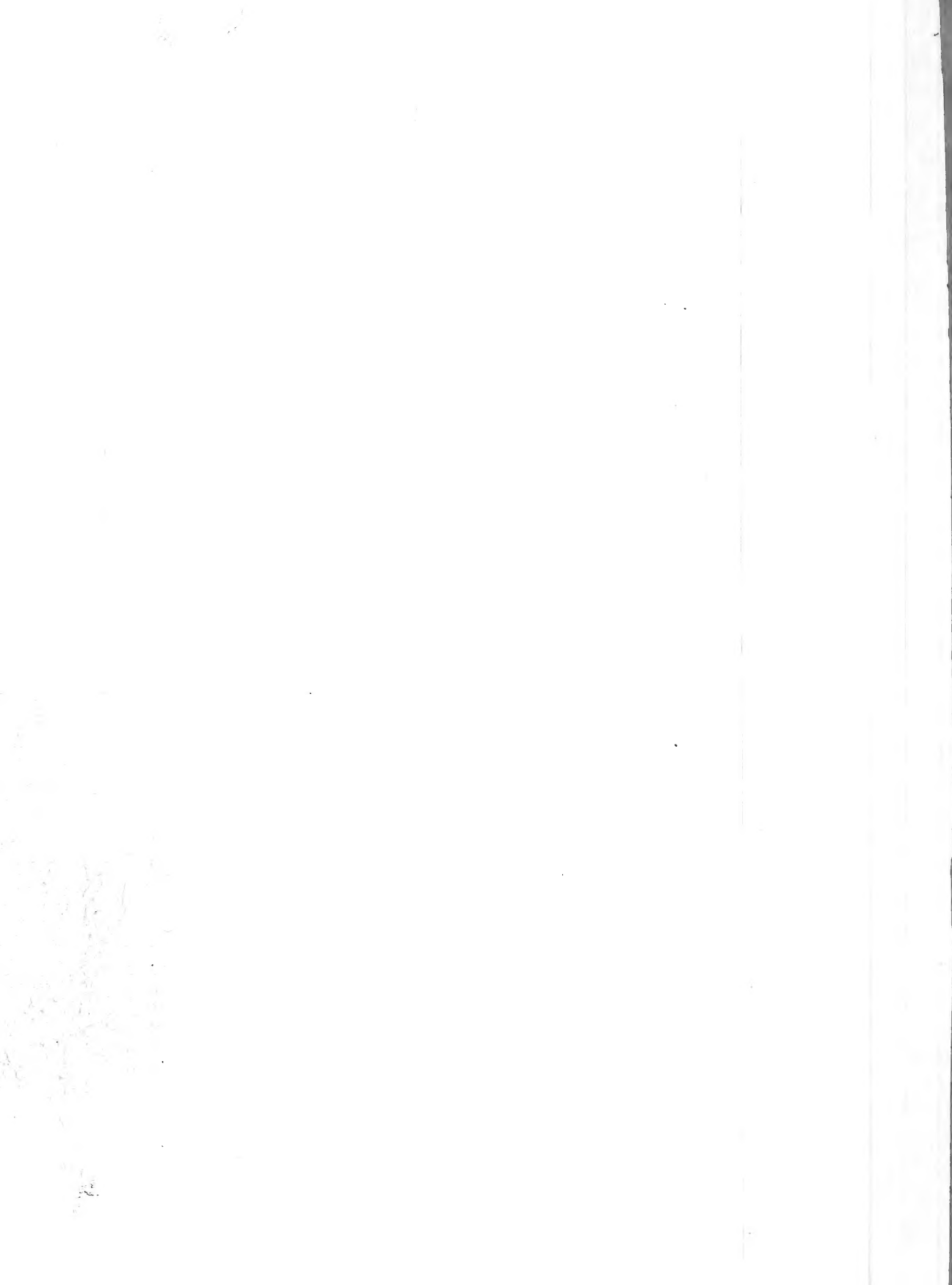


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Smith's

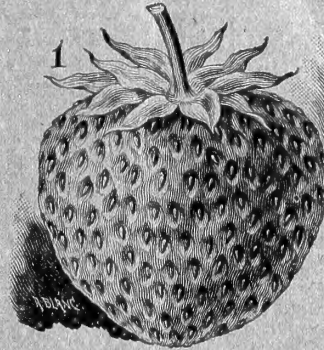
Established  
27 Years



TWELFTH ANNUAL PRICE LIST

AND

Catalogue



... OF ... Small Fruits



New Fruits.

.....  
Robinson,  
Epping,  
Princeton,  
Princess,  
Muskingum,  
Timbrel,  
Kansas,  
Progress.

1  
8  
9  
4

ALL RELIABLE AND TRUE  
TO NAME



Lawrence,  
Kansas.

B. J. Smith.

Box 6

ADOLEY & WOODMAN, PRINTERS AND STATIONERS, LAWRENCE, KANSAS.

# Advice to Purchasers . . . .

## **OUR LOCATION**

Is in the most fertile fruit growing region in the State of Kansas. There are more berries, more plants, more apples and pears shipped from Lawrence than from any other three towns in the State. Our own shipments of fruits and plants in 1891 were above 7000 packages.

## **OUR STOCK**

Is of our own growing—pure, strong, healthy plants. They are tied 25 in a bunch, and packed in light boxes. We sell only young, well-rooted plants, from which all dead leaves have been removed. They are packed in shallow boxes, the roots are in moss and the leaves exposed to the air.

## **TERMS OF SALE**

Cash with the order. No trust, no bad debts. This is better for us and better for our customers. It enables us to sell at lower prices.

## **REMITTANCE**

May be made in cash by express, by registered letter, by postoffice order, or by draft on Kansas City.

## **DURATION OF PLANT SEASON.**

Shipping in spring begins about the 15th of March and continues until about the middle of May, and in the fall from October first till freezing sets in.

## **SMALL ORDERS.**

Orders for less than \$1.00 are not desired, as the cost of booking, packing, and necessary correspondence exceeds the amount in value.

## **PRICES OF PLANTS.**

Five hundred of one kind will be furnished at one thousand rates, but the prices in the table must be the guide for mixed orders of several kinds.

