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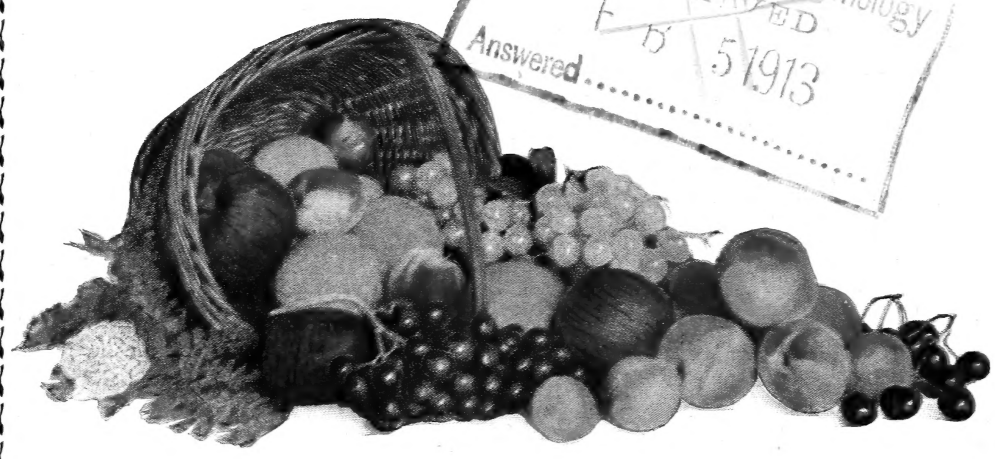
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HOW TO PLANT

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Care for an Orchard

Field Investigations in Pomology
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J. Van Lindley Nursery Co.

POMONA, N. C.

Represented by _____

COMPLIMENTS OF

J. VAN LINDLEY
NURSERY CO.

POMONA, NORTH CAROLINA

FRUIT TREES OF ALL KINDS

Including Apple, Peach, Cherry, Pear, Plum, Persimmons, Apricots, Nectarines, Mulberries, Quinces, Figs, Grapes, Strawberries, Raspberries, Currants, Gooseberries, Blackberries, Nut-Bearing Trees, Shade Trees, Evergreens, Shrubs, Roses, Etc.

**All trees healthy, free of disease,
and Guaranteed True to Name.**

SPECIALTIES

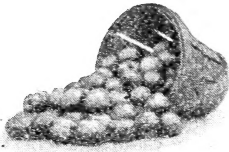
GENERAL NURSERY STOCK

APPLE, PEACH, PEAR and PLUM TREES for MARKET ORCHARDS
ORNAMENTALS

Special attention to the collection and propagation of such varieties as are especially adapted to the many different sections of the Southern States.

ILLUSTRATED CATALOGUE FREE

INTRODUCTORY



So little attention is given to the proper planting and cultivation of fruit trees that to a beginner, or even with those of some experience, the business often seems discouraging. There is positively no excuse for all the failures in fruit growing, except pure neglect and lack of enlightenment along horticultural lines. The public should be awakened to this important subject. Thousands of orchards go to waste annually by neglect. Every person owning a home can have a healthy, thrifty orchard, if he will follow the instructions given in this pamphlet. We all know that fine fruit is produced. You can do it if you will give the matter a small part of your time and attention.

It is our aim to set forth, as briefly as possibly, some of the advantages in tree planting, especially fruit trees, also how to plant, and general treatment.

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WHY SHOULD WE PLANT TREES?



Worth Planning For

Every one must admit that the free eating of fruit is healthful to us. Many troublesome diseases are unknown to the free users of a largely vegetable diet. Settlers in a new country improve in health as their orchards begin to bear freely.

Third. It is generally known that a healthy growth of trees and evergreens to the windward of a home will break the cold winds in winter and afford shade and pleasure in the summer.

Fourth. It pays from the profits that are derived from selling your surplus to the different towns in your vicinity.

Inhabitants of towns and villages become ready buyers of fancy fruit and pay good prices for it. Often when you live in marketing distance of a good town you can make more money off of your orchard than from any other crop you can grow. We have in mind now two good towns in two different counties. In one of these counties the people have taken considerable interest in fruit growing. All through the summer and early fall fruit is offered for sale on the streets of the first-named town. Some farmers realize from \$300 to \$500 from just a few acres planted in strawberries, peaches, pears, plums, apples, etc., while in the other town mentioned but little is offered, but the people in this county are yet in the old way of raising one crop, and are not so prosperous as the fruit growers.

Many a farmer with four or five acres in apples, peaches, pears and plums realizes more profit from it in money, besides the pleasure of having the fruit, than from all the balance of the farm.

It is easy to have fruit every month in the year. Commence in the spring with currants, gooseberries, strawberries—just a few of each. Then come the different varieties of apples, peaches, pears, plums, and other fruits, ripening in succession from May until frost. In the meantime we can, by planting nice preserving and canning fruit—such as the Keiffer pear and other things—preserve and can up fruit to last through the winter, besides the apples which can be kept late in the fall and sometimes all winter. Then plant a few nut trees—pecans, walnuts, etc. They are enormous bearers and their fruits find ready sale.

First. The increase in the value of the farm. A well kept orchard will make your place much more valuable in more ways than one. Who would not pay a great deal more for a farm with a large, healthy orchard than for one exactly like it without the orchard.

Second. It pays to have fruit for our health's sake. Most of us eat too much meat and too little fruit.

Fifth. Last but not least, it will help to keep the farmer's son at home, by making home attractive. We believe that if the farmers would pay more attention to the little pleasures of home life their boys and girls would not be so anxious to leave home and go to the cities and towns, where there is so much vice. There are but few boys that do not like fruit, and by having this and by planting shade and ornamental trees, vines, roses, etc., it gives the home a pleasant effect that will go a long ways toward keeping the children satisfied. Give them a few trees of their own, for pleasure and profit, and you will be well repaid.

SELECTING A PLACE FOR AN ORCHARD

In selecting a place for an orchard often you can get experience from some one in your locality in regard to kinds of land on which fruits succeed best in your immediate section, but it is a wrong idea to plant fruit trees on poor land if you expect good fruit. If you plant on poor land you must fertilize or manure with something to feed the trees as you do corn, cotton or any other crop—trees must have good soil and attention. An orchard deserves the best land you have.

Whenever possible an orchard should have a northern or northwestern exposure and be planted on well-elevated places.

KEEP A RECORD OF YOUR ORCHARD

In planting an orchard put down in a book just where this variety and that variety can be found in your orchard. State the row it is in and number from a given end.

PLANT YOUNG, THRIFTY TREES FOR BEST RESULTS

One of the biggest mistakes with some is that they want large, overgrown trees to plant. A tree one or two years old, that has been well grown by a reliable nurseryman, will make a better tree in the long run, fruiting in a fewer number of years, making a healthier tree, thereby longer lived, than a tree that is larger and older when bought and transplanted. Get them with good roots.

HARDY TREES

It is an acknowledged fact here in healthy Piedmont North Carolina we grow healthy and hardy trees. Our trees go to all parts of the Union and

I have the pleasure to acknowledge and thank you for the shrubs recently received. They were in excellent condition, the soil around the roots being still quite damp, and I trust they may live and furnish bearing testimony to your fair dealing with customers.—Mrs. J. W. Eckford, Aberdeen, Miss.

Gentlemen: This is to certify that I have been buying trees from you for the past ten years. Among one of the lots I bought from you was a Japan Walnut, which I planted in the fall of 1904. It bore in the fall of 1907, and has been bearing annually ever since. I consider it one of the best nuts I have ever seen for use in the South, and I can cheerfully recommend your trees to those desiring to plant nursery stock.—Thomas Lucas, "Glenn Burr Plantation," Greenwood, Miss.

have proven equally hardy everywhere. We are located intermediately as to latitude and enjoy a large trade from our customers throughout the country. Peach growers in the New England States are sending to us for their peach trees. They have found by experience that our stock is free from yellows, rosette, scale, etc.

