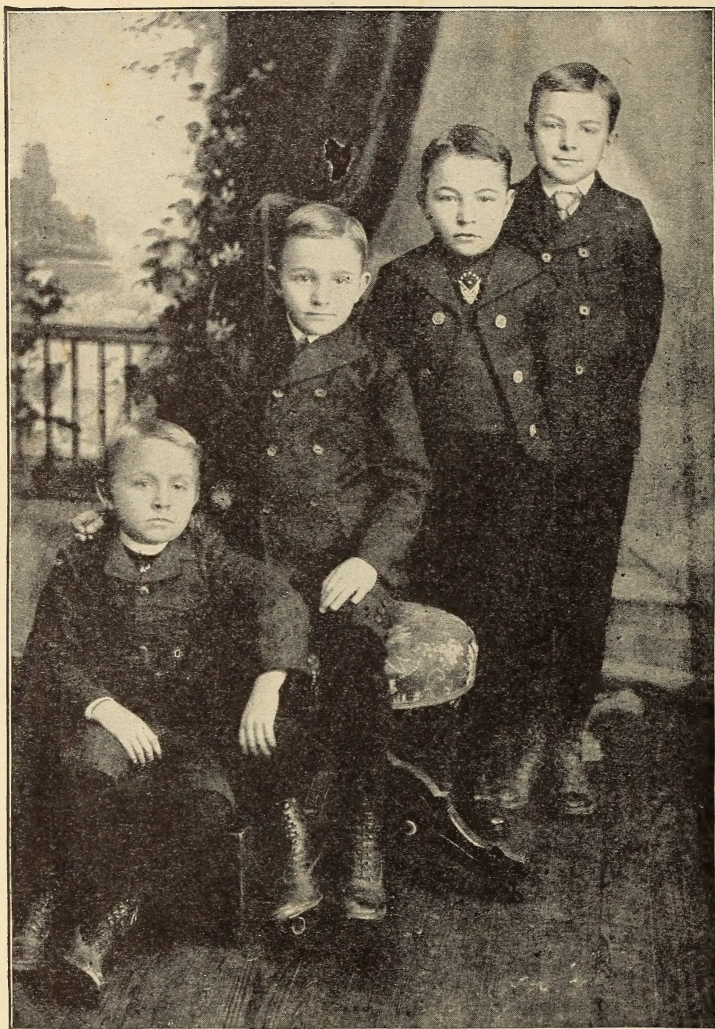


EXCELSIOR.—The best of all early berries.
Eleven acres picked in 1902 55,000 qts.,
an average of 5,000 qts. per acre.

W.F. ALLEN

SALISBURY, MARYLAND

THIS IS ONE CROP OF OUR NURSERY STOCK
THAT GROWS ALL WINTER.



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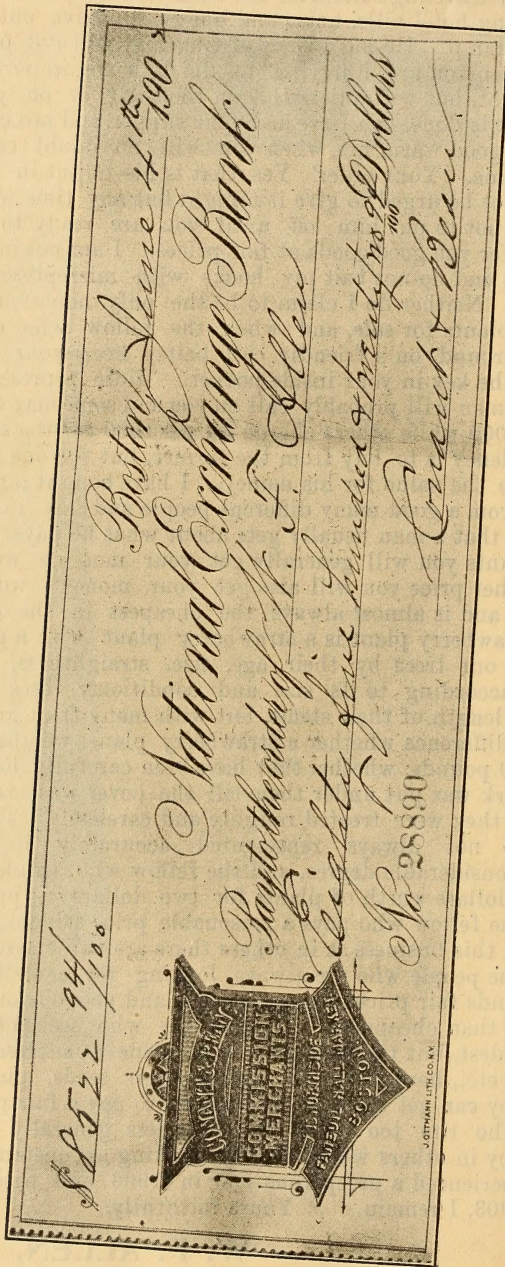
- 1—WALTER KENDALL ALLEN.
- 2—FULTON WHITE ALLEN.
- 3—WILLIAM LEE ALLEN.
- 4—ALBERT GILLIS ALLEN.

A Few Remarks.

This catalogue is my traveling salesman, his salary is very modest, and his expenses, including hotel bills, horse and buggy to drive out to your home, etc., is a 1c stamp. He has plenty of time and will not press you into conversation when you are hurrying to finish some important piece of work before night, but will quietly lay on the shelf or on your desk until the day's work is done, you have had your supper, and are comfortably housed before a good warm fire, when you will no doubt enjoy his company until bed time. Your order! Yes, that is his object in visiting you, but you will not be urged to give it tonight but any time when it suits you only be sure not to put him off until you are ready to set your plants. He will offer you good goods at fair prices. I am not in the bargain counter business and do not bait my hooks with misrepresentations to fish for suckers. Neither do I claim to be the only honest man who grows strawberry plants for sale, and when the fellow who does make that claim comes around on a friendly call better keep your hen house doors locked and the key in your inside pocket. More representatives than my little salesman will probably call on you and some may offer you varieties at \$2 per 1000 while others charge \$4 per 1000 for the same variety; the natural tendency is to buy from the former, but the one that does so seldom gets twice the value for his money. I have bought a good many thousand plants from a good many different people and my experience has generally been that a man usually gets about what he pays for. When you buy cheap plants you will generally get your money's worth and when you pay a higher price you will also get your money's worth. *The best is none too good* and is almost always the cheapest in the end. But unfortunately a strawberry plant is a strawberry plant with a good many growers. We buy our trees by their age, size, straightness, etc. Fruit demands a price according to its size and conditions, roses sell largely according to the length of their stems, but with many fruit growers it seems to make no difference whether a strawberry plant weighs 12 pounds to the 1000 or 40 pounds; whether they have been carefully handled from the time the fork was put under them till the cover was nailed on the crate, or whether they were treated roughly and carelessly. These different conditions are not always represented accurately in the price but they are to a considerable degree, and the fellow who thinks he is getting three or four dollars worth of plants for two dollars is pretty sure to get fooled and the fellow who pays a reasonable price seldom gets cheated by so doing. In this business as in others there are two classes of dealers. One attracts the people who are always looking for something cheap. The other demands fair prices for good goods and gets customers who want quality rather than cheapness. The people who seek cheap things may be the shrewdest, but the men who have made a success of trucking, fruit growing, etc., have a way of buying their seeds, plants, fertilizers etc., where they can get the best and expect to pay a fair price for it. While people who run too much to cheapness generally run against the same tendency in others whom they are seeking as customers. Hoping you have all experienced a prosperous year in 1902 and wishing you greater success in 1903, I remain,

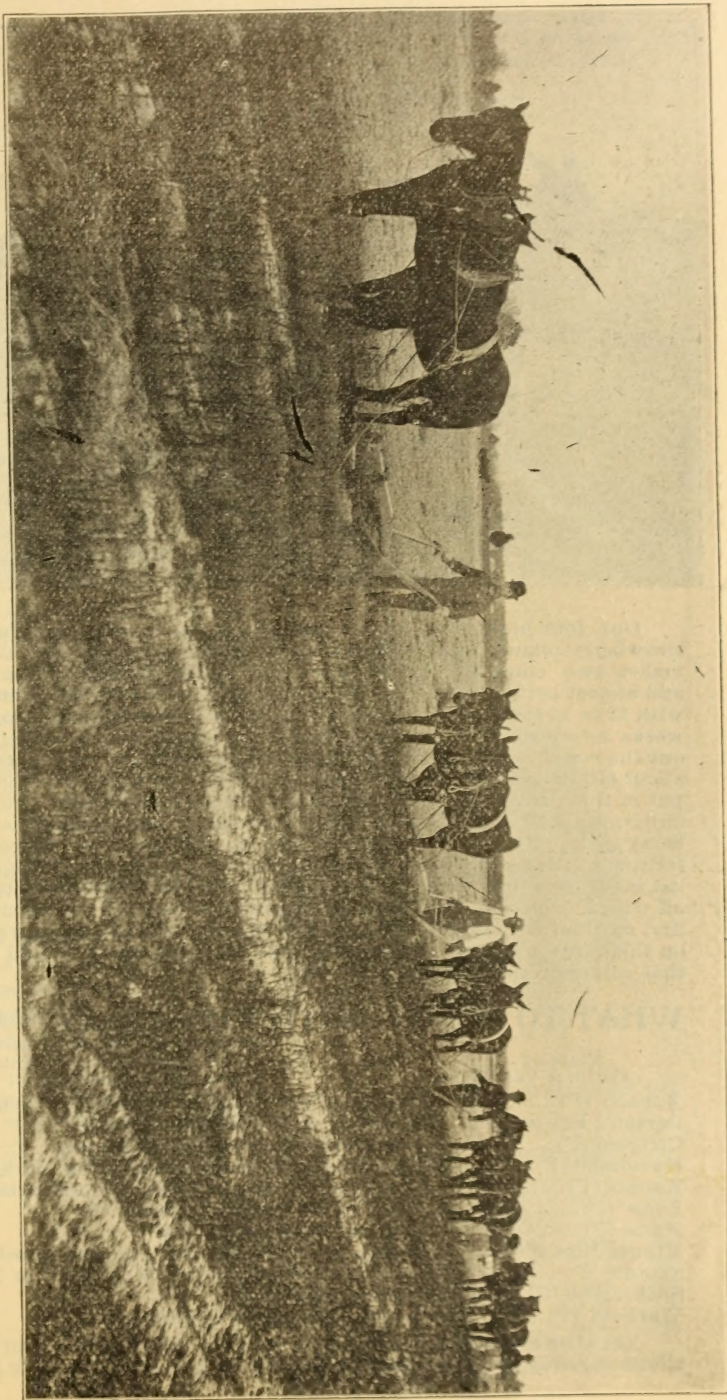
Yours faithfully,

W. F. ALLEN,



A Good Crop to Grow.

Aside from being the largest grower and shipper of plants in the country, I am one of the largest, if not the very largest grower of strawberries for fruit; as the above photographed check will show. Many smaller ones were also received. My object in reproducing the above check in this catalogue, is not to boast of the fact, that I am the largest plant grower, or the largest strawberry grower in the world, but to prove to my friends and the public in general, that I am as largely interested in growing strawberries for fruit as I am in growing strawberry plants. And therefore, it must be conceded that it is to my interest to have only the best of everything in the way of strawberries. All new varieties of any promise, are tested as soon as they are put on the market, and those which show no merit after fruiting, are promptly discarded.