## **SHIPPING FACILITIES.**

No nursery in the country has better means of transportation, as we can reach every point in the country.

## **FORMER PRICES.**

This list abrogates all previous prices.

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Plants received in fine order — E. CARSON, Anthony, Kansas.

Plants received in good order — J. C. RANDALL, Iowa.

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**OUTLOOK FOR 1894.**


**Friends** and Patrons; for 27 years we have been growing small fruits and plants, for planters and dealers, who buy to sell again. The Spring of 1894 is near by, and those of you who want plants are doubtless corresponding with plant growers about prices, etc. Anticipating your wants, we take pleasure in handing you our 12th Annual Catalogue and Price List. While the weather was unfavorable in some localities for plant growth, we had seasonable rains during the summer of 1893. Hence we have a superb stock of plants of our best market berries at prices corresponding to the supply in the country. It is well known to our customers that we do not employ agents. Hence if a patron speaks a kind word for our manner of doing business it will be appreciated. Our trade has been built up by *direct dealing* and judicious advertising.

**Stop a Moment and Listen to Our Story** While growing large berries is more desirable for the berry trade, we adapt the best methods for growing good plants. Over four million plants have been sent out from our grounds since 1882 of our own growing. From the start it has been a pleasure to carefully test many of the new fruits that have been introduced. We get our new varieties direct from the introducers, and when we have found them unprofitable we have discarded them. While many plant growers make no effort to disseminate the truth about their unworthiness, we have told the *facts*, as to their profit for commerce and otherwise.

## Highland Fruit Farm.

Our new Highland Small Fruit Farm is half a mile south-east of the city limits, and three-fourths of a mile from our city residence. It is located on a beautiful elevation overlooking the city of Lawrence, and being near the Government Indian School furnishes a fine view of that institution with its numerous and handsome buildings. It is our intention to make this a model small fruit farm, both for beauty and utility. It will be largely experimental as many of the latest novelties will be thoroughly tested, and the results given through our catalogue, from year to year, for the benefit of our customers and friends. A cordial invitation is extended to our patrons, and others interested in berry culture, to visit our experimental berry farm this year during the fruiting season, and note the behavior of both old and new sorts.

This catalogue price list is our only agent. We will try to make it our guide in filling orders. It embodies twenty-seven years of experience in testing many hundred varieties of small fruits; *hence it is believed that it will give more practical information than any agent could impart.* Then by examining the prices herein, you will notice that they are much lower than those usually asked by traveling salesman. So whatever arrangements you find here in prices that agree with your idea, the sale if you purchase, will be *direct from producer to consumer.*

# Highland Small Fruit Farm.

## PRICE LIST OF PLANTS.

### STRAWBERRIES.

Plants by Mail.—If to be sent by mail, add 20 cents for 50, and 35 cents per 100, to price in the table below. Orders at dozen rates sent post paid.

Those marked (*p*) are pistillate.

NAME.	DOZ.	100	1000	NAME.	DOZ.	100	1000
Atlantic .....	.50	1.00	....	Lady Rusk <i>p</i> .....	.50	1.00	....
Bubach <i>p</i> .....	.50	.75	....	Lovett's Early .....	.50	1.00	....
Beiderwood .....	.50	.75	4.00	Mammoth .....	.50	1.00	....
Captain Jack .....	.50	3.00	....	Manchester <i>p</i> .....	.40	.75	....
Charles Downing .....	.50	3.50	....	May King .....	.40	.50	....
Crescent <i>p</i> .....	.50	3.00	....	Miner's Prolific .....	.40	.50	4.00
Cumberland .....	.50	1.00	5.00	Mt. Vernon .....	.40	.50	4.00
Cloud, seedling .....	.50	4.00	....	Michell .....	.50	3.50	....
Dewdrop <i>p</i> .....	1.50	2.00	....	Monarch of the West ..	.50	1.00	....
Enhance .....	.50	1.00	....	Parry .....	.40	.75	....
Edgar Queen <i>p</i> .....	1.00	4.00	....	Pearl .....	.40	.75	5.00
Gandy .....	.50	.75	4.00	Parker Earl <i>p</i> .....	.75	1.00	....
Glendale .....	.40	.50	3.50	Robinson .....	1.00	2.00	12.00
Great Pacific <i>p</i> .....	.50	1.00	....	Sharpless .....	.40	1.00	....
Haverland, <i>p</i> .....	.50	.75	....	Sucker State .....	.40	.50	....
James Vick .....	.50	4.00	....	Warfield, No. 2, <i>p</i> .....	.50	.75	3.50
Jersey Queen <i>p</i> .....	.50	.75	....	Wilson's Albany .....	.50	1.00	....
Jessie .....	.50	.75	4.00	Windsor Chief <i>p</i> .....	.40	.50	3.50
Jumbo .....	.40	.75	....	.....	.....	.....	.....

### NEW VARIETIES.

NAME.	DOZ.	100	NAME.	DOZ.	100
Princeton <i>p</i> .....	2.00	....	Columbus .....	1.00	4.00
Muskingum .....	1.00	2.00	Curtis No. 15 <i>p</i> .....	2.00	8.00
Epping .....	2.00	....	Vandeman .....	1.00	2.00
Saunders <i>p</i> .....	1.00	....	Princess .....	.75	1.50
Timbrel .....	1.50	....	Enhance <i>p</i> .....	.75	1.00
Australian .....	1.00	....	Oscar <i>p</i> .....	1.00	....
Beauty <i>p</i> .....	1.00	3.00	Oner <i>p</i> .....	1.00	....
Wolverton .....	.75	1.50	Greenville .....	2.00	....
Rio .....	2.00	....	No Name .....	2.00	....
Tennessee Prolific .....	2.00	....	Belle .....	2.00	....



**RASPBERRIES.**

It is best to order raspberries shipped by express, as larger plants can be sent, especially, of the red varieties. If, however, you must have them by mail, add 25 cents per dozen to the table below.