As there are all sorts of everything, so are there all sorts of trees. You want good trees, well bred, healthy, hardy and true to name. Send your orders to experts in this line for them.

HOW TO CARE FOR TREES BEFORE PLANTING

On receiving your trees it is not generally the case that you can plant immediately. If you cannot plant immediately, "heel them in" in the ground in the garden or some convenient place until you are ready to plant. Heeling-in might be termed temporary planting, to preserve the roots until you are ready to plant. One of the simplest ways to heel-in trees is to first dig a trench about two feet wide and about one and one-half feet deep; open the bunch of trees and spread them thinly in the trench, then fill in with loose earth to about six inches above the point they grew in the nursery. Always tramp the soil with the feet so that it will be in close contact with every root. The same principle is to be observed in heeling-in small plants. Then when you are ready to plant the trees will be in good condition.



Heeled In

When they are properly heeled-in they will keep in good condition for several weeks.

"One-half of the trees planted do not generally become well developed, productive specimens." Assuming this is true, what an enormous waste of money, time and hopes attend tree planting! All this is uncalled for waste. By pursuing the right methods in planting and after care the average loss need not be one in ten.

Enclosed please find check to settle my account. The trees arrived in good shape.—Theron Earle, Greenville, S. C.

On March 21st, 1903, I sent you a check in payment of bill for fruit trees. I think in this bill were two peach trees, and I am anxious to find out the name of the peach so I may order some more of the same kind. There were never better peaches than those I ordered and they seem to suit our section exactly.—M. S. Willard, Wilmington, N. C.

I received bale of trees O. K. Fine trees.—J. G. Dayhoff, Midvale, Pa.

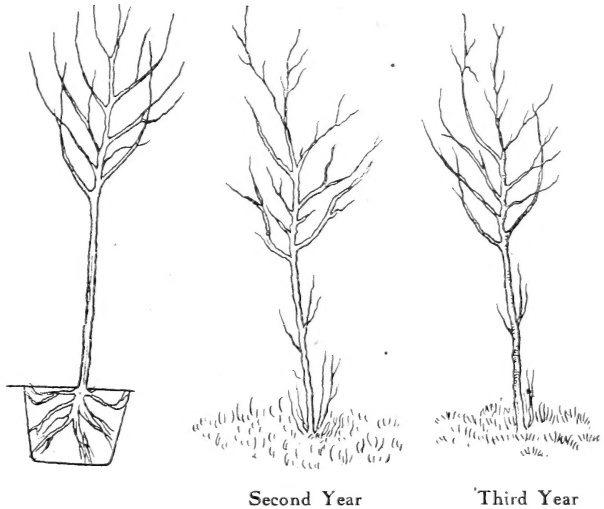
Received our trees in good condition this week. Am well pleased with them.—Richard B. Hamilton, Holdenville, Oklahoma.

The trees I ordered of you arrived O. K. yesterday by express. The other parties and myself are well pleased with them.—H. Guy Corbett, Afton, Va.

HINTS ON TRANSPLANTING

1. Many persons plant a tree as they would a post. The novice in planting must consider that a tree is a living, nicely organized production, as certainly affected by good treatment as an animal. Many an orchard of trees rudely thrust into the ground, struggles half a dozen years against the adverse condition before it recovers.

2. In planting an orchard, let the ground be made mellow by repeated plowing. For a tree of moderate size, the hole should be dug three feet in diameter and twelve to twenty inches deep. Turn over the soil several times. In every instance the hole must be large enough to admit all the roots easily without bending, and the roots should go in the hole as they grew in the nursery. They should all be straight and not cramped and in masses. Shorten and pare smoothly with a knife any bruised or broken roots.



The three cuts above show the bad effect of planting a tree with the roots massed and tangled and without pruning the top.

Hold the tree upright while another person, making the soil fine, gradually distributes it among the roots. Shake the tree gently while the filling is going on. The main secret lies in carefully filling in the mould, so that

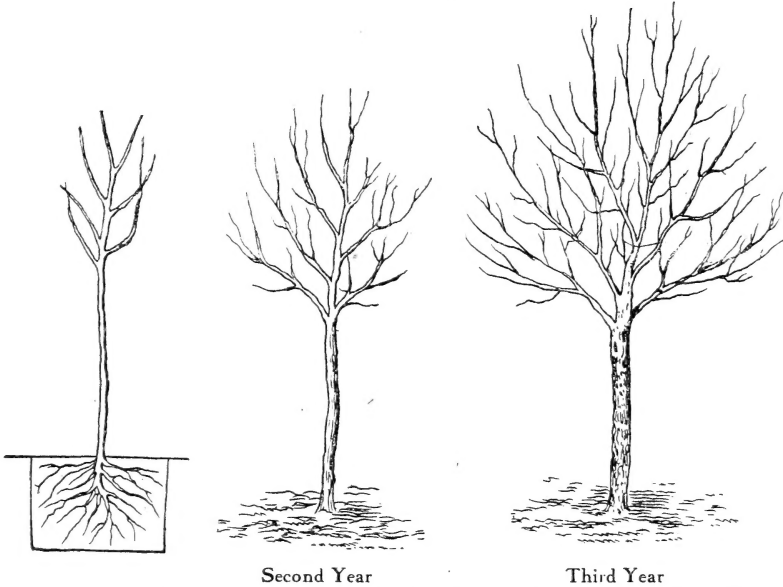
What prices can you make me on Greensboro Peach trees for November shipment? I sold Greensboro peaches in Charlotte this week at \$1.50 peck. Please mail me your catalogue.—G. E. Woodruff, Croft, N. C.

Trees growing in my orchard purchased from J. Van Lindley Nursery Company, it gives me pleasure to state, have given entire satisfaction. Mr. Lindley stands very high in the profession as a nurseryman.—A. M. Bowman, Pres. Diamond Orchard Co., Salem, Va. (460 acres in fruit trees.)

Please give me price and number you can supply of the following varieties of peach trees: Elberta, Mamie Ross, Carman, Belle of Georgia, Waddell and Greensboro. I do hope you can let me have the trees I need, as I have found you reliable and stock true to label. If it is so you can fill my order of 75,000 trees at a reasonable price, I prefer giving you the order.—D. C. Turnipseed, Flora, Ala.

Will you please send me price list of your apple trees? Eleven years ago we purchased 500 trees from your nursery, and they proved to be such good trees that I wish to get your prices before placing order elsewhere, as I desire to give you the order in preference to others, provided you have the varieties I want.—E. P. Davidson, New Glasgow, Amherst County, Va.

Some years ago I bought some trees from you and in the lot was one Magnolia Pear tree, which is now bearing. Last year the tree bore a fair crop, and some of the specimens measured 13 3-4 inches in circumference. I kept two of them through the winter up to the 13th of last April perfectly sound. I think the Magnolia Pear the finest I ever saw for size, beauty, color and taste. What could you sell me 1000 for?—C. C. Bearden. Inman, S. C.

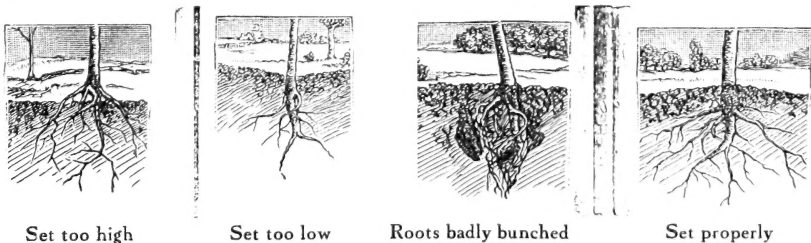


The three cuts above show the good effect of proper transplanting. The roots are placed in the ground straight and as they grew in the nursery and the tops pruned.

every root, and even the smallest fibre, may meet the soil; and to secure this, let the operator, with his hand, spread out the small roots and fill in the earth nicely around every one. Nine-tenths of the deaths by transplanting arise from the hollows left among the roots of the trees by a rapid and careless mode of shoveling the earth among the roots.

