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Allen's Book of Berries

THE W. F. ALLEN CO.
SALISBURY, MD.

1923



"Premier" *THE BEST OF ALL*



Photograph taken January 1, 1901, Twenty-two Years ago. Left to Right—Fulton W. Allen, Mrs. W. F. Allen, Walter K. Allen (Back), Albert G. Allen (Front), W. F. Allen, W. Lee Allen.



Photograph taken October 2, 1922. Left to Right—Fulton W. Allen, W. F. Allen, W. Lee Allen Mrs. W. F. Allen, Albert G. Allen.

Confidence

Who We Are and What We Do

The pictures on the left show the members of The W. F. Allen Company as they are now, and as they used to be. Many of our older customers will remember that in 1903 W. F. Allen's Annual Catalog contained a print of his four sons (taken same day as the above picture) under the heading, "This is one crop of our nursery stock that grows all the winter." With the exception of the oldest, Walter K. Allen, who is now a missionary in India, all of the sons grew up with the business, and from childhood have spent all of their working hours with it.

W. F. Allen, President of the company, has been growing and selling true-to-name plants for 38 years. He has general supervision over all our operations. In plant season his special duties are handling the correspondence; writing letters; giving helpful advice to those uncertain as to varieties; or other special problems. He also searches out all the leading plant catalogs and orders a few plants of the most highly recommended new varieties offered by other growers. These are thoroughly tried out, and if valuable, are grown and recommended by us. We want the best there is for our customers.

Mrs. W. F. Allen, Vice-president. In plant season, she opens the mail; has supervision of booking the orders; checking the shipping tags to see that each lot of plants is properly directed; and billing them out correctly. Prompt service is facilitated by efficiency in this department.

W. Lee Allen, General Manager, 28 years old, graduate of Cornell University 1914. In charge of planting and digging. His job is to see to it that the ground is properly prepared for our own planting, that the plants are properly set, and also to keep plants straight and true-to-name, whether digging for our own planting or to fill orders. If weather is dry or windy, plants must not be exposed to wind and sun thus having vitality drawn out of them. Lee's job is to see that your plants are dug right and kept fresh and strong from the field to the crate. At night and sometimes during the afternoons, he helps with the packing.

Albert G. Allen, Assistant Manager, 27 years old, graduate of Cornell University 1916. In charge of packing houses and shipping. Albert's job is to check up on the grading and counting, to see that roots of plants are moistened properly, and that orders are assembled with care. Correct and scientific packing of the plants is a large part of his work. He also sees to it that crates are properly marked for shipment, so they will be delivered promptly.

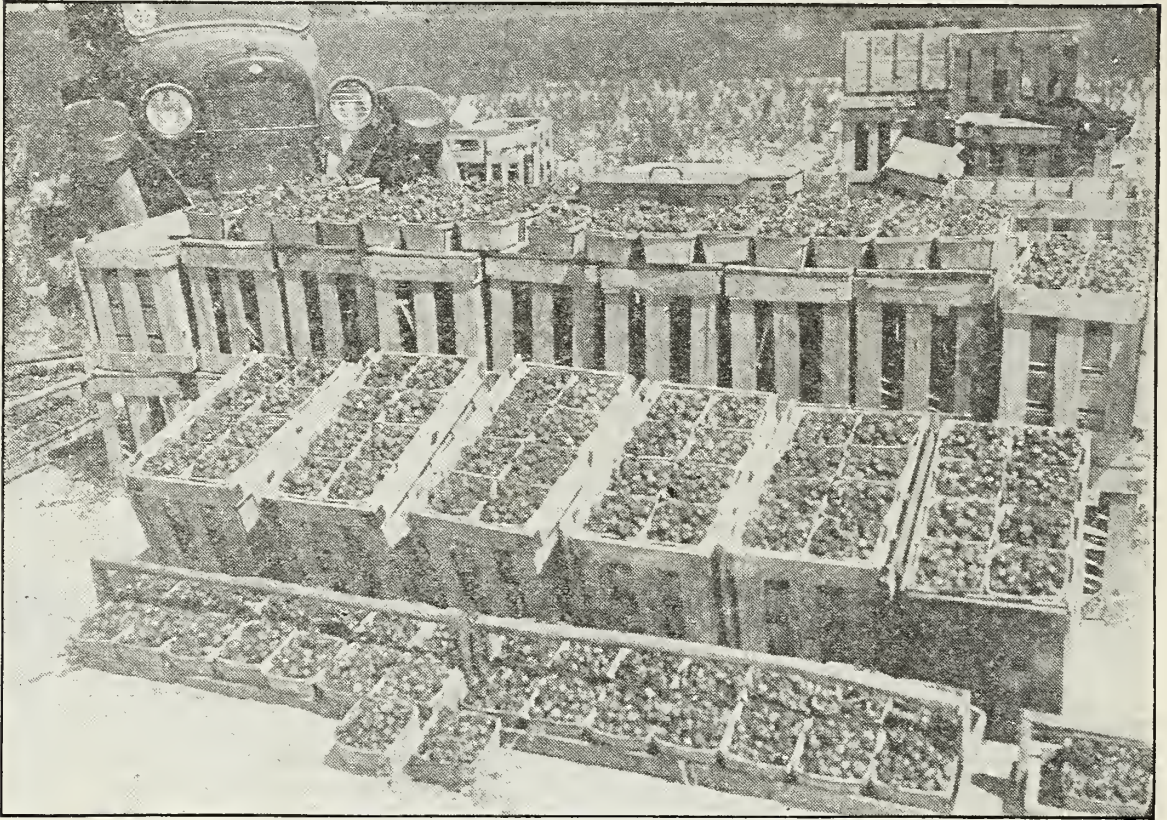
Fulton W. Allen, Orchard Manager, 30 years old, graduate of University of Maryland 1912. In charge of orchard work and other farm operations and also farm machinery. This enables the rest of us to put our entire time during "plant season" in seeing to it that you get good true-to-name plants in good condition. Fulton helps with packing mail orders at night, and in rush times, during the day.

We want to emphasize that **all** the actual packing of our plant orders is done by Lee, Albert, and Fulton. Much of it is done at night. We have no eight-hour day. We work as late as 10, 11, or 12 P. M., according to how much we are rushed. We gladly work these extra hours during plant season so as to be able to do all the packing ourselves and be sure it is done right, and also to get the plants shipped promptly and fresh. The greater part of our plants are dug and counted during the day, packed the same night and shipped out the next morning.

All of us have our special work, but we all do any of the work. Every member of the firm is on the alert to see that everything is done as nearly right as we can do it. We are proud of the reputation we enjoy among those who deal with us, and their confidence that when ordering plants from us, they will get Service, which in our business means:

1. Plants that are well grown, strong, healthy and well-rooted.
2. Plants that are absolutely true-to-name.
3. Plants that are handled and packed so as to reach customers in ideal planting condition.

We have confidence that we can do these things. Does not the fact that we have an organization of interested persons to superintend every detail of the work, and to actually do much of the most important work, does not this fact increase your confidence that we can and will supply you plants that are all we claim for them?



Display of **Big Late** Outside Our Packing Shed.

Strawberries the Best Money Crop

In the year of low crop prices (1921), the strawberry crop stood out as a shining light. Most growers received a good profit on their strawberries. Even in sections handicapped by poor transportation service and unfavorable weather, the returns from the strawberry crop on the average were much better than from any other crop. Even in years when other crops were paying, strawberries topped the list. We doubt if during any year in the past 7 or 8, any crop has equaled the strawberry crop in profits. We believe that the very large profits of the last few years in the strawberry business will **not** prevail during the next few years, but we do believe that with proper methods there will still be greater profits in growing strawberries than in any farm or garden crop.

Insuring Your Profits

Your profits depend on cost of production and price. By using proper methods and the best available planting stock (See page 11) you can lower cost of production per quart. Price depends on supply and demand, but it is almost a sure thing that high quality strawberries will sell at a profit all the time. You can grow them of high quality by using the best plants and the best varieties. As for the demand, it is tremendous and growing larger all the time, by the natural increase in population and by better methods of distribution both for fresh fruit and for preserved products.

One reason for the tremendous demand for strawberries is that it is the earliest fruit grown. It comes at a time when folks are tiring of living out of tin cans and storage houses, and long for something fresh from the garden or field. This is one of the big reasons, we believe, why strawberries pay well even in a year of general low prices.

The **usual markets**, hotels and restaurants, grocery and family trades, home canning and preserving always consume a tremendous quantity of strawberries, especially if the quality is good. Many people are learning that good fruit is a promoter of good health, and are demanding it one, two, often three times a day. Strawberries come when no other fresh fruit can be had.

Commercial Canning and preserving is consuming an increasingly large quantity of fruit. And with sugar at a moderate price there seems to be no reason why this de-

mand should not continue growing. We sell many thousands of quarts for this purpose each year. The beauty of this business is that small, overripe and sandy berries can be used for this trade, and thus keep the poorest fruit off the market. Fancy fruit never gluts a market.

Fruit Juices are increasing in demand at soda fountains, the strawberry flavor being a favorite with many. This is another outlet for inferior fruit, allowing only the best to go on regular markets.

Ice Cream Factories are using strawberries more and more in their business. All of these needs must be supplied and we believe at least a fair profit is sure for those who supply them.

Who Should Grow Strawberries?

1. Market Gardeners. A man who has a few acres of good land near cities or large towns has the sure-thing of the strawberry business. Many thousands of our customers have just this situation. A local market is developed, sometimes retail house to house customers, often through the grocery stores and public markets, and in many instances an attractive sign along the highway, or a small ad in a local paper is bringing right to the farm buyers for all the fancy strawberries they can grow. For market gardeners, situated as we indicated above, we believe the limiting factor should be how many can you take care of at picking time with yourself and family and all the outside help you can hire at any reasonable figure. In our opinion no other crop offers such good returns per acre of land or per hour of labor. But be sure that you get good plants and the right varieties. One of our customers two years ago ordered plants from one of our "low-priced" competitors, 10,000 of them. He knew he ordered the right variety **Premier**, for his trade. He knew he could sell all of his berries at 25 cts. or more per quart, but long before they came into bearing he saw he had only few Premiers scattered through the patch, the others being a small soft unattractive variety, worthless for his trade. Many, many dollars were lost trying to save \$1.00 per thousand on his plants. Last spring this same customer bought 20,000 Premier from us. He got Premier and he got good plants. This year, 1923, he will be able to supply that fancy trade that comes right to his door.

We have many good friends among the market gardeners of this country. Some of them tell us they average 10,000 quarts per acre from their strawberries. 5,000 quarts or more per acre is not exceptional among market gardeners. You know what berries usually bring in your section either as a buyer or seller. Figure it out for yourself and estimate your chances for a profit.

2. Fruit Growers and farmers can add to their income by growing a patch of fancy berries. Many fruit farms where apples and peaches are the leading crops can add another fruit crop that comes in early before any of the tree or bush fruits are ripe. It bears the first year after planting, something no other fruit crop does. It is valuable to plant in young orchards, the cultivation necessary being just the thing for the orchards, and affording revenue from the land while the orchards are coming into bearing.

General farmers or stock farmers can with very little extra help put in a few acres of berries. One good man can take care of several acres, except at picking time, and only a small acreage required for a relatively large cash business. Growers that must ship their fruit should be doubly careful about varieties. Get varieties that will produce fancy fruit and **fruit that will ship**. And be sure you are getting the **variety you order**. Allen's Plants are "Good plants and True to name."

3. Amateurs. If you have not grown strawberries before, that should not deter you from starting this year because experience, though valuable, is not necessary. By following the cultural directions given on pages 8 to 10, anyone with ordinary "horse-sense" can successfully grow strawberries. It is a good crop for beginners to start with because it requires relatively a small acreage, very little equipment and the returns per acre are usually such as to lend the much needed encouragement to beginners. Here again great caution should be taken to select the right varieties for your locality and purpose (home garden, local market, shipping). We will be glad to advise anyone about varieties whether they buy from us or not. We are also glad to answer at any time any questions we can concerning any phase of berry growing, or marketing. If we can help you, call on us.

4. Women Berry Growers. There is no kind of outdoor work more adapted to being handled successfully by women than growing strawberries. Our remarks above about market gardeners, fruit farmers, and amateurs apply equally to women and men. Many women engage in strawberry growing for profit. Notice the number of testimo-

nials from women scattered through this catalog. Even where they are not running the berry business alone, women take an active part in the work. They help their husbands or fathers in correspondence about plants, ordering plants and care of them after received, hoeing, picking, packing or selling. Not that farm women don't have enough to do in the house, but many of them like a change from the routine of house work especially as it affords a good opportunity to earn extra money.

Other Advantages of Growing Strawberries

1. Little money is needed to start a berry patch. Besides the plants a dibble or trowel for planting and a hoe and cultivator for working, are all the equipment needed.

2. A Family business. The small farmer with a large family is in a position to grow lots of berries now. He can utilize the labor of his family at comparatively easy work, and at a business which will pay well. The work is healthy, the pay is good, and the children can work in the open air and with their parents.

The Boys and Girls can be Kept on the Farm by getting them interested. A patch of strawberries, say $\frac{1}{4}$ to 1 acre will afford them pleasant, easy, intelligent work and at the same time will yield profit enough to keep them interested in the farm, a chance that doesn't often happen, as most farm work is less remunerative than other lines of endeavor.

Real Estate Values are increased by growing intensive crops like strawberries. So much can be done on a small piece of ground, that often rich, high priced land in and near cities and larger towns can be profitably planted to strawberries.

Quick Returns. We know of no other fruit crop that brings returns so quickly. A full crop in about 13 or 14 months. No other fruit can match strawberry growing in this respect.

Second Crop. A second and sometimes a third crop of berries almost equal to the first crop can be had at very little additional expense.

Florida Growers Please Read.

LAKE COUNTY, FLA., November 14, 1922.

Delighted with my plants, don't hardly express my receipt of them. They are out and many have forced up one and two new leaves, and on examination of two or three plants by taking them up showed that new white roots were being put out. I only regret that my order was for the number received, and if I had ground prepared I would put out another thousand.

HARRY C. MOONEY.

Wonderful Results.

KINGS Co., N. Y., Feb. 4, 1922.

Two years ago I got some strawberry plants from you. They had only moderately good care, but the results with Premier, Paul Jones and Progressive were wonderful. If you know of a berry that is later than Chesapeake or better for this section (Monmouth Co., N. J.) will you please let me know of it? Thanking you for the great pleasure which your berries gave, I am,

GRACE L. MORRISON.

Satisfaction.

POLK Co., FLA., April 4, 1922.