NAME.	DOZ.	100	1000	NAME.	DOZ.	100	1000
Brandywine, red.....	.50	1.50	8.00	Mammoth Cluster.....	.50	1.50	10.00
Cuthbert, red, late.....	.50	1.50	8.00	Shaffer.....	.75	1.50	.....
Golden Queen.....	.75	2.00	.....	Souhegan.....	.50	1.25	10.00
Gregg.....	.50	1.50	.....	Thwack, red.....	.50	1.25	10.00
Hopkins.....	.50	1.50	.....	Turner, red.....	.50	1.25	.....
Kansas, new.....	.....	3.00	.....	Progress, new, early....	.75	1.50	9.00
Lovett.....	1.00	2.00	...	Queen of the West.....	.50	2.00	12.00

**BLACKBERRIES.**

NAME.	DOZ.	100	1000
Early Harvest.....	.75	1.50	9.00
Erie.....	.75	3.00	.....
Kittatiny.....	.75	1.50	.....
Snyder.....	.75	1.50	9.00
Taylor's.....	.75	1.50	10.00
Stone's Hardy.....	.75	1.50	.....

**GRAPES.**

NAME.	EACH.	DOZ.
Concord.....	.10	1.25
Delaware.....	.10	1.50
Elvira, white.....	.10	1.50
Niagara, white.....	.15	1.50
Worden, black,.....	.15	1.50

**CURRENTS.**

**Fay's Prolific.**—Large as Red Dutch; very productive. Each 25 cents, doz. \$2.00.

**Cherry.**—Not so bright a scarlet as Fay. Each 10 cents, dozen \$1.00.

**Red Dutch.**—More largely grown than any other variety; hardy, good. Each 10 cents, dozen \$1.00.

**GOOSEBERRIES.**

**Smith's.**—Larger than Houghton. Each 15 cents, dozen \$1.50.

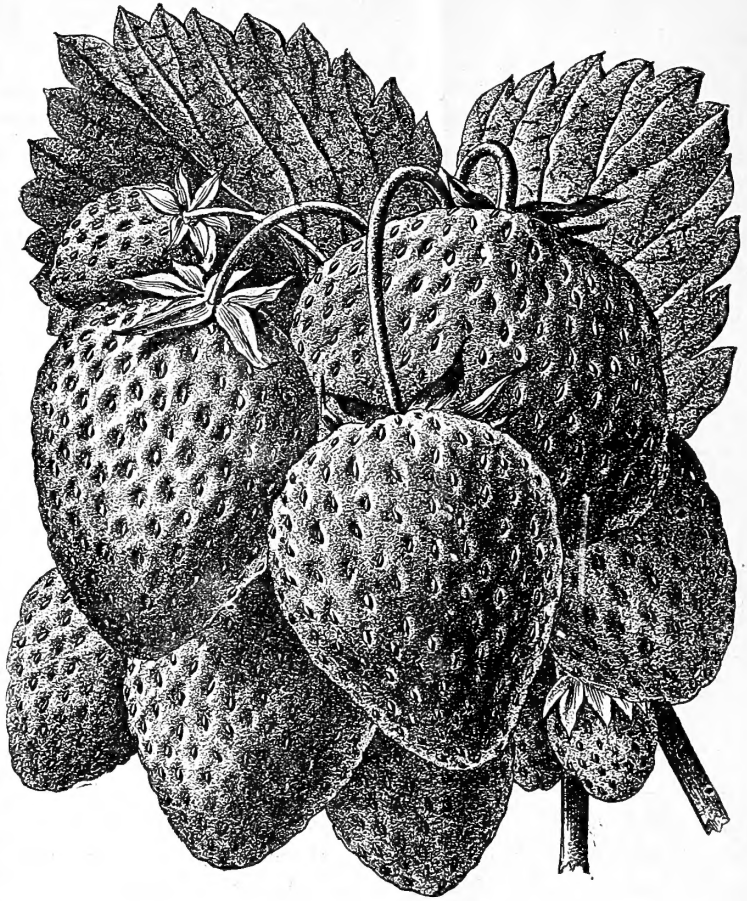
**Houghton.**—Each 15 cents; dozen \$1.50.

**B. F. SMITH,**

Box 6, LAWRENCE, KANSAS.

## ROBINSON STRAWBERRY.

This new, valuable strawberry was introduced by us last spring. The past season, the most unprofitable fruit year in our knowledge, Robinson and Warfield were our most productive berries, and had all our berry field been of these varieties, we should have had 2,000 to 2,500 crates instead of 600. Capt. Jack and Crescent, our old leaders, did not yield a third as many as Robinson and Warfield, and then their fruit was knotty and imperfect, but this is the first season the two old leaders did so poorly. Robinson is a strong staminate, the latest variety, and one that has never been injured by frost.



(Originator's description:) "The Robinson Strawberry originated by planting seed from a Crescent, which was fertilized by pollen from Charles Downing, therefore it is a cross of Crescent and Downing, and it possesses all the merits of both parents without the faults of either."

In habit the plant resembles the Crescent of spreading compactly over the ground, but its foliage is a darker green. Its fruit is larger than the Crescent—blossom a strong staminate, more than equaling the Captain Jack in pollenizing properties. It is a week later than the Crescent, but continues in bearing as long as the latest varieties, and it will produce more well developed berries than the Crescent, while the fruit is larger and of a superior quality.



Our stock of this valuable sort is limited. It is almost entirely in our own hands; and it is to the advantage of those who want plants to get them direct, and thus insure getting pure stock. It may be of interest to our patrons to quote from recent letters received from those who have tested the Robinson:

*Dear Sir:*—I am glad that my prediction regarding the Robinson is being verified so fully in Kansas. Have been trying several of my old Kansas favorites, including Crescent, Bubach, Capt. Jack and others, and here in San Diego county I find the Robinson and Capt. Jack, the only ones of any merit, and I shall discard all others. These two have their respective merits, and I should hardly know which to give up if limited to only one, but in Kansas, I could decide very quickly in favor of the Robinson, because of its wonderful vigor and great productiveness, and because of its very superior fruit.—JUDSON WILLIAMS, San Diego Co., Cal.