3. When the hole is two-thirds full pour in a pail or two of water. This will settle the soil and fill up vacancies that remain. Wait until the water has sunk away and then fill up the hole, pressing the earth moderately around the tree with the foot. The moist earth, being covered by the loose surface soil, will retain its humidity for a long time. Indeed, we rarely ever find it necessary to water again after planting in this way, and a little muck or litter placed around the tree upon the newly moved soil will render it quite unnecessary. Frequent surface watering is highly injurious, as it causes the top of the soil to bake so hard as to prevent the access of light and air, both of which, in a certain degree, are absolutely necessary.

4. Avoid the prevalent error (so common and fatal in this country) of planting your trees too deep. They should not be planted more than one inch deeper than they stood before. See cuts.



Set too high

Set too low

Roots badly bunched

Set properly

5. If your soil is positively bad, remove it from the hole and substitute a cart load or two of good garden mould. Do not forget that plants must have food. Five times the common growth may be realized by preparing holes six feet in diameter and twice the usual depth, enriching and improving the soil by the plentiful addition of good compost. Young trees can not be expected to thrive well in sod land. When a young orchard must be kept in grass a circle should be kept dug around each tree. But cultivation of the land will cause the trees to advance more rapidly in five years than they will in ten when it is allowed to remain in grass.

DISTANCE FOR PLANTING

Often trees are planted too close, thereby retarding their growth and development. Following you will find a table giving distances apart for fruit trees:

Standard Apples	25 to 30	feet apart each way.
Peaches	15 to 20	“ “ “ “
Standard Pears	20	“ “ “ “
Dwarf Pear	10	“ “ “ “
Cherries and Nectarines	20	“ “ “ “
Plums and Apricots	15	“ “ “ “
Japanese Plums	12 to 15	“ “ “ “
Quinces	10	“ “ “ “
Grape Vines	10 to 20	“ “ “ “
Gooseberries and Raspberries	4	“ “ “ “
Pecans	35 to 40	“ “ “ “

Observe this rule strictly and your orchard will look pretty and symmetrical.

Few kinds of trees or plants—none in the fruit class—succeed in wet land. A soil too wet for any crop is too wet for trees. This may be known if water stands in the furrows for a week or more after the frost has left the earth or after a rain has ceased. If you wish to plant such land drain it first. Some land is naturally underdrained, some is sufficiently undulating to let the surface water flow off rapidly and obviate the need of any applied drainage.

Dear Sirs: Fourteen years ago I bought of you a bill of trees, including apples, peaches, plums, etc. They have all borne nicely and have exceeded my highest expectations. Preston and Chinese Cling are the finest I ever saw. My trees are all still living and bearing nicely this year. I have given you two orders since and take pleasure in recommending you to anyone wanting first-class nursery stock.—C. E. Feigler, Minter City, Miss.

Dear Sir: This is to certify that I have been buying trees from the J. Van Lindley Nursery Company for the past ten years, and it gives me great pleasure to say that I have been well pleased and they have given me entire satisfaction in every particular. I desire to call special attention to the Shockley Apple, which is a fine bearer and a good keeper; have kept them until May the 17th. The Arkansas Mammoth Black exceeded my expectations. I exhibited specimens, grown from trees bought of you, which measured 13 3-4 inches in circumference, at the Yazoo County Fair, also the State Fair at Jackson last fall, and they took the first premium at both places, over all competitors.—Rev. J. W. Woods, R. F. D. No. 2, Benton, Miss.

I beg to acknowledge receipt of my order of trees, and beg to inform you that they arrived in good condition. Thanking you for the splendid specimens you sent me, I am.—W. C. Earnhardt, Greenville, S. C.

PRUNING AT TIME OF PLANTING

We have directed your attention to the preparation of the soil and other important matters so necessary to successful tree culture, and will now speak of pruning—equally as important. Most people desire a fine top from the day of planting. All of their attention is given to the top, consequently they have an unbalanced tree—top heavy. They argue that to prune spoils the looks of the tree,



Newly set Apple or Pear
Tree, ready to be
pruned



Same pruned
(Cut reduced)



Newly set Peach
Ready to be pruned

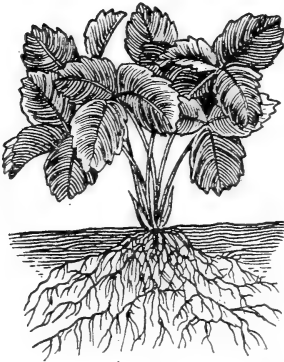


Same pruned

and their trees are sure to be out of balance—more top than root, and more top than roots can support. First give your attention to the roots, secure a good foundation, and you can then make the top what you please. In digging trees, especially fruit trees, it is impossible to preserve all the roots, consequently we have an unbalanced tree, and the way to overcome this is to do away with some of the top. Fig. 2 shows a young tree after digging, with part of its roots left in the ground, hence unbalanced. Fig. 3 shows the top pruned, thus making a balance and making the roots equal to the task of supporting the top. In evergreens, shrubs, etc., most of the roots are generally dug with the tree, consequently little or no pruning is required. Trees having but few roots should be cut back more than those having many.

I have just given your agent another order for trees for delivery this fall. I have purchased trees from you for the past two years and I am very well pleased with my trade and treatment in every way. The nursery stock delivered was the finest I ever saw sent out, and your agents (Mr. Kernodle and Mr. Shoffeitt) very gentlemanly and pleasing men. You are to be congratulated on your agents in this section, and I am glad I bought trees through them. Mayflower Peach trees I received in 1906 are fruiting nicely this year. Grape vines and the other fruits, apples, pears, quinces, cherries, etc., doing fine. I am pleased in the superlative degree.—J. W. Martin, Montgomery, Ala.

FERTILIZATION



Strawberry properly and improperly set

Do not put any fertilizer in the hole with the roots, but put it in after the tree has gotten a start. While the tree is young and growing fertilizer analyzing about as follows should be used: Eight per cent. acid, five per cent. nitrogen or ammonia, two per cent. potash. After the tree comes into bearing condition, you want to use less nitrogen and more potash, as

follows: Eight per cent. acid, four per cent. nitrogen, four per cent. potash. For large trees in good ground, where you have plenty of growth, make it about eight, three, ten; if not enough growth, make it eight, five, eight. No manure should be put in the holes with the roots, but apply later.

Would suggest that you write the United States Department of Agriculture, Washington, for the following free bulletins:

- No. 44, Commercial Fertilizers, Composition and Use.
- No. 192, Barnyard Manure.
- No. 245, Renovation of Wornout Soils.
- No. 257, Soil Fertility.
- No. 278, Leguminous Crops for Green Manuring.

“If a man is unwilling to feed and curry his orchard he need not expect thoroughbred results.”—Tim.

WHAT SHALL WE PLANT?

This depends on what you are going to plant for—whether a family orchard, a local market orchard, or an orchard the fruit from which is to be shipped to the larger cities.

Every one planting a family orchard should have a few strawberry plants—a hundred or two to begin with, a bush or two of currants and gooseberries, a dozen or more raspberries and the same amount of nice grapes. We mention these small fruits, as they come into bearing so quickly and give the required results so much earlier than larger fruits. At the same time, begin your orchard of apples, pears, plums, peaches, and such other fruit and nut trees as you may fancy. The small fruits will give you fruit while the above-mentioned large fruits are coming into bearing. All family orchards should

You will find enclosed postoffice money order. We are all well pleased with the trees.—L. J. French, Beaufort, N. C.

A few years ago I bought some Mayflower Peaches from your agent, M. D. Herring. The trees are now in bearing and I find them to be the earliest of all early peaches. They are now ripe (May 15). Besides being a beautiful red, they have a good flavor. I have been buying trees from your nursery for several years and they have always given perfect satisfaction.—G. L. Alexander, Cordova, Ala.

contain a few Japanese plums—just as many as you can afford to plant. They begin to bear very early, sometimes bearing in nursery row at two years of age, and when you transplant them properly and give good attention you will probably get a small crop the first year after planting, and good crops the second and third years. They bear enormously, the fruit sticking to the limbs sometimes almost as thick as grapes. The quality is very fine—there is no fruit with finer quality than Japanese plums.

