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WHOLESALE PRICES

1923

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PACHYSANDRA TERMINALIS

GROUND-COVER PLANTS

Pachysandra English Ivy
Euonymus, Etc.

HUGH B. BARCLAY

The Hearthstone Nursery

NARBERTH, PA.

Special Note

BECAUSE the demand for some of my plant specialties is very erratic, and some plants will not continue to grow in thumb or 2¼-inch pots after becoming pot bound, I do not carry in stock at all times over 1000 plants of such stock, and orders for MORE than this amount in pots must be grown for you. Allow six weeks for growing.

This rule does not apply to Pachysandra, Vinca Minor, English Ivy, or Euonymus, which are always on hand in any quantity.

Spring 1923

Fall 1923

WHOLESALE PRICES
OF
Ground-Cover Plants

PACHYSANDRA
ENGLISH IVY
EUONYMUS
ETC.

HUGH B. BARCLAY

The Hearthstone Nursery

NARBERTH, PA.

INDEX

Boxwood Edging
Boxwood Specimens
Red Cedars
Euonymus
English Ivy
Nepeta Mussenii
Phlox subulata
Thyme
Pachysandra terminalis
Vinca minor
Veronica rupestris
Lonicera Halliana
Lychimachia neumalaria
Rhododendrons
Kalmia
Ajuga reptans
Flowering Trees
Azaleas
Ilex crenata
Flowering Crabs
Flowering Cherry
White Dogwoods
Cotoneasters
Juniper Phitzeriana

To Landscape Architects, Park and Cemetery Superintendents

IN HANDING you herewith my Price List I wish to call to your attention the fact that I am SPECIALIZING in plants that you use in quantity and have difficulty in securing at a price which allows you to use them as freely as you wish, as well as securing a uniform grade, or from the same grower yearly.

Because I am specializing in these plants I am willing to sell to you at low prices, because higher prices do not encourage you to use these plants in quantity, and quantity sales are what I want, for I have the stock and the methods for propagation in quantity.

An equally important reason for the use of small plants in quantity rather than larger plants in less quantity, is the proven fact that nearly all the plants I wish to sell you GROW FAR BETTER if planted closely than if widely spaced, as they need the shade of their own foliage for root protection and encouragement. This rule applies particularly to Pachysandra. It also applies to Rhododendron Maximum, as you may have noted.

EXPRESS RATES are also a serious item in shipping larger stock as well as PACKING CHARGES, and as my plants are well pot bound you purchase roots, not soil only.

My stock is of uniform grade or it will not be shipped. Packing is properly and promptly done. Prices are F. O. B. Narberth, Pa., on the Main Line of the Pennsylvania Railroad.

I shall be glad to grow for you any plants you may have difficulty in securing, or make personal selection of plants you wish of special sizes or quality from nurseries in this region, some of them having plants not easily obtainable elsewhere,

I am numbering among my patrons many of the leading landscape architects and shall be pleased to serve you also.

HUGH B. BARCLAY,
The Hearthstone Nursery,
Narberth, Pa.

Why Pachysandra?

BECAUSE—

- It grows in the shade.
- It grows in the sun.
- It grows in poor soil.
- It grows in rich soil.
- It grows in wet soil.
- It grows in dry soil.
- It grows on terraces.
- It grows under trees.
- It grows on graves.
- It grows in city yards.
- It grows in window boxes.
- It grows on copings.
- It grows anywhere.
- It grows anywhere.
- It is evergreen.
- It is hardy.
- It is disease proof.
- It is of an even height.
- It preserves moisture.
- It stays at home.
- It is beautiful.
- It is not appreciated.

Landscape architects are using it for myriad purposes and glad they at last realized its uses.

Park superintendents are using it to border walks and fountains and for shady places, and glad they know of such a plant.

Cemetery superintendents are using it for graves and about mausoleums in place of English Ivy, and glad to make the change.

I have for sale over a million plants, BECAUSE I KNOW PACHYSANDRA.

Pachysandra Terminalis

The plant of a thousand uses and the best plant for those uses, bar none. Evergreen always. Hardy under all conditions. Disease free. Even height of six inches. Growing in DENSE SHADE or FULL SUN gladly, under any condition of soil or exposure, and adding 100 per cent. to the appearance of any planting as benefitting the planting by shading the soil.