An experienced berry grower in Iowa writes: The Robinson produced a good crop of perfect berries, good size and quality. I believe the Robinson is one of the best staminate that has been introduced for some time. If it will produce a good crop of perfect berries as unfavorable a season as in 1893, it certainly will do extra well in good seasons. I have not found anything that suits me as well as Robinson since the introduction of Parker Earl three years ago.

Wm. H. Homes, of Iowa, an old berry grower and careful experimenter, says the Robinson is his favorite for distant markets, like Minneapolis, and while it is hardly as productive as Parker Earl, it is a better commercial berry.

Mrs. A. N. Shepherd, of our city, says the Robinson was her best paying and most productive strawberry last year.

With these and other testimonials before us, including our own experience, we feel safe in giving the public an opportunity to become interested in this valuable commercial strawberry.

Now as to prices, we have put them down to bed rock, considering that this is the second year since its introduction. For price of Robinson and all other varieties, see table, pages two and three.

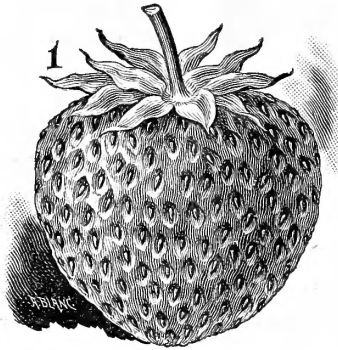
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## NEW STRAWBERRIES FOR 1894.

**O**UT of the long list of newer berries offered for sale last spring, we selected the following kinds and set them in our experimental garden. They will bear their first crop of berries this year. The most promising of the list in plant growth are Timbrel, Prince, Muskingum, Columbus, Epping, Australian, Woolverton, Vandeman, Saunders, Oscar, Oner, Curtis No. 15, Little No. 20, and Princeton. See prices of these plants in the table.

---

The strawberry plants received the same day; they are in fine condition. Have them set out and do not think I shall lose one. Please accept thanks for 50 extra Jessie plants. When I need more I shall certainly send to you for them.—Jas. Johnson, Kans.



### RIO.

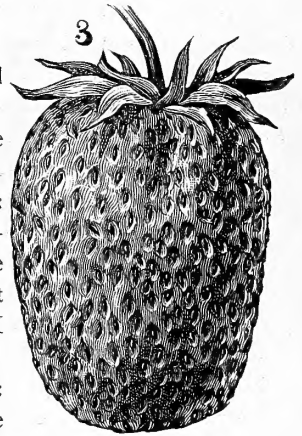
Perfect blossom. This is a most beautiful early berry. Originated by M. T. Thompson, of Lakewood, Ohio, and is a seedling of Sharpless. The foliage is healthy, the color a beautiful bright red, and wonderfully productive. While it is not quite as large as Tennessee Prolific, they make an excellent match. It has a very large green calix that makes it look very handsome. Once in a while the larger ones are coxcombed, but it ripens up evenly. We feel sure Rio has a future for earliness, productiveness, beauty and shipping qualities.

### «BELLE.»

This is rather an odd-shaped berry, some very long and large. Originated by M. F. Thompson, of Lakewood, Ohio. Its parentage is unknown, as the seed of several varieties were sown together. It is very productive.

Mathew Crawford writes July 23, 1891: "Friend Thompson: Yours of the 20th is received. I have been trying hard to increase the Belle (51), and it is quite likely that I can spare 100 by October if the season is favorable. I should want at least \$100 for one hundred of the 51 from any one else, but I guess they wont cost you anything."

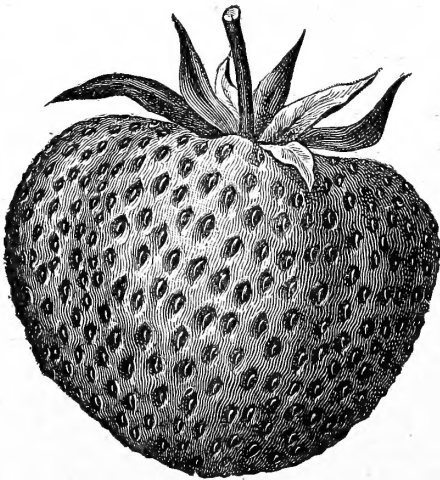
L. B. Pierce, of Summit county, Ohio, writes July 9, 1893: "From this and last year's experience, I consider Belle the latest of all strawberries. It is a bright, beautiful color and excellent flavor."



### TENNESSEE PROLIFIC.

This is a seedling of Sharpless and Crescent, showing the parentage of both. The fruit is large handsome, and as productive as Haverland, and far superior in every way except it may not be any firmer. It ripens up evenly, and the cut shows the shape of nearly all the berries.

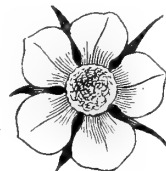
We have seen this in fruit for two years beside over two hundred other varieties, and we think it is a berry everybody will like. It is a great plant maker, with beautiful, healthy foliage and perfect blossom.—CLEVELAND NURSERY CO.



## Strawberry Lands.



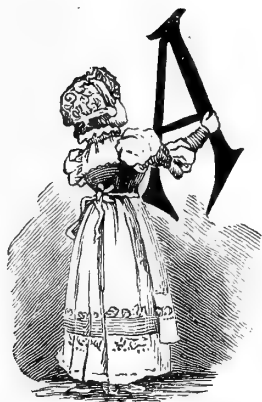
STAMINATE.



PISTILLATE.

The best soils may be found in the timbered lands bordering on the creeks or the slopes near the foot of hills. But berries may be planted on any soil that will produce good wheat or corn. The year previous to planting, the ground should be broken and well pulverized, and harrowed several times during the season. Land where sweet potatoes or cabbage grew the year previous to planting will work nicely for any kind of berries.