One of the most useful fruits is the Keiffer pear. They bear enormous crops at an early age and can always be relied on. The tree is a rapid grower and very hardy. The fruit ripens late and is a better eating pear when pulled and laid away for a couple of weeks. Under the right conditions it can be kept until Christmas, but the best thing about it is its canning, cooking and preserving qualities. It is superior for this purpose to all others.

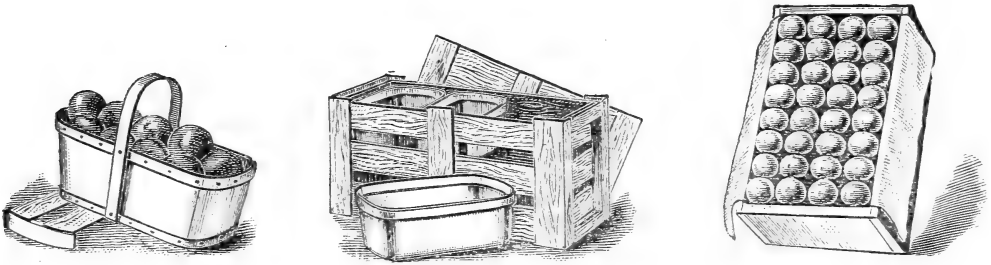
For a fair sized family orchard, giving you fruit twelve months in the year, we would suggest the following. If you wish more, so much the better; if you can't plant as many, plant half or one-fourth:

200 Strawberries.	30 Apples (Summer, Fall and Winter varieties).
6 Currants.	30 Peaches (earliest to latest).
6 Gooseberries.	12 Plums (mostly Japan varieties).
12 Raspberries.	12 Pears.
24 Grapes.	

And such other fruit as you may fancy. This number of trees would not give you an over supply of fruit and should be increased from year to year. If you do not feel able to plant all the above in one season, you could plant half one season and half the next. If you will continue planting on the above plan from year to year, adding other things which you may desire—such as cherries, apricots, mulberries, quinces, figs, blackberries, asparagus, and rhubarb (pie plant), then you can plant a few shade trees, shrubs, evergreens and nut trees; beautify the yard with roses and flowers, and you will soon have a farm and home that is a pleasure to own and live at—one that will have a charm for your boys and keep them at home and make it pleasant for them.

As to a local market orchard it is hard to say just what to plant, as some things do well in some sections and not so well in others. But there is generally enough fruit in your section to give you this information. An acre or two of strawberries, where they do well, affords as much revenue as most anything

Gentlemen: Having purchased from you a small orchard of about one hundred trees of your different varieties of peaches, I feel it a duty I owe both to you and myself to report. The trees were set out in December, 1904, but were then in the fall of 1905 transplanted in another orchard and cut back, therefore could not bear until this year. On the 5th of May we commenced eating the Mayflower. As it comes at a time when we have no other fruit, we of course thought it the finest peach that we ever grew. It is surely an elegant peach, both in beauty and flavor, but to be candid, my favorite is the Admiral Dewey. I think it the finest peach that I have ever seen, and I have had an orchard for thirty years. The Dewey is now in full blast. It is not only beautiful in color, but delicious in flavor. The orchard is only for home consumption and since the first of May, I might say, we have had all the delicious peaches we wanted and supplied our neighbors with a promise of its continuing to do so until October, when I hope to be able to make as favorable a report on later varieties.—O. A. Wiggins, Robinson Springs, Miss.

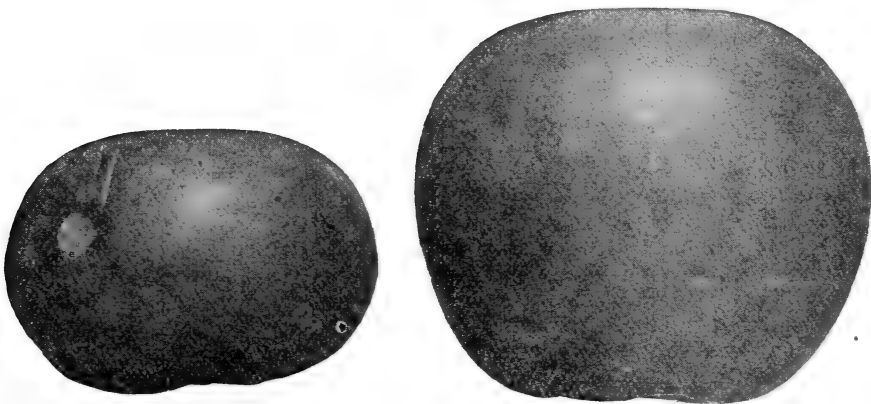


else, and they will be bearing and bringing you in money before your trees come into bearing. They are usually marketed in quart baskets made for the purpose, which can be bought for a trifle. An acre of strawberries sells all the way from \$100 to \$200 or more. This is not simply talk but facts, and just what some farmers are doing every year. Other small fruit should be planted for our local markets, such as raspberries, blackberries, and grapes, all of which find a ready sale.

Fancy peaches, pears, apples and plums can be grown with much profit, and they will sell all through their season.

Aim to grow your fruit to perfection. If it puts on too thick on the trees, thin out half of it when the fruit is the size of the end of your finger; this will let the specimens left grow to a perfect and large size, which will sell for more and make more fruit than if all were left on the trees. This is especially applicable to peaches. Apples, pears, and plums do not generally need so much thinning.

In marketing fruit it should be put up neat and handled with great care. A peck of fruit in a neat, fancy package, with all the bad specimens out, will sell for more than two pecks in bad shape, put up in an unsightly manner and package.



Unsprayed (at left) and Sprayed (at right) Wine Sap Apples, from J. W. Spainhour, King, N. C. Mr. Spainhour sent these as fair AVERAGE (not selected) samples, showing the difference between fruit on sprayed and unsprayed trees. Four-fifths of actual size. (Photo by Z. P. Metcalf, Raleigh, N. C.) Courtesy N. C. Dept. of Agriculture, Raleigh, Franklin Sherman, Jr., Entomologist.

**FIFTY TREES THAT WILL GIVE YOU FRUIT NEARLY
EVERY MONTH IN THE YEAR**

This list has been gotten together after years of study and experiments, and is a bonanza for every one who owns a home. If the proper methods are followed it will give you fruit nearly every month in the year. You can not afford to be without it. It is not a question of whether or not you can afford to buy them, but a question of whether or not you can afford to do without them. We believe the majority of home owners who have the welfare of their families at heart, and who would add a permanent value to their homes, will say, after looking over this list, that they cannot afford not to have it. We give you the fifty trees, composed of 22 peach, 14 apple, 8 Japan plums, and 6 pears, ripening in succession from June till frost.

Give us your order for these fifty trees, plant and care for them according to the instructions given in our catalogue or pamphlet, and they will give you better returns than any other thing you can add to your home.

There are many varieties from which the selections could be made, but we would recommend the list be made from the following varieties:

Peaches: 20.

- 2 Mayflower, Victor or Sneed.
- 2 Yellow Swan, Arp Beauty, Greensboro, or Alexander.
- 2 Carman, Camelia, Connett's Early, or Mamie Ross.
- 2 Hiley, Family Favorite or Niagara.
- 2 Belle of Georgia or Champion.
- 2 Chinese, Burke, Stonewall Jackson, or Preston Cling.
- 2 Elberta or New Prolific.
- 2 Matthew's Beauty, Lyndon Cling, Nina, or Aughent.
- 2 Salway, White English Cling or Eaton's Gold.
- 2 Stinson's or Gladstone.

Two each of the above ten groups will give you peaches without a break for nearly five months.

Apples: 14.