Plowing a 66 acre field in November preparatory to setting plants during mild weather in the winter or early spring. I shall plant all told this spring 160 acres and carry over 50 acres for fruit the second year making 210 acres in all planted to straw berries. The field above illustrated was in cantaloupes the past summer and the bushy looking substance in the foreground is cow-pea vines which were sown with a single row drill between each row of cantaloupes after the last working and before the cantaloupe vines covered all the ground. The peas will make but little growth until the cantaloupe crop is harvested but if they are then cultivated at once, will make a good crop of vines and ripe peas before frost.



Our four mule disc harrow following the plows preparing the land for strawberry plants. This harrowing is lapped over half way every time which makes two complete harrowings and leaves the soil thoroughly worked up and almost perfectly level. Following this harrowing the land is next spread with 12 to 15 tons of stable manure per acre which is left on top. About two weeks before we are ready to set plants the single plow is brought in use to run out the rows. Straight furrows are made about 2 to 2½ inches deep in which about 600 lbs per acre of "*Maves orange tree*" or some other good fertilizer is put in this furrow with a McWhorter fertilizer distributor. Following this the cultivator with three 1½ or 1½ inch blades only (the other two shanks and all being taken off) are run once each way in the furrow to thoroughly mix the fertilizer in the soil. Now the single plow is brought in use again and a small list made over this furrow which in turn is raked off with a potato fork or drug off with a small spike harrow so this row or bed will be about level after the first cultivation, and we have an ideal bed for setting strawberry plants, which on this farm is always done by hand as we have never found any machinery that would do the work satisfactorily.

WHAT TO PLANT WITH PISTILLATE VARIETIES.

Name of Pistillate Variety.	Varieties suitable for planting with pistillate varieties to properly pollinize them.
Bubach (P).....	Bismarck, Brandywine, Saunders or Tenn. Prolific.
Barton's Eclipse (P).....	Saunders, Clyde or Tenn. Prolific.
Crescent (P).....	Tubbs Splendid or Senator Dunlap.
Haverland (P).....	Tennessee Prolific, Saunders, New York or Nick Ohmer.
Kansas (P).....	Brandywine, Aroma, Pride of Cumberland or Saunders.
Lyon (P).....	Splendid or Senator Dunlap.
Marie (P).....	Saunders or Brandywine.
Minute Man (P).....	Brandywine, Saunders or Pride of Cumberland.
Samp'e (P).....	Tenn. Prolific, Saunders, New York or Nick Ohmer.
Sutherland (P).....	Clyde or Saunders.
Warfield (P).....	Senator Dunlap or Splendid.

Varieties named are not the only ones that may be used for pollenizing pistillate varieties but they are what I consider the most desirable for the varieties

named. Glen Mary is a semi staminate and while it is alright to plant alone I do not advise its use to plant with pistillate varieties. I have been asked for above information so often I have it printed here for the information of all.

A Model Young Plant.

This plant is the offspring of a healthy parent that was well cultivated and not starved out. Neither was the parent of these plants allowed to bear fruit or grow among weeds either of which is very detrimental to the health and vigor of a strawberry plant. Now friends don't understand me to say that all my plants are as heavily rooted as this one for they are not. While I have millions of plants as good as this one quite a number of varieties will not make thick stocky plants like this. Among that class I might name Crescent, Excelsior, Hoffman, Mitchel's Early, Splendid, Senator Dunlap and Warfield. While these varieties have some plants as large and stocky as the one here illustrated on the average they are not so large, but all of my plants are grown in good land from healthy vigorous plants that are never allowed to bear fruit or to associate with *weeds*. They are grown in light sandy loam and in digging we get nearly all the young fibrous roots with the plant which is impossible when plants are grown in sticky clay soil.

It sometimes happens that I send two catalogues to one address. If you should receive more than one copy, please hand the extra one to some friend who will be interested in it.

The following table will be found very useful. Number of pounds fertilizer required per acre when rows are following distances apart:

No. Lbs. per 100 Yards of Row.	18 in.	2 ft.	2½ ft.	2¾ ft.	3 ft.	3½ ft.	4 ft.	4½ ft.	5 ft.
10	980	735	590	530	490	420	370	325	295
15	1470	1100	880	800	735	630	550	490	440
20	1960	1470	1175	1065	980	820	735	655	590
25	2450	1840	1470	1330	1225	1050	920	815	735
30	2940	2205	1765	1595	1470	1260	1105	980	880
35	3430	2575	2060	1865	1715	1470	1285	1145	1030
40	3920	2940	2350	2130	1960	1680	1470	1305	1175





THE TWO EXTREMES.

This illustration is used to show that there may be as much

difference in quality of plants as there is in price. You may see in one catalogue 1000 strawberry plants of a certain variety offered for \$1.25. (I have seen them offered as low as that). You will turn to another catalogue and you may see the same variety listed at \$4.00 per 1000. "1000 Brandywine strawberry plants" and "1000 Brandywine strawberry plants" look exactly alike in print, but when you see the object and not merely the name in print there is sometimes a very great contrast, as for instance in above photograph both plants are of the Glen Mary variety. If one party were offering Glen Mary Strawberry plants at \$2.00 per 1000 and furnishing plants similar to those at the right of above illustration and another were offering Glen Mary plants at \$4.00 per 1000 and furnishing plants like the vigorous healthy plant at the left of illustration which would be the cheaper? Which would you buy if you were looking at the plants when you bought? Now I do not wish to be understood to say that all my plants are as large as the one illustrated on the left or that all of any that you might buy ever so cheap would be as small as the little plant to the right, but I wish to show that there is a big difference in plants as well as in prices and it is not always and in fact it seldom happens that the cheapest plants per 1000 are really the cheapest in the end. Good plants are what we all want and the best is none too good.



A bunch of Allen's Strawberry plants, trimmed of old runners, dead leaves etc, tied and labeled ready for packing.

A USEFUL TABLE.

When rows are	18 inches	apart	there are	9800	yards of	row per	acre.
"	"	"	24	"	"	"	7350
"	"	"	30	"	"	"	5880
"	"	"	33	"	"	"	5328
"	"	"	36	"	"	"	4900
"	"	"	42	"	"	"	4200
"	"	"	48	"	"	"	3675
"	"	"	54	"	"	"	3267
"	"	"	60	"	"	"	2940



Two crates of plants showing how our plants look when packed and ready for shipment. The size crate here illustrated will usually hold 2000 plants any time in winter or early spring while plants are dormant. Late in the spring after the plants have commenced to grow it takes more room and these crates will then hold only about 1500, except of some of the smaller growing varieties. All large orders are packed in crates like illustration which are made from thoroughly seasoned dressed lumber and made as light as is consistent with the safe carriage of the plants. Small orders are shipped in similar crates of a smaller size. After trying all the different methods of packing I have found this to be decidedly the best.

If you have a friend or a neighbor who is interested in strawberry growing, send me their name and address, so that I can send them a catalogue. By so doing you will do them and me a favor, and yourself no harm. If you get two copies of this catalogue, give one to some friend who grows the best berries in your locality, and he will appreciate it

Some Information.

ORDERS.—Please be sure and write your name and address plainly—giving Postoffice, County and State—and do this every time you write. Be particular to say how the goods are to be sent, whether by mail or express. All orders too heavy for mail should go by express, as freight is too slow, except very early in the season while the weather is quite cool, and is therefore not safe for perishable goods except for a short distance or very early shipment. Keep a correct copy of the order and check off the stock when it arrives. People often forget what they order and make unjust complaint.

GUARANTEE.—I warrant my plants to reach customers in good condition when shipped by mail or express and promptly opened and attended to on arrival.

AT PURCHASERS RISK.—When customers desire plants shipped by *freight* I will do so at their risk *only*. I will use every precaution in packing so as to insure if possible their safe arrival by freight but *I will not be responsible* for delays and the resulting damage to plants caused thereby on freight shipments. Early in the season where the distance is not over 4 or 5 hundred miles freight is generally safe but after the last of March it is very risky to have plants go by freight.

TRUE TO NAME.—While I use every precaution to have all stock true to name, and I am sure that I am as successful in doing this as anyone in the business, I will not be held responsible for any sum greater than the cost of the stock, should any prove otherwise than as represented.

PACKING.—I make no charge for boxing or packing above rates in this catalogue. Everything is delivered f. o. b. of train at rates named.

CLAIMS.—If any, must be made on receipt of goods, when they will be carefully and cheerfully examined, and if just, all will be made satisfactory. Any claim made after 10 days from receipt of goods, will not be entertained. I send out only good stock in good condition, carefully packed, in all cases. A success or failure depends in so large degree, upon the weather, care and management after they are received, that, I do not, because I cannot, undertake to guarantee stock to live.

TIME OF SHIPMENT.—I commence to ship to Southern customers during mild weather, any time after you receive this catalogue. In most seasons I can fill a limited number of orders during January and February for the South, and as late as the first of May for my Northern customers. But for all sections, it is advisable to order early, and name date for shipment as early as you can possible use the plants. This is good advice for several reasons. 1st, when plants are shipped early to go a long distance, they are less liable to damage in package. 2nd., they have less foliage, and can be packed lighter, thereby lessening express charges. 3rd., plants set early almost invariably do well if cared for by an intelligent person; while those set late in the season often do well, but frequently fail entirely.

PAYMENT—INVARIABLY IN ADVANCE.

Goods sent by express, C. O. D. only when $\frac{1}{2}$ the amount is sent with order, when charges for returning money will be added to the bill. Plants to go by freight must be paid for in full before shipment, and it is better to send full amount with all orders, as it saves charges for return money. Remittances should be made by money orders on Salisbury, Md., by registered letter, by check or by express. Postage stamps taken for fractional part of dollar. 4, 5, 6, 8, 10 and 15 cent stamps preferred. Canadian customers will please remit by money order or Canadian bills by registered letter. Foreign customers will please remit by money order on Salisbury, Md.

SPECIAL EXPRESS RATES.

No one person has special express rates more than anyone else in the same line. For instance, all plants and trees, and nursery stock of whatever nature, packed in boxes or crated have a rating of 20% less than merchandise rate. To illustrate, a box of dry goods, hardware, or any other merchandise of a certain weight which would cost to any given point \$1 00, if it were nursery stock, plants, etc., would be carried for 80 cts. This applies to every grower, no matter whether they ship hundreds of tons, or only a single package. Those who claim to have a special rate lower than others, simply misrepresent the facts. To ascertain whether or not you are being over charged when paying expressage on plants, ask your agent to look up the merchandise rate from Salisbury, Md., to your express office. You weigh your shipments, calculate the amount and deduct 20%. This will give you the amount you ought to pay, and if you have paid more than this, you have paid too much and more than they have any right to charge you. We frequently have inquiries concerning these matters, and I name the above method of finding out what the charges should be, to save correspondence, as you can find out at your express office as well as I can here, and a great deal quicker, because you have the one shipment to make inquiry after, while I would have hundreds of them.

Descriptions And Illustrations Of Varieties.