SOME OF ITS MAIN USES ARE:

- Under all evergreen plantings.
- Under all shrub plantings.
- For areaway copings.
- For loggia and enclosed porch uses.
- For winter and summer window boxes.
- For shrub and flower bed borders.
- For bordering walks and drives.
- For steep terraces in sun or shade.
- For city yards it is ideal.
- For cemetery plots.
- For dense shade under any kind of trees.

I advise the use of one year field, two year field, or 2¼-inch pots, PLANTED CLOSELY in preference to larger pot or field plants widely spaced, as Pachysandra needs the shade of its own foliage to promote proper growth. Also by close planting the creeping stolons come up to fill the vacant spaces quickly. With larger plants the stolons will not cover the space for several years. Also the root system of large plants is no greater than with small plants grown from cuttings (not divisions, for divisions will make no root system). My plants are grown from cuttings entirely, rooted in sand and transplanted to field or grown in 2¼-inch pots for TWO YEARS, that they may be pot bound and form stolons before shipping.

For extensive plantings the one year size are best, as 2000 of this size cost the same as 1000 pot plants, and expressage is much less, and the closer planting of the one year field plants will give best results.

All sizes of plants can be safely shipped and planted at any season. One year field plants should be planted NOT MORE THAN 6 INCHES APART and less space is better. Two year field and 2¼-inch pot plants NOT MORE THAN 10 INCHES APART, and less space is better.

PRICES

Size	Per 100	Per 1000	Per 2000
One-Year Field	\$5.00	\$45.00	\$70.00
Two-Year Field	7.00	65.00
2¼-Inch Pots	8.00	70.00

500 at the 1000 Rate. SPECIAL PRICES GIVEN ON LOTS OVER 1000

Sedums

All of the Sedums are excellent for dry, sunny positions, steep banks, terraces, garden borders, paved walks, etc.

PRICES

Variety	Size	Per 100	Per 1000
Spurium Coccineum,	2¼-Inch Pots.....	\$8.00	\$60.00
Acre,	2¼ " "	8.00	60.00
Sexangulare,	2¼ " "	8.00	60.00
Sieboldi,	2¼ " "	8.00	60.00
Stolonifera,	2¼ " "	8.00	60.00
Album,	2¼ " "	8.00	60.00

10 at the 100 Rate. 250 at the 1000 Rate

Nepeta Mussenii

A beautiful plant for dry sunny banks, garden borders, as an edging, and for moss effects among shrub beds, etc. Height, 1 foot, 18 inches. Foliage sage green. Covered in May with a mass of light blue foamy flowers; will bloom freely again in September if cut back after blooming in spring. We have a large stock, as we think you will use it heavily after you know it well.

PRICES

	Per 100	Per 1000
Heavy Field Clumps	\$20.00
2¼-Inch Pot Plants	10.00	\$60.00

10 at the 100 Rate, 250 at the 1000 Rate

Special Prices on Lots of Over 1000 Grown to Order

Vinca Minor (Periwinkle)

Next to Pachysandra, as a cover plant for positions less shady than Pachysandra will thrive in, or in combination with it for borders, etc. Too well known to need describing, but too little used as a rule.

The one-year size are grown from divisions at least one year in clay soil and not to be confused with divisions which are generally from old plantings growing in leaf mold and not readily transplantable.

The 2¼-inch pot plants are heavy and have been clipped to thicken them up and are well pot bound to ship well.

PRICES

	Per 100	Per 1000
One-Year Field Size	\$5.00	\$30.00
Two-Year Field Size	6.00	45.00
2¼-Inch Pot Plants	7.00	50.00

250 at the 1000 Rate

Special Prices on Lots of Over 1000

Euonymus Kewensis

A beautiful little creeper. Evergreen and hardy and suitable for many positions in the rock garden, copings, walls, semi-shade, etc.