- 2 May, Early Colton, or Early Harvest.
- 2 Yellow Transparent, Red Astrachan or Red June.
- 2 Star or Hames.
- 2 Horse or Summer Banana.
- 2 Bonum, Buckingham, Rome Beauty, or Grimes' Golden.
- Winter varieties for Piedmont and Mountain Sections.
- 2 Winesap, Ben Davis or Stayman's.
- 2 York Imperial, Arkansaw or Winter Banana.
- Winter apples for cotton belt or flat country.
- 2 Springdale, Yates, or Terry.
- 2 Fonville, Shockley, or Pine Stump.

I received my trees today in perfect condition and am well pleased with them. Your firm is the most reliable I ever had dealings with, and will give you further orders, as the trees are nice.—H. O. Collier, Clinton, Miss.

Plums: 8.

We give here four varieties or groups of Japan plums which ripen in succession, commencing with the early peaches and continuing almost without a break for two months. For a small outlay you can have this delicious fruit, which is unequalled in flavor and bearing qualities. They are very young and enormous bearers, coming in with good crops second year after planting. We recommend:

- | | |
|-----------------------|----------------------|
| 2 Red June. | 2 Burbank or Chabot. |
| 2 Abundance or Shiro. | 2 Wickson. |

Cherry: 2.

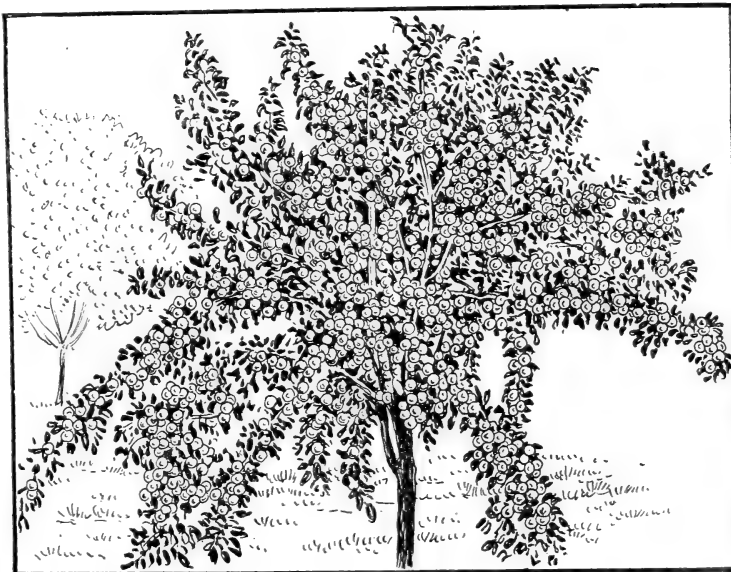
Black Tartarian, sweet, or Early Richmond, sour.

Pears: 6.

- | | |
|----------------------------|------------|
| 1 Koonce or Early Harvest. | 1 Garber. |
| 1 Bartlet or Seckel. | 2 Keiffer. |
| 1 Duchess or LeConte. | |

See our catalogue for more extended list of varieties.

With the proper attention these fifty trees will give you ripe fruit from June till Christmas; then if the surplus is made into preserves and canned fruit you can easily have fruit on your table every day in the year. Think of the enormous advantage of it. Fruit is a most healthful diet. You can't possibly afford not to avail yourself of the opportunity of giving us an order for these fifty trees. Special price on request.



Photograph of 3-year-old Red June Plum Tree in fruit

Taken at our grounds. Young and prolific bearer; quality fine; tree hardy

If it is desired to plant one hundred trees, the list can easily be made up from the above varieties, adding such others as you may wish. Should any one wish a list of less number of trees than fifty, we will make out the list, giving you varieties ripening in succession as far as possible and as near all through the season as possible.

FURTHER REMARKS ON THE JAPANESE PLUMS

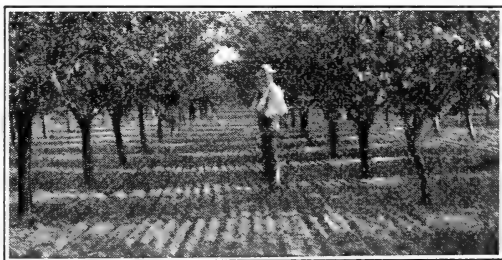
The introduction of new fruits, native and foreign, for the past few years has marked a wonderful revolution in fruit growing. Many gaps have been filled where heretofore we have had no fruit.

Chief among these introductions are the Japanese plums. They are really the greatest acquisition we have had in the fruit line for years. Commencing to ripen with the earliest peaches, they continue on from June to August. The first to ripen is Ogon; then in succession, we have Red June, Shiro, Abundance, Sultan, Burbank, Chabot, Wickson, White Kelsey, and others.

These plums have proven to be a grand success. They have been fruited all over the South, and even successfully as far north as New York State. They bear more good fruit at the earliest age of any fruit in cultivation.

CULTIVATE YOUR TREES AND KEEP THEM IN A HEALTHY STATE

While it is vitally important to plant a tree right and get it started off right, yet it is equally important that the tree should have careful after management and cultivation. Like any other crop, they have to be cultivated, kept clean, and fed. Without this you cannot expect fancy fruit and healthy, long-lived trees. If you do not make up your



Good tillage

mind to do this, better not plant any trees. If weeds and briars are allowed to grow around trees, they soon become unhealthy and die. Make it a point to cultivate your orchard at given times, just the same as you do your corn, cotton, or tobacco crops. Cultivation should be shallow, two or three inches at most. No crop in orchard should be closer than four or five feet to trees. Do not cultivate after August 1st. Let new wood harden up.

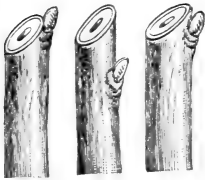
The shrubs to hand in good order, and I wish to express my thanks for such fine specimens.—Mrs. J. Frank McCubbins, Salisbury, N. C.

All the fruit trees I purchased of you last winter lived, except one. The others are growing beautifully. Two of the Mayflower Peach trees, much to my surprise, had fruit on them, one tree having nine and the other two peaches. They are now ripening and are about two inches in diameter. Got three nice, fully ripe ones today, May 22nd, and others will be ripe by tomorrow. They are fine peaches and I am well pleased.—W. A. Willson, Jr., Wilmington, N. C.

LATER PRUNING OF FRUIT TREES

“Pruning is a necessity where the best results are to be expected from fruit trees. An unpruned tree can never give fruit of the best color and quality. In the most healthy and fruitful trees branches become weakened and die. If these are not removed they soon become a harboring place for insects and fungous diseases which prey upon the tree and its fruit. Even

Cutting “to” a bud



Too Low Too High Correct

where branches do not die the foliage becomes so thick that it excludes light and air and the fruit does not color well. Pruning is necessary, therefore, where first-class fruit is desired. With even the best-tilled trees if we cease our pruning for a few years the fruit becomes small, loses



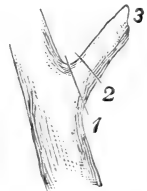
Cut not so

its bright colors and fine flavor and becomes of little value. Unpruned orchards all over the country give striking examples of this fact. Any tree with a good, sound trunk can, by proper pruning, be put into fruiting condition. It cannot, however, with safety to the tree,



Cut so

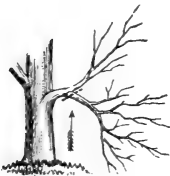
be done all in one year. The reclaiming process of trees badly in need of pruning should take two or three years. The first year the suckers at the base, all of the dead limbs and a few of the worst offending branches should be removed. The second season more of the unnecessary branches can be cut out. By leaving the best limbs and by a judicious selection of resulting water sprouts the tree will in a year or so have vigorous branches and healthy fruit spurs.



Cut at 3 or 2 is wrong. 1 is right

“Prune Every Year.—To get the best results with pruning it should be done every year. By the removal of a dead branch here or a stray limb there, trees can be kept in good, healthy, fruiting condition and it will never be necessary to cut out large limbs or shock the tree by very heavy pruning. A few days in early spring will suffice for the light pruning necessary in orchards that are trimmed annually. Pruning consists more in directing the growth each year than in checking it by one heavy cutting which is to make up for years of neglect. From the sap of a tree is manufactured both its wood and its fruit. It is better, therefore,

by judicious pruning, to direct the energies of the tree towards the production of fruit which goes to market rather than the growing of wood which goes to the brush pile. Trees should be so formed and shaped when young that in later years pruning should be only slight and it would never be necessary to cut out many branches or large limbs.