My Premier plants I ordered are simply fine, in fact, all the plants show to be true-to-name. Of the 19,500 plants ordered one word will answer all questions and inquiries i. e., "Satisfaction."

L. T. KEEN.

\$160.00 from 1000 Plants of Big Joe.

LANCASTER Co., PA., April 3, 1922.

Please let me know at once if I can get 500 Big Joe and 500 Premier strawberry plants, and how soon. I know the Big Joe sold over \$160 worth of berries in 1920 from 1000 plants set. I know nothing of Premier except catalog description and your reputation.

ALVIN KISS.

They Sure Were Packed Nicely.

PITTSYLVANIA Co., VA., April 3, 1922.

I received strawberry plants in good condition and planted them today. I have never raised any strawberries and I will do like you say as near as I can and see what I can do. I don't think I ever would learn to pack the plants like that. They sure were packed nicely. Thanking you for your instructions, I am,

J. O. MANNING.

Home Strawberry Garden

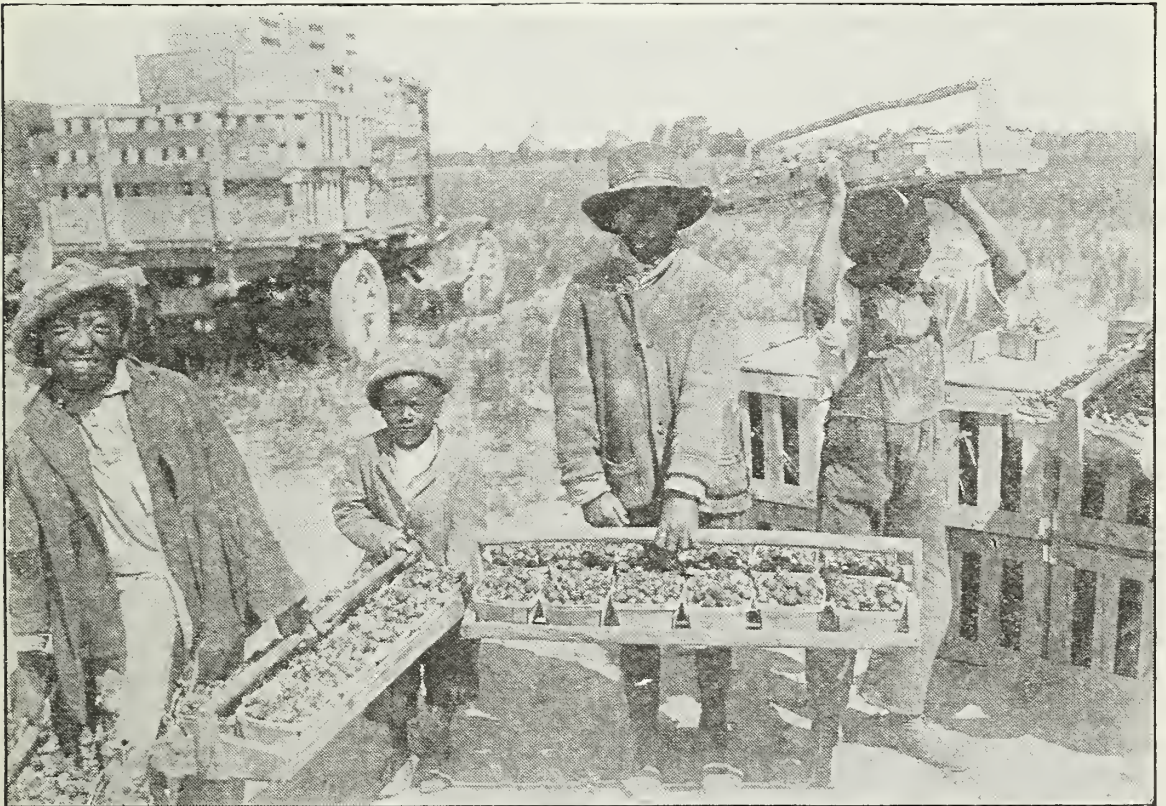
Every farm, every suburban home, every family with a tiny city lot should have a home garden. And the earliest and most delicious fruit to come from that garden should be strawberries. They will pay big dividends in health, pleasure, and profits. Everybody likes strawberries, and the best ones are those that are grown in your own garden and picked fresh from the vines as you use them. They are delicious, and the joy of having nice fresh berries for your own table every day fully repays for the effort required to plant and grow them. By using the Everbearer, Progressive, the berry season can be extended through the summer and early fall until freezing weather.

Your grocery bill will be lessened by having your own strawberry garden. Not only do you save the cost of the berries you usually buy but you have more fine fruit than you ever use when you have it all to buy. You also save the cost of other things that you don't want or need, now that you have plenty of strawberries.

There are many ways of preparing strawberries. Eating them "right off the vines" is popular with many folks. "Sugared down" for some time to let the juice come out is a favorite—perhaps the favorite method of eating strawberries. Strawberry shortcake is called by some the national dish. Fresh berries are used in soft drink preparations, in punch, in ice cream, and in many other ways.

Preserved strawberries are the most delicious of all the sweet foods we eat in winter. They are fine in conserves, marmalades, canned strawberries and strawberry jelly. There are many ways to "do up" berries and enjoy them throughout the year. Do up a lot of them, they will help out wonderfully "when winter comes".

Extra money. Some extra money for the housewife or children can readily be had from the home strawberry garden. 500 to 1,000 plants will produce sufficient berries for a large family and leave a good many to sell. There will be a market for them. If you have room in your garden try a good big plot. It will pay.



The Boys Like to Pick Paul Jones Strawberries.



One of Our Many Plant Fields as It Looked Early in September.

Cultural Directions

Strawberries will thrive in a wide variety of soils and climates. They are grown successfully from Cuba to Canada and from Maine to California. They will grow in any type of soil that is not dry sand or waterlogged clay. They will often give good crops in soils that have had poor preparation. But, like other crops they respond quickly to good cultivation.

One of the first essentials in producing a good crop of berries is plenty of moisture. Springy land that is well drained is therefore the best type of soil. A good garden soil that is full of organic matter will almost invariably produce a fine crop of berries. On other types water may be conserved by cultivation or mulching, and generally there may be enough natural rainfall at fruiting time. Any soil that will grow good garden or field crops will grow strawberries.

Preparing the land. Potatoes, beans, tomatoes, cabbage and other truck crops usually leave the ground in excellent shape for strawberries. This is because they are kept well cultivated and free from weeds for a good part of the season and are usually well manured and fertilized. We have noticed that strawberries do well following cow peas or soy beans. If you can plant rye or some other winter covering it will keep the soil from leaching and afford humus to turn under in spring. Not much top growth from rye though as the ground should be prepared and plants set as early in spring as weather permits. Mowing down a heavy growth of weeds (before they go to seed), or cowpeas or soy beans, or almost any crop will protect the ground during the winter and leave it nice and mellow for spring planting. The soil should be constantly enriched by turning under green crops, legumes preferred. Avoid if possible, sod land, as the white grubs winter over in such lands and cut off the young plants when set the following spring. If you have no other land available, plow the land in the fall, harrowing it as often as you can, and many of the white grubs will be killed out.

Having selected your piece of land, cover it with fine stable manure if available. Fall spreading is preferable but early spring is fairly satisfactory. Cut this into the land with a disc harrow if available. In early spring plow the land, harrow it thoroughly, mark off your rows, and you are ready for the plants.

Time to plant—Important. In the extreme South stock plants, free from nematode and rust, should be planted in February, March or early April. In the Middle States, March and April are the best planting months. In the North—April. Plant in early spring, just as soon as you can get your ground in condition. This gives plants as long a growing season as possible, and the plants are set and growing before hot, dry weather comes on. Be sure to have your plants on hand when you are ready for them. Have your plants shipped early and heel them in some protected place and cover with straw until you can plant.

We cannot emphasize too strongly the importance of planting early. In this section the last two weeks in March are the ideal planting days. We cannot get our entire plantings out during those two weeks, but the ones we do get out then always start quicker, grow better and make better beds than those planted later unless conditions are very favorable.

Early Planting will pay big. We know this because with our large planting we cannot get them all set at the ideal time. Often an advantage of ten days to two weeks in time of planting will more than offset the benefits of a good dressing of fertilizer on later plantings. This is not theory. It has happened in our experience a number of times. It was true this year. When a plant grower in the latitude of New York or Massachusetts can dig plants, berry growers in those sections should be setting their plants. This is a big advantage we can give growers in those latitudes. We can dig and ship plants earlier and have them right at hand for early planting.

Early Spring is the logical, natural, most successful and satisfactory time to set strawberry plants. So don't neglect setting some plants this Spring, thinking you can make it up by early Fall planting. It can't be done.

Setting the Plants. Just before planting, the ground should be harrowed and made as level as possible. Then mark out the rows and you are ready to plant. There are a number of different methods of planting, but an ordinary garden trowel or a flat dibble are the best tools to use. Whatever tool is used try to have the roots of the plant spread out fan-shaped, and be sure to have the crown at the surface of the ground—not below nor above.

In some sections where large acreages are planted, a small three furrowed list or row is run up with a plow and then leveled off with a rake or drag. This gives a nice soft planting bed, but unless the ground is quite moist the rows should be run up two or three days before planting to allow the moisture to rise, and then rake off just before planting. Plowing, harrowing thoroughly, and marking off rows is the best for small fields and gardens. It is best for larger fields unless the grower is familiar with other methods that have worked well under his conditions.

Methods of Training. The matted row, hill, and hedge row systems are most commonly used. We advise the hill and hedge row methods only for those who have used them and found them satisfactory or for those who know of others nearby who have used those methods successfully. They require more time, trouble, and expense. It is claimed for them that they make a larger yield of fine berries.

We prefer the matted row for both garden and for field culture. The extra foliage protects the fruit from scalding, makes them less sandy after a rain, and with us the yield of large, well-shaped berries is usually greater than with any other system. It is not so important to keep the row narrow, especially if the ground contains plenty of moisture. Varieties with large plants like Big Joe, Ekey, Chesapeake, Wm. Belt, Early Jersey Giant, Paul Jones, etc., rarely get either too wide or too thick. Very vigorous growing varieties that have small plants as, Senator Dunlap, McAlpin, Warfield, etc., on rich ground will set too thickly for fruiting purposes if not kept thinned.

Probably 90 % of all the strawberries grown in this country are grown in matted rows. Under average conditions we would not want to use any other system.

Cultivation. Young plants should be cultivated frequently after they begin to grow. This is done not only to keep down weeds and grass, but also, to save more moisture. After heavy rains the soil will become hard and "bake", causing it to dry out quickly and be very cloddy when cultivated, unless the cultivation is done while soil is still damp. So it is best to cultivate as soon after a rain as condition of the soil will permit.

In seasons of severe drought constant cultivation keeps a "dust blanket" over the soil and prevents evaporation. So, even if no weeds or grass have started, it is advisable to cultivate frequently.

A hoe and 12-tooth cultivator are the best tools to use. In general, the patch should be cultivated every ten days, or two weeks anyway. Skillful use of the cultivator will make necessary much less hand-labor.

Young plants, set out in early spring, will blossom freely at the regular blossoming season, and if not cut off will set and bear quite a few berries. But it is best to cut these blossoms off so that the plants can make a more vigorous growth and be in better shape to bear a full crop of fine fruit the following spring.

Manure and Fertilizer. Thorough cultivation is the best treatment for a strawberry patch. Barnyard manure is the best fertilizer you can apply to the field. Applied broadcast before the plants are set (see Preparing the Land, page 8) is the best way to get them started early and make a good growth. Manure can be applied, as a top dressing on the plants, best in the fall. If handled in this way it acts as a mulch during the winter and is very beneficial to the fruiting beds in the Spring.

If manure is not used, a high grade commercial fertilizer can be used to start the young plants off. Apply this broadcast before the plants are set, or as a top dressing afterward. Never put it in a furrow under the plants unless in very moist ground. If stable manure is not used, a top dressing of fertilizer in the early spring will be very beneficial to the fruiting beds. For young plants just set or for fruiting beds any fertilizer containing 2-5% available ammonia and 5-10% available phosphoric acid should be satisfactory. We use a 5-8-5 fertilizer for top dressing in Spring.

Perfect and Imperfect Varieties. Perfect flowering varieties planted alone will mature a crop of perfect fruit. Imperfect flowering varieties should have perfect varieties planted with them, at least one row for every five or six. When two varieties are used in equal amounts, they are often alternated three or four rows of each. In our price-list, perfect flowering varieties are followed by "per"—imperfect varieties by "imp."

Mulching. A mulch is applied for one or all of three reasons; First, to protect the plants from freezing and thawing of the soil in winter; second, to keep the soil cool and moist during the season when fruit is being produced; third, to keep the berries from being spattered with dirt by rain during fruiting season.

The mulch should be applied in the fall. In the spring when plants begin to start this is raked to the center of the rows and there serves the purpose of retarding the growth of weeds and grass, keeping the ground loose and moist and the fruit clean. Use coarse manure, marsh grass, rye straw or similar material.

Number of Plants Required to Set an Acre of Ground at a Given Distance

Rows 24 ins. apart, plants 12 inches in row,	21,780
" 30 " " 12 " "	17,424
" 36 " " 12 " "	14,520
" 42 " " 12 " "	12,446
" 48 " " 12 " "	10,890
" 24 " " 15 " "	17,424
" 30 " " 15 " "	13,939
" 36 " " 15 " "	11,616
" 42 " " 15 " "	9,956
" 48 " " 15 " "	8,712
" 24 " " 18 " "	14,520
" 30 " " 18 " "	11,616
" 36 " " 18 " "	9,680
" 42 " " 18 " "	8,297
" 48 " " 18 " "	7,260
" 24 " " 24 " "	10,890
" 30 " " 24 " "	8,712
" 36 " " 24 " "	7,260
" 42 " " 24 " "	6,223
" 48 " " 24 " "	5,445
" 24 " " 30 " "	8,712
" 30 " " 30 " "	6,969
" 36 " " 30 " "	5,808
" 42 " " 30 " "	4,978
" 48 " " 30 " "	4,356

A Useful Table.

Rows 18 ins. apart give 9,800 yards of row per acre	
" 24 " " 7,530 " "	
" 30 " " 5,880 " "	
" 33 " " 5,323 " "	
" 36 " " 4,900 " "	
" 42 " " 4,200 " "	
" 48 " " 3,675 " "	
" 54 " " 3,267 " "	
" 60 " " 2,940 " "	

Finest He Ever Saw.

I received plants and must say they are the finest I ever saw and extra good count. They are growing now.

POLK CO., FLORIDA.
March 14, 1922.