PRICES

	Per 100	Per 1000
One-Year Field Size	\$15.00	\$100.00
Thumb Pots	8.00	60.00
3-Inch Pot Plants	15.00	112.00

250 at the 1000 Rate

Euonymus Vegetus

My stock of this plant is heavy in size. I find that this variety does much better if in a wet location or where it can be well watered until it gets established.

For sloping banks and terraces in combination with Prostrate Evergreens it is beautiful.

PRICES

	Per 100	Per 1000
Five-Year Field Size	\$75.00	\$650.00
Four-Year Field Size	60.00	500.00
Two-Year Field Size	30.00	250.00

10 at the 100 Rate, 250 at the 1000 Rate

Euonymus Radicans Variegata

Can be used in all places where Euonymus Radicans is used for color contrasts and is, like Radicans, too little used.

PRICES

	Per 100	Per 1000
One-Year Field Size	\$5.00	\$40.00
Two-Year Field Size	10.00	75.00
Three-Year Field Size	25.00	175.00
2½-Inch Pot Plants	7.00	65.00

250 at the 1000 Rate
Special Prices on Lots of Over 1000

Euonymus Radicans

This useful plant for sun, or semi-shade on steep banks, walls, copings, or as a low plant for fronting down evergreens or rhododendrons or among shrubs to add green for winter effect, has been much abused and neglected, because sometimes on hot dry walls it harbors scale, but I have never seen it do so in other locations and even if so, the scale can be readily cleaned out and the plant is too good a one to be unused where possible. It is especially useful in window boxes and garden vases and urns in place of Vinca Major.

PRICES

	Per 100	Per 1000
One-Year Field Size	\$5.00	\$35.00
Two-Year Field Size	10.00	70.00
Three-Year Field Size	25.00	150.00
2½-Inch Pot Plants	7.00	60.00

250 at the 1000 Rate
Special Prices on Lots of Over 1000

Euonymus Carrerri

A form somewhat similar to *Vegetus* and often sold for such. Suitable for garden piers or for among evergreens for foilage contrast, also good in winter window boxes. Will stand shearing and would make a good low hedge.

PRICES

	Per 100	Per 1000
Six-Year Field Size	\$75.00

Phlox Divaricata, Canadensis

We have a large stock of this beautiful plant which is so effective in mass plantings.

PRICES

	Per 100	Per 1000
One-Year Field Size	\$8.00	\$60.00
2¼-Inch Pot Plants	10.00	70.00

10 at the 100 Rate, 250 at the 1000 Rate

Special Prices on Large Lots Grown to Order

English Ivy

We have both the large and the small leaf varieties. The small leaved is presumed to be hardier than the larger leaved one. It is superior for low walls and all places where the other variety is too coarse. It is of a somewhat slower growth.

PRICES

	Per 100	Per 1000
Large Leaf, 2¼-Inch Pots, 2 plants to a pot, heavy	\$8.00	\$60.00
Small Leaf, 2¼-Inch Pots, 2 plants to a pot, heavy	10.00	70.00

10 at the 100 Rate, 250 at the 1000 Rate

Special Prices on Lots of Over 1000

Wild Thyme

An old plant probably brought from Europe. Grows wild among New England hills. Forms a dense nearly evergreen carpet, which may be kept mown with a lawn mower. Delightful for garden walks, either planted alone or with grass. For paved terraces, etc., it is one of the best things I know of. Prefers a dry situation. The foliage is very fragrant, and the plant will withstand walking on. Flowers are light lavender in color, but the fragrance of the foliage is the best quality of the plant.

PRICES

	Per 100	Per 1000
Thumb Pots	\$5.00	\$40.00
2¼-Inch Pots	10.00	75.00
Divisions	5.00	40.00

10 at the 100 Rate, 250 at the 1000 Rate

Special Prices on Larger Quantities

Orders for all size pot plants in over 1000 lots must be booked 6 weeks in advance of shipment

Veronica Rupestris

One of the good things for steep banks, gardens and shrub borders, rock work, paved walks, etc. Very rapid growth and low growing. Blue flowers in profusion.

PRICES

	Per 100	Per 1000
2¼-Inch Pot Plants	\$8.00	\$60.00
Divisions	5.00	30.00

10 at the 100 Rate, 250 at the 1000 Rate

Special Prices on Large Lots Grown to Order

Ajuga Reptans

Suitable for semi-shade in wet or dry locations or for full sun. Nearly evergreen and of rapid growth. Four inches high. Flowers blue.