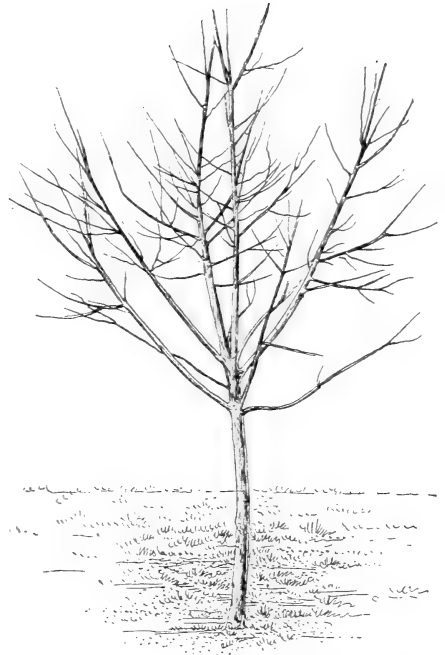


Pruning a side branch

“Forming the Young Tree.—During its early years a young tree should be allowed to bear a large amount of foliage. The

more leaves it has the more wood it is able to form and the quicker it comes to maturity. If the tree is quite young and whip-like its side buds should be allowed to produce leaves all the way up the stem. This will cause it to thicken up and become stout and stocky. If the tree is old enough to have a good, stout stem, the side shoots may be removed and the energy of the tree directed towards the formation of the head. As far as consistent with cultivation a fruit tree should have a low, spreading head. This facilitates spraying and greatly reduces the cost of harvesting the fruit, and there is less loss from storms. Fruit trees used to be grown with long trunks and high tops. Nowadays, owing to the use of improved cultivators with extension parts for working under the trees, they are assuming the form of bushes with little or no trunk. Young trees should not be started with too many main limbs, as afterwards they thicken up and crowd each other and make it necessary to cut out very large limbs. The cutting of large limbs leaves large wounds which take long to heal and usually before they are healed a hole has started and the trunk of the tree becomes hollow. Three, or at most four, main limbs, if properly placed, are enough for any fruit tree. The side branches should be so disposed that they fill up the space between so as to form a symmetrical, spreading head. Pruning should at no time be heavy, and only such limbs as are misplaced should be cut out. When limbs cross and rub one another one should be removed. One limb should not be allowed to grow over another too closely in a parallel direction so that one shades the other.

“Cut Close and Leave No Stubs.—In removing a branch from a tree care should be taken that a close cut is made so that no stub is left. It is best to cut close even though a larger wound is made, than to leave a stub. The stub dies so that the wound cannot heal over and later a hole is formed which will rot out the heart of the tree. It is a good practice to smear over cut surfaces with ordinary paint. This excludes rain and preserves the wood until the wound is entirely healed. Care should be taken in trimming trees to avoid tearing the bark or leaving ragged wounds. Torn or ragged surfaces never heal and cover over well.



Three-year-old Peach Tree properly pruned

It gives me pleasure to commend the J. Van Lindley Nursery Company. It is old and well established and has given satisfactory results in our community.—Rev. J. E. Jones, Southampton County, Va.

“Time to Prune.—Pruning is best done when the trees are dormant. The best time is in spring before the buds start. Pruning should not be done in freezing weather. Frost-bitten wounds are slow to heal. The most rapid healing growth is made just as the sap is starting into active movement in spring. Wounds made at this time heal quicker than at any other time of the year.

“Pruning Tools.—The best tool for general trimming is a saw. It should have a narrow blade and fine teeth which are widely set for working in green wood. Pruning shears of the long-handled, powerful type are not nearly as good as a saw for trimming, for they crush the bark and make ragged-edged wounds.

“Pruning the Peach.—To properly prune a peach tree it should be annually headed back, especially when young. If this is not done the tree produces a lot of long, slender branches that have poorly developed fruit buds. Such pruning thins the fruit and also causes the remaining fruit buds to develop and the tree to thicken up and become strong and stocky. In this heading-back pruning not more than one-fourth to one-third of the length of the last growth should be cut off. Too heavy heading-back would very materially lessen the crop of fruit.

“Pruning the Pear.—Pear trees if unpruned will grow like Lombardy poplars. They should be headed down to make them low topped and the last bud left at the top of the shoot should point outward so as to cause the head to spread. About half of the new growth should be cut off every year and the outside bud left to continue the growth. Such pruning followed for three or four years will give a pear tree with a strong, round, fruitful top.

PRUNING POINTERS

1. Start the tree right.
2. Do not cut out large limbs.
3. Keep your tools sharp.
4. Do not prune in freezing weather.
5. Never leave stubs in cutting off limbs. Cut close to shoulder.
6. Prune annually but never heavily.
7. Many water sprouts are the result of too heavy pruning.
8. An axe or hatchet is not a pruning tool.
9. Don't leave your pruning to the hired man.
10. Keep the tree free from suckers.
11. Paint over the larger wounds.
12. Never allow stock to prune your trees.
13. Unpruned, uncultivated and unsprayed orchards are not money-makers.”

—Prof. Hutt.

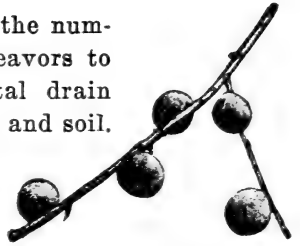
Will you please send me a copy of your latest catalogue on fruit and ornamental trees? The trees bought of you two years ago are the finest I ever saw. They are in fine fix and I think will bear a pretty good crop of peaches this year.—(Dr.) Howard E. Felton, Cartersville, Ga.

THINNING



PEACHES TOO THICK ON THIS
EIGHTEEN-INCH BRANCH

“If we can annually reduce the number of seeds which a tree endeavors to grow, we remove a great vital drain upon the strength of both tree and soil. We save fertilizer, and we save tree vitality. Incidentally, we accomplish equally as important secondary results. By removing, say one-half of



SAME BRANCH PROPERLY
THINNED

the baby fruit on a tree, the remainder is enabled to grow to larger and more profitable size; and next season the tree, not having exhausted itself the previous year, is in proper condition to bear another crop, and helps to insure full crops every year.

“The time to do the work is after the June drop is about over and before the seeds have hardened. Often it is necessary to pull off, by hand, almost two-thirds of the fruit on a heavily set tree; yet, strange as it may seem to those who have not tried it, the remaining one-third, at picking time, will fill almost as many bushels as the fruit of a similar tree unthinned. Which would be most profitable, ten bushels of ‘mediums’ or eight or nine bushels of ‘extra large’? It frequently pays to hire help to do the thinning.”—Biggle.

SPRAYING

Having received numerous requests for information on spraying, we have decided to offer the following on same, believing it to be simple and effective. We have not undertaken to go into the reasons for this and that, but give the formulas and directions as simply as possible to be effective.

It would seem that the time has come when the man who would get the best results from his orchard and vineyard must spray, and, if the spraying is done according to the following formulas and directions, gratifying results are bound to follow, as has been proven by ourselves and other large orchardists.

First, we give directions for making the Bordeaux Mixture, which at one time was the groundwork of all spray mixtures, except for scale, as follows:

“Put the bluestone in a cloth sack and hang it in a tub or keg of water, so that it is just below the surface. In this way it will dissolve much more rapidly than if thrown in so that it sinks to the bottom. Warm or hot water will dissolve it much more rapidly than cold. Put this to dissolve the evening before it is intended to spray, and it will dissolve by morning. Use a wooden receptacle. After the bluestone has dissolved, add water to make 25 gallons (if there is not that amount already).

“Slake the lime slowly (preferably with hot water), and when completely slaked, add water to make 25 gallons. Keep this in a separate keg or barrel.