## THE STRAWBERRY FIELD.

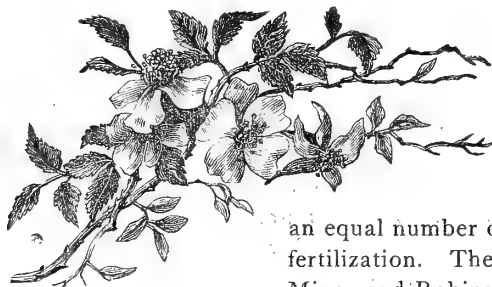


BERRY field may be of any size that will afford the greatest convenience to the cultivator. It may contain one, two, five or ten acres, or only a few rods for home use. Whatever the size may be in acres, there should be wagon ways around and across it for the purpose of hauling manure when necessary, or mulching for winter protection.

For field culture, plant in rows from  $3\frac{1}{2}$  to 4 feet apart, and in the rows plants should be set from 12 to 15 inches apart. When plants are low in price the space may be shortened, or when high they may be set from 18 to 20 inches apart. With good culture and a moderate season for plant growth, the space between the plants will be well filled up. It is always best to break the land for the berry field late in the fall or early in the winter months, as freezing kills the white grubs and the ground is in much better condition for planting than if plowed in the spring.

## Prices of Berries in 1873

BERRY growing in not as profitable as it was in the sixties and seventies. Then from \$500 to \$600 per acre for strawberries was an ordinary occurrence. We still have the account sales of the first three crates (72 quarts) shipped to a St. Louis house in 1873 that brought in \$15 per crate, total \$45. The second picking of five crates sold for \$12 per crate; the third shipment at \$8 per crate and the last at \$5 per crate. We had about half the usual product that year, but it paid us much better than a full crop would have done at the usual low prices.

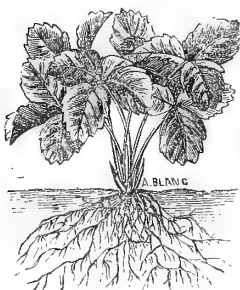


## POLLINIZING.

•••••

In former catalogues and price lists we have recommended four or five rows of pistillate varieties, to two or three staminate, but our latest experience proves that an equal number of rows of staminate are surer of abundant fertilization. The best fertilizers are Capt. Jack, May King, Miner and Robinson.

When we have very wet weather during the blooming period of strawberries, the pollen dust is not properly distributed; hence so many imperfect berries during a wet season. The finest crop of berries we ever raised was when there was scarcely any rain during the blooming period. All varieties in the table marked (*p*) are pistillate.

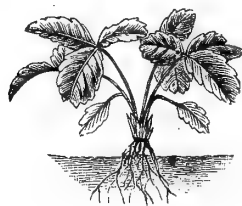


Right way of planting.

## PLANTING.

•••••

Do not set plants on a dry, windy day if it can be avoided. We use a line and employ men to set all our plants. To each line two men with bright garden trowels and a small box or basket of plants, with roots moistened with water.



Wrong way of planting.

Remember, plants received from abroad *must* be unpacked on arrival. Loosen the bunches and heel them in the ground. When it is desired to grow strawberries in hills or in the garden, make the beds about six feet wide, three rows to a bed, with an alley two feet wide between each bed. Set plants twelve inches apart.

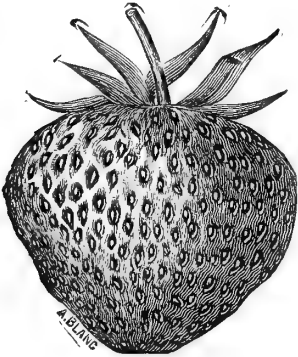
Great care should be exercised in setting plants. Careless planting never pays. The roots should go down their full length into the soil, and spread with the fingers somewhat in the shape of a fan; then the soil should be firmly pressed with the hands around them.

## ... . CULTIVATION. . . .

**W**HEN weeds begin to grow the hoe must be used tenderly, around and near the plants, to loosen up the soil. When runners begin to grow, they must be trained to set in the spaces between the plants. At no time during the summer allow the strawberry beds to lay long after hard beating rains, before you stir the soil between the rows. As soon as the rows are well set with young plants, making a continued row ten inches wide, then cut off all runners, keeping an open middle.

# Observations . . . .

ABOUT A FEW OF THE STANDARD VARIETIES.



Chas. Downing.

*Atlantic.*—Berries are a bright scarlet, long pointed and glossy. It stands up well in transit from Lawrence to Albuquerque, New Mexico.

*Bubach.*—I never was an admirer of a great, ill-shaped strawberry.

*James Vick.*—When its plants are allowed to set compactly its berries are small, but when its plants are thinned out, the fruit is as large as the Captain Jack.

*Charles Downing.*—An old standard sort whose flavor is admired by everybody.

*Crescent.*—Over-productive, unfit for commerce, well known.

*Cumberland (Jumbo).*—Did remarkably well last year. Needs high culture. At the strawberry festival held by the ladies of the M. E. C. where we had 33 varieties, a committee of ladies gave it first premium for flavor.

*Parry.*—Among the many berries the late Wm. Parry introduced, we place this one first. In size and taste there are but few better sorts; but its softness will always hinder it from reaching distant markets.

*Captain Jack.*—This grand old variety led the van for shipping long distances (1100 miles) then giving better satisfaction than the Bubach did when shipped 150 miles.

*Mount Vernon.*—The very last picking from our field last season was Mount Vernon, Robinson and Glendale.

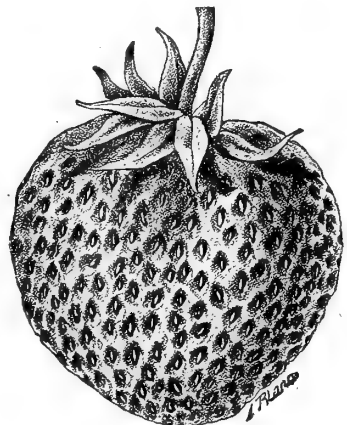
*Glendale.*—We never approach the close of the strawberry season but we are sorry that we have not more acres of this late sort.

*Gandy.*—Large, late, good.

*Miner.*—A rich, sandy loam is necessary to bring out all its fine points.

*Manchester.*—Its lateness like the Glendale makes it valuable for late market after the early sorts are gone.