AROMA.—Plant shows no weakness of any kind, fruit very large, roundish, conical, rarely misshapen, glossy red, of excellent quality, and quite productive. A very late variety, much resembling Gandy, and by many believed to be more productive; and it is suited to a greater variety of soils. For instance, we have it growing on a sandy loam where it seems to be doing very satisfactory, having made a wide bed of strong, healthy, vigorous plants. To those wishing a fine and large late berry, and do not find the Gandy satisfactory, I advise them to try the Aroma. This berry is getting to be quite a favorite in the West, as I had a number of inquiries for large lots last season which I was not able to supply. We have a good stock now however, and think we will be able to fill all orders the coming season.

AUTO.—This new berry originated in Delaware; and by those who have grown it, is claimed to be of large size and fine quality. It is also said to be very productive. Big yields are said to have been picked last season. It is said to bear fine crops in very dry weather, when other sorts are apt to be short. The plant is said to be of unusual vigor, and carries fruit well up from the ground. Special claims are made for its unusual high quality, and it is remarkable as a productive, perfect flowering variety. It makes very strong healthy plants here, but I have not fruited it yet.

BISMARCK.—Bismarck is a safe pollenizing strawberry, possessing all the desirable qualities of Bubach, and superior to it in quality. To those familiar with the Bubach nothing further need be said, since Bubach has been a favorite berry with a large number of growers for several years. Bismarck makes a much finer growth than Bubach, and from the fact that it beds up better, it will generally produce a larger yield per acre, as there are less broken spaces in a Bismarck row, than you will find in a Bubach row by the side of it. I find that it is a very popular variety with the growers, especially in the West and middle West; and when I think of the wonderful crop of berries that it will produce, its vigorous, healthy foliage, I am not surprised at it. Its color is what I would call a dull scarlet, and ripens all over at once, having no green tips. The seeds are prominent, and the berries are quite firm, and an excellent shipper.

BRANDYWINE.—When this excellent variety was first offered to the public, I went to the home of the originator for the purpose of seeing the variety in fruit. This, however, was after I had already placed the largest order for plants that the introducer received during that season. Mr Ingram, the originator, met me at the depot and took me straight to his strawberry patch, where he was then picking $1\frac{1}{2}$ acres of Brandywine, which produced the day I was there, at a single picking, 1100 qts. per acre. It is seldom that one sees a better show of fruit on any variety. For two or three years the Brandywine was reported upon by almost every Experiment station bulletin, written up by horticultural papers, and talked of by fruit growers everywhere, which created an unusually big demand for the plants. In short, if such a thing were possible, the Brandywine was overpraised. Then for about two years it seemed to have been lost sight of, but for the past three seasons, it has been gradually coming into favor, not by the boasting of horticultural writers, and interested plant dealers, but by its own merits. In fact, the demand for Brandywine has been materially increasing every year for the past three years, and I hear only praise of it from all sections. The fruit and plant very much resembles Gandy, but is more productive and a better grower. I have marketed quite a few of the berries myself, and almost every crate would bear the mark of "Fancy", and always sells well in market. The plant is very healthy, free from rust, and one of the best growers that we have.



BUBACH.—My stock of this well known, and everywhere popular variety, is very fine and strictly pure, and I think my plants will please all who buy them. This variety is so well known that it needs no description by me. I will say however, that my stock of plants is limited, and those who are desirous of obtaining this variety, should not fail to place their orders early.

BEDAR WOOD.—Very productive, of medium size berries, ripens early, rather soft. A strong grower, with unusually large and long roots, popular in some sections of the West.

BARTON'S ECLIPSE.—Originated in Kentucky. Fine plants, fine berries, and lots of them. Good for either market or home use.

EARLY HATHAWAY.—This berry was originated by the same man that gave us Excelsior. He claims that this is also a seedling of the Wilson crossed with the Hoffman, and like its parents, has a perfect blossom. He says the plants are vigorous growers, with large dark leaves, immensely productive of the most beautiful berries. He claims this variety to be as large and as firm as the Gandy, and to ripen the same time as Mitchell's Early. It has not fruited here.

CLYDE.—Few varieties ever introduced, have attained greater popularity than was accorded the Clyde, a few years since. For the last year or two, however, it has not been giving the satisfaction it once did. With a dry season and plenty of sunshine, it is indeed a grand berry, and many growers are still planting it largely. With a wet season however it fails to color up and makes a very poor showing. The Clyde is as large as the Bubach, and nearly or quite a week earlier. I have said before, that this berry was firmer than the Bubach, but taking year in and year out. I do not think I would care to repeat that assertion. With a dry season and plenty of sun, I have no doubt it would carry better than Bubach; but taking on an average, doubt that it will. The foliage is light green in color, makes a fine growth of vigorous plants the first season, but seems to like foliage during fruit time, or in fact its whole energy is spent in producing enormous piles of fruit; in some instances greatly to the detriment of the foliage. The plants are strong, and always have an abundance of long roots, which penetrate the soil deeper than most varieties, which even in the absence of sufficient foliage, helps this variety to withstand dry weather, and bring its crop to maturity under surprisingly unfavorable conditions. I here repeat, that the worst enemy of this variety is excessively wet weather. It was my good fortune to be present at the strawberry show at Horticultural Hall a few seasons past, and to my surprise, about one half of all the varieties exhibited, were Clyde, and a fine lot they were. I have grown this variety quite extensively for market myself, but would no longer class it with the firm berries notwithstanding I have shipped it successfully many times to Boston in dry seasons, a distance of about 500 miles.

CRESCENT.—This grand old variety is too well known to require an extended description from me at this time. I will say however, that about 15 or 20 years ago, it was probably more largely grown than any other variety. It still retains its strong growing, vigorous habits, and is very productive of medium size berries. This reliable old variety while not much used in the East, is still very popular in some of the Western states, where it produces great crops of fine marketable berries.



CHALLENGE.—This variety has not fruited here. My stock was procured last spring from Mr. Crawford of Ohio. He describes it as follows; "The Challenge was originated at Breckenridge, Mo., about nine years ago, by Mr. Peck. The plant is very large, healthy, and fair runner. After bearing however, it sends out very few runners. As to yield, I believe it will equal Parker Earle and Haverland, or any of the famously productive varieties. The fruit is of immense size, fairly regular, firm and never misshapen. The color is a dark glossy red, and the color extends well into the fruit. The quality is excellent. In firmness and power to resist drouth it will surpass the other large varieties. The Challenge commanded prices far in advance of the other varieties we were marketing. This was due to form and color." As said before, this variety has not fruited here.

CHELLIE.—This berry originated on the farm of Nathan Barton, Camden Co., N. J. in 1896, and is described by him as follows: "Plant has a perfect blossom, a strong grower and free runner, clear of rust, very attractive and sure bearer. Fruit ripening from medium to late, with large symmetrical shape berries, with a fresh green cap. It is a bright glossy red, coloring all over, hav-

ing no green points, and presents a strikingly attractive appearance throughout the season. It is of firm texture of a superior flavor." This variety has not fruited in Salisbury.

EXCELSIOR.—(See lower half 1st cover page.) I do not hesitate to say that the Excelsior is decidedly the best early strawberry and the earliest good strawberry that has ever been offered the American grower. I say this not because I heard someone else say so, or because I saw it in the originator's description, but because I am aware of the fact from personal experience. I have been growing Excelsior since the first year it was offered for sale; paying somewhere in the neighborhood of \$100.00 per thousand for the plants, and had I known half as much about it as I do now, I would have bought all the plants there were, even at a higher price. From the first it has proven to be decidedly the earliest berry that I have ever grown: being from 3 to 4 days earlier than Mitchell's Early. In the same field, with Mitchell's Early, having the advantage of a dense pine thicket on the North side of the field, last year I fruited exactly 11 acres, one acre of which was on a washy hillside, and did not produce more than half as many berries per acre as the balance of the field; yet this field of 11 acres picked 55,902 qts., or 5,082 qts per acre. In a field test, without any special favors being shown, of course, I am aware that the catalogues tell us of great yields. In some instances as much as 15 or 20 thousand quarts per acre; and occasionally even greater claims than this are made. The calculation generally being based upon a square rod or short piece of row, no space being allowed for middles, or by some other deceptive calculations; but I am satisfied with a yield like this, and if any of my patrons have made a better one in the past season on an equal acreage, I would be pleased very much to know all the particulars. This field of Excelsior was planted in the spring of 1901, and as I said before, had no special care whatever, and not a pound of fertilizer until about the first of November when I gave it a top dressing of about 1,000 pounds of Mapes Fruit and Vine fertilizer per acre, afterwards covering the entire surface lightly with wheat straw. The next thing I did was to pick the crop.

So well am I pleased with the result of this crop, that I expect to plant for fruit the coming winter and spring, about 80 acres of this variety alone. I think this is the best proof that I could give you of my good opinion of the Excelsior, which is a persistent healthy grower, a cross between Hoffman and Wilson Albany, twice as vigorous and healthy as either, will average larger than Hoffman, twice as productive, and equally as firm, which is saying a great deal, but not one word more than I can substantiate.

ENHANCE.—Medium to late, long season and good pollinizer. Berries somewhat irregular in shape, medium to large and firm. A rank, vigorous grower, with very healthy foliage.

FAIRFIELD.—This variety has not fruited here; being one of the new candidates for public favor. My attention was first called to it last spring by Mr. Stanton B. Cole of Cumberland Co., N. J., the introducer, who speaks of it as follows: "In the spring of 1901 our attention was called to a new seedling strawberry growing on P. Johnson's farm; and just as it was commencing to ripen, we made it a point to go and see the berry and plants. We were very much pleased with it, and thought it a berry worthy of general distribution, and a valuable addition to the already long list of strawberries, but Mr. Johnson and I could not agree, as he had long enjoyed a monopoly of this variety. He had let no one have any plants as the fruit was paying him much better than any, of some dozen or 20 kinds growing, and he has from 20 to 30 acres; and not until the 20th of December, 1901, did I induce Mr. Johnson to give the plants general distribution. No genuine plants can be obtained except from us. Mr. Johnson says he has never seen any berry nearly its equal for earliness, large size, attractive color, quality and firmness." This is a good many superlatives to put on one variety, nevertheless, I give you the author, and you must use your own judgement until I can fruit it and speak personally. I can say this however, that the plants are strong and vigorous, and certainly look very promising at this time, and if the fruit and fruiting capacity of the variety is one half as good as Mr. Johnson thinks, it would be worth trying.

GANDY.—Too well known to need extended description. The standard late berry everywhere. Large, firm, uniform and attractive, will not do its best at fruiting time on light sandy soils. Black swamp land, well drained, or medium stiff land seems to suit it best. My stock of this popular variety is very fine, and in sufficient quantity to fill all orders



GLEN MARY.—This variety first introduced by me in the spring of 1896, has come to be one of the standard varieties the country over. It has proven especially valuable in New England and the West. In size it is large to very large, and one of the most productive ever grown. It makes strong, sturdy, healthy plants, that are amply able to mature its immense load of fruit. It is firm enough to make a good shipping berry, and is one of the best in quality. In 1899, this berry beat all previous records for size. Mr. Joseph Haywood, one of my customers who lives near Philadelphia, sent in to the Farm Journal office, a quart box, well filled to the top with 4 Glen Mary strawberries. So far as I know, this is the largest that has ever been grown. Mr. Haywood raised one berry that weighed 4 ounces, and a good many that weighed over 3 ounces. A few who have Glen Mary, complain of rust; and in fact it rusted badly with me in 1898, but since then it has not been so badly affected. Nine tenths of all the reports are very flattering. You will generally see it named among the best six wherever the question is asked. The demand for Glen Mary plants has always exceeded the supply ever since the variety was first offered. Mr. H. W. Collingwood, Editor of the "Rural New Yorker," told me on Nov. 4th., 1898, that if he were going to plant 10,000 strawberry plants, 9,000 of them would be Glen Mary. This, I call pretty strong testimony.