“We now have 25 gallons of bluestone solution and 25 gallons of the lime solution. Now take equal parts of these solutions and pour them together into a third tub or barrel. Do not pour a bucketful of one into a half-barrel of the other, but always mix them in equal proportions. This little point of always mixing them in equal proportions results in a better mixture than when they are carelessly mixed. Always stir the solution well before dipping it out, so that the liquid you take out will be fully charged with the ingredients of the solution.”—Sherman.

Apples.—“To give a good all-round protection requires from three to five sprayings each season, as follows:

1. Winter Spraying—Use commercial lime-sulphur wash at rate of 1 gal. to 10 gal. water, or, if you prefer, you may make your own lime-sulphur wash at strength of 15 lb. lime, 15 lb. sulphur to 50 gal. water.

2. As Buds Open—Use commercial lime-sulphur at rate of 1½ gal. to 50 gal. water and add 2 lb. arsenate of lead. (We do not regard this treatment as absolutely necessary, but it does good and will pay if one can get it done.)

3. Just After Blossoms Fall, Promptly—Use commercial lime-sulphur 1½ gal. to 50 gal. water and add 2 lb. arsenate of lead. (The one most important treatment.)

4. Three to Four Weeks Later—Use the Bordeaux Mixture at rate of 4 lb. lime, 3 lb. bluestone to 50 gal. water and add 2 lb. arsenate of lead.

5. Summer Spraying, Ten Weeks Later—Use the same as in the previous treatment.”—Sherman.

Pears.—For pears, as a rule, two sprayings will suffice, the winter spraying and No. 3.

Peach and Plum.—

1. Winter Spraying—See special instructions “To Kill San Jose Scale” given below.

2. Just After Petals Fall, Promptly—Use lime-sulphur solution, 1½ gal. to 50 gal. water and add 2 lb. arsenate of lead.

3. Ten Days or Two Weeks Later—Same as above. Continue about every two weeks, stopping four weeks before varieties ripen.

To Kill San Jose Scale.—We use the lime-sulphur solution for this. At one time we prepared it ourselves, but found that we could buy it ready prepared, so that all you had to do was to put 1 gallon of the mixture into 10 gallons of water and go to spraying. There are, no doubt, other makes possibly as good, but we get ours for spraying our commercial orchard at Southern Pines, Moore County, N. C., from the Thomsen Chemical Co., Baltimore, Md., and have found it cheap and efficient. You can order it direct, or possibly some dealer in your town carries it in stock. This material (1 gallon lime-sulphur solution and 10 gallons of water) should be sprayed on the trees when they are in a dormant condition during the late fall, winter or early spring. Spraying once a year will not only keep the scale in check, so that it will not hurt tree or fruit, but it does the tree good, as it cleans off all fungus.

If you are unable to get any of the ready made preparations, you can

make your own, as follows: Put about 8 gallons water and 20 pounds unslaked lime into a pot, on a fire. After the lime slakes, it will form a paste. Also put 20 pounds sulphur into a vessel, with enough water to form a paste. When the lime water begins to boil, put in the sulphur paste and stir thoroughly. Boil this mixture continuously about an hour, till it is a red-brick color, stirring constantly. After the mixture has boiled properly, add enough water to make 60 gallons. Strain through a coarse cloth and apply while warm. Mr. Sherman recommends only 15 lb. each, lime and sulphur.

It pays to spray a peach orchard with this lime-sulphur solution each winter, even if you do not have any scale. Pruning should be done before spraying.

Grape Vines.—"The Bordeaux Mixture is very offensive to insects, and actually destructive to some, especially their eggs, and a universal preventive of fungus germination when in contact, and all the insects worthy of serious attention, except the leaf hopper and berry worms, are destroyed by arsenical poisons on the foliage, hence one general line of treatment is sufficient for all. It is as follows: 1. With simple solution of bluestone, 1 lb. to 25 gallons of water, spray the trellises in every part, the ground and the vines in the vineyard thoroughly, early in winter, or, at any rate, before buds push. 2. Just before blooming time, spray thoroughly with Bordeaux, 3 lbs. bluestone, 3 lbs. fresh lime, 2 lbs. arsenate of lead, to 50 gallons water. 3. Spray again in 9 or 10 days after second application, or just after vines have bloomed, with same material. 4. Spray again just after grape harvest with same material as No. 2, to keep down late mildew and leaf folder. If any spraying is done between 3 and 4, use no arsenical poisons in them. Be careful to use no arsenate after it is one-fourth grown, as poisoning might possibly result from application made near ripening time. If sprayed as directed, no harm may be feared. All spraying preparations should be kept constantly labeled 'poison', and care be used in handling and applying."—Munson.

How to Apply Spray Mixtures.—The sprays applied either for insects or fungi to be thoroughly efficient must be not only of proper chemicals, make and strength, but in the form of a fog, so as to move all among the foliage and fruit, reaching every part. This requires high-pressure force pumps of good make, brass or brass lined, and proper nozzles, that evenly distribute the spray. You can get these from various manufacturers. A knapsack sprayer will answer for family orchards and vineyards up to half an acre, but a power sprayer is more economical for commercial orchards and vineyards. A sprayer that sprinkles instead of fogs is very inefficient and unsatisfactory.

For further and more detailed information on spraying write your State Agricultural Department, or Department of Horticulture, Washington, D. C.

The roses reached me safely on Tuesday in good condition. Thanking you for your courtesy to me while at your nursery and for your promptness.—Mrs. C. H. Herty, Chapel Hill, N. C.

I have just received the trees and vines. They came up all satisfactory, and I am highly pleased with your kind favor.—A. H. Sims, Orange, Miss.

Trees arrived in fine shape and all delivered. Customers pleased.—Emory Kelbaugh, Smithsburg, Md.

GRAPES

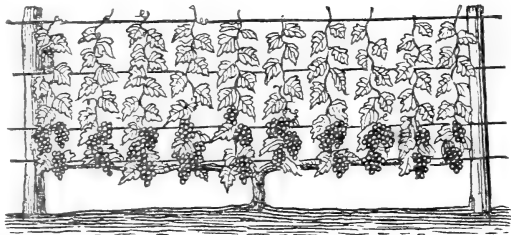
The grape is the most beautiful of all fruits, and the most highly esteemed for its many uses. It can be secured by every one who has a garden, a yard or a wall. It can be confined to a stake, bound to trellis, trained over an arbor or extended until it covers a large tree or building, and still yield its graceful bunches and luscious blooming clusters. Capable of more extraordinary results, under wise management, it is prone also to give disappointment under bad culture or neglect. Other fruits may be had from plants that know no care; but the grape is only to be had through attention and forethought. We will endeavor to point out a few essential points in its successful culture, and refer the cultivator to other and more extended works for more details.

Soils.—Good grapes are grown on various soils—sandy, clayey, loamy, etc. The soil must be well drained, and there should be a free exposure to the sun and air. Hill-sides unsuitable for other crops are good places for grapes.

Crops.—Crop grapes moderately if you would have fine, well-ripened fruit. A vine is capable of bringing only a certain amount of fruit to perfection, proportioned to its size and strength; but it usually sets more fruit than it can mature. Reduce the crop early in the season to a moderate number of good clusters and cut off the small inferior bunches; the remainder will be worth much more than the whole would have been. A very heavy crop is usually a disastrous one.

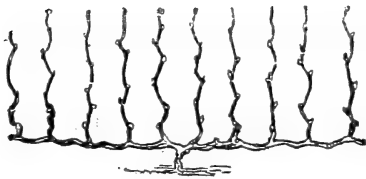
Pruning.—Annual and careful pruning is essential to the production of good grapes. If the roots are called upon to support too much, they can not bring to maturity a fine crop of fruit. The pruning should be done in December or January, while the vines are entirely dormant.