I have bought plants of you at times for more than twenty years, and have never been disappointed.
OSCAR W. BARRETT.

Hope You Will Be With Us Many Years to Come.

ADAMS CO., OHIO,
February 7, 1922.

I have been buying plants from you for fifteen years and must say I have always got good plants. I bought Progressive from you five years ago and picked ripe berries that were covered by straw on Christmas Day.

JOHN H. GRIERSON.

Our Best Advertising Medium is Our Friends and Customers.

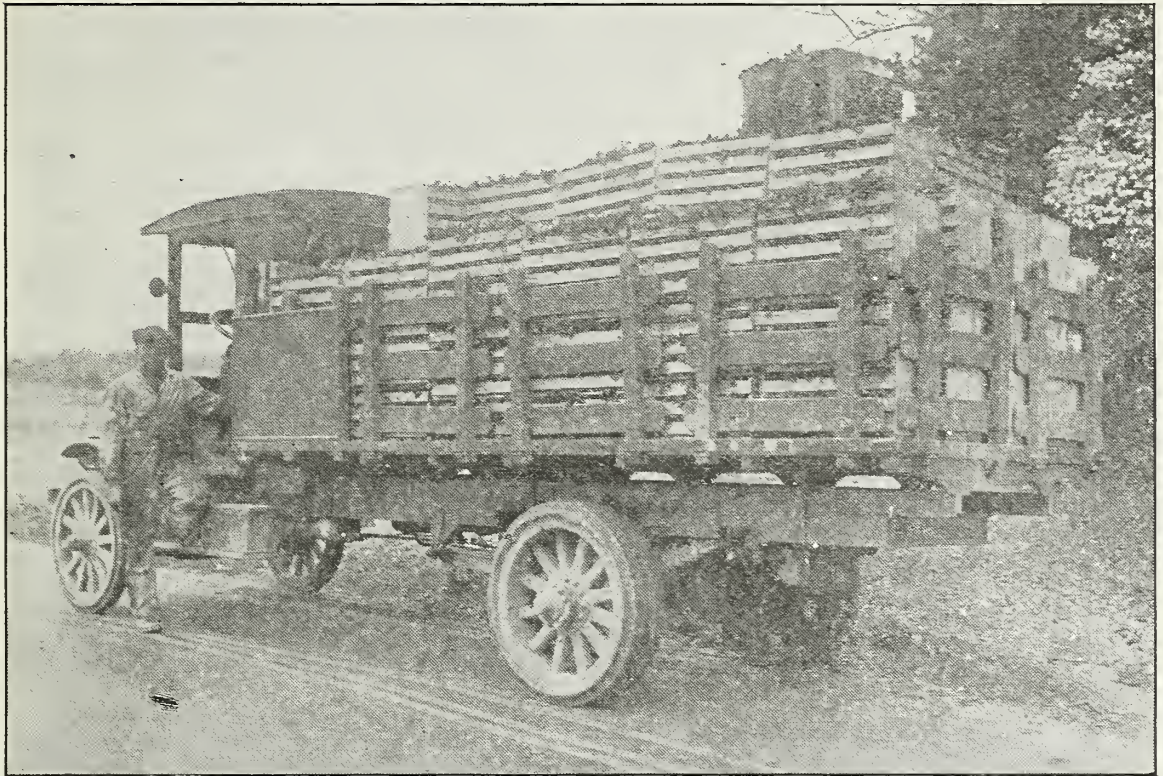
CHESTERFIELD CO., VA.
December 3, 1921.

With very much pleasure I am writing to you gentlemen informing you my plants arrived in very fine shape and must say they were the finest I and my neighbors ever saw. I set them out the same morning they arrived and some of my neighbors were over to get some of my plants from my old patch, which I told them that I would not take any chances on, that I had ordered from you gentlemen, and I let them have your book of berries, and they are going to order from you all by seeing the nice lot you sent me.

H. M. CLARK.

HENRICO CO., VA., March 28, 1922.

R. C. BURNETTE.



A Truck Load of Allen's Plants Packed Ready for Shipment.

Good Plants and True to Name

Your success in growing strawberries will depend largely on the kind of plants you use. With good care, Allen's Selected True-to-Name Plants will give you a healthy, thrifty growing patch of strawberries that will produce maximum yields of fine, large, good quality berries. We honestly believe that Allen's plants will give you a larger crop of fine berries and consequently a larger return per dollar invested than any other plants you can buy. We have bought plants (new varieties, etc.) from all the leading plant nurseries in the country and we **know** that the **average** of the plants we send out are larger, better rooted, more carefully graded plants than any lot we have ever received. Other reasons why we believe in our plants.

1. Grown Right. Our plants are grown properly. They are mostly grown either in fresh new ground or on land chock full of humus and organic matter, with plenty of fertilizer to insure proper development. We encourage the young runners to take root just as early as possible to insure proper development and the fine fruit system for which our plants are famous. Clipping off the blossoms is another of the things we do to put more "pep" into our plants, by conserving the vitality that would have gone into the development of bloom and berry. Our young plants, except ever-bearing, are never allowed to bear fruit.

2. Young Beds. All of our plants are dug from young beds. We never have dug and never expect to dig plants from old beds to fill our orders.

3. Root-System. Our plants are grown in a light, sandy loam soil. In this type of soil any plant can develop its root-system to the fullest degree. And, having a light soil, we can dig plants without breaking off any of the great bunch of roots. With plants grown in heavier soils, the roots cannot penetrate the earth and make the root-system they do here; and, even if they could, it would not avail in giving fine plants, as plants are not removed from heavy clay soil without breaking off many of the fibrous roots, the kind necessary to start plant growth. We repeat: The root-system of our strawberry plants is never bettered, seldom equaled.

4. Sturdiness. Our growing season is moderately long, just long enough to secure maximum development of both roots and crowns. Constant hoeing and cultivation and the tons of manure we apply help keep them healthy and in prime growing condition. The large size, good roots, and great vitality of our plants are a form of insurance, worth in itself, the cost of the plants. You want this kind.

5. Healthiness. Our plants are healthy and vigorous as grown in the field. Furthermore, our plants are well cleaned; the dead and decaying runners and old leaves around the stems are trimmed off, so that it would be almost impossible to transmit diseases even if they were present.

6. Hardiness. Our plants are producing fine crops of berries in every state in the United States. We have letters of testimonial from Maine to California, from Florida to Michigan and from Vancouver to Nova Scotia in Canada. We supply many thousands of plants to Cuba and the Bermuda Islands. Wherever strawberries are grown successfully you will find many of the most successful growers using Allen's Plants. They are hardy everywhere. Read paragraph page 32 on "Allen's Plants in the North."

7. True-to-Name. Don't waste a year's time and work growing your strawberry patch only to find at fruiting time you have small inferior berries instead of the large luscious profit or pleasure-giving berries you expected. We believe our reputation for sending out true-to-name plants is second to none in this country. It will pay to get plants you know are true-to-name. We exercise the greatest care in keeping plants straight when planting. All our plants are labeled in the field when dug and the label is never taken from them until they are in the field or gardens of our customers. All plants are tied in bunches of 25 each and a printed wooden label is in each bunch.

8. Grading and Packing. Our plants are dug fresh for shipment each day. Practically all of them are shipped out within 24 hours after they are dug. The plants are counted and bunched in our packing houses which have dirt floors. This prevents the wind and sun from drying out the roots, and the dirt floor also helps keep them fresh and moist. But the roots of all our plants are moistened before packing, which aids the plants in keeping fresh and "plump" in transportation, rather than dry and withered. The counters are instructed to throw out any broken, immature, poorly rooted plants, and close supervision is given to see that this is done. Twenty-five good plants are in each bunch. The plants are packed in light strong crates. The tops of plants are packed outside to give air and prevent possible heating. The roots inside are well packed in light sphagnum moss to help keep the plants and roots fresh and moist.

9. Prompt Shipment. It adds something to the value of your plants to have them at hand at the proper time. We have the climate, the help, and the personal supervision and interest in our business that gets things done on time. We can make prompt shipment of your order.

10. Service. The service we render strawberry growers is three-fold. First, the care and attention we give to growing our Good, True-to-Name Plants, and the fact that we supply them at a reasonable price; second, after the order is received, the close supervision we give to every detail of preparing plants for shipment. This includes digging and cleaning, grading (throwing out inferior plants), counting (25 good plants to each bunch), bunching (plants and roots straightened out, making a neat bundle, so that plants handle easily and make planting quicker and better) packing, using the most scientific methods to insure plants reaching customers in thrifty growing condition. The third phase of our service is advice or information based on our 38 years of experience in growing and selling strawberries and strawberry plants. We will gladly answer any questions we can as to selection of varieties for your soil or climate, or anything connected with the cultivation, fertilizing, or marketing of your berries.

Does not the fact that Mr. W. F. Allen and his three sons own the business and are financially interested and actively at work in carrying it on, make it likely that the things mentioned above will be better and more carefully done than if the business was carried on largely by "hired men". We believe this personal interest will be reflected in your results.

Liberal Count.

SAINT MARYS CO., Md., April 10, 1922.

I received the strawberry plants sometime ago and I am more than pleased with them. I noticed your liberal count. I have them all planted and doing nicely.

ERNEST LANE.

True to Name and Pedigree

Varieties can be kept **True-to-Name** only by propagating them by means of runners from the parent plant, and this is the method we use with plants offered for sale in this catalog.

"Pedigree" means having a known line of ancestors, which requires sexual reproduction. It is possible to cross two varieties when in bloom, and if the seed produced were planted, the resulting plants would have known parents, but this would be a new variety and not a pedigreed plant of either of the original varieties.

The word "pedigree" is used without regard to the meaning of the word and to convey an impression which is not true. We know that Chesapeake, Glen Mary, and many other varieties are chance seedlings of unknown parentage, and hence cannot possibly be pedigreed in any sense of the word. However, you can find some of these varieties offered for sale by those claiming to sell only pedigreed plants. We believe in **performance** and not "**pedigree**".

"The Experiment Station has put some of these so-called pedigree Strawberry plants to the test and they have been found wanting. (Not one has shown any superiority over the same variety from other sources." Ohio Agricultural Experiment Station Bulletin 166.)

Circular No. 31 of the New York (Geneva) Agricultural Experiment Station says "Pedigreed plants are supposed to inherit from their ancestors desirable characters, which have become fixed and which are repeated without change year after year. This has not been proven to be true however, and it is not advisable to invest in such plants."

We select our plants when planting in our nursery and also before shipping to a customer. We discard all weak, poorly rooted, and immature plants and plant and ship only those that are strong, healthy, vigorous, and well-rooted, which will grow well and produce large crops of fruit if given proper care. This is the only kind of selection of Strawberry plants that experiments, carefully conducted by experiment stations and by practical growers, have justified.

We know that with the same variety, properly planted at the right season, under identical conditions, and given the same care and attention, any of our varieties of good, true-to-name plants will grow as well, and produce as large a crop of fancy berries as any "**so-called pedigree**," "thoroughbred", or any other kind of plants that you can buy.

Our plants are good plants and true-to-name.

Thanks, We Like This.

POLK Co., FLA.,
Feb. 25, 1922.

Plants O. K. 100 percent alive and growing at this date. Recommended your plants to Mr. Leary. You will get an order from him.

JAS. RICHARDSON.

Beautifully Packed.

HENDERSON Co.,
N. C.,

May 10, 1922.

We intended to acknowledge receipt of the Premier plants, but overlooked it. They were beautifully packed and reached us in fine condition and are growing nicely.

FLEETWOOD
LANNON.



Good Plants, Correctly Labeled, Well Packed



A Fine Bed of PREMIER. Don't Fail to Include Some of These in Your Order.

PREMIER.

After growing Premier for seven years, we still call it the money-making king of all early varieties. It has no weak points. There are so many good points about this variety that we want to tell you about that we are going to list them so as to be sure not to miss any.

1. Premier is a vigorous grower, doing well on all types of soil. It does well North and South, East and West, in all climates and under all conditions, so no matter where you are located or what your soil, you cannot go wrong in choosing Premier for early.

2. The plants are enormously productive, ripening early and bearing through a long season. No variety yields more quarts per acre. This is especially important where the land is limited and a maximum quantity of fancy berries desired.

3. The berries are beautiful in appearance, having a uniform shape (see illustration on front cover) and a glossy, rich red color extending clear through the berry.

4. The berries have a bright green cap which stays green to the end of the season even in dry weather. This is not oversized but just right to add the proper touch of beauty to the fruit. This results in greater beauty and a larger selling price.

5. The berries are delicious in quality, equalled only by the very best ones like McAlpin, Big Late, Wm. Belt and Chesapeake.

6. They are good shippers, firm enough to stand shipment to distant markets in good condition. The only criticism we ever heard of Premier was that in wet seasons they must be kept picked closely to carry through in good shape. The same is true of Klondyke and Missionary, the hardest long distant shipping berries known to the strawberry world.

7. Premier is a fancy early berry which makes it easier for commercial growers to get pickers at the first of the season and keep them for late varieties, than if there were less desirable early berries, or none at all.

8. Premier seems to be almost frost proof. Two years ago practically all the early varieties and many of the late ones were wiped out in this section by a late frost. Premier kept right on blooming and made a full crop. We had another late frost this past season cutting down the yield of nearly all varieties both early and late except Premier.

9. The berries are of large size and hold their size well throughout their long bearing season. As every strawberry grower knows, size is an important factor in getting a good price.

10. No variety has healthier foliage. This season has been very wet in this section but it is almost impossible to find a single leaf spot or other disease or insect on Premier.

11. For preserving or canning, Premier still leads. The women folks say that Premier holds its shape better than any variety we grow when preserved. Chesapeake is also good for this purpose. The rich red color of Premier extending clear through the berry makes it also very desirable for canning.

12. For the home garden, local market or for shipping, no early berry comes anywhere near equalling Premier. There need be no hesitancy in selecting the variety to plant if you want just one variety nor in selecting your early berries if you want more than one variety. Premier outclasses the field. Below are opinions from some of our customers.

Mr. Fred Harvey, Chesterfield Co., Va., says, "Our berry season has just ended and we are very much pleased with returns from the 5000 Premier plants received from you last year. We sold \$500 worth off these plants before any berries were ripe on our Amanda and Big Joe plants. We made \$1900 from 2½ acres in berries this spring. No one in the nursery business can equal you in size and quality of plants sent out."

Mr. J. C. Chaney, Calvert Co., Md., says, "I bought plants from you in 1920 and last year I had a nice lot of Premier berries. Got about \$1000 per acre."