*Edgar Queen.*—This variety has given entire satisfaction wherever tried. The originator of this famous berry, B. O. Curtis, of Paris, Illinois, says: "It gave the largest yield of any sort in his long list. One picker gathered 19 gallons in five hours from 19 rods of a matted row."



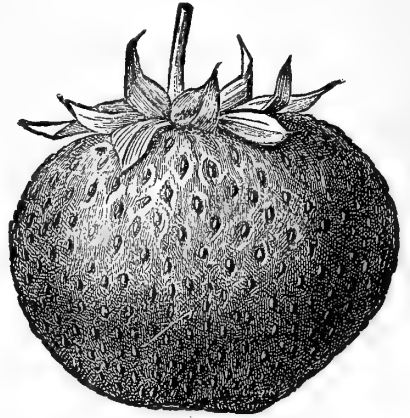
Captain Jack.

*Jersey Queen.*—Its berries were the equal of the Jessie. It is one among the best for the home garden and family.

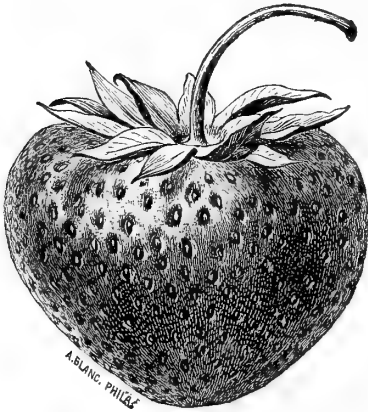
*Sharpless.*—Formerly the King of strawberries until the Bubach was introduced. Now there is a doubt in the minds of many growers as to which is the largest. But the new strawberry, Edgar Queen, will doubtless lead them both in the race for the crown.

*Michel.*—This sort is in the lead of all others for earliness. We picked its first ripe berries on the 14th of May, and the first of the Crescents on the 20th of the same month.

*Lady Rusk.*—Many better sorts on our grounds.



Jersey Queen.



Windsor Chief.

*Windsor Chief.*—We were the first party to introduce this fine berry to the berry growers of Kansas. In the spring of 1881 we got half a dozen plants, three of which survived the drought of that season. We gave them a new bed near the home and paid special attention to the culture. Then in 1883 we set out a larger bed, but it was not until the berry season of 1884 that we noticed its great productiveness; and from that year to this time the Windsor Chief has been one of our best commercial berries.

*Pearl.*—The taste of the berry is equal to the Miner or the Downing, and it continues large to the last picking. The plant is very hardy and strong grower.

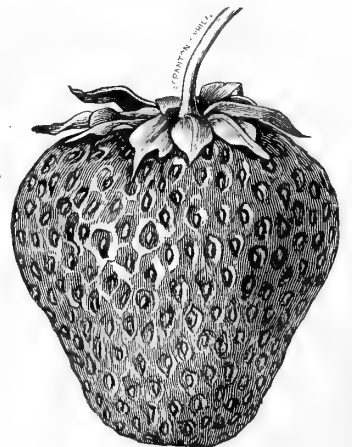
*Great Pacific.*—Great in name but not in size.

*Warfield.*—Dark crimson berries, larger and firmer than the Crescent. It has fruited five years and has never failed to turn out a profitable crop. Leading hotels in Chicago name Warfield on their bills of fare in preference to any other strawberry.

*May King.*—A favorite in flavor for several years.

*Haverland.*—This sort is highly praised in many localities. There is no question about its immense product; it is even more productive than the Crescent, but its softness and poor taste render it unsatisfactory. Firmness, accompanied by excellence of taste is what is wanted by both shipper and consumer.

*Jessie.*—In regard to flavor this sort is one of the best. It needs high culture to make it profitable.



Warfield.





**W**E HAVE about 40,000 black raspberries tips, grown on sandy soil, that are well rooted. We now grow Kansas and Progress for early and Nemeha and Gregg for late black raspberries. Queen of the West is a new sort that is coming into favor. The Thwack is still our best red. The Cuthbert has not done so well the past two years. The best land for raspberries is a sandy loam. Pulverize the soil well and plant 3x6. Plant all kinds about the same distance apart.

*Kansas.* — Ripens just after Souhegan; berries large as Gregg, jet black, firm, handsome, and of the best quality; bush a strong grower, holds its foliage until frost; stands drouth and cold, very productive. We paid one dollar for the first plant we bought of this variety, and if we had bought one dozen of the originator at his price, ten dollars, we would have made \$100 on the outlay in less than two years.

The Kansas raspberry again did remarkably well with us this year. We know of nothing better, in fact none so good in the way of black raspberries. It possesses more good qualities, and is without exception, in our opinion, the best black raspberry in cultivation to-day.

J. T. LOVETT & Co.





THE PROGRESS.

The above four black raspberries we consider the best for all purposes; for hardness of bush, firmness of fruit and the most profitable for market.

*Thwack.*—This is the firmest of all the red sorts. Berries a bright scarlet, and a better shipper than any of the black caps. Shall plant more Thwacks than any other reds for western markets.

*Gregg.*—This sort is so well known that a description is unnecessary.

*Cuthbert.*—This raspberry is growing more in favor in the West. It has not been injured by cold weather since 1885. The Cuthbert is very late, and is a great favorite.



THE THWACK.

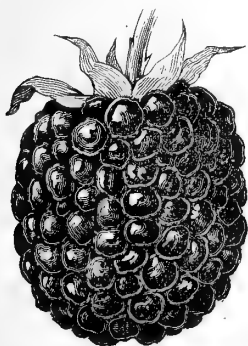
*Progress.*—A superior early variety from New Jersey. Has been tested thoroughly in the east, and is taking the place of all other varieties for first crop. Progress has fruited on our soil two years. Canes very hardy and productive; more profitable than the Souhegan. No one will make a mistake in planting either the Kansas or Progress.

*Nemeha.*—A variety introduced from Nebraska about six years ago. In habit it is much like the Gregg, but canes are more hardy in resisting cold weather. Canes perfectly hardy. It is the best of the older sorts. It is valuable for canning

*Queen of the West.*—A new sort originated in Douglas county, Kansas. Its fruit is later ripening than Progress or Kansas. Bush very hardy strong grower; berries larger than Souhegan.