HERO.—This berry was introduced last year by the Harrison Nursery at Berlin, Maryland, who describe it as follows: "Fruit large, well formed, of dark red color. It is of most excellent flavor, and originated in Arkansas." The Harrison's purchased the entire stock from the originator, and are urging their customers to give the berry a trial. Our stock was procured from them last spring.



HOFFMAN.—Has been the favorite in the South for many years, and it carries so well, that marketmen are continually inquiring for it, and it usually brings the highest market price on this account. We have not found it productive on sandy soil, but on stiff land, not too poor, it will bear a very good crop of berries that will bring the highest market price. The accompanying illustration is the best that has ever been made of the variety. Our stock of this has been carefully selected for several years, and is strictly pure and first-class every way.

HAVERLAND.—This grand old variety has made a place for itself near the head of the list, solely on its merits. Well do I remember somewhere about twenty years ago when it was first offered. Little was said about it at the time, and in fact it has never been boomed by any one, yet it has steadily worked its way, and to-day it is one of the largest sellers that we have in the list. While I plant largely of it, and always have a good stock, we never have any left. The Haverland, while a pistillate variety, is one of the easiest to pollinize. It has a strong, vigorous, healthy plant, makes ample beds, and is very productive. Under favorable conditions, I have seen this variety average as large as guinea eggs. The variety is firm enough to ship well, and is a good reliable sort to plant.

JOHNSON'S EARLY.—Originated in Somerset County, Maryland, several years since, and for a time created quite a stir among berry growers in that section. The vines grow like weeds, in fact they will choke out any other growth that may come if planted in good land, and let go to vines; however, in this manner, they will not produce much fruit. If planted on stiff clay land, and excessive growth kept thinned out, they will yield a large crop of exceptionally fine berries, that always sell at the highest market price. On sandy land this variety will make a fine growth, but will not produce a good crop. Those who count quality more than quantity, would do well to plant this variety even in light sandy soil. But persons who disregard this, in choosing the proper soil on which to plant, and to keep well thinned, should not complain of the crop if it does not meet their expectations. Time of ripening, a little later than Mitchell and Hoffman.

LOVETT.—This is a good standard sort, of fair growth, medium to late, firm and productive. Some consider this an exceptionally good variety to plant with pistillate sorts. It is too well known however, to need extended description here. I have a few very nice plants.

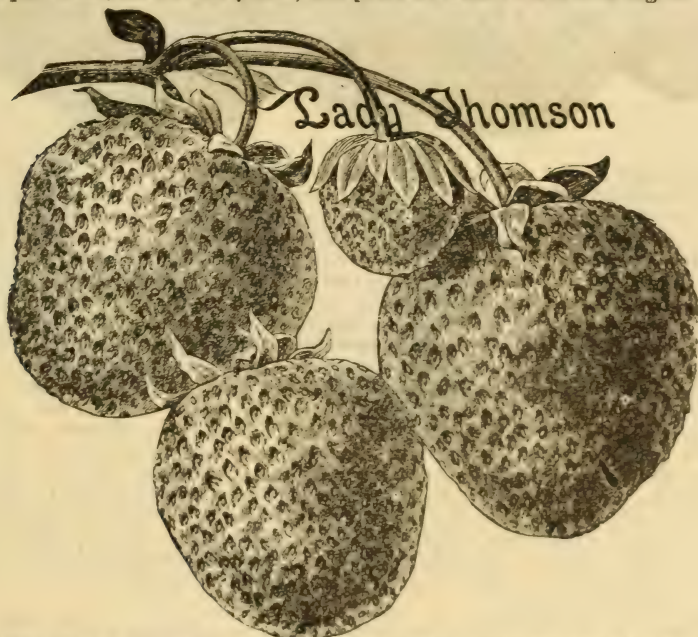
JESSIE.—Too well known to need description. I do not recommend it, but as I have quite a number of inquiries for it, I carry a few plants in stock for those who want it.

KANSAS.—(See colored plate on first cover page). This popular new variety was originated in the state of Kansas, and was introduced by me in the spring of 1900 at the seemingly high price of \$5.00 per doz. The superior quality of the berry, and the small quantity of plants available however, made the high price asked, a necessary precaution. In 1898 I offered \$100.00 in gold for the 12 best plants of any variety then un-introduced, which might be sent me for trial. In competition with some 200 varieties that were sent, the Kansas easily won the prize. The plant is an extremely vigorous grower, and is free from rust or disease of any kind as any variety grown. Its drouth resisting qualities are superb. Blossom pistillate. Its fruit is a brilliant crimson, not only on the surface, but through and through. This feature, with its very strong strawberry flavor, will eventually make it one of the most popular varieties for canning. Time of ripening, late. Size is medium to large, and very handsome, showing up to good advantage in the package. The berry is firm enough to make a good commercial variety, and it will no doubt rank high among the market berries. The originator says that the Kansas in 10 years never failed to give him an abundant yield although they received no better care than other varieties he was growing. Mr. R. M. Kellogg of Michigan was one of the first to fruit the Kansas, and he speaks very highly of it as follows: "The Kansas was placed in my trial bed with 250 other sorts. They attracted the attention of visitors the first year by the vigor of the foliage and general appearance. The next season the fruit and plants showed greater points of excellence than any other berry on my grounds." Mr. Kellogg further says, "W. F. Allen purchased the entire stock and named it Kansas. He introduced it at \$5.00 per doz., and while the price seemed excessive, yet, when it becomes known, the plants will be in greater demand than any other variety." I am willing to stake my reputation, says Mr. Kellogg, that it contains more points of excellence than any other variety introduced in recent years. Mr. Kellogg having no personal interest in the berry whatever, makes this very strong testimony, and he had fruited the Kansas 3 times when this was written. One of my largest customers who saw a few plants fruit in 1901, and didn't like it, again saw it in fruit in 1902, and I presume it is sufficient to say that I now have his order already booked for 40,000 plants of this variety for spring delivery, spring 1903. (See view and notes on same, 3d cover page.)

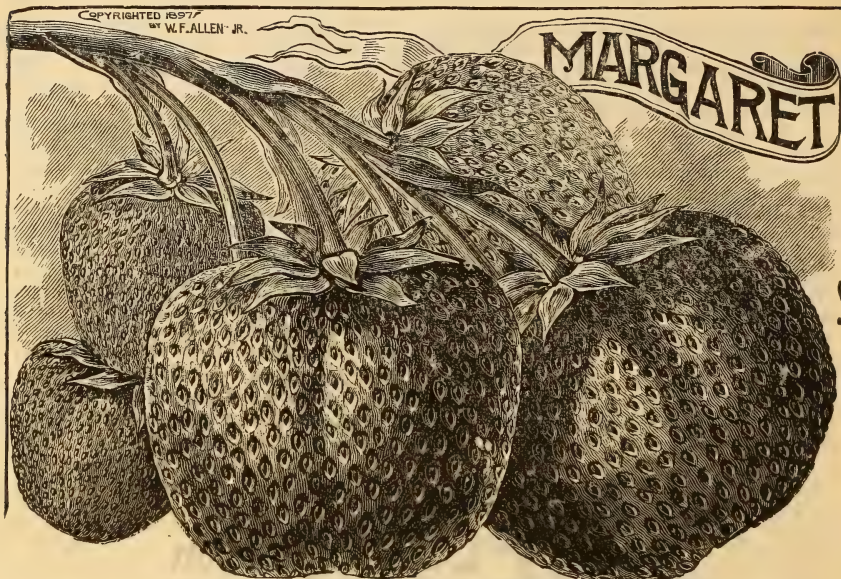
LESTER LOVETT.—I planted this variety for the first time last spring, and therefore haven't fruited it here, yet I find it very prolific in plant growth, with a healthy upright foliage, somewhat resembling the Gandy. The following description is what the introducer has to say of it. "Lester Lovett possesses all the valuable properties of the Gandy with added lateness. It is wonderfully prolific, and of superior quality. It is a veritable giant in every particular, and is as far superior to the Gandy, as is that popular variety to the best late varieties which preceded it. Its season is 10 days later than Gandy, and all other

varieties in cultivation; and continues to yield large fine fruit for two weeks after the last berries of Gandy have ripened. The berries are globular or slightly conical, uniform and very large and perfect in shape, continuing large to the close of the season. Exceedingly firm and high, rich, sweet flavor, and delightful and decided aroma.

The plant is simply mammoth, the leaves frequently measuring 9 to 12 inches across the stems, over a foot long. The berries are produced in clusters of 3 to 10, the stocks almost as large as one's finger, and which holds the fruit from the ground, yet beneath the foliage. It is the most prodigious yielder of any strawberry that I have ever seen. Producing more than double the number of quarts of fruit upon a given space than would be produced by the Gandy or any other popular variety. It is entirely free from rust or blight, and the blossoms are perfect. When other varieties are selling from 5 to 8 cts. per qt. in New York, and 4 to 6 at Long Branch, Asbury Park and Red Bank, the entire crop of Lester Lovett was sold part in New York, and part in Red Bank, at 12 to 15 cts. per qt. wholesale." If this variety is one half as good as Mr. Lovett claims it, no grower of strawberries can afford to be without it. I shall plant quite a good many myself. Assuredly he would not make such strong claims, unless there was some foundation for it but I do not expect to find it as good as the above description. If I did, I would not part with what plants I have at \$100.00 per 1000., much less \$10.00, the price at which I am offering it.



LADY THOMPSON.—This is a great market berry for the South. During the last few years this berry has probably been more largely grown than any other in the section from Maryland to Florida, and as far west as Texas. The plant is a vigorous, healthy grower, entirely free from rust, and has great drought resisting qualities. The fruit carries well to distant markets, and then shows up to better advantage than most other varieties, hence, its great popularity in sections where it is necessary to ship to a distant market. I wish our customers could see the magnificent growth this variety has made the past season. Our plants I think, are as fine as I ever saw, and I would be especially pleased to have the orders of any person who wish to plant Lady Thomson, as I am sure the plants which I can send them would be highly satisfactory. I find the berry quite productive, of regular form and large size, though not the largest.



MARGARET.—The plant is very large and healthy. The foliage is dark green, and so clean and healthy looking, that it is a pleasure to work among the plants. The blossom is perfect, and one of the strongest staminate we have. It commences to ripen about mid season, and continues to bear until quite late. Where grown in a deep rich loam, the berries are nearly all large size. The fruit is a dark glossy red, and the berries not inclined to have white tips. The large green caps add much to its beauty. The flesh is one of the firmest of the large berries, and the flavor is excellent. For healthy, vigorous growth, productiveness, size, beauty and quality, the Margaret is a remarkable variety. One of my customers, a large strawberry grower of this State, was so well pleased with this berry in 1901, that he bought all the plants I had; and you will see by referring to my catalogue, that I didn't list it that season. I heard him say at our Peninsula Horticultural meeting, that he sent his crop of this variety to some fruit dealer in New York, requesting him to return whatever the berries were worth to him, without any price being named. And he further stated, that he received from 20 to 30 cts. per qt. for almost his entire crop of this variety. While this is a very fine variety, and the foregoing statement a splendid record, he no doubt had them in a very favorable location, and under exceedingly high culture; and I do not think his success could be counted on by the average grower. A deep rich loam and thorough culture, is one of the requirements of this variety.