Mr. A. W. Grimsley, Fairfax Co., Va., says, "My 1920 lot of Premier was so superior in size, firmness, sweetness, and beauty in appearance to any of my other seven varieties that I am ordering 1000 Premier this season. My earliest pickings from them began April 23rd which brought me 42c a quart wholesale. They ripened the earliest and outlasted even the late varieties.

\$500.00

In our last catalog we offered a prize of \$500.00 for 25 plants of any variety that would prove superior to Premier or equal to it if a midseason or late berry. We offered also \$200.00 for the best variety sent us in case none of them proved superior to Premier. In response to that offer we received 36 lots of plants from 13 different states. Nearly all of them sending plants are convinced they had a very valuable variety and feel sure they will win the prize. They have all made a very nice growth. We are going to watch these very closely at fruiting time, and it is our earnest desire that some of them will prove superior to Premier. If they do we will have a truly remarkable variety to offer our customers.

We are not making another prize offer this season, but if you have a promising new variety, we will be very glad to receive 25 plants and test it out thoroughly in comparison with the leading varieties. If it proves valuable with us, we will negotiate with the sender for plants, but in no case will any plants sent us be used unless satisfactory arrangements have been made.

Plants Doing Fine.

WABASH CO., ILL., March 28, 1922.

The plants arrived in fine shape and set them out the 6th of March, and all plants are doing fine. If they bear fruit as well as they are growing they will do fine. I am well pleased with them.

W. H. BURRIS.

If Undecided Read This.

HENRICO CO., VA., May 1, 1922.

The strawberry plants ordered from you came to hand in fine condition. This was a trial order and I take this opportunity to say to you they were the finest plants I have ever received from any place or plant grower. the most vigorous, strong rooted plants I ever saw. Consider me one of your many customers and look for future orders from both myself and friend. With best wishes, I am,

CHARLES S. HOLLIS.

Every One Lived.

PALM BEACH CO., FLA., March 29, 1922

My plants received and must say without exception the finest plants of any kind I ever got from anyone. Every one lived. I have been stung so many times in ordering plants. It is indeed a pleasure to make this acknowledgement.

B. G. BALL.

What Varieties to Plant

Among so many good varieties, some may be confused as to just what varieties to select.

If you are growing or have grown some variety or varieties that have given you good results, stick to them for your main crop, even though they are not universally profitable and popular; at the same time, trying out smaller quantities of the newer varieties. Such varieties as **Big Late, Glen Mary, Gandy, Haverland, Lupton, Paul Jones, Sample,** and **Senator Dunlap,** are known and liked by many growers in various sections. They have made money for them, and such growers should and will continue purchasing their favorites among the varieties mentioned. This is wise, but care should be taken that these are considered best because they have proven their superiority over others, and not simply because they have done well and no others compared with them. Try out the new and different varieties.

Klondyke and **Missionary** will remain the great Southern long-distance shipping berries, and no grower with long distances to ship can go far wrong with these varieties.

Aroma is the favorite and only shipping berry planted in many sections of Kentucky, Missouri, and Tennessee.

But for the vast majority of home gardeners, and truck gardeners, who want fancy berries for local or nearby market, **PREMIER** for early; **BIG JOE** for mid-season; and **CHESAPEAKE** or **WM. BELT** for late is the safest and best choice. You can't go wrong with these varieties. Get your order in early and they will be reserved for you.

Extra Early Varieties

Campbell's Early. Probably the earliest variety we have, being a day or two ahead of Premier. A strong grower, very productive of medium size highly colored berries. Fairly good shipper, quality good. We like Premier infinitely better as an early berry, but Campbell's Early is claimed by many growers in New Jersey and parts of Delaware to be their best money maker. Until Campbell's Early has proven its worth for you, rely mainly on Premier. Price list page 35.

Early Ozark. Stands near the top as an extra early market berry, surpassed only by Premier and possibly Campbell's Early. Plants tall, dark green and absolutely healthy. Berries large, dark red in color, fairly good quality. Good shipper. Blossoms perfect. Price list page 35.

Excelsior. Probably the earliest strawberry grown. Blossoms perfect. Berries dark red in color, too tart to be of good quality, but they stand shipping well and are popular in some sections. We do not recommend Excelsior except to those who have grown it successfully. It is simply outclassed by Premier. Price list page 35.

Howard No. 17. This berry is exactly the same as Premier. We have kept our original stock separate for those who wish to try it for themselves, but we know it is the same in every respect. No higher place can be given it. For description, see Premier. Price list page 35.

Mitchell's Early. A very early, vigorous growing berry of excellent quality. The berries are small but their good quality makes them popular in some localities as a very early garden berry. Being a few days earlier than Premier is the only possible reason for planting Mitchell's Early rather than Premier. Price list page 35.

Its Our Way. We Are Pleased to Serve You.

YORK CO., MAINE, May 3, 1922.

I received the strawberry plants Monday in good condition. Was pleased with them. Thanks for prompt service.

F. C. FULLER.

Our Plants Beat All He Has Ever Received.

ALLEGHANY CO., MD., April 8, 1922.

Order 625 was received in a first-class condition. In all my work in berries, these plants beat all I have ever received yet. Thanking you for the attention you gave my order, I am,

CHARLES E. DAVIS.

Missionary.—A very popular market berry for long distance shipping.

Especially recommended for the South.



Medium Early Varieties

MISSIONARY. A good standard market berry for many sections of the South. It is the very best variety for Florida. The fancy berries we see on the Northern markets in the winter months, selling for 50 cts. and more per quart are Florida Missionaries. It will produce a crop with as little moisture as any variety we know of. The blossoms are perfect and the berries are handsome in appearance.

Florida and Gulf Coast growers should buy our healthy, vigorous plants in February or March to grow their stock plants from for early fall planting. There are no better plants than ours for this purpose. Price list page 35.

Dr. Burrill. Our original stock of this variety was obtained from the introducer, and after growing it for several years we could find no difference from the Senator Dunlap. The introducer insisted there was a difference, so last season we bought another stock of plants from him and planted some of our Dunlap right beside it. So far as we can tell from vigor of plant growth and other foliage characteristics, there seems to be no difference. We shall watch these very closely at fruiting time to see just what difference, if any, we can detect. It is a very vigorous grower and a heavy cropper. The berries are medium sized, fairly good shippers and excellent for canning and table use. Blossoms perfect. Good pollenizers. Price list page 35.

Early Jersey Giant. A very large medium early berry of highest quality. Conical in shape, deep red in color. Large green caps which make fruit very attractive. Blossoms perfect. Berries large and firm and delicious in quality. Good for fancy trade. Price list page 35.



KLONDYKE, the Great Southern Market Berry.

KLONDYKE. The leading market berry of the Southern States. The reasons it is so liked are many. The plant is a vigorous grower and quite healthy. It bears a good crop and the berries are medium to large in size, ripen evenly all over and are rather light in color and most important of all, are firm enough to ship hundreds of miles and still go in market in perfect condition. Not a home-garden, or local market berry, but one of the best for shipping. Price list page 35.

SENATOR DUNLAP. (Dr. Burrill). Probably the most widely grown berry throughout the country north of the Mason and Dixon line, unless it is Premier. Senator Dunlap is universally a favorite. It does well on any type of soil in any locality. The plants are rather small and on rich land should be kept thinned somewhat to secure best fruit. They have long fibrous roots which make them good drought resisters. Berries medium to large in size, bright rich red clear through and of fine quality. The blossoms are perfect and produce a lot of pollen making Dunlap one of the best to plant with Haverland, Paul Jones or Warfield. For the inexperienced grower Dunlap is safe. For the experienced grower Dunlap is one of the best, if not the best, of the medium early varieties. It has been tried and found worthy. Price list page 35.

Tennessee Prolific. A fairly vigorous grower. Perfect blossoms. Very productive of medium-sized, good quality berries, which are rather light in color. Good for home use or local market, but not firm enough to stand shipping. Price list page 35.

Mid-Season Varieties

Abington. An old standard most popular in Massachusetts and other parts of New England. Berries large, good quality. Blossoms perfect. Price list page 35.

DELICIOUS. A new variety which we are growing this year for the first time. The introducer says of it, "The plants are vigorous and healthy and root very deeply. Foliage is especially resistant to leaf spot. It is immensely productive and the berries of the last picking are nearly as large as the first. Even in poor soil it will produce a large crop of good sized berries. They are a dark red throughout from surface to center, and exceedingly easy to pick and hull. Their flavor is delicious beyond description. We have the strongest assurance that Delicious is destined to become one of the world's most popular and widely grown varieties." They also say that it is more delicious in quality and more productive than any other midseason variety. As stated above, we have not yet fruited this variety, but judging by the plant growth it is very promising. Price list page 35.

Eaton. Another new variety for which the introducer makes big claims. He says, "The berries are of deep red color which extends to the heart of the fruit and are

of exceptional size. A perfect cone, even holding their shape to the last. They have never been known to produce a misshapen berry nor any with white or green tips. The flavor of the fruit is all that could be desired. It is of a very firm texture which combined with its wonderfully attractive appearance gives it all the necessary qualities of a successful market variety. It is unusually firm and no other variety can excel Eaton in size of berries, flavor, quality or productiveness." The plants with us have made a strong, healthy growth, and we recommend it for trial. Price list page 35.

Ekey. (O. I. C.). A vigorous growing variety that you can depend on to give a big crop. The berries resemble in shape Haverland and Paul Jones, and is a good variety to plant with them. The berries are of good quality, and firm enough to ship, and the large bright green saps make it very attractive in appearance. We have used Ekey, planted with Paul Jones in our fruiting patches. We recommend them both. Price list page 35.

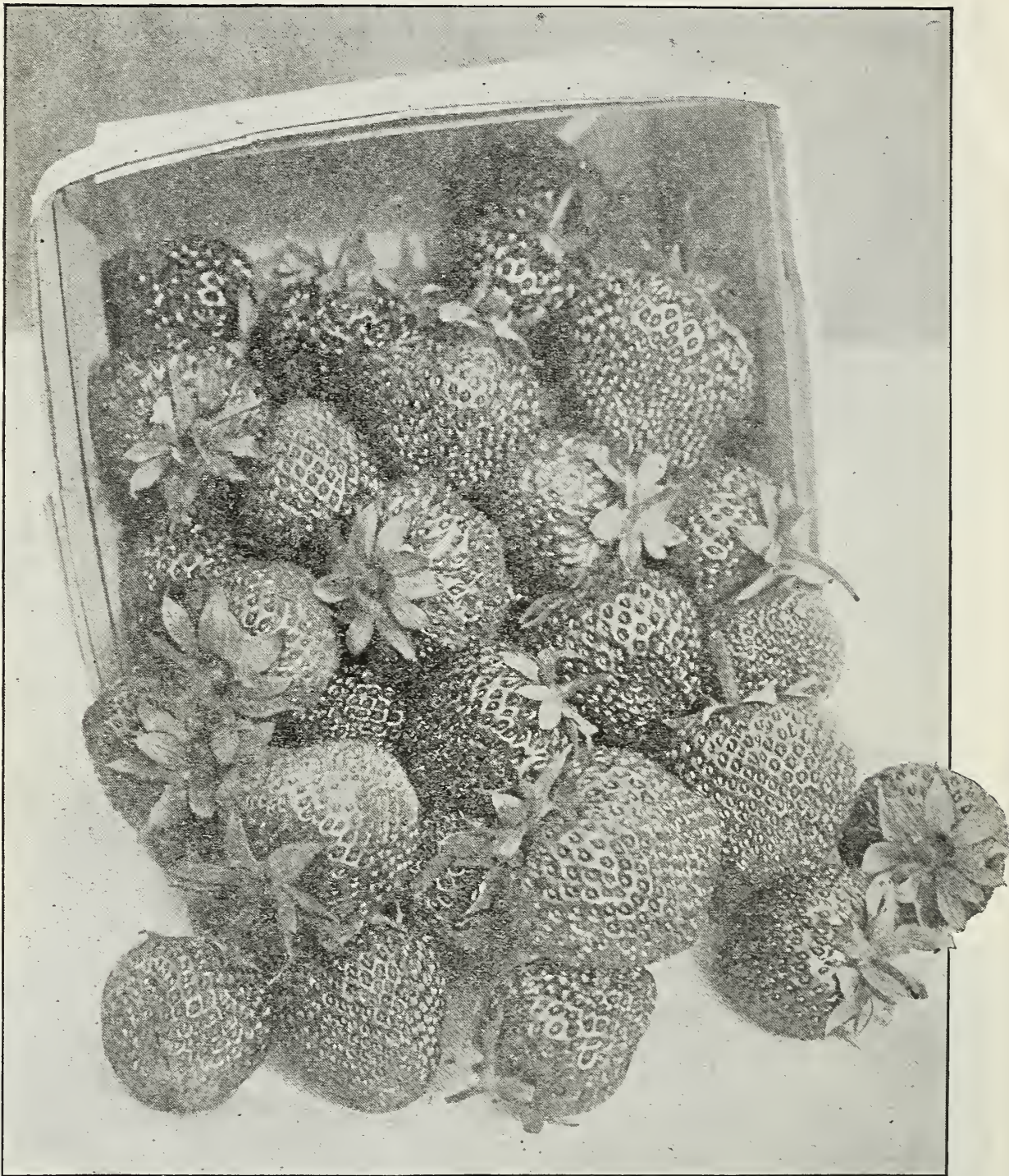
Glen Mary. In the Middle and Northern States where Glen Mary is at its best, probably no variety of strawberries will produce more quarts per acre. The berries are large, firm enough to ship, of handsome appearance and good quality. Glen Mary is a strong grower and produces an abundance of foliage. The blossoms are about half perfect, but carry enough pollen for their own fruit. However, we believe the size and quality of the berries can be increased by planting in a few rows of some strong pollenizer, as Big Joe or Ekey.

Glen Mary has many friends and we rarely have plants enough of this variety. Price list page 35.

Gold Mine. Produces an abundance of strong, healthy foliage. The plants are very productive and the berries are beauties. They are large bright red in color with a handsome bright green cap, which makes them very attractive. The quality is very good. The fruit is similar to Big Joe in many ways. They are valuable mostly because of their productiveness and the good prices which the fruit commands. Blossoms perfect. Price list page 35.



Senator Dunlap. Medium Size, Vigorous, and Productive, Easy to Grow.



Big Joe, Large, Fine Quality, Midseason, You Will Like It.

BIG JOE (JOE JOHNSON) (JOE)

A very strong grower making plenty of plants for a good fruiting bed. They require little or no thinning because each plant even where the bed is wide will be strong with large heavy crowns and an abundance of roots, that produce big crops of large, bright red berries that have a very attractive light green cap. This adds to their beauty and selling price. Big Joe is popular as a shipping berry, but its strongest points are that it is easy to grow, being very vigorous. The berries are very large and most excellent in quality. For market gardeners who retail their berries or haul them in to city or town markets or for those who sell at the farm or roadside markets, Big Joe should be grown. It is a strong pollenizer making it valuable to plant with Haverland, Paul Jones, Big Late, Sample, and other imperfect flowering varieties. Price list page 35.