PRICES

	Per 100	Per 1000
2¼-Inch Pot Plants	\$8.00	\$60.00
Divisions	5.00	25.00

10 at the 100 Rate, 250 at the 1000 Rate

Special Price on Lots of Over 1000 Grown to Order

Lonicera Halliana

Growing wild throughout Pennsylvania, it clothes steep banks, covers fences, holds embankments, form hedges, and makes many a dreary place a thing of beauty, and yet we do not appreciate it, except possibly when it is in bloom and fragrant.

It can be clipped and mowed off at will, does not become a weed and will grow in all soils and in sun or partial shade.

I can supply collected plants from clay soil which transplant readily in the spring, at low prices, or will grow it in quantity in pots if the order is booked long enough in advance, as the market is not steady enough to allow me to keep a large stock on hand, though I always have a limited amount ready.

PRICES

	Per 100	Per 1000
2¼-Inch Pot Plants	\$8.00	\$60.00
Collected Plants	5.00	25.00

10 at the 100 Rate, 250 at the 1000 Rate

Special Prices Quoted on Lots Grown to Order in Quantity

Nepeta Glecoma

A very useful and beautiful trailer, almost evergreen, and of rapid growth in moist semi-shade. Height, 2 inches. Flowers blue.

PRICES

	Per 100	Per 1000
2¼-Inch Pot Plants	\$8.00	\$50.00
Thumb Pots	5.00	30.00
Divisions	5.00	25.00

Orders for more than 1000 must be booked six weeks before delivery in case of pot plants. Special prices on lots over 1000.
10 at the 100 Rate, 250 at the 1000 Rate

Lychimachia Neumalaria (Moneywort)

An old-fashioned thing though little used. Light green foliage. Trailer, with thousands of yellow flowers in late spring. Almost evergreen. Will stand semi-shade and wet or dry situations. Excellent for paved walks, etc.

PRICES

	Per 100	Per 1000
2¼-Inch Pot Plants	\$8.00	\$50.00
Thumb Pots	5.00	30.00
Divisions	5.00	25.00

Orders for more than 1000, pot sizes, must be booked six weeks before delivery. Special prices on lots over 1000.
10 at the 100 Rate, 250 at the 1000 Rate

Phlox Subulata

I only grow at present the native species, rose or pink flowered. The uses for this plant are many and plantings on dry banks are especially fine.

PRICES

	Per 100	Per 1000
¼-Inch Pots	\$8.00	\$60.00
Thumb Pots	5.00	40.00
Divisions	5.00	30.00

Orders for more than 1000, pot sizes, must be booked six weeks before delivery. Special prices on lots over 1000.
250 at the 1000 Rate

Boxwood

I have several thousand of Dwarf Boxwood. These are field plants, not rooted cuttings from sand.

PRICES

	Per 100	Per 1000
3 to 4 Inch	\$8.00	\$75.00
4 to 6 Inch	12.00	100.00
4 to 6 Inch, Heavy	15.00	110.00

250 at the 1000 Rate
Special Prices on Larger Lots

Rhododendron Maximum and Kalmia

My stock of these plants is exceptionally good, as I have collecting grounds in a section of Pennsylvania which has not been culled over. My men who dig them have been doing this work for twenty-five years and know how and the kind of plants I want dug. The plants are SUN GROWN and bushy, and lift with a good ball. Specimen plants will be supplied on order for special uses, and car or truck lots will contain many specimen plants fit for individual planting.

The prices given are for separate sizes. Order your car by sizes or allow us to use our own judgment if a mixed size lot is wished for mass planting. Prices are F. O. B. shipping point. Less 25% discount.

Rhododendrons

Size	Each	Quantity Single Deck	Quantity Dble. Deck	Quantity Cord Wdd.
2 to 3 Feet.....	\$1.25	200	350	800
3 to 4 "	1.75	175	300	600
4 to 5 "	2.75	150	...	500
5 to 6 "	4.00	100	...	300

Mixed size car, 2 to 5 feet. for mass plantings, \$1.50 each in car lots, less 25 per cent., or as priced for separate sizes.