## • • • • BLACKBERRIES. • • • •

**F**ORMERLY we planted blackberries 3x6, but now we plant in rows 8 to 10 feet apart, with a space of 3 to 4 feet between each plant. The same preparation of soil for strawberries and raspberries is good for the blackberry. The cultivation should be kept up all through the summer the first year. One or two plowings and a hoeing after the first year is all that is necessary.



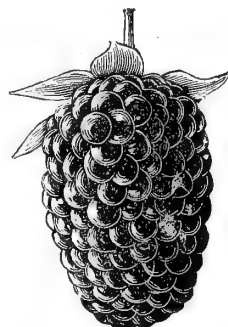
Erie

*Erie.*—I fail to see any advantage in this sort over the Snyder, unless, perhaps, it may be sweeter.

*Early Harvest.*—This is the earliest of blackberries. It ripens at the time of the Mammoth Cluster raspberry.

*Snyder.*—Bush a very strong grower, hardy and very productive.

*Early Cluster.*—Very much like the Early Harvest. Said to be more productive in New Jersey.



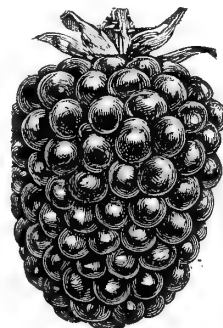
Early Harvest.

*Stone's Hardy.*—This is as productive as Snyder. Berries are more oval. Bush is not so strong a grower as Snyder, but it will stand more drouth.

*Kittatinny.*—Is old and well known.

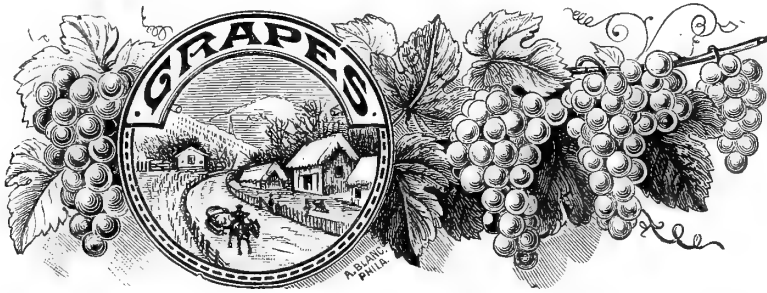
*The Agawam.*—This new blackberry is growing more popular among among fruit growers in the West. It is hardy, and its fruit is of excellent flavor.

*Taylor.*—Bush as hardy as Snyder; fruit as large as Kittatinny, very sweet. It ripens more slowly than the Snyder. Last year I had Taylor berries ten days after Snyder was gone.



Taylor.

The 11,000 strawberry plants we bought of you last spring, have made the finest plantation in Wyandotte county.—F. G. FISHER, Wyandotte Co., Kas.



**G**RAPe culture is now receiving more attention than at any former period in our country's history. Thousands of acres have planted in northern New York and Ohio within the past four years. California grape growers are also planting largely for raisins, and for export to middle and eastern states. After our Kansas grown grapes were all gone, Ohio and New York kept our market supplied till after Christmas. A Lawrence groceryman sold above one thousand baskets.

Kansas grape growers complain bitterly at 25 cents net, and we wonder how it is that our eastern friends can ship them so far and sell them so low, including the basket,

When the Ohio and New York grapes appear in our markets, California grapes sell very slowly. While all California fruits are nice to stand off and look at, they lack the taste that energetic northern people admire.

It appears from the flood of grapes that come from the east, that the Concord is still the grape for the millions. Other varieties are trying hard, backed by their managers, to get hold of the tastes of the people. But as yet the new sorts, including the famous Niagara, occupy a few favored localities, while the old Concord occupies all the hills and valleys around.

Every fruit grower and farmer should have a few grape vines on his farm. Not in the sense of growing them to be turned into wine, but for a desert fruit to be eaten from the vine, or at the table in all their native purity.

The grape follows the blackberry in ripening, and when the drouth comes, which is so disastrous to other small fruits, it does not injure the grape.

When the conditions of the season are favorable, \$50 per acre can be made at the prices they have brought in our market the past few years.

While we always favor testing new grapes, we would advise no one to venture a large outlay in new sorts until they are well tested.

The plants arrived in good condition, and can say that you raise good plants. I will recommend you to my neighbors.. Thanks for good count.

The strawberry plants you sent me came all right. I am well pleased with them. Many thanks for your present, which I appreciate very much.—J. F. SMITH, Kansas.

## \* \* Blackberries. \* \*

**I**N THE race among the blackberries for a long life, the Snyder and Taylor are in the lead. These two varieties are as strong and vigorous as they were in the beginning. While there are other sorts the fruit of which is larger, their canes are full of disease, made so, probably by cold winters. Hence the experience among berry-growers, is in favor of the Snyder for first place, and the Taylor next in the race. The Early Harvest is too small, and too early, coming as it does, along with the Souhegan raspberry. Stone's Hardy is but little larger than the Early Harvest; the only merit in it being its continuing a few days after the Snyder is gone. There is more anxiety among fruit growers for an improvement in the blackberry than there is on the strawberry. We have at least a dozen profitable market varieties of strawberries, while we have only two or three of blackberries. There is, therefore, an inviting field open to the finder or producer of a few good blackberries.

## Love for Berry Culture.

**N**ow after having spent 27 years of our life in the berry business, in which time some severe reverses attended our efforts, still we have made the business a success; not that we have any more ability, or even as much as many others likewise engaged, but success followed on account of an earnest desire and love for berry culture, and a desire to overcome the reverses we had experienced. To be among the berries in the growing and ripening season, and especially the new fruits as they mature, is a delight in horticultural life not to be compared with in any other business. Hence, to become a successful berry grower, one must be IN LOVE WITH THE BUSINESS more than the profits of it. Never tiring, but always active and not giving way to any discouraging obstacles that may seem to lie along the path. To me it is a pleasure to go about the berry field and look at the plants while they are growing, and especially do I like to be among the vines when the runners start out seeking for a moist spot of soil in which to set up business for themselves.