Haverland. A very popular standard. The fruit is of large size, rather light in color and firm enough to stand shipment in good shape. Blossoms are imperfect and exceedingly hardy, making it very desirable where late frosts are likely. Dunlap, Big Joe, Ekey and Magic Gem are all good to pollinize Haverland. The plants should be well mulched as the fruit stems are not able to hold the immense loads of berries off the ground. Haverland becomes very popular in certain sections that are especially adapted to it. It is an old one that has stood the acid test of time. Price list page 35.

Heritage. Blossoms perfect. Makes a small number of large healthy plants which produce a good crop of extra-large irregular shaped berries of good quality. Price list page 35.

Marshall. A favorite old variety for the home garden, fancy trade or for show purposes. The plants are healthy and produce a good crop of very large, very attractive and very good quality berries. It is most popular in the North Atlantic and New England states. Price list page 35.

Paul Jones. With the possible exception of Premier, which it equals in productiveness, Paul Jones is the most productive berry we have ever seen. It is a very vigorous grower which makes plenty of plants for a good fruiting bed. On all kinds of land, Paul Jones will lead in productiveness. It responds to fertile soil and manure, but will yield heavily on light soil without these when it is not too dry, and even stands drought as well as any variety we know of.

The berries are long and conical in shape resembling Haverland, but they have a darker richer color than Haverland and are more attractive in appearance. The berries are above medium in size, ripen evenly all over of good quality and are good shippers. They will grow anywhere, and they certainly do produce the fruit. The blossoms are imperfect and should be planted with Big Joe, Gold Mine, Dunlap or Ekey. Where a large quantity of medium size, good looking, good quality berries is wanted Paul Jones heads the list. Price list page 35.

Rewastico. The berries are of a light cardinal red, uniformly large and regular in shape. The fruit is firm enough to carry to distant markets in good condition. The quality is good. Blossoms are perfect and rich in pollen. Price list, page 35.

Warfield. Very popular for canning on account of its rich flesh and high color. It is a vigorous grower and persistent plant maker. If not allowed to get too thick it will produce a great crop of medium-sized, highly flavored and highly colored berries. Blossoms imperfect. Plant with Dunlap, Big Joe, Ekey or Magic Gem or Gold Mine. Price list page 35.

Fine in Florida.

ORANGE CO., FLA., March 6, 1922.

I received the 12,500 Missionary plants all right. Fine plants and fine condition.

JOHN H. GOULD.

Allen's Plants Lead.

MONTGOMERY CO., PA., Sept. 6, 1922.

The plants are doing fine and more than equal any others in the neighborhood. Thanking you for past favors, I remain,

EDGAR A. SELLERS.



Just a Glimpse of Another of Our Plant Fields

Late Varieties

Aroma. The leading fancy market berry in many sections. Vigorous grower, very productive. Fine quality. Berries large, rich in color, and a handsome bright green cap increases the beauty and selling price of the berries. The berries are very firm and will carry to market in excellent condition. Blossoms perfect. Good to plant with Sample, Fendall and Kellogg's Prize. Aroma has made many a dollar for those who grow it.

BIG LATE. Ranks at the top with Premier and Paul Jones in productiveness. It is a very vigorous grower and wonderful producer. The great crop of berries average large in size. The berries are shaped somewhat like Aroma and resemble somewhat that very handsome berry. Big Late is the glossiest berry we have ever seen. They have prominent seeds like the Chesapeake. In quality Big Late ranks with the best, McAlpin, Chesapeake and Wm. Belt. The berries are produced in great clusters on strong healthy stems. Without hesitation, we recommend Big Late as one of the best late berries grown. In plant growth, in productiveness, in size, in appearance and in quality, it ranks high. Blossoms imperfect. We have fruited it successfully with McAlpin and we recommend McAlpin and Big Joe as the best varieties to plant with Big Late. Price list page 35.

Big Wonder. Another new variety highly recommended by the introducer who says, "It is a strong, medium late bisexual which in foliage and plant growth can't be beat. The leaves are of exceptionally tough texture and practically immune to disease. The berries are large, glossy dark red and highly flavored. It produces abundantly and the berries are well protected by the foliage." We never fruited this variety but judging from the foliage, it is well worthy of trial.

Brandywine. An old standard variety that is very popular with some growers. It does well both North and South and it is one of the best varieties grown in Bermuda, in Cuba, in Florida and other semi-tropical sections. We rarely have enough of plants of this variety as those who order it at all usually like it so well they usually order in large quantities. Vigorous grower, blossoms perfect. Berries large in size, firm enough to ship and very good in quality. Price list page 35.

Bun Special. Another new variety which we have not fruited, so we quote from the introducer, "The plant is vigorous, healthy and a fair plant maker. The crowns are especially large, and they produce an immense amount of large berries of excellent quality and flavor. The berries are deep red and are extra nice looking when crated as they are nicely rounded and smooth. We have watched it fruit for the past three years alongside nearly every good variety we have growing. Bun Special has beat all others in every way, not in some ways, but in every way." With us Bun Special makes a strong, healthy growth. Well worthy of trial.

Commonwealth. Needs rich soil and high culture to obtain the best results. Berries are good quality, large size and high color. Price list page 35.

Echo. A variety that has made a good reputation among the Portuguese growers in the vicinity of Cape Cod near Boston. The plants are vigorous growers and produce a heavy crop of medium sized, good quality berries.

First Quality. At its best in New England and other Northern States. Berries large and pointed. Somewhat like Haverland, altho darker in color and of better quality than Haverland. Plants vigorous and very healthy. Blossoms perfect. Price list page 35.

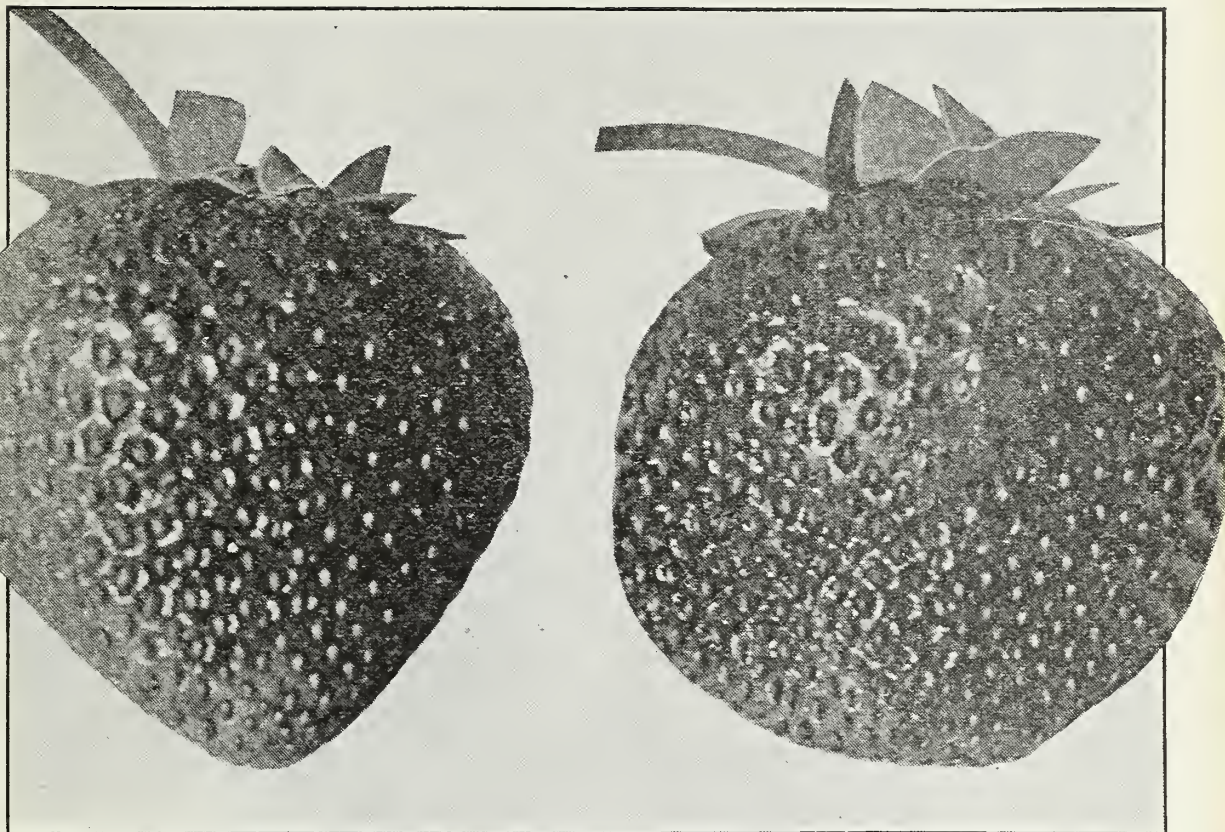
Gibson. Berries large, beautiful dark red in color, vigorous grower and very productive. Bears thru a long season, grows well almost everywhere and is very popular for canning. Not a shipping berry but its high quality makes it very good for home garden or local market.

Late Jersey Giant. Berries very large, almost perfectly round. Highly colored and of good quality. Not very productive, but for fancy specimen berries for show purposes, it is rarely equalled. Price list page 35.

LA CROSSE Co., Wis., May 1, 1922.

It is with pleasure that I acknowledge the receipt of the fine-rooted strawberry plants that came April 29th, and for which accept my gratitude.

LEWIS R. DUDLEY.



CHESAPEAKE as a Fancy Shipping Berry Probably Has No Equal. Very Fine Quality.

CHESAPEAKE

Chesapeake. The standard of excellence, by which most other fancy berries are compared. With fair growing conditions, just about enough plants are produced for a good fruiting bed, so that you are at no expense in thinning the plants. The foliage is very strong and healthy. The plants are very strong and robust and have very long roots, which make it one of the best drought resisters. Berries are uniformly large, with prominent yellow seeds and an attractive bright green cap, altogether making Chesapeake one of the most beautiful and attractive berries in the package that we have ever seen.

The berries are unexcelled in quality. The plants set a good crop and every blossom matures a berry, the last ones being just as large as the first. The flesh is very firm in texture and the berries will keep for many days in excellent condition, so that altogether it is an ideal berry for home use, for local market, or for distant shipment. One of the most valuable features of the Chesapeake, especially in the North, is that the blossoms don't start out until quite late, which makes it practically frost-proof. Try as we would have rarely been able to grow enough Chesapeake to supply the demand. Despite of the fact that the plants will never be cheap, as compared with other varieties because they do not make plants freely, those who know Chesapeake will have it. Where it grows well, no other variety can replace it.

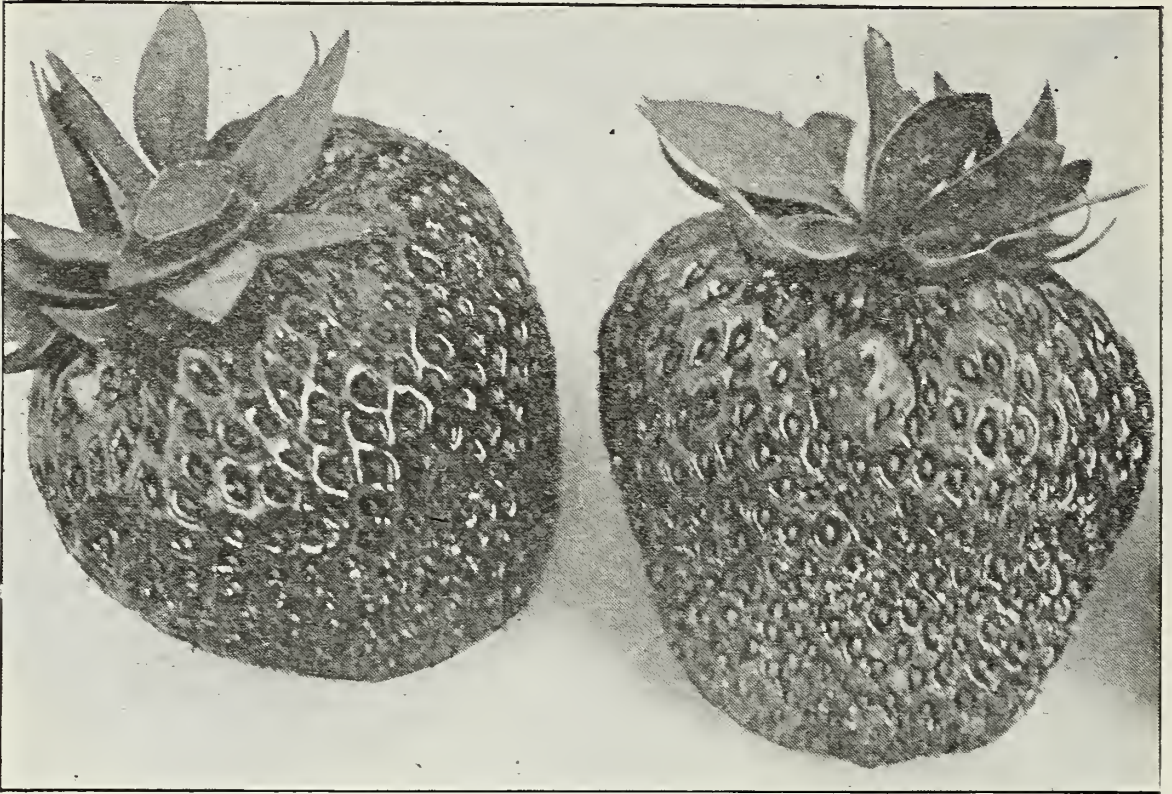
We believe a quart or a crate of Chesapeake will bring more money on almost any market than an equal quantity of any strawberry grown. Not only that but it is the very best fancy shipping berry. It carries practically as well as Klondyke and Missionary. On this market last year Chesapeake (and some Gandy) outsold the other varieties of their season by more than \$1.00 per crate. Best safeguard against low prices is to grow extra fancy fruit, and if you have rich soil you can do this better with Chesapeake than with any other variety of its season. Order early to be sure of getting some Chesapeake. Price list page 35.

You Are Welcome; Come Again.

WASHINGTON, D. C., March 2, 1922.

Plants received in good condition. I thank you for your liberality.

J. G. BODOINE.



Lupton, Large, Attractive, and a Good Shipper.