MORGAN'S FAVORITE.—This is a large strong growing plant, similar in this respect to the Marshall. It is very productive of large fine berries, well colored and good flavor. While I would not like to encourage my customers in buying large quantities of this variety, I think it would be well to try a few, perhaps 100, and I have no doubt they would be pleased with the small investment.

MARSHALL.—In plant growth, this is a veritable giant among strawberries. The foliage is very bluff, healthy and large. I have fruited the Marshall for several years, and am much pleased with it, especially the color, firmness and quality of the berry. The fruit is very large, of regular roundish form, the first specimen sometimes being flattened or wedged shape, dark glossy red, and of the very highest quality. For a local market where quality counts, the Marshall could not fail to give excellent results. Requires a deep rich soil to make it do its best. Our stock of this variety this season is very fine.



NEW YORK.—This variety, which I first offered to the public in the spring of 1899, has given great satisfaction in all parts of the country where tried. Many of my customers perhaps remember that several years ago I offered \$100. in gold for one dozen plants of any variety that would surpass the Glen Mary. No variety came anywhere near capturing the game, except a variety sent by Miss Martha G. Yates, Tompkins Co., New York, which has since been named the "New York". It may be, that everyone will not consider the New York a better berry than Glen Mary. Different berries give different results in different localities, and it requires different berries to satisfy different demands and different tastes. I felt however, after seeing the two varieties fruited side by side, that Miss Yates was entitled to the prize, in as much as the New York equaled the Glen Mary in every respect as pertained to plant growth, being large, strong and vigorous, and without a spot of rust or blemish on the foliage. It was equal to Glen Mary in productiveness and size, and in its taste at least, we think it rather superior. We have never grown the New York extensively for fruit however, until last spring, when I fruited 10 acres. Such large quantities of beautiful delicious berries as were gathered from this patch, was a sight worth traveling miles to see. They are not as firm as the average large berry, and our Boston receivers spoke of this several times, notwithstanding, we shipped almost our entire crop to Boston a distance of about 500 miles, and we noticed that New York sold about as well as any variety we shipped, in fact,

it brought the highest price with a bare exception, Pride of Cumberland, and was never more than a cent a quart behind this variety. While the berry is rather soft, it is of a dry nature, and much lighter in weight than some other sorts, thus helping out its carrying qualities. The flavor is very good, and in fact, by many considered among the best. This giant of the strawberry family is a cross of the well known Bubach and Jessie. In productiveness, it is hard to believe that it has an equal. There are others to be sure, that produce more berries in number, but in quarts, I doubt it. Everyone who sees them is astonished at their large size and great productiveness. Mr. Kellogg of Mich., and many others who have seen the New York, speak in the very highest terms of it, and I could fill this pamphlet with good words for New York, could we spare the space. The demand this spring is sure to be greater than the supply, and I have put the price as low as I dare to. For the grower who has a local market, I especially recommend this variety as one that will bring him better prices perhaps than any other on his farm. For home use it is unexcelled. For distant market, I have given my experience above. I will add however, that they were shipped under refrigeration.

LOUIS HUBACH.—This new berry is of Arkansas origin, and is a cross of Lady Thompson with the Warfield. The plant is claimed to be very vigorous and deeply rooted, with large berries, somewhat rough in appearance, though very firm. The originator says, it is immensely productive, being at least twice as productive, and better than the Lady Thompson. If it is large as the Lady Thompson, as productive and firm as the Warfield as has been claimed, it will certainly prove to be a valuable acquisition. Ripens in mid season, and has pistillate blossom. I have not fruited this variety.

MARIE.—(See last cover page.) I have now fruited the Marie 2 seasons, and find it to be a very vigorous growing plant, with healthy foliage and plenty of runners. The berry is very productive, crimson color, uniform, conical in shape, and average large size. I am planting quite extensively of this berry myself, and believe it is one of the best. It ripens with the Warfield, and continues in fruit through quite a long season. It is a pistillate variety, and if properly fertilized, every blossom makes a berry. The color is bright scarlet when first ripe, turning to a dark red if left unpicked for a few days. The quality is much better than the average.

MITCHEL'S EARLY.—This popular well known old variety is still quite a favorite with many. If grown on good soil and kept thinned, it will make a good crop of nice medium to large berries of very high quality. For eating from the vines as they are picked, when well ripe, there is none that suits my taste much better. Until the Excelsior came, I considered it the very best early berry we had for market.

MILLER.—This variety was originated about 9 years ago by Mr. D. J. Miller, Holmes Co., Ohio. It was one of the large number of seedlings of great promise, of which he claims 80 appeared worthy of introduction. These were tested by a number of growers, including M. Crawford of Ohio, and the Miller was found to be the best of the entire collection. Mr. Crawford says he has had it for several years, and considers it perfect in its class. He describes it as follows: "The plant is as large as Bubach, runs very freely, and is very productive. Fruit is large size, bright red, light inside, generally obtuse, conical in form, never misshapen, moderately firm, of a delicious quality; in our opinion, is as good as Marshall or William Belt. The season is medium to late. I have not fruited this variety, and cannot speak from personal experience,

MINUTE MAN.—This is another brand new variety that has not fruited on my place; therefore I am giving you the description of Mr. Wheeler of Mass., the disseminator. "We have grown the Minute Man on heavy soil where water was within a foot of the surface, and we have grown it on a light sandy loam. Under all of these conditions, it has grown and flourished, and produced a large crop of fruit, which sold in the Boston market for from 3 to 10 cts. per qt. higher than any other berries grown on our place. With me the crops surpassed that of the Sample, Brandywine, Glen Mary, Clyde and Nick Ohmer; and we had Minute Man planted in the same bed with all these varieties. This variety has not sprung up in a season as many of the newer kinds, but it is the result of 7 years careful growing and care. We know just what we are sending out, and feel sure that the Minute Man will give satisfaction wherever planted."

LYON.—Originated about 8 years ago in Mich. Plants are moderate size, healthy, free from rust, and quite free to make runners. Mr. Hardy, the originator, speaks of the Lyon as follows: "I have the most productive strawberry ever produced, and one that at the same time is remarkable for size and firmness, good quality and bright color. This, I call the Lyon, naming it in 1898 after our own T. T. Lyon of South Haven. Since his death, I have been especially glad it was so named. It has proved such a peerless variety at every cropping. The Lyon is a seedling of Bubach, but bearing no real resemblance to that variety except in size. The fruit is very firm, of perfect conical shape with neck, bright crimson, not quite so dark as Marshall. The fruit is much larger and sweeter than Warfield, the plant is heavier in root, and darker in foliage." The Lyon has not fruited at Salisbury yet.

MIDNIGHT—On another page of this catalogue you will find that we have quoted the introducer of Lester Lovett as saying that variety was fully ten days later than Gandy, or positively the latest berry in existence, or something to that effect. Well, here comes brother Hale with his new berry, which he calls Midnight, and which I presume from his description, is a little later than the latest. As I have not fruited this berry, I will have to quote his description. Mr. Hale says, "Having what I believe is the very latest ripening strawberry in existence. It was listed last season, and a few plants sold as '11.59 p. m.'" Prof. Bailey now suggests that as MIDNIGHT is just a little later it might be a proper name for this grand late variety; last of all the season; ripening long after the main crop of strawberries is out of the way. There are now all too many fine strawberries of mid season, and a few grand early ones, but not enough of the very late ones to supply the various demands of soil, market, taste, color, flavor etc., and there is a place for a very late strawberry, combining more of these desirable qualities than any other variety we now have. Gandy is a beauty of large size, and superb shipping qualities, but unproductive on some soils. Arnot, of fine size and firmness, and enormously productive on very rich, deep moist soil, is of little or no value on any other. But Midnight thrives well and fruits abundantly on every variety of soil, my two best plots of it having been on light sandy loam. In the Midnight we have a healthy, perfect blooming plant of more than ordinary vigor, that makes plants freely enough for all purposes, yet never to over-crowding, so every plant is a productive one. Midnight bears a number of stout fruit stalks to each plant, with plenty of strong stamens in every blossom, so that all pistils are thoroughly pollinated, resulting in a great crop of extra large, perfectly developed, broadly conical berries, of a very large average size. It is a seedling of the Haverland and Parker Earle.

PRIDE OF CUMBERLAND.—(See colored plate last cover page.) The plant is a vigorous grower and free from rust. The bloom is perfect, ripens about one week earlier than Gandy Prize; it is nearly as large, equally as firm, as good a color, will thrive in either high or low land, and generally more productive. Like Gandy, it will carry from Florida to Boston, from Louisiana to Chicago, and arrive fresh and firm, and with a brilliant red color, not the least bit dimmed. It thrives on any soil, but owing to the immense crop it sets, would obtain better results by being well fertilized. The fruit is equal to the Gandy in every respect. It is one week earlier, and much better quality. The past season I shipped Pride of Cumberland strawberries to Boston on Saturday afternoon, which were due to arrive for the following Monday's market, but were delayed en route and didn't arrive until Tuesday morning, when they were reported to be in perfect condition, and sold for 17 cts. per qt. Even the famous Hoffman will not surpass it in market qualities. The eating quality of the berry is very near the top of the list. I could say a great deal more for this berry, but it seems to me that the foregoing is sufficient.

PARKER EARLE.—Unless you have seen this variety grow, and know that you want it, I advise you to leave it alone. With me it sets an enormous crop which it never matures. I have been growing it for years to supply the demand for plants, as a few growers seem bound to have it. I think I could select at least 50 varieties that have been described by most growers that would suit me better than this one. My stock is strictly pure, and we will fill orders for those who want it.

NICK OHMER.—The naming of fruit after some great and good man of horticultural fame is not always a guarantee that fruit is as great and good as its namesake, but it was a happy thought that named the "Nick Ohmer" Strawberry. A strong, perfect bloomer, productive of very large, rich dark red, globular berries, high colored all the way through and delicious in flavor. A grand fancy market berry and a superb table berry always, like all berries of its class it thrives best on a deep rich, rather moist soil, and responds readily to high culture. While not one that requires special petting, yet so grand and delicious as to repay many fold any extra attention given it.

PARIS KING.—This is a very healthy and vigorous variety, entirely free from rust. The fruit is uniformly large, and generally regular in shape, somewhat resembling the Haverland in this respect, but the berry is of a much darker color.

PARSON'S BEAUTY.—We have in the Parson's Beauty a perfect blooming variety equally as large, and very much of the same shape as Tennessee Prolific. A little darker in color and equally as productive. They have been thoroughly tested the past season side by side, and the Parson's gave more fruit than the Tennessee Prolific. In growing berries for a commercial purpose, you should include this variety; in a small way for trial at least. The plant is a large strong grower, resembling the Bubach in some respects, having a large broad leaf with a strong root. One of the best recommendations of this variety, is the fact, that it is being largely grown in the section where it originated.