Training Vines.—There are many methods of training grape vines, but as trellises are more generally employed, we will confine our suggestion to a description of the trellis method. To construct a trellis, take post oak, cedar, or chestnut, 8 to 10 feet long; set them 3 feet in the ground and about 12 feet apart; stretch No. 9 galvanized wire tightly along the posts and fasten them to each. Let the first wire be 18 inches from the ground and the distance between the wires about 12 inches. Wooden slats about 1 by 2 inches may be substituted for wires. Trellises should be at least 10 feet apart—a greater distance is preferable. Set the vines about 10 to 20 feet apart. Prune the vines to two canes each for two years after they are planted. In February or March these canes should be cut back to five or six feet each and tied along the lower wire or slat of the trellis, horizontally.



Fruited Grape Vine

When the growth commences in the spring, the young shoots must be reduced by disbudding, so that they may stand about a foot apart on the cane, selecting, of course, strong, healthy shoots. As they grow they are tied up to the second, third, or fourth wire or slat, and all other superfluous ones are removed as well as the young laterals which will appear on vigorous vines; but the fruit-bearing shoots are allowed to extend themselves at will. The vine in the summer with the fruit on will present the appearance of the preceding cut, and before pruning in the autumn, after the leaves are off, the following appearance:



Bearing Vine before pruning

The next pruning, which may be done in December or January, if it is desirable to lay the vines down and cover them over for the winter, or in February or March if not laid down, consists in cutting back all the young wood of the previous year's growth (except such shoots as may be required to extend the horizontal arms) to within one or two good bearing buds of the bearing canes on the lower wire, giving the vine the appearance of the following cut:

Each season thereafter the vines are to be treated in the same manner, cutting back every year to the lower wire or slat, extending the vine only in a horizontal direction, thinning vines in the rows by digging up every other plant if necessary, but never growing any grapes above the second wire and renewing the bearing canes by new shoots from the stump when required.



Pruned Vine

Would suggest that you write the United States Department of Agriculture, Washington, for Farmers' Bulletin No. 284, on Insect and Fungus Enemies of the Grape.

Trees have come through all right, 14 days on road, but in good condition and fine trees. Will give you an order for 1000 more this fall.—Jacob M. Gray, Lantz, Md.

Received the trees today from your nursery. Am well pleased with same.—Elvin W. Funk, Smithsburg, Md.

The shipment of trees and evergreens arrived in good condition March 15th and are very satisfactory.—(Rev.) G. W. Lay, St. Mary's School, Raleigh, N. C.

The trees arrived in beautiful order. Am well pleased. Accept thanks for the careful packing, etc.—Mrs. Kate B. Watson, Memphis, Tenn.

Wife is very much pleased with your selection of Magnolia trees.—R. R. Moore, Siler City, N. C.

I have just had report from my manager saying the trees came all right and were nice ones. I enclose check in payment. Please accept thanks for attention to order.—A. W. Griggs, Danville, Va.

Having bought some fruit trees from you eight years ago, and was well satisfied with them, wish you would send me your nursery catalogue.—Henry Offenburger, Cordele, Ga.

KEEPING WINTER APPLES

The main thing in keeping winter apples is to have them in a cool, dry place, and handle carefully so as to keep them sound. The plan given through this communication has been learned by keeping apples in a cellar. A cellar purposely for apples would be most suitable if located on the north side of a hill, having windows just above the ground between the floor of the building and above the cellar wall. The cellar should be walled with stone or brick—and the larger the stones the better—as the rock retains cold so well that the temperature can be kept lower by the use of stones than if the wall is only brick or dirt.

Besides the windows—which are on the north side—there must be a door made through the floor above the cellar for entrance, and to be kept open in cold seasons with the windows, so as to ventilate and air out the cellar, and keep it cold and dry.

There must be no way of entrance in the side of the cellar, but the door must be, as has been said, through the floor above.

Now, bear in mind the main thing to keep apples well is a cold, dry temperature.

A building with thick walls would do, or rather a room on the north side of a building would answer the purpose.

Of course, the doors and windows would have to be watched and opened and shut, according to the changes of the weather.

There is no danger of the apples freezing in the cellar or apple room, unless the weather is extremely cold—especially if they are packed in boxes.

Apples keep very well if put up in boxes without the use of any sort of trash between the layers, or if there is anything used, newspapers are nice and are better than anything that would cause filth.

The cellar door and window should be kept open whenever the weather is cold enough—and not too cold—especially at night.

It is, of course, necessary to watch the weather and be sure to keep the cellar well closed when the weather is extremely cold—say below 20 degrees.

At night is the time to keep the cellar open, even in the midst of the winter, as any fair day is apt to be too warm for ventilation. A sudden change from a cold to a warm temperature would cause the apples to sweat; hence there must be great care lest the cellar be left open some warm day.

There should be double shutters to the windows, so as to have the cellar as near air-tight as possible; and the floor above the cellar should be doubled and filled between the two floors. All this is necessary, so as to have the cellar air-tight when the weather is extremely warm or extremely cold.

Now, as the construction of the cellar is the main thing, so as to keep its temperature cold and dry, the apples can be arranged according to convenience or choice; and they can be handled and sorted over during the winter and late in the spring—as their keeping qualities and the judgment of the keeper may demand.

If apples are well ripened, and not gathered before frost, they can be immediately put in boxes—that is, if they are dry.

Fall apples and those liable to rot soon, are usually kept on shelves, and of course the more cold air they have the better.

Handling apples will not hurt them if care is taken so that they will not get bruised; they should be sorted and picked over so as to keep those starting to rot away from the sound ones, and to have the unsound ones for use when they are found.

The sorting should be more closely attended to as spring comes in—especially in April and the first of May. By the above plan good keeping apples will keep very well until April and May.

THE FRUIT TREE SALESMAN

What are you going to do with him? Well, that depends on the kind of man he is. If he is an honest business man, treat him as such. If you have reason to believe he is not doing a square business and not representing a reliable nurseryman, then buy trees from some one who is.

We make it a special point in contracting with all our salesmen to try and get men who are honest and who we think will do an honest, square business toward the trade that we have been dealing with for forty years, and with whom we hope to continue.

Avoid salesmen who tell extravagant and unreasonable tales about wonderful fruits. Our trees do not need misrepresenting. By their fruits you have known them in the past, and as we keep fully abreast of the times in fruit culture, we are fully prepared to give you everything good in the fruit line.

The honorable fruit tree salesman who does a legitimate business is a blessing to the country, as people often buy and plant trees from him that otherwise they would not have.

There are no doubt unreliable fruit tree agents who are running around over the country doing a swindling business. At the same time, there are honest ones doing an honorable, legitimate business. We require all our men to do a straight business, and we will esteem it a great favor if you will report to us any of our men who do otherwise.

Dear Sir: During the last fourteen years I have had trees and shrubs sent to me from time to time from the Pomona Hill Nurseries, Pomona, N. C., represented by you, and I take pleasure in certifying that your trees are true to name, of excellent quality and nicely packed for shipment. I may add that not the least pleasant part one has in dealing with this nursery, is that it is represented by courteous gentlemen, who spare no pains to give customers satisfaction, and whose extensive knowledge of the business enables them to assist the buyer in the selection of trees and plants best suited to their section.—Geo. C. Harris, Mt. Helena, Sharkey County, Miss.

I am gathering nice, fancy Mayflower peaches from our trees, bought of you November, 1907, and January, 1908. I pronounce this the earliest peach I ever saw and the most beautiful.—W. T. Bailey, Jr., Washington, N. C.



A CONTRAST THAT POINTS ITS OWN MORAL

It is easy to *say* that planting trees, shrubs and vines about the home improves the appearance many-fold, but the pictures shown above and below *prove* it. They were made from photographs, and show actual scenes, "before and after," without exaggeration. They prove in a most convincing manner the possibilities of a little money spent in things that grow.

Are *your* grounds arranged in attractive harmony as only trees, bushes, vines and roses can make them? Or does one glance convey the desolate, barren picture suggested by the illustration above? An investment that *any one* can afford to make is shown in the picture below. We have selected this particular example just to prove how reasonable such an expenditure can be made. Count the trees in the second illustration. There are but a very few of them, yet they are arranged in so effective a manner as to give the effect of an elaborate planting. You try it.



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