Lupton. One of the largest and most handsome berries we have ever seen. The plant is a vigorous grower and produces strong, healthy foliage. They are very productive, and as stated above, the berries are beautiful—they are uniformly large, bright red in color, with a large green cap which makes them doubly attractive. The quality is poor, but the berries are firm and will carry as well as any variety we have ever seen, not even excepting Klondyke and Twilley. On the large markets the appearance of berries is more important than quality—this being true, we believe the Lupton, by reason of its large size, handsome appearance, and excellent shipping qualities, is destined to be one of the best money-making strawberries on our list. Lupton is often mistaken for Chesapeake, and in wholesale markets where quality counts for little, will sell with Chesapeake. It is easier to grow and will yield more quarts per acre than Chesapeake. For growers who ship fancy large berries, Lupton is worth a thorough trial. Price list page 35.

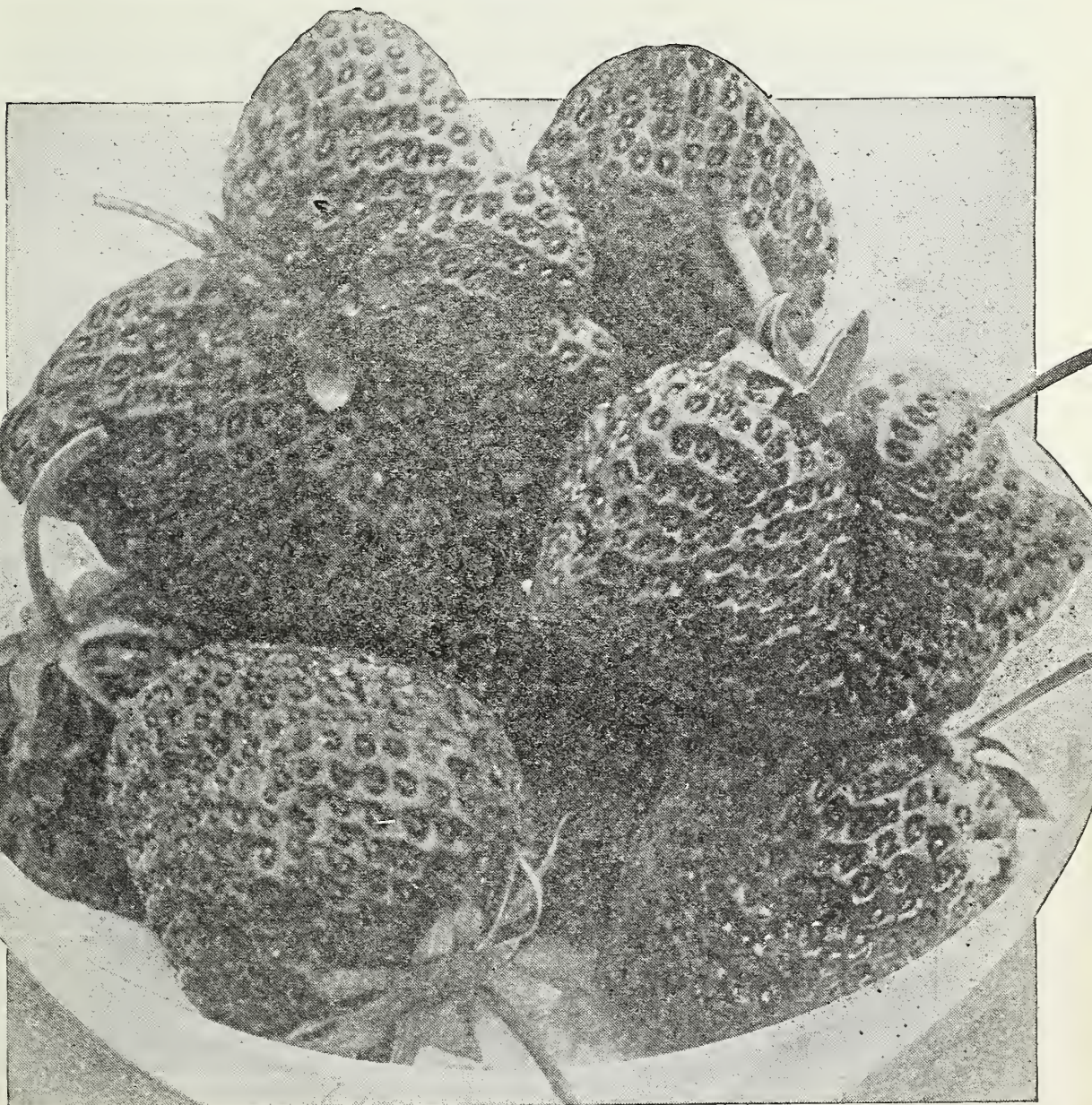
Magic Gem. A vigorous grower with leaves and stems very thick and tough, which makes it most resistant to insects and diseases. The berries are borne in great abundance and are very large in size, with a large, green cap and bright yellow seeds, making them very attractive. On good land Magic Gem will bear through a very long season, extending the season until most other varieties are gone.

It is quite similar to Brandywine altho not the same as that variety. Price list page 35.

MARVEL. As we have not fruited this new variety we quote, "The plants grow to immense size, develop big, robust roots and crowns; are extremely hardy and vigorous and withstand drought to a limited degree. The tough leaf tissue renders it resistant to leaf spot, insects and certain extremes. Its marvelous productiveness, the beauty and exquisite flavor of its big bright blood red berries and its strong, healthy, vigorous plants combine to make Marvel as near 100 per cent strawberry perfection as it is possible to obtain." It was introduced by the same firm which introduced Premier and they predict that it will assume leadership among late varieties just as Premier ranks supreme in the extra early list. If it does, our hats will be off to the Marvel. It is well worthy of trial. Price list page 35.

McAlpin. A very vigorous grower that will do well on light poor land, but also responds wonderfully to richer land and greater fertility. Will grow anywhere. The berries are medium to large in size, brilliant scarlet in color and unexcelled in quality. After a heavy rain during picking time the McAlpin will have less sand and dirt on the berries than any variety we know. This is important, especially where mulching materials are scarce and high priced. Its excellent quality makes McAlpin a good one for the home or local market. It is also an excellent shipper, bringing top market prices. Beautiful in appearance, very productive and unsurpassed in quality. McAlpin planted with Big Late, makes a dandy combination and one that has made money for us the last few years. For vigor, quality, productiveness and all around merit, McAlpin is hard to beat.

Wm. Belt. For a long time Wm. Belt was the standard of quality—now it shares honors with Chesapeake and McAlpin. Wm. Belt berries are large in size and somewhat irregular in shape. This variety is indispensable and it takes the lead whenever quality is an important consideration. Wm. Belt is at its best in the Middle and Northern States, and in many sections it is the only variety wanted for home use or nearby market. The berries are large and of a bright, glossy color. When once tasted, these berries will sell themselves. Our plants of this variety are fine, and we believe those in the market who want something of highest quality for home use or local market, can do no better than to plant some of our Wm. Belt. Price list page 35.



Wm. Belt. Noted for Its Fine Quality.

New York. This is the sweetest strawberry grown. The plant is a vigorous grower. The foliage is very healthy and the plants are quite productive. The berries are medium to large in size, dark red in color, and as stated above, the sweetest strawberry grown. It is the only strawberry we know that is sweet before it gets ripe. It is a favorite with many for the home garden.

Parson's Beauty. Same description as for Gibson. Both varieties produce a great quantity of berries that are dark in color and part easily from the cap. This fact, and their rich dark red color make them fine for canning and preserving. Price list page 35.

SAMPLE. The berries are a perfect strawberry type, bright red in color, uniformly large in size, delicious in flavor and very attractive in appearance. It is very productive and firm enough to ship. Blossoms imperfect. Plant with it Aroma, Big Joe or Magic Gem. It is a very hardy variety, making it especially popular in the Northern States. Sample has stood the acid test of time and found to be pure gold.

There are many other growers who consider Sample the best and most productive variety grown and there will always be those who plant it heavy on account of its real worth. We have a limited quantity of this variety and order should be placed early so that plants can be reserved. Price list page 35.

Our Way.

SEQUATCHIE CO., TENN., April 4, 1922.

My plants set out the first part of March are all living and in bloom. The count was over the number, the packing the best. I thank you and will want more next spring. I gave the over plants to a neighbor. 160 plants and all living.

ED. C. COWLES.

More Than Pleased.

HOWARD CO., MD., April 17, 1922.

It gives me quite a pleasure to state that the plants arrived in very nice shape, and we had everything ready to plant them when they arrived. We have a perfect stand. Don't think I will lose one in 1000. I am certainly more than pleased with them.

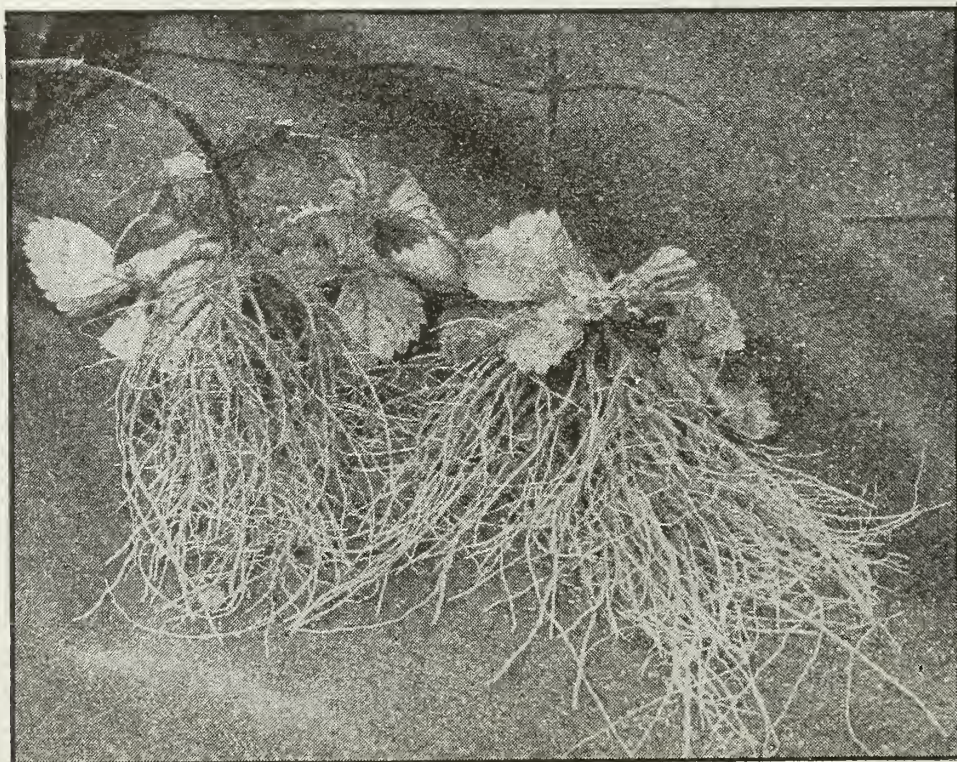
J. W. DISNEY, JR.

Everbearers Doing Fine.

CHARLES CO., MD., July 5, 1922.

The 500 Progressive plants we got from you first of April are beautiful. We have had lots of berries and they are now full of bloom and small berries. Three weeks after they were planted the little bushes were loaded with blooms.

MRS. PERE WILMER, JR.



Showing the Wonderful Root System of the Allen's Plants,

Very Late Varieties

Gandy. One of the best known of all strawberries. For best results, it should be planted in black swamp land, or in springy land with some clay in its makeup. Never plant Gandy in dry, sandy soil. Gandy has been and still is a great favorite on the market. It is not a heavy producer, but the berries it does produce are uniformly large in size, brilliant in color and have a large, bright green cap, which makes the berries very beautiful and attractive. As a fancy market berry Gandy ranks well up at the top and is really next to Chesapeake, the best shipping fancy berry that we have. In carload lots it sells with Chesapeake bringing a dollar or more per crate in excess of nearly all other varieties of its season. Price list page 35.

Kellogg's Prize. The berries are large and beautifully formed. They are firm in texture which makes them good for shipping. Kellogg's Prize is one of the most productive very late varieties we have ever seen and it holds to size well until the end of the season. We believe it is fully as good as Sample, but a little larger, a little more productive and considerably later. Those who know and like Sample will do well to include some Kellogg's Prize to extend their season. The blossoms are imperfect and should be planted with some variety like McAlpin, Wm. Belt or Gandy. Price list page 35.

Orem. This is the very latest berry we have and is used in many gardening sections to extend the season of large fancy berries. The berries average large in size, are good quality and of handsome appearance. They sell especially well because they come after all other fancy late berries are past their prime. Price list page 35.

Steven's Late Champion. A vigorous grower and quite productive of large, bright red berries of good quality. Ripens very late, blooms late in the season which makes it almost immune to late frosts. Very popular in New England and the Middle and Northern States.

Always Right.

JACKSON CO., Mo., February 20, 1922.

I am sending a small order for plants. I used to raise quite a lot of strawberries but am getting on the old list now, but I must say that I never received any plants that were not in good condition and true-to-name. Thought I would try a few more plants and have something to keep me busy. Will look for plants early.

JOHN M. SELF.

Fine Plants Bring Second Order.

YORK CO., PA.,
April 30, 1922.

I am sending you an order for some more plants. The other plants I received from you were fine. I never saw better rooted plants. would like to have these at once if possible. Am sorry I didn't have them when I got the others. Every plant looks like it is growing. Please fill this order soon.

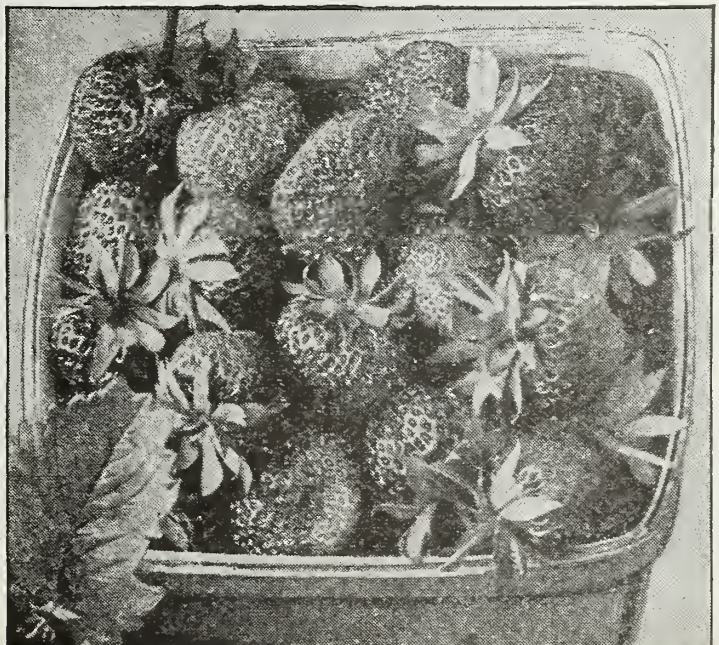
CHARLEY L. HAMILTON.