SPLENDID.—This berry is well named. The vines are a rich dark green in



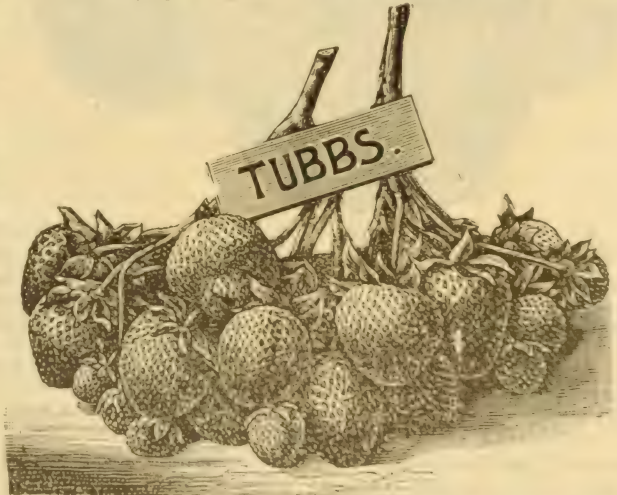
color, entirely free from disease, and make runners very freely. It is very productive, of uniform medium size berries, that are firm and show up well in the crate. It is an excellent shipper, and is making new friends every year. It seems strange that a berry as good as this should be so long in coming to the front. But notwithstanding, it has made rapid strides in the last few years, and may now truly be considered one of the reliable standard sorts. When growing this variety for fruit, don't allow it to get too thick, as it

will surely do, if not kept in check by tearing off a portion of the runners. It has a strong staminate blossom, and is one of the best pollenizers to plant with pistillate varieties of the Crescent type.

SHARPLESS.—Too well known to need description. It is not likely that anyone who receives this catalogue, and knows anything about strawberries, has not seen Sharpless. With many it is a favorite home berry.

ROUGH RIDER.—I notice in M. Crawford Company's 1902 catalogue, that Mr. Farmer, the introducer of Rough Rider, has been quoted as saying, "When Mr. Crawford gives the Rough Rider the same chance as he does Kansas, he will learn that the Kansas is not in it with the Rough Rider. The Kansas is a great yielder, but it was so small and full of nubbins, that over half our crop was allowed to go to waste. It is a berry of the same general type and appearance as Lady Rusk, but less firm and attractive. The Rough Rider was double the size with us, and will produce a crop when planted alone; having perfect flower, while Kansas must have a mate: it being pistillate." I have no idea whatever, why Mr. Farmer should make the above statements. So far as I am concerned, I am entirely unprejudiced against any variety, but for the sake of truth and fairness, I wish to say that if Kansas were one half as poor as Rough Rider, I would never have offered it for sale. As to size, I have picked thousands of quarts of Kansas that were larger than any Rough Rider I ever saw. As to its being the same general type and appearance of Lady Rusk. I have grown both varieties, and if there is any similarity whatever I have never seen it; more than that they are both strawberries. He further says that Kansas must have a mate, while Rough Rider does not. I hope none of our customers will insult the Kansas by endeavoring to mate it with Rough Rider. Those who wish plants of Rough Rider, I have them, and can fill their orders from stock grown direct from that received from Mr. Farmer, and it must be true. I shall not plant any more as I consider it the best one on my list to be kicked out. If Mr. Farmer really thinks that the Rough Rider is superior, or even as good as Kansas, I would like to make him the following proposition; I will send 25 plants of Kansas by mail postpaid free of charge, to 100 reputable reliable growers, Mr. Farmer to do the same with Rough Rider to the same people, he to select 50 and I will select 50. These people after fruiting both varieties under the same conditions, to name their preference, and if Rough Rider gets the most votes, I will pay Mr. Farmer \$100.00 in gold. If the Kansas should get the most, Mr. Farmer to do likewise by me. The money to be deposited in the hands of some reliable party whom we can both rely on not later than May 1st 1904 before the vote is taken. I think this is a fair proposition, and Mr. Farmer has the option to accept or refuse to back up his faith in the Rough Rider.

TUBBS.—Originated in Anne Arundel county, Maryland, where it is still considered the best berry grown. It has a perfect blossom, and is very vigorous. Those who have never grown it, and like a berry of the Crescent type, should not fail to give this a trial. Some years ago I saw it in fruit on the late Mr. Tubbs' place where it originated and where he was picking a very large crop of the fruit, 1,000 qts. to the acre at a single picking, was the record the day I saw it; Mr. Tubbs informed me that that picking was no better than a number of others that he had made. In size it runs through the season about like the first picking of Crescent, and seems to hold up in size to the end of the season. I have fruited this several times myself, and find it a very satisfactory variety.



SAMPLE.—Sample has come to be one of the reliable standard varieties.



It seems to be giving universal satisfaction in all sections. In proof of this, last season I had a large stock of plants and expected to fill all orders; but before theseason was half gone, every plant of Sample I had was sold. The plant is a strong vigorous grower, very productive, uniform in size, medium large, texture firm, making an excellent shipper. The berries color all over at once, and look very pretty in the package. When this new variety was first offered, I paid \$200.00 for a single thousand plants, but I am quite sure that it was a good purchase. I can recommend those who want a good commercial variety that they can depend on, to plant liberally of Sample, and I do not think any one would regret so doing. My stock this season is large and fine, and unless the demand is very strong, I hope to

have enough to fill all orders.

SAUNDERS.—This is a good reliable standard sort, and has always been quite a favorite with me. I have grown many acres for fruit, and have found it to be very reliable. It has a strong perfect blossom, and is one of the best to plant with pistillate varieties, as it blooms for a longer season than most kinds. The fruit is large. It is a deep red, and remarkably glossy. The flesh is of same color, and has a spritely agreeable flavor. The Saunders is especially adapted to light sandy soils, and I believe it would do better on a light loam than on a clay soil.

SUTHERLAND.—This variety was set out last year by Mr. Eugene Sutherland of New York state. Plants have a dark green foliage and no rust. They make a good quantity of well rooted plants. Mr. Sutherland says, "that the Sutherland is a seedling of the Bubach, with strong, vigorous, healthy foliage, and the greatest bearer he has ever seen. The fruit is large, bright color, and has an elegant flavor. Blossom imperfect."

SENATOR DUNLAP.—We have now fruited this berry twice and both



times it has exceeded our expectations. Mr. Crawford at the time of its introduction by him, said that he doubted if he had ever sent out a berry better than Senator Dunlap. While I believed Mr. Crawford to be sincere in this remark, at the same time I doubted that it would prove so. I am now of the opinion however, that he was pretty near if not quite right. The Senator Dunlap is one of those hardy plants, which if given a fair show, will look out for number one. The berry resembles Warfield in shape and color, and ripens about the same time, but will average larger in size. It will

keep in fair condition for several days on the vines after being ripe enough to pick. Like the Splendid, it has a strong staminate blossom, and is an excellent variety to pollenize pistillate varieties of similar character. A good standard berry that will always give satisfaction if not allowed to mat too thick in the row.

TEXAS.—The Texas was first offered in 1901 by Mr. J. C. Bauer, of Judsonia, Arkansas, who introduced the Excelsior some years ago. Mr. Bauer describes the Texas as follows: "Light color, iron-clad foliage, no rust or other diseases affect it; thrifty, well rooted, makes plants freely, and stronger plants than Excelsior. Season of ripening, same as Excelsior, one half as large again, twice as productive, firm and sweet, crimson color, and is an advance on all early strawberries up to date. I know it is more valuable than Excelsior, Lady Thompson or Hoffman, for the South, and will be a bonanza for the North besides." Personally speaking, I can say that the Texas makes strong healthy plants freely, and from my observation from a short piece of row which I fruited last year, the berries are very good size, probably a little larger than the Excelsior. I cannot say however, that it is any more productive, and I am not sure that it is as early. My impression is, that it will not be quite as early as the Excelsior, although I had none growing anywhere near where I fruited this plot. I have no doubt however, that it is a valuable early variety, and I shall plant quite a good many of it for fruit myself. Would room permit, I would like to show a photograph of our beds of Texas as they show in the field now at this writing. (By referring to the last cover page, you will find the Texas illustrated in colors.) Two of the berries being ripe, two about half ripe, with some smaller green berries and blossoms. I think this berry will prove a valuable addition to the list of early berries.



TENNESSEE PROLIFIC.—Large, good color, productive, free from rusts and ranks among the best in the strawberry list. It is a seedling of Sharples, and Crescent, showing the parentage of both; fruit being somewhat similar to the former in shape, color and size, and very much like the latter in its vigorous healthy growth of vines. The leaves however, are larger than those of the Crescent, and a lighter shade of green. It is one of the most productive varieties in the list of standard berries, and is largely grown by the commercial grower. Last year we could supply but little more than half the demand for this variety. I wish to say, however, to any that were disappointed last season in getting this berry, that I think I have enough now to supply all who want it this spring.

MONITOR.—Originated on the grounds of Mr. Z. T. Russell, of Carthage, Mo., in 1893. It was introduced in 1900 by Dr. Beal of Mo. It is a very fine grower, and makes an abundance of plants with very green foliage, free from rust, and will almost equal Senator Dunlap as a plant maker. Dr. Beal describes this berry as follows: "It has all the productiveness of the Crescent, and beautiful vigorous foliage of Cap. Jack, and is much larger and more firm than the Cumberland. It is a fine plant maker, foliage being so luxuriant, that the berries never suffer from the hot sunshine. The blossoms are perfect, being unusually rich in pollen." This variety has not fruited here yet.

WARFIELD.—It is very productive, of medium size, highly colored, and very firm berries. The color and good carrying qualities combine to make it an attractive market variety. For canning it is one of the best. This is especially popular with the Western growers. My stock of this variety is especially fine.

WILLIAM BELT.—This variety, while somewhat subject to rust, is nevertheless, an exceptionally fine berry. In quality it heads the list. It makes plants freely,



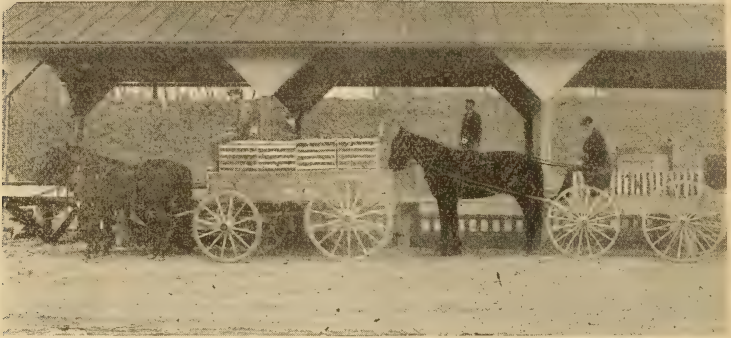
plants which are usually heavily rooted. The berries are as large, with some specimens larger than the Bubach. It is about as productive as the Bubach, and with half a show, seems to mature every berry. Its color is perfect, its season nearly as late as Gandy. Were I buying berries for my table, I would always take William Belt in preference whenever I could get them. The accompanying illustration represents a large dish of berries which the writer had the pleasure of picking from the first young plants that I ever planted. The blossoms were pulled off, but these berries were made late in the season after the general crop was over, from a few buds which the boys missed. It is needless to say that it was quite a tedious job filling the dish, from the fact, that the berries were so good, I could only spare about one berry in 5 or 6 to go in the dish, while the rest promptly disappeared in some mysterious way.

WOOLVERTON.—This well known variety will succeed on most any soil. A light sandy loam however, probably suits it best.