KALMIA PRICES LESS 25%

Size	Each
2 to 3 Feet	\$1.35
3 to 4 Feet	2.00

PLANTING INFORMATION

As there seems to be much unnecessary loss from general plantings of Rhododendrons and Kalmia, I beg to submit my own views on the subject, as my losses are seldom more than 2 per cent.

Mass plantings should be closely planted, as these plants wish cool roots and the shade of their own foliage is better than a mulch alone, though a mulch is of much benefit.

It is better to dig out entirely the space to be planted to a depth of six inches, place the plants and fill in about them, than to dig separate holes for each plant, because men will not dig holes large enough, nor make them LEVEL or SLIGHTLY ROUNDED IN THE CENTRE, and as the ball of these plants is invariably concave in the centre an improperly dug hole leaves an air space under the ball and the roots are not in contact with the soil.

My system of planting is to dig out the entire space, place my plants and fill in but NOT TAMP AT ALL; then the ground is watered until in a liquid mud state, and left until the next day or until fit to tamp. Tamping is done very firmly, soil leveled and if possible another watering given in a few days. Mulch is applied later if possible.

Special Plants

I shall be glad to quote you on the following plants:

Boxwood Specimens. OLD BOXWOOD Hedges and specimens of all sizes in both Suffruticosa and Sempervirens.

Ilex Crenata. All sizes.

Flowering Crabs. Beautiful stock in several varieties, varieties.

Flowering Cherry. Sizes up to 25 feet in several varieties, varieties.

Red Cedars. I collect these plants from CLAY SOIL. In all sizes, of good color, and well furnished. Carload lots specially quoted.

Azaleas. Hino-di-giri Kureme, and others.

Azaleas Nudiflora. Collected plants, very heavy, out of clay soil.

White Dogwoods. A special block of specimens 3-5-inch calibre, low headed.

Cotoneaster. Simondsii. Acutifolia. Cut back heavy stock.

Juniperus Phitzeriana. In all sizes up to 6-8 feet.

“Melrosine”

I catalog this insecticide because I am the ORIGINATOR of it, and know it to be all that is claimed for it.

Without doubt it is the best remedy for rose bugs yet devised, and if used as directed will positively rid gardens of this pest.

It is also rapidly becoming the best general all around insecticide, for it kills other insects as readily as rose bugs.

Melrosine is NON-Poisonous and pleasant and harmless to use, except to insects. It does not discolor or burn flowers or foliage, and can be used readily for all house and garden plants.

It is used diluted with twenty or more parts of water.

PRICES

½ Pint	\$0.50
1 Pint	1.00
1 Quart	1.75
½ Gallon	3.25
1 Gallon	6.00

Pottery Ware

I have taken over the agency of several well-known manufacturers of stone and concrete garden ware and can quote you their prices on such wares, and submit catalogs and photographs of Benches, Bird Paths, Vases, Fountains, etc., in endless assortment and prices.

One of the manufacturers has a wonderful line of hand made pottery ware, called the best made in America, by a prominent landscape architect.

The designs are beautiful and the glaze and colors are most unusual.

This line of pottery is not for sale to the general public, but will be sold through responsible architects or made to their order from their own designs if wished. Photographs will be sent you if requested.

English Hurdle Fence

This fence made of split chestnut timber, well braced and with the post ends creosoted; is the best all around utility fence made and is also of pleasing appearance.

It can be erected very quickly and as quickly removed to other positions if wished.

It will turn all kinds of stock, being well braced and firmly made, and its uses about the small or large estate are varied.

Ideal where lawns are pastured with sheep, or for quickly erected paddocks for sheep or cattle and horses.

Three of the hurdles about a tree make an ideal protection in pasture fields, and its ease of erection makes it excellent for winter protection of all plantings requiring such.

It comes in panels eight feet long and five feet high, the most popular spacing being the five bar as shown.

The cost is about the same as for a hedge planting of Privet and it is far more suitable for many positions.

I have the agency for this fencing and prices given you will be as low as the manufacturer's. Deliveries will be prompt.