We are always glad to have an opportunity to test new fruits and compare them with old ones. Some berry growers complain bitterly at the new strawberries that are being offered for testing by the originators. A few years ago the Downing, Crescent, Windsor Chief, Capt. Jack and Miner were new berries, but now they are the standard for market purposes. Twenty years ago the old Wilson Albany was the ideal for market, but where is it now? If we have any better strawberries now than we had twenty years ago, which all admit, we have them by encouraging the introduction of new fruits. Greater perfection in berry culture may be attained while we live, and those who succeed us will continue planting and perfecting fruit till time shall cease to be.

We will only add to this paper that if any parties contemplate going into berry culture for the money they expect to make in the business, without any love for it, FAILURE

will surely follow. A large share of patience and perseverance should be possessed in a strong degree by all who would become small fruit growers; but these traits always follow in the wake of love for the vocation whatever that may be.

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## Marketing the Berry Crop.

**B**ERRIES are the most perishable of all our fruits. We should give more thought and care to the picking, packing and marketing of our fruit crops. The important point is, not how many cases we can ship per day, but how many cases we can get off in good shape. Ripe berries should never be packed to ship a long distance. All over-ripe fruit should be used at home or shipped to the nearest market. Small children should never be employed to pick berries that are to be shipped to distant markets. We rarely employ a boy under twelve years old or a girl under ten. It is a fact that ten year old girls are better pickers than fourteen year old boys.

It frequently happens that we get reports that at some particular market the price of berries are considerably above that of other markets. And how often it occurs that shippers all turn their shipments to that point. The result is the glutting of that market. Then reports of good prices come from other points, and they in turn are over-stocked. We try to avoid these calamities by dividing our shipments equally every day between the northern and western markets; then if we are caught in a low market out west, the market is good in Omaha or Souix City. The market question is the main point with the commercial berry grower, and it requires tact to handle a large crop of berries successfully.

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## A Word to Our Customers.

**W**E HAVE many customers who have bought plants of us every year since we began to grow plants for sale. It is always a pleasure to hear from them. They will find no other plant growers who will try harder to supply them with good plants true to name. Whether you want plants or not, it will do good to hear from you, and to know what you are doing in fruit growing.

A few of our old patrons went to California during the great boom craze, who doubtless failed to realize their cherished desires, as fruit growing in that sunny land is beset with more hinderances than it is in Kansas, notwithstanding the extremes of our mid-continent climate. A warm and equible climate is very agreeable to our bodies, as we grow in age, but the vigor and tonic we get out of a Northwestern blizzard make us more active and better servants of the age in which we live.

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Plants arrived in fine shape. Thanks for so nice a lot of plants.—C. W. MUTFELT, Kirkwood, Mo.



## **It is a Fact**

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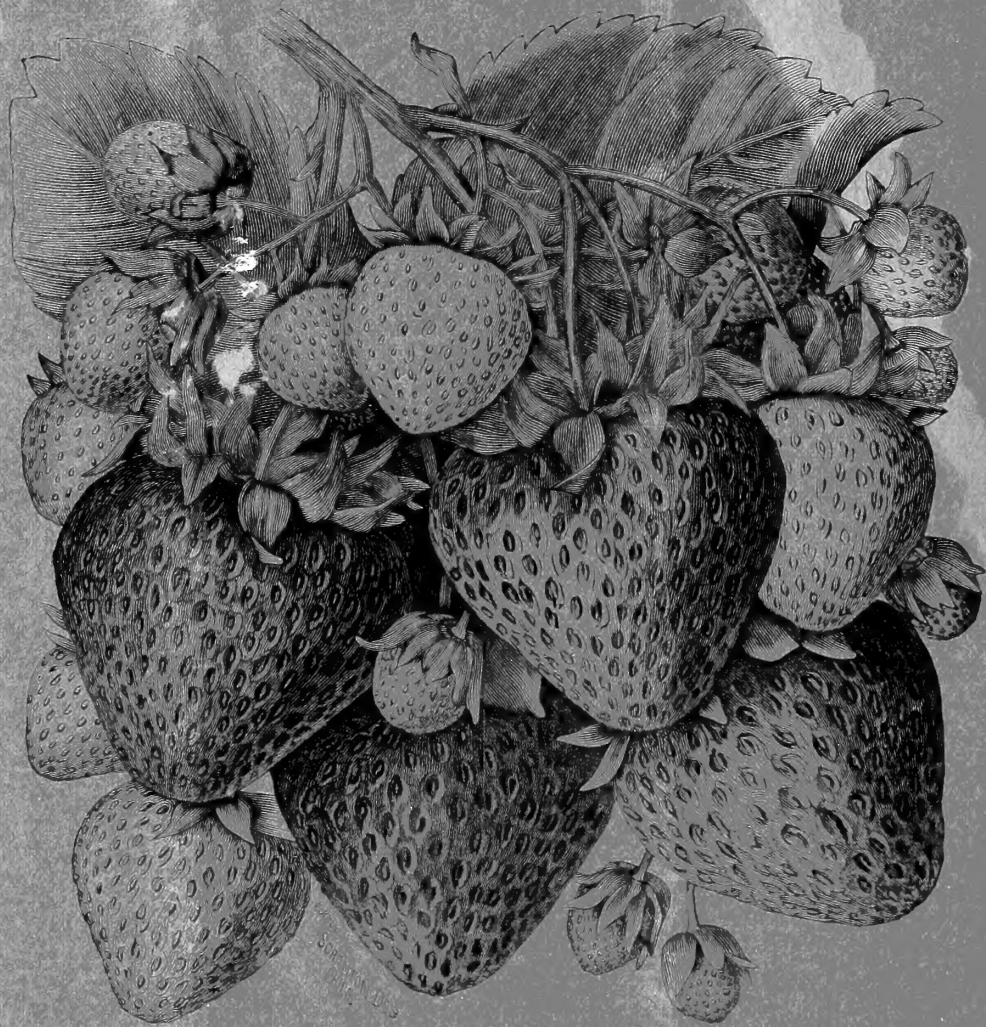
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THE GANDY.