It was originated by Mr. John Little of Canada, and is one of the most reliable ever sent out. The plant is a good grower and a great bearer. Has a perfect blossom, which is unusually full of pollen, and a desirable variety to plant with medium early to medium late pistillate kinds. It is no uncommon thing to see blossoms and ripe fruit of this variety at the same time. The fruit is large, of regular form. The Saunders, though not the same, is similar to this berry in many respects. Side by side with Bubach, Woolverton has given me finer fruit, and more of it, almost every time that I have had them in the same field.

YANT.—Introduced in 1901 by Mr. Martin of Stark County, Ohio. The plant has not fruited here, and as I am unacquainted with its ways and merits, I will quote a few words from Mr. Martin's description. "Our new berry, the Yant, was originated by John Yant. It has been grown by him for 5 years, and has not failed to produce a good crop of large fine berries, which are very attractive, and quickly catches the eye of the dealer. As to the plant, it is a very strong grower, and sets just the amount of plants to make a nice matted row. Its foliage stays green until killed by frost. It sets as much fruit as Glen Mary, and then runs large all through the season."

I WILL PAY \$100.00 IN GOLD for the 12 best strawberry plants sent me on or before May 1st., 1903. of any new variety not yet introduced. I will pay \$50.00 in gold for the second best dozen. I am having a trial plot prepared for the purpose, and the plants will be immediately put out and labeled by the name and address of the sender. Every plant will have the same care and attention as near as it is possible to give it. The plot will be well cared for, and after fruiting in the spring of 1904, the sender of the best dozen, all merits considered, which must be a variety not yet introduced, will receive \$100.00 in gold. The sender of the second best dozen will receive \$50.00 in gold. I reserve the privilege of being the judge as to which is the best variety, and there will be positively no partiality shown in the selection. All plants sent which do not capture the prize will be destroyed or disposed of according to the wishes of the sender. All plants should be sent by mail, well wrapped in moss. Send one dozen good strong plants of a kind, no more, no less, and send as early as possible.



Allen's Plants arriving at the depot ready for shipment.

No Agents.

In the spring of 1900 I determined to dispense with all agents and where the order was big enough to justify it to give the discount to the consumer (you will find discount table following price list). This has proven entirely satisfactory and I shall employ no more agents to sell plants as I have always found it more satisfactory to deal direct with the customer. Club with your neighbors, make up a large order and get the full discount. Order the club lot all in one name. It will be an easy matter to divide them, as all plants will be plainly labeled and tied in bundles of 50 each.

Biggle's Berry Book.

I have had so many inquiries for a book or paper on berry culture that I have made arrangements with the publishers of Biggle's Berry Book to offer it to my customers. It is the best work on the subject to be had. It gives the experience of from 30 to 40 of the most noted berry growers in America. The matter is so arranged that instead of having to read the entire book to get each contributor's opinion on a given subject, you get each contributor's opinion on any given subject all in one chapter, under such headings as "The Beginner," "The Strawberry," "What an Acre May Do," "Soil and Location," "Manuring and preparing the ground," "Planting," etc. This little book should be in the hands of every berry grower. It is indispensable to the beginner and the experienced grower cannot afford to be without it. The book is fully illustrated, containing 20 colored plates, dozen of half tones and drawings, and many portraits of contributors. The matter is condensed in a practical, comprehensive form that can be readily understood by every one. 123 pages 3½x5½, handsomely bound in cloth. Price 50 cts. by mail postpaid.

CLUBBING RATES.

Get your neighbors to join you and send me a club order. For a club order amounting to 3,000 plants or over, I will allow you 5 per cent.

5,000	"	"	"	"	10	"
10,000	"	"	"	"	15	"
20,000	"	"	"	"	20	"

20 per cent is the largest commission I can allow under any circumstances, and the commissions cannot be allowed unless the order amounts to at least the number of plants above named. This is my wholesale discount for the trader, for the dealer and for the grower. We make no distinction and I cannot afford to give any additional discounts

Price List.

	12 by mail post pd.	100 by Ex not pd.	1000 by Ex not pd.
Aroma.....	\$0 25	\$0 50	\$3 00
Auto.....	50	2 00	15 00
Bismarck.....	25	50	3 00
Brandywine.....	25	50	3 00
Bubach (P).....	25	60	3 50
Bedar Wood.....	25	50	3 00
Bartons Eclipse (P) ..	25	50	3 00
Clyde.....	25	50	3 00
Crescent (P).....	25	50	3 00
Challenge.....	1 00	3 00	20 00
Chellie.....	50	2 00	
Early Hathaway.....	2 00	10 00	
Excelsior.....	25	50	3 00
Enhance.....	25	50	3 00
Fairfield.....	50	1 50	10 00
Gandy.....	25	50	3 00
Glen Mary.....	25	60	3 50
Haverland (P).....	25	50	3 00
Hoffman.....	25	50	3 00
Hero.....	50	2 00	
Jessie.....	25	75	4 00
Johnsons Early.....	25	50	3 00
Kansas (P).....	25	60	3 50
Lady Thompson.....	25	50	3 00
Louis Hubach.....	2 00	10 00	
Lovett.....	25	50	3 00
Lester Lovett.....	50	1 50	10 00
Lyon (P).....	1 00	3 00	20 00
Marie (P).....	25	75	4 00
Mitchels Early.....	25	50	3 00
Marshall.....	25	60	3 50
Margaret.....	25	50	3 00
Morgan's Favorite....	25	75	4 00
Miller.....	25	80	5 00
Minute Man (P).....	50	1 50	10 00
Midnight.....	50	1 50	10 00
Nick Ohmer.....	25	75	4 00
New York.....	25	75	4 00
Paris King.....	25	75	4 00
Parker Earle.....	25	75	4 00
Parson's Beauty.....	25	50	3 00
Pride of Cumberland	25	50	3 00
Rough Rider.....	25	75	4 00
Sample (P).....	25	50	3 00
Saunders.....	25	50	3 00
Sharpless.....	25	60	3 50
Southerland (P).....	50	2 00	
Splendid.....	25	50	3 00
Senator Dunlap.....	25	50	3 00
Texas.....	25	75	4 00
Tennessee Prolific....	25	50	3 00
Tubbs.....	25	50	3 00
Monitor.....	50	1 50	10 00
Wm Belt.....	25	60	3 50
Woolverton.....	25	50	3 00
Warfield.....	25	50	3 00
Yant.....	50	1 50	

READ THIS BEFORE ORDERING.

When plants are to go by mail, except at dozen rates, always add **25 Cents per Hundred for Postage**, otherwise they will be sent by express.

Canadian customers must add 50 cents per 100 for postage.

Not less than six plants of a kind will be forwarded at dozen rates. No less than 50 of a kind at 100 rates, and no less than 400 of a kind at 1000 rates.

In ordering dozen lots to go by express you may deduct 5c from the price of each dozen ordered.

Those varieties marked **(P)** have pistillate or imperfect blossoms and must be planted near some variety with perfect blossoms to fruit them.

My description of the different varieties are as I have found them and are true to the best of my knowledge.

It should be remembered that some varieties that do well here may fail entirely at some other place, and some that fail here will do well elsewhere, but it is not my desire or intention to describe any variety in a way to mislead or disappoint anyone.

In quoting what originators and introducers have to say about new varieties they have produced, there is a great deal of sameness about their descriptions. Everyone, as might be expected, has the best, the largest, the most productive the best quality, which always brings from 2c to 10c more per quart than any other kind. Each one may be speaking truly concerning his own experience, but when all of these new idols or pets are collected together and grown by one man in one place there will only be one best and the one that is best for one person may not be for another. Therefore it is a good plan for all growers to plant a few of several varieties every year and in this way keep posted as to what will do best on their soil. When ordering from me you may rest assured of getting the variety you order true to name.

Please do not order varieties not herein listed as I have not got them.

NO. OF PLANTS REQUIRED TO SET AN ACRE
OF GROUND AT A GIVEN DISTANCE.

Rows 24 in. apart	plants 12 inches in row	21,780
" 30 "	" 12 "	17,424
" 36 "	" 12 "	14,520
" 42 "	" 12 "	12,446
" 48 "	" 12 "	10,890
" 24 "	" 15 "	17,424
" 30 "	" 15 "	13,939
" 36 "	" 15 "	11,616
" 42 "	" 15 "	9,953
" 48 "	" 15 "	8,712
" 24 "	" 18 "	14,520
" 30 "	" 18 "	11,616
" 36 "	" 18 "	9,680
" 42 "	" 18 "	8,297
" 48 "	" 18 "	7,260
" 24 "	" 24 "	10,890
" 30 "	" 24 "	8,712
" 36 "	" 24 "	7,260
" 42 "	" 24 "	6,223
" 48 "	" 24 "	5,445
" 24 "	" 30 "	8,712
" 30 "	" 30 "	6,969
" 36 "	" 30 "	5,808
" 42 "	" 30 "	4,976
" 48 "	" 30 "	4,356

Always use the order sheet enclosed with catalogue if you have one; and in making out your order, don't mix your order and letter together on the same sheet; as in the rush of spring work this is a great hindrance, and sometimes unavoidably causes errors.

ORDER SHEET.

MARYLAND

STATE HORTICULTURAL DEPARTMENT
DEPARTMENTS OF ENTOMOLOGY
AND
VEGETABLE PATHOLOGY.
MARYLAND AGRICULTURAL COLLEGE
AND EXPERIMENT STATION.



R. W. SILVESTER,
PRESIDENT, AGRICULTURAL COLLEGE.
PROF. A. L. QUAINANCE,
STATE ENTOMOLOGIST.
PROF. J. B. NORTON,
STATE PATHOLOGIST.

CERTIFICATE OF NURSERY INSPECTION.

No. 12

To Whom It May Concern:

THIS IS TO CERTIFY, That on the 22 day of August 1902
we examined the Nursery Stock of W. F. Allen
growing in his nurseries at Salisbury
County of Wicomico, State of Maryland, in accordance with the laws
of Maryland, 1898, Chapter 289, Section 58, and that said nurseries and premises are apparently free,
so far as can be determined by inspection, from the San Jose Scale, Peach Yellows, Pear Blight and
other dangerously injurious insect pests and plant diseases.

This certificate is invalid after August 1, 1903, and does not include nursery stock not grown within this State, unless such stock is previously covered by certificate and accepted by the State Entomologist and State Pathologist.

A. L. Quainance
State Entomologist.
J. B. Norton
State Pathologist.
College Park, Md. Aug. 26, 1902

The Cow Pea.