Entirely Satisfactory.

BERKLEY COUNTY, W. VA.
April 18, 1922.

Please find check for \$50.00 in full payment of the enclosed invoice. The plants arrived this morning in excellent condition and upon examination found their quality entirely satisfactory. I certainly appreciate your promptness, for my ground is just right and will begin setting in the morning.

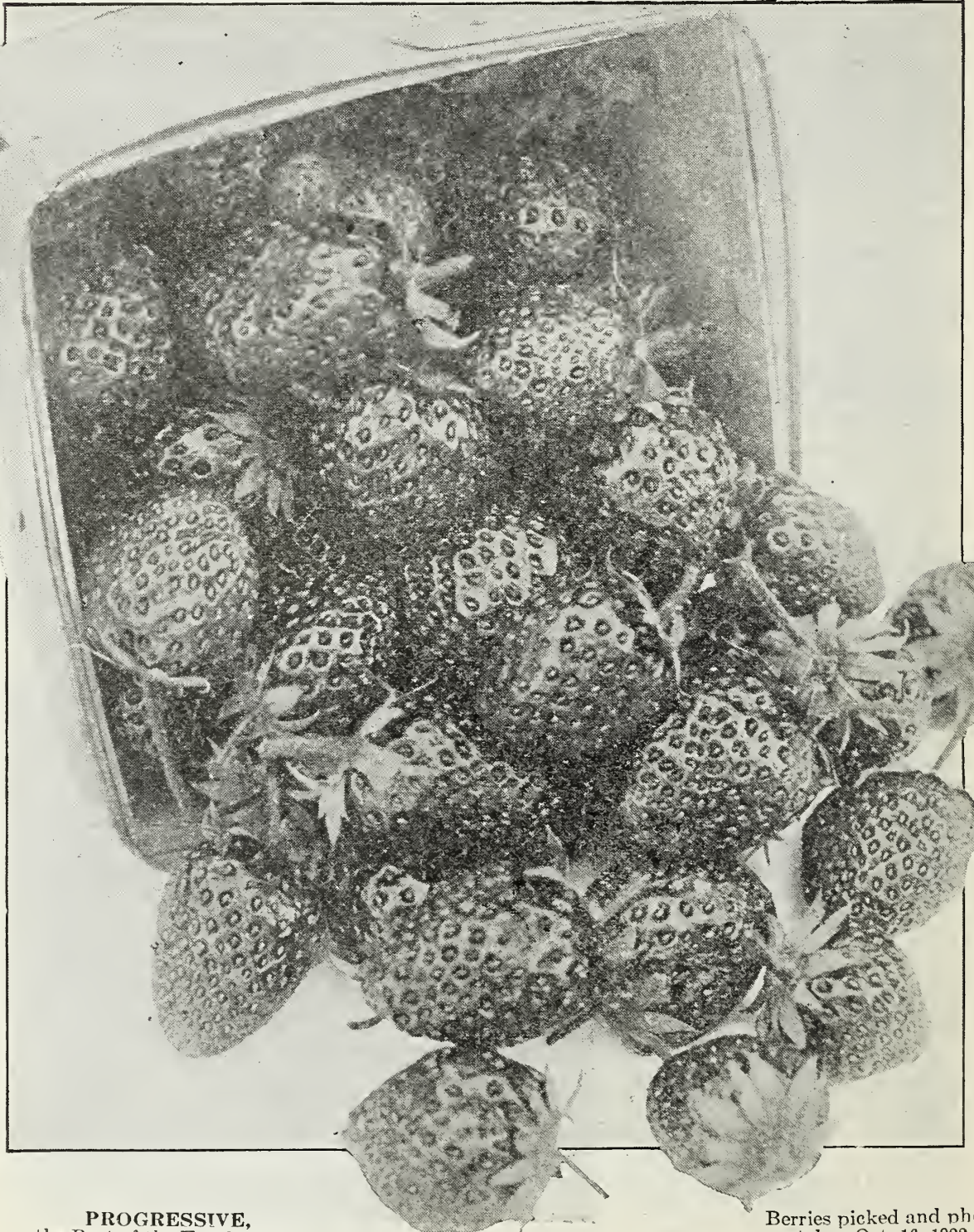
ROBERT L. GRISWELL.



Gandy (Much Reduced)

Everbearing Varieties

Everbearing strawberries can be grown wherever other varieties are grown. Any good garden soil or any field that will produce good corn or other crops will grow strawberries successfully. Everbearing plants should be planted in early spring, hoed, cultivated and fertilized just as other varieties. For best results, the blossoms should be cut off until about the middle of July or first of August.



PROGRESSIVE,
the Best of the Everbearers.

Berries picked and photo
taken Oct. 16, 1922

Some of our everbearing plants, set this March or April, will bear a crop of delicious berries the first year, commencing only a few weeks after the plants are set. If the ground is rich and moist, these can be allowed to commence fruiting earlier than August 1st, so that you can have strawberries all thru the summer, as well as in the fall. Given good land, good treatment and good growing conditions, every plant of the Progressive will produce an abundance of berries during the fall. No investment you can make will give the whole family more satisfaction and pleasure than a plot of these berries. We do not recommend everbearing strawberries as a commercial proposition, but for the home garden they are too good to be missed.

Neverfail. A new variety that has been on the market only a few years. The introducer says, "It resembles Superb in both plant and fruit, but is much more productive than Superb altho not quite so pretty in appearance. It bears especially well on young plants which Superb does not. It has done well both in dry and wet seasons." We have grown it several years and find it to be a good variety with berries somewhat larger than Progressive, altho not as productive and not quite as good in quality. Price list page 35.

PROGRESSIVE

The very best of all the Everbearing varieties yet introduced. It is the only one we have yet found which does well in the South. In the North there are several varieties which different growers in different localities claim to be better, but all of them say that Progressive is very, very good, and in general unless you are acquainted with some other variety, we say depend on Progressive for your main crop of everbearers. In the meantime, try out a few plants of the other varieties. With us and with many others, Progressive leads them all because of its remarkable yielding qualities. The berries are medium in size, not quite so large as some of the others but are produced in great abundance, and the berries are simply delicious in quality. If kept closely picked the berries are firm enough to stand shipment. The most striking feature of the Progressive is that you will get fruit a few weeks after the plants are set, and that they continue to bear until freezing weather. If you like strawberries, you will get more pleasure in a plot of Progressive everbearing than any way you could spend an equal amount. Try some and see. Compared to other Everbearing varieties, Progressive grows better, yields more, and is of better quality than any variety we have ever tried. It is not quite so large as some. Commercially we do not recommend Everbearing varieties, but many of our customers claim big profits from them. The requirements are good soil, good care, and good market.

The Everbearing plants do best the first year, so a few for home use should be planted in the garden each spring. Don't miss them. Price list page 35.

Champion. A new variety introduced recently that we have grown only one year. The introducer says of it, "It has proven very successful as a commercial crop. No variety of everbearers will stand extreme drought as the Champion. It is highly productive. We have found as many as 256 berries on one plant, and they continue bearing from July until the vegetation is frozen. It is a good plant maker, self-pollenizing, a ever-profitable bearer of fine quality fruit that is superior to all other everbearing varieties." Our own experience this year the first we have grown it would uphold the introducer's description to a very great extent. With us it is almost identical with the Progressive.

There may be differences, but if so, they are so slight that it would take unusual care to detect them. It is a prolific bearer of fine quality berries. Price list page 35. Price \$5.00 per 100 plants.

Perfection. Another new variety of great promise. The introducer says, "Perfection is strong, hardy, vigorous in plant growth, roots deeply and resists drought to a limited degree. It is unusually productive of wonderfully large, well formed berries of rich red color, delicious flavor and high quality." We have found it fairly vigorous in plant growth. Next to Progressive the most productive and the berries are large, attractive and of good quality. It is the most productive large everbearer we have found. Progressive bears more berries somewhat smaller and somewhat better in quality. Price \$5.00 per 100 plants.

Gardeners 999. The introducer says, "This is a new Everbearing strawberry that is the result of many years of work in breeding. It is a strong, vigorous grower with very healthy foliage. The root system grows deep into the ground so that it gets into moist, damp soil even during a very dry season, but the size, color and flavor of the berry that is the most wonderful. Great big delicious berries with a flavor and fragrance like a sweet wild strawberry." We have found it to be a good grower, strong, healthy, foliage. The berries are quite large and of excellent quality. With us it was hardly as good as Perfection, but deserves wider trial as we set only a few plants and have tried it only one year. Price \$2.50 per 100 plants.

Satisfied Customers

Our plants give universal satisfaction. We appreciate many letters we receive from our friends and customers, telling of our good plants, their vigorous roots, the liberal count, and their arrival in excellent condition. Others mention our prompt shipment, plants being true to name, our square dealing and honest business methods.

These letters come unsolicited from every state and many foreign countries, in fact from every section of the world where strawberries are grown.

We have a personal interest in all of our customers and are always pleased to hear of your success with our plants. If you have an extra photograph of your berry patch send it to us as we like to see these also.

We believe all of our customers are well pleased with our plants. If not, tell us why. Read what others say.

BALTIMORE, CO., MD., March 31, 1922.

We herewith enclose you a check for \$450 in payment of our order of Premier Strawberry Plants. Please acknowledge receipt of same. We wish to tell you that we are pleased with the plants. They are all we anticipated and our farmers report to us that full count was given. We are glad to add our testimonial of recommendation for both the character of the plants, the way they were packed and the full count. It will be our pleasure to tell our friends and hope some time in the future to deal again with you, which we will do should we need berry plants.

J. C. ARMIGER & BRO.

HAMILTON CO., OHIO, January 28, 1922.

I have been using your plants for thirty years and find none better.

JACOB T. RINCKEL.

WENTWORTH CO., ONT., CANADA, May 4, 1922.

The plants arrived in excellent condition after five days on the road. Thanking you for the present and hoping to do future business with you, I remain,

JAMES PEACE.

BERKS CO., PA., April 28, 1922.

Enclosed find money order for Strawberry Plants received on the 26th of this month. I must say that your plants were received in fine condition and good count. They are about as fine a lot of plants I ever bought. If I am in need of any plants after this, I do know where to get them. Thanking you ever so much, I remain,

CHARLES O. WALBERT.

PALM BEACH CO., FLA., March 8, 1922.

I received the Premier Plants on the 6th, tip-top condition in every way, set them cut at once, and I noticed today that they are all breaking bud. True, we have the climate and warm soil, but, even at that, it takes No. 1 plants to bring such quick results.

E. T. TORODE.

ROANOKE CO., VA., April 6, 1922.

Received plants in excellent condition. Many thanks for your care in packing them, and promptness in shipping same.

H. F. BURBAKER.

WORCESTER CO., MASS., May 9, 1922.

The strawberry plants arrived in good order. They seem like strong healthy plants and I was much pleased with them. They have all been set out and I am waiting results. Thanking you for the prompt attention, I remain,

FRANK E. ALLEN.

ISLE OF PINES, CUBA, November 30, 1921.

Your shipment of strawberry plants arrived in fine shape. All leaves on the plants except Klondyke were green as when dug, and buds were growing. The Klondyke leaves had turned dark, but the bud and roots were perfect. If I lose a single plant it will be my fault, not yours, and I was very much surprised to get them with every plant alive; especially after my experience with plants I received from another party at Salisbury last year, every one of which were dead and dry at the center of the bud.

Many thanks, and when I need more plants, I will know where to get them.

JOHN M. LEWIS.



Allen's Plants in Cuba, Grown by Mr. E. B. Jones.

Mr. E. B. Jones, Province of Havana, Cuba, a Satisfied Customer.

CUBA, November 16, 1921.

Four thousand of the Missionary strawberry plants have arrived in excellent condition—the last 2000 coming through in four days. Of the first lot 200 were stolen, but with the extras you place in each packet I have the full number all right. Thanking you for the attention given my order and trusting the others will reach us in good condition, I am, Yours very truly, E. B. JONES.

CAPE GIRARDEAU CO., MO., May 12, 1922.

I enclose check for \$3.06 to cover the difference in expressage prepaid by you. I gladly do this, as the plants are excellent and are doing wonderfully well. I am, Yours very truly, P. P. FINNEY.

RED RIVER CO., TEXAS, March 28.

I wish to let you know that we received the 1000 Klondyke strawberry plants and set them out at once. I am well pleased with them. Every one of them is living and looking fine. Have just sent in an order for more, and next fall will want about 5000 more.

B. B. HOLLAND.

PALM BEACH CO., FLA., September 28.

I want to say that the plants you sent to Denmark for me early this spring came through in good shape and the packing was good. My friends did not have the best success with the plants, however, owing to a lot of cold, wet weather, and very late frost. However, that was no fault of the plants, and I am sure I appreciate the extra trouble you went to in sending plants so far.

A. C. JORDAHN.

CHEMUNG CO., N. Y., March 6, 1922.

I have had plants from you before and I believe better plants cannot be obtained anywhere regardless of price.

CHARLES MCHENRY.

MADISON CO., LA., February 20, 1922.

I wish to acknowledge the receipt of my plants and compliment you on your way of shipping. They reached me in the best condition and I let them stay in the house forty-eight hours before setting them out and not even one leaf withered. They started growing as soon as the soil was packed around them. Again thanking you for your prompt attention with the best wishes for your success, I am, W. H. HARNEYS.

SONOMA CO., CAL.

Received strawberry plants 4th inst. and will say they are fine plants, also for the packing, it could not have been better. If the plants don't grow it will not be your fault.

E. EBY.

Allen's Plants in the North

In the Middle and Northern States the earlier your plants are set in spring, the better your chances of success. Just as soon as weather permits your ground should be prepared and the plants set. A difference of a few days in setting will often make more difference in resulting growth and crop than a heavy coating of manure or fertilizer. This is not theory. It has happened with us, and with many others. In a season of low prices this might make the difference between profit and a loss. If high prices, the loss by late planting will be all the greater.

Northern Grown Plants, if properly grown and handled, may be good plants. But if you depend on plants from Northern States you stand a chance of losing all or a part of the advantages of early planting. Your plants should be on hand to set just as soon as the ground is ready. Your northern plants may or may not be dug by that time, depending on weather conditions. Delays in transportation may hold up early planting. We are fortunately situated to take care of you in this respect. We have hard winters but our springs open up in time to dig plants and have them delivered to you in time to reap all the benefits of Early Planting.