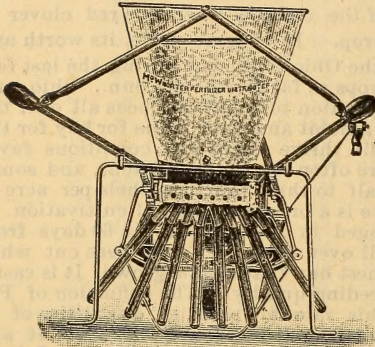
The assertion that, what red clover is to the North and West, the cow pea is to the South, was a dozen years ago strictly true, but to-day it is not the whole truth; for the Cow pea has now proven its worth and great value far beyond its former home, and even in the sections of the country where the red clover is grown as a principal forage or manure crop. In by-gone years, its worth and cultivation were hardly known north of the Ohio river; but during the last few years it has grown and made profitable crops as far North as Conn., Ohio and Iowa, and there is now a wide spread disposition to plant cow peas all over the country on account of their quick growing habit and their value for hay for the silo and for enriching the soil. They will thrive where the conditions favor corn, and the yield of green fodder per acre often reaches 5 or 6 tons, and sometimes as much as 8 or 9 tons. Sow one-half to three fourth bushels per acre in rows $2\frac{1}{2}$ to 3 feet apart; and cultivate twice is a proper method of cultivation. I had acres of them the past summer managed in this way, that in 60 days from sowing stood waist high in a solid mass all over the field. Cow peas cut when the first pod begins to ripen, make the finest hay that can be grown. It is easier to cure than clover, and far superior in feeding quality. The definition of Pea hay is, fat stock. I have been growing this valuable plant in quantities of 50 to 100 acres or more per year for several years; and if I had to be without any one single farm crop, the Cow pea is the last one I would let go. In fact, I don't think that I would know how to farm now without them. The supply of seed while some better than last season, will not be large enough to supply the demand, and it would be advisable to procure your seed stock early in the season, then you will be sure of it just when you want it, and not get disappointed. I have on hand now, between 500 and 1,000 bushels. I am not sure that I will be able to get in many more. This stock consists of the Large Southern black-eye or Ram's Horn, about 50 bushels very fine, the balance consists principally of the Clay, Whippoorwill, Wonderful and Black. Prices will be quoted by mail to anyone that is interested. The market fluctuates so that it is not safe to give catalogue prices. I shall be pleased however, to correspond with anyone who wants seed, and will endeavor to make the price satisfactory.

Cantaloupes.

It may be, that many of my plant customers are not aware that here at Salisbury on Allen's plant farms, the home of the strawberry plant, the largest fields of cantaloupes grown in the East may also be found, with a possible exception of the large plantations in Ga., nevertheless, the fact is well known in New York, Boston and other large Eastern Cities by thousands of people who eat Allen's cantaloupes, and at Salisbury where 100 or more men are employed during the season to pick, pack and load from two to three cars daily. The principal variety grown is the well known Rocky Ford, (Burpee's netted Gem, or Col. Gem.) All of which are one and the same. It was originally introduced years ago as Burpee's Netted Gem. It was afterwards grown in Col. and from the fine quality melons which were grown there, it was branded Rocky Ford, and has since been sold under that name more largely than any other. Our stock of seed has been saved from select specimens as fine as could be grown, and is not seed saved from culls and refuse, which is not fit for market, as is often the case. This seed is very fine, there being no better grown. Price, \$1.25 per lb. by mail postpaid. 5 lbs. or over \$1.00 per lb. by express, receiver to pay charges. No discount on above prices. No orders received for less than one lb.

THE MODEL.—This variety is similar to the Rocky Ford, except that it is twice as large. It is very sweet and very popular in Salisbury, where no one would buy anything else when they could get this variety. It is a cross of the Rocky Ford and some other variety which I have forgotten the name, and is as sweet as sugar. I have had this variety to sell in New York at wholesale for 16 cts. a piece. My supply of seed of this is very limited. I can spare a few only, at \$1.00 per one-fourth pound or \$3.00 per pound postpaid.

McWhorter Improved Fertilizer Distributor



A complete practical and attractive machine, simple in construction, easily understood and effective in operation. It will pay for itself the first week in the saving of labor alone besides the satisfaction and saving of having your fertilizer evenly distributed.

I am using three machines and will shortly add more. If I could not replace those three, \$50.00 a piece would not buy them.

FOR TOP DRESSING STRAWBERRIES IT HAS NO EQUAL. It distributes the fertilizer all over the row evenly

just where you want it and just the quantity you want as fast as a man can walk.

FOR SOWING FERTILIZER IN THE DRILL push the spouts all together and your fertilizer is evenly distributed over the bottom of the furrow just where you want it and just the quantity you want without waste and far better than by hand or with any other machine that I have ever seen or heard of.

This machine is particularly adapted to the needs of the truck farmer and market gardener. It is so arranged that the fertilizer can be applied in any manner that may be desired, as the operator has perfect control of the spread or division of the same, any change for that purpose requiring only a few seconds.

It distributes the fertilizer in a furrow, beside the growing crop, as a top dresser or as a broadcaster to any extent up to a uniform spread of over two feet, without removing or adding any parts or loosening a bolt, and in any quantity from a very few pounds up to forty or more pounds to the hundred yards of row.

An Important Feature.

The spouts or channels through which the fertilizer passes to the ground open and close like a fan, so that starting with a width of four or five inches the spread can be gradually increased to about thirty inches.

The distributor is light, yet rigid and strong, and easy and pleasant to use by man or boy. This machine has been selling for \$12.00 but by special arrangement with the manufacturers which will cause them to sell a great many distributors, I am enabled to offer this indispensable implement to my customers and the public f. o. b. factory at the popular price of

\$10.00 EACH.

Address, **W. F. ALLEN,**
Salisbury, Md.

PICKING

KANSAS Strawberries

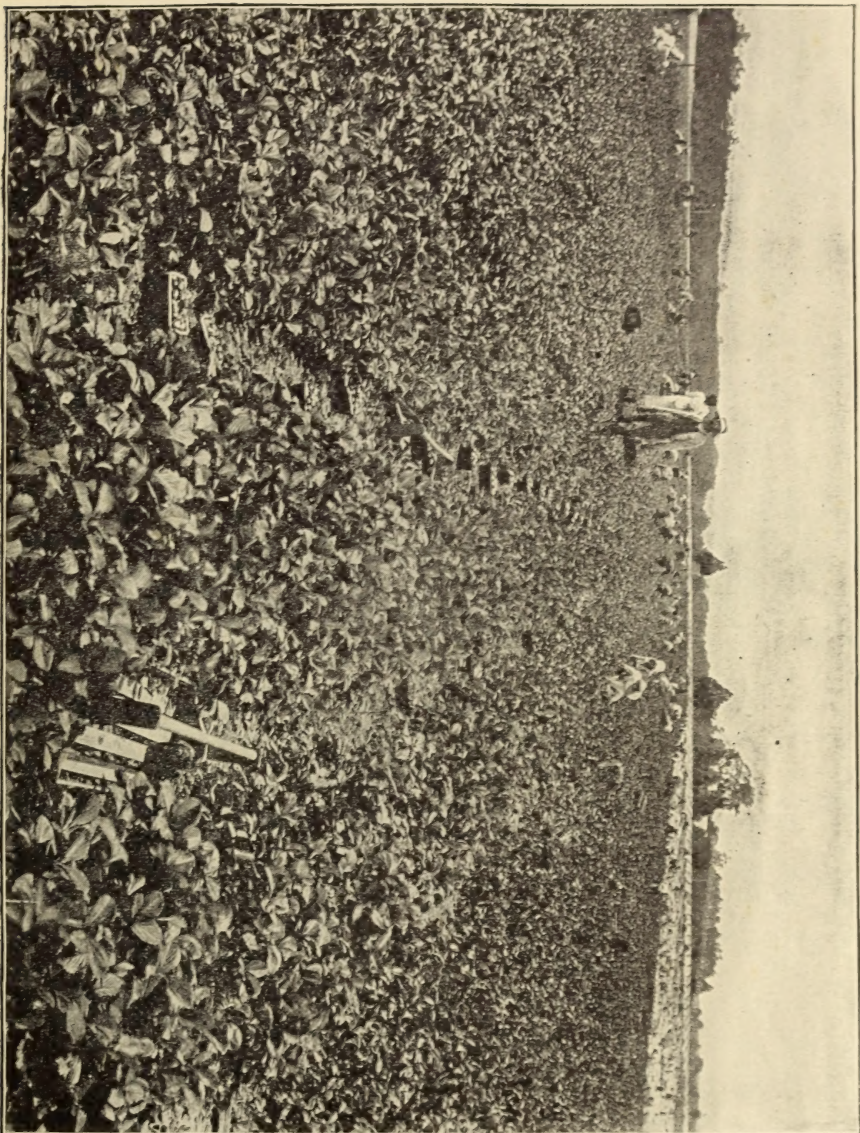
..at..

W. F. ALLEN'S

Fruit and

Truck Farms,

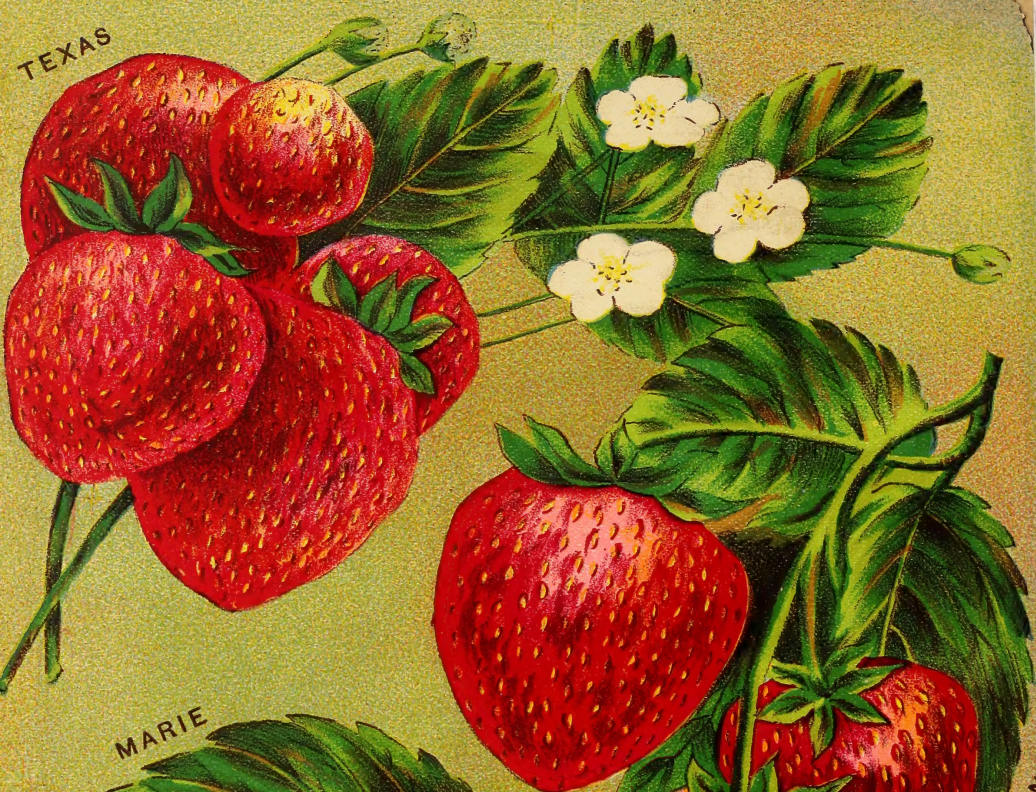
near Salisbury, Md.



..:THIS was one of the prettiest sights I ever saw in a strawberry field. Rank, luxuriant green foliage, without a spot or blemish, and loaded with brilliant crimson berries of the finest quality, which filled the air with their odor for several rods away.

A heaping quart of berries could be picked without moving out of your footsteps at almost any spot in the field.

TEXAS



MARIE



PRIDE OF CUMBERLAND



A view of Allen's plant beds in Oct. The result of abundance of manure and thorough cultivation.



Bunch of Plants Trimmed and Tied Ready for Shipment.