BLADEN Co., N. C., February 11, 1922.

Will say you are getting my order not because you sell the cheapest, but because your plants are the best I ever saw shipped to this place. I ordered 2000 Klondyke plants from you last April which arrived in excellent condition. They were so nicely packed. The blooms were still fresh when they arrived. When in need of Strawberry plants, will always send you my order.

W. D. SHIPMAN.

JOHNSON Co., IND., April 17, 1922.

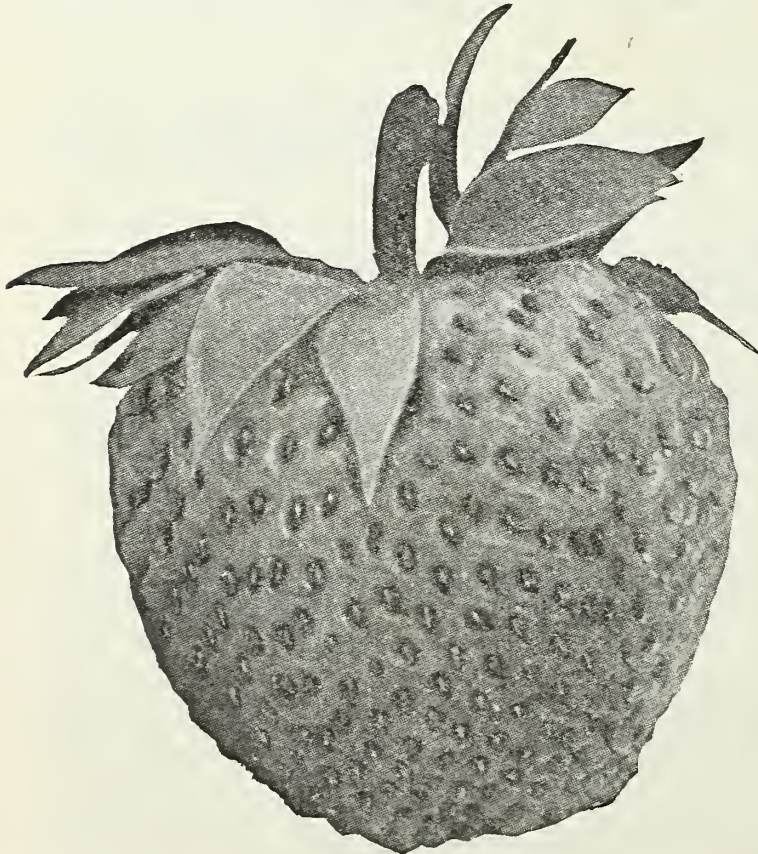
Please fill enclosed order if possible as I am very anxious to try Premier. I sent an order to Illinois for 500 Premier, 250 Warfield, and received the plants, but the ones put in for Warfield had perfect bloom on them, so they are not Warfield and I doubt if the ones sent for Premier are true. So I am sending this order where I will get what I order if you have them.

EVAN SWIFT.

BERMUDA, Dec. 9, 1921.

We herewith enclose draft on The Bank of The Manhattan Co., New York, for \$105.83 which we believe is the balance due you.

The plants opened up in a very satisfactory condition, and we believe that all of our customers were quite satisfied. THOMAS J. WADSON & SON.



The Fruit of Allen's Plants

CLAIMS, if any, must be made on receipt of plants. Call for your plants as soon as they arrive. Protect plants from sun and wind until planted. We pack plants to reach you in good condition. We cannot be responsible for drought, floods, insects, after planting. These things are entirely beyond our control.

Should there be a shortage in your order report at once number of packages and number of plants of each variety received. This will enable us to promptly adjust any discrepancy. Often the transportation company will separate a shipment and the balance of your plants will come in on the next train.

Instructions to Purchasers

ORDER AT ONCE, as soon as convenient after receiving this catalog. Late in the season we may be sold out of some varieties, but if ordered early the plants are reserved for you, to be shipped at proper time for planting. This is especially important this year when high prices for berries have made such a big demand for plants. Reports we have from growers all over the country indicate that the crop is very short. To be doubly sure of getting just what you want when you want it, **ORDER EARLY**. Read "Important," page 8.

REMIT by Money Order, Registered Letter, or Bank Draft. Postage Stamps will be accepted for the fractional parts of a dollar, the larger denominations preferred. Foreign customers will please send Money Order on Salisbury, Maryland, or Bank Draft payable in New York.

WRITE PLAINLY. Fill in all blanks on the sheet, as they are necessary for proper shipment, especially your name and address. When writing in reference to an order, give its number and give your name the same as was sent on the order.

TIME OF SHIPMENT. We commence to fill fall orders November 1st, and ship all winter to sections where the conditions are suitable for fall and winter plantings, as in California and some parts of the South. Early spring, March and April, is by far the best time to set strawberry plants in the middle and northern states. **Our shipping season ends May 1st. We will, however, fill a limited number of orders in the first and second week of May and put them in the best possible condition, but at purchaser's risk.** It is very important to have your plants shipped early. Read on page 8 under "Time to plant." The reason your plants should be shipped early in the season is that plants are dormant and will stand digging and shipping much better than after the growth has started. Don't order plants from us during the summer months, excepting orders to be filled before the first of November. Our plants are not ready and we can't do it. We don't grow potted plants.

ON RECEIPT OF PLANTS. Where the climate is not so severe, place the package containing the plants in a cool place, protected from wind and sun, at once on arrival. Be sure to keep the roots moistened while planting. If it is impossible to set the plants as soon as received take them out of the crates, and bed them in by digging a V-shaped trench in soft moist soil, preferably in the shade; open the bunches of plants and bed them in the trench by pressing the soil firmly to the roots, being careful not to cover the buds or crowns. Water thoroughly as soon as bedded.

TWENTY-FIVE. All plants are tied twenty-five in a bundle and each bundle labeled.

PACKING. We make no charges for boxing or packing at rates quoted in this catalog. Everything is delivered f. o. b. trains at rates named.

AT PURCHASER'S RISK. All plants ordered shipped after May 1st will be packed and shipped in the best condition possible, but at purchaser's risk.

TRUE TO NAME. While we use every precaution to have all plants true to name (and we believe we come as near doing this as anyone in the business) we will not be responsible for any sum greater than the cost of the stock, should any prove otherwise than as represented.

ANNAPOLIS Co., NOVA SCOTIA, May 19, 1922.

I am very much pleased with the plants.

MISS J. G. CARTY.

COWLITZ Co., WASH., April 6, 1922.

Plants ordered from you arrived today in fine shape. Best plants we ever got. Thanking you for your prompt attention and wishing you best success, I am,

A. J. SAUNDERS.

OLDHAM Co., KY., April 25, 1922.

I received the strawberry plants in good shape, and was well pleased with them. Enclosed you will find a check for \$22.50.

O. T. MURPHEY.

PRICES

Our prices are fair for the quality of plants we send out. They are not high. They are not low; neither is the quality of our plants and service. A fair price for good plants is a sound investment.

Nowhere is the first cost less important than in the purchase of strawberry plants. An extra dollar or two per thousand plants may well mean many, many dollars in your net profits. Good plants, in good condition, and true-to-name are more important than price. Figured on a basis of returns per dollar invested, you will find our plants really cheaper than "cheap" plants. They are produced and handled to give results—to compete in quantity and quality of the crop, but not in price.

ORDER EARLY

Don't wait until shipping time to order your plants. At the beginning of the season we have a good supply of all varieties, but many of our old customers appreciating good plants and true-to-name have them reserved during January, February and the first part of March to be shipped during March and April. It sometimes happens that when a customer waits until he is ready to plant before he sends in his order, that our supply of certain varieties may be sold out or reserved for others who ordered early. Our policy is first come, first served. Don't be disappointed. Order Today.

HOW TO SHIP

Express is generally satisfactory and the best way to ship plants if your order is large or if the distance is great.

Parcel Post. Generally cheapest and most satisfactory for small shipments and with larger shipments in adjoining and near-by states.

Strawberry plants packed for shipment weigh approximately 4 pounds per 100 plants. Make up your order, calculate the approximate weight and if you do not know your zone from Salisbury, Maryland, use distances given below, or ask your postmaster.

With the zone rate published below, you can easily calculate the amount of postage to send. Be sure to send postage enough. If you should send more than is required, the excess will be returned. **If sufficient amount to pay parcel post charges are not sent with the order the plants will be sent by express collect, or by parcel post, c. o. d.** for the amount of postage, as we cannot keep accounts and send bills for small items of postage.

Zone.	Miles.	1st Pound.	Additional Pound
1st.....	0 to 50.....	5 cts.....	1 ct. for each or fraction
2d.....	50 to 150.....	5 cts.....	1 ct. for each or fraction
3d.....	150 to 300.....	6 cts.....	2 cts. for each or fraction
4th.....	300 to 600.....	7 cts.....	4 cts. for each or fraction
5th.....	600 to 1000.....	8 cts.....	6 cts. for each or fraction
6th.....	1000 to 1400.....	9 cts.....	8 cts. for each or fraction
7th.....	1400 to 1800.....	11 cts.....	10 cts. for each or fraction
8th.....	1800 up	12 cts.....	12 cts. for each or fraction

Doing Fine in New Hampshire.

HILLSBOROUGH CO., N. H., May 22, 1922.

I received the strawberry plants all right and found them in good shape, and I am real pleased with them. They are doing fine.

MRS. F. HERBERT BROWN.

This Customer Appreciates Our Efforts.

CLINTON CO., PA., May 4, 1922.

It is not customary to write a firm after your business dealings have been closed up, but I thought that I owed it to the company in general for the courteous treatment received from them this season. I received 15,000 Big Joe strawberry plants. Now why I mention this is, my plants were all paid for and some over before I got the plants and you could have easily given me bum plants, but the plants I received from you were wonderful, not ordinary but great, and I most heartily thank you for this. Now in regards to price, I was offered Big Joe plants at \$2.00 in 5000 lots. But I preferred to pay you the difference for I had plants before from you and they were fine and this is why I bought again. It isn't so much the price of a thing especially in berries for when the ground is ready and you have calculated to plant, the price of the plants is the smallest thing to be considered. I received the check for \$30.00 over pay and I again want to thank you for the nice, thrifty plants you sent me and I don't see why every plant you sent me don't grow. If they don't it is surely no fault of yours.

J. H. ROMIG.

Price List of Strawberry Plants

Description. Page	Price. Per 1,000
EXTRA EARLY VARIETIES	
16 Campbells Early (Per).....	\$ 6.00
16 Early Ozark (Per).....	7.00
16 Excelsior (Per).....	5.00
16 HOWARD No. 17 (Per).....	6.00
16 Mitchell's Early (Per).....	6.00
14 PREMIER (Per).....	6.00

MEDIUM EARLY VARIETIES	
17 Dr. Burrill (Per).....	5.00
17 Early Jersey Giant (Per).....	7.00
18 KLONDYKE (Per).....	5.00
17 MISSIONARY (Per).....	5.00
18 SENATOR DUNLAP (Per)...	5.00
18 Tennessee Prolific (Per).....	6.00

MIDSEASON VARIETIES	
18 Abington (Per).....	8.00
20 BIG JOE (Per).....	6.00
18 DELICIOUS (Per).....	10.00
18 Eaton (Per).....	10.00
19 Ekey (Per).....	6.00
19 GLEN MARY (Per).....	8.00
19 Gold Mine (Per).....	8.00
21 Haverland (Imp).....	7.00
21 Heritage (Per).....	8.00
21 Marshall (Per).....	10.00
21 PAUL JONES (Imp).....	6.00
21 Rewastico (Per).....	6.00
21 Warfield (Imp).....	6.00

Description Page	Price Per 1,000
LATE VARIETIES	
22 AROMA (Per).....	\$ 6.00
22 BIG LATE (Imp).....	8.00
22 Big Wonder (Per).....	10.00
22 Brandywine (Per).....	7.00
22 Bun Special (Per).....	10.00
23 CHESAPEAKE (Per).....	8.00
22 Commonwealth (Per).....	8.00
22 Echo (Per).....	5.00
22 First Quality (Per).....	8.00
22 Gibson (Per).....	6.00
22 Late Jersey Giant (Per).....	10.00
24 LUPTON (Per).....	7.00
24 Magic Gem (Per).....	6.00
24 MARVEL (Per).....	10.00
25 McALPIN (Per).....	6.00
26 New York (Per).....	8.00
26 Parson's Beauty (Per).....	7.00
26 SAMPLE (Imp).....	6.00
25 Wm. Belt (Per).....	8.00

VERY LATE VARIETIES	
27 GANDY (Per).....	6.00
27 Kellogg's Prize (Imp).....	8.00
27 OREM (Per).....	8.00
27 Steven's Late Champion (Per)	7.00

EVERBEARING VARIETIES	
29 Champion (Per).....	15.00
29 Neverfail (Per).....	15.00
29 PROGRESSIVE (Per).....	15.00
29 Perfection (Per).....	See page 29
29 Gardeners 999 (Per).....	See page 29

If Less Than 500 Plants of a Variety Are Ordered, Prices Must Be Carried Out According to the Following Table. If the Correct Amount Is Not Sent, We Will Send Only the Quantity of Plants You Have Paid For

If priced at	\$5.00 per 1,000	\$6.00 per 1,000	\$7.00 per 1,000	\$8.00 per 1,000	\$10.00 per 1,000	\$15.00 per 1,000
25 plants will cost.....	\$.30	\$.40	\$.50	\$.50	\$.60	\$.70
50 plants will cost.....	.50	.60	.70	.80	.90	1.30
75 plants will cost.....	.70	.80	.90	1.05	1.25	1.90
100 plants will cost.....	.90	1.00	1.10	1.30	1.60	2.50
150 plants will cost.....	1.15	1.30	1.45	1.65	2.05	3.20
200 plants will cost.....	1.40	1.60	1.80	2.00	2.50	3.90
250 plants will cost.....	1.60	1.90	2.15	2.35	2.95	4.50
300 plants will cost.....	1.80	2.15	2.45	2.70	3.40	5.10
350 plants will cost.....	2.00	2.30	2.75	3.05	3.80	5.70
400 plants will cost.....	2.20	2.60	3.00	3.40	4.20	6.30
450 plants will cost.....	2.35	2.80	3.25	3.70	4.60	6.90
500 plants will cost.....	2.50	3.00	3.50	4.00	5.00	7.50
1,000 plants will cost.....	5.00	6.00	7.00	8.00	10.00	15.00



The FRUITS *of* ALLEN'S
PLANTS



Chesapeake none better
W.F.ALLEN CO. Salisbury, Md.

