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A IEADE JOURANAI.
Vol. 6.
Chicago, Ill., June, 1898.
No. 6


To Narserymen, Florists and Seedsmen.

## Our Specialties for $1898=09$.

YELLOUU RAMBLER (Aglaia), the only hardy yellow Climbing Rose.

CUMBERLAND (Trade Mark) RASPM BERRY, the largest Black Raspberry known.

ICEBERGBLACKBERRY, Burbank's new White Blackberry.

Every Nurseryman is solicited to handle these valuable novelties.

Write for particulars.
Jaekson \& Perkins Co., NEWARK, NEW YORK.

## Magnolia Pear

This Pear and Golden Russet or Canners belong to the same type. Like Golden Russet, it is a sure bearer, as it blooms late, thereby escaping late Spring frosts. It is a very showy fruit; color a rich golden bronze; size as large as'Duchess d'Angouleme; quality better than any belonging to the same type. Agents should put two or three of these trees in every houseyard or garden. Price for Fall of 1898, for one-year trees, on application.

W. F. HEIKES, Manager.

## Fruit.

Trees and Vines become hardier, and their products better colored and better flavored when liberally treated with fertilizers containing at least 10 per cent. actual
Potash.

FREE An inustrated book which tolls what Potash is, and how it should be used, is sent free to all applicants. Send your address.

GERMAN KALI WORKS,
93 Nassau St., New York.

## FRANK HANCOCK,

MATHERS, WISCONSIN.
-DEALER IN-

## Sphagnum <br> Moss.

I am absolutely the only dealer in this vicinity who owns the swamp from which the muss is taken, and I personally superintend getting out the moss for my customers. I can therefore guarantee my moss to be of the very best quality and the bales to be of the largest size. Moss can be supplied in any quantity desired either in bulk or in bales Be sure to get my prices before placing your orders elsewhere. of every kind, size and quality, at Factory Prices. Send your samples and get quotations and save from 10 to 50 per cent. Order in time to have them sent by freight. Any other Printing, Lithographing, Engraving or Blank Books you may require can be sent at same time, at an equal saving in price. Send for Price-I.ist of Stock Nursery Fornas VREDENBURG \& KARLE, Rochester, N. Y.

[^0]
## APPLE TREES.

General Assortment, 2 year--Fine. Plum Trees--Abundance, Willard, Wickson.

Kieffer Pear, 2 Year, $\overline{3}$ to 2 Feet. No Seale in the State. For Prices Address

F. W. WATSON \& CO.,

(2351)

TOPEEKA, KAN.



## Matthews Beauty Peach.

We introduced this remarkable peach to the trade, last season, for the first, with splendid success. There will be a good demand for it, as it has been largely advertised, having personally visited and introduced it to the principal fruit points in seven States, while it has been sold in all the Southern and most of the Eastern fruit States.

Realizing that we cannot control this peach longer than this year, we have decided to offer buds for sale for immediate or future delivery f. o. b. Huntsville, Ala.
\$5.OO Per M, or \$20.0O for $\ddagger$ M.
Buds of the noted Texas seedling, "CARMAN," at same price as above.

## GEORGIA NURSERY CO.

Address W. M. GRISINGER, Manager, Atlanta, Ca.

## BOX 62z。

(Formerly Cuthbert Nursery Co., Cuthbert, Ga.)

[^1]
## Nurserymen's Requisites.

## PURCHASING DEPARTMENT.

We have an expert buyer in our office who has charge of this department, and we intend to give our customers and correspondents the advantage of our location in Chicago in supplying them anything required by nurserymen or florists. We buy at wholesale prices, and purpose to divide profits with our customers. Among the many things we have especial facilities for supplying here we enumerate the following: Budding and Pruning Knives, All-Purpose Knives and Pruning Shears, Field and Garden Tools, Hoes, Spades, Plows, Cultivators, Spraying Aparatus, Lawn Mowers, Insecticides, Moss, baled in wire or burlap, by the ton or bale, Burlap, Wool Twine, Hay Rope, Raffia, Grafting Thread, Thread for tying Buds, Fertilizers, Wagons, Buggies, Bicycles, etc.

Address

# W. F. HEIKES, Manager, 1308-1310 Unity Building, <br> CHICAGO, ILL. 

w. F. HEIKES, Editor and Manager.
I308-1310 Unity Building, Chicago, III.

The circulation of this Journal will be contined strictly to Nursersmen, Florists and Seedsmen, and ofily invited advertisements of articles pertaining specially to these trades will be inserted.

## New Publication Office.

The Practical Nubseryman will be issued hereafter from Chicagu. We trust to be able to extend its scope and usefulness from this great center of commercial iudustry. We count among our advertising patrons many of the leading nurserymen. and we hope for the continuance of their patronage and that others may be induced to join their ranks.

## Convention Paragraphs.

The twenty-third annual convention of the American Association of Nurserymen was heid in Omaha June 8th to 9th.

Every State in the Union is now represented by the roll of names of members, which numbers 426 . There was a full representation of the members who usually attend these meetings, to which were added many Western nurserymen who had heretofore not been present at these conventions.

Evidence was brought from all sections of the country of an era of returning prosperity. Not since 1893 has the business tone amongst nurserymen been so hopeful and buoyant. A uniform belief was expressed that better prices will be obtained for nursery products the coming year, and a sufficient number of sales were wore made at advanced prices to establish this canviction.
The next convention will be held in Chicago in June. 1899.

Exposition influences were brought to bear in the selection of Omaha as the place of this meeting, and all were rejoiced with the opportunity of witnessing this wonderfal creation. The Trans-Mississippi Exposition is magnificent in conception and accomplishment, exceeding in artistic beauty and practical demonstration of the rich products of the great North West anything of the kind attempted since the World's Fair.

The following officers were elected: President, A. L. Brouke, Tupeka, Kan.; Vire-Preident, E. Albertson, Bridgeport, Ind ; Secretary, George E. Seager,

Rochester, N. Y.; Treasurer, Charles H. Yates; Rochester, N. Y.; Executive Committee, C. L. Watrous. Des Moines, Ia., R. C. Berckmans. Augusta, Ga., F. H. Stannard, Ottawa, Kau.

## Quarantining Plants.

The Canadian Government has prohibited absolutely the iutroduction of certain nursery stock from the United States to the Dominion, fur fear of introducing the San Jose Scale. Americans cannot much complain, as most of the States have been quarantining each other: and Germany, alarmed by our own excitement. has prohibited American fruits. To show how silly this is, it is only necessary to say that the insect already exists in most of these places, and. if not. can easily get there in a multitude of ways aside from traveling by nursery stock. The Colorado potato beetle simply took a ride on a railroad train for the East; and the Scale can get across the line on a bird's foot or feather just as well as on a tree, and no doubt can breed just as well on a native forest tree as on any tree from a nursery. Puck says: "What fools these mortals be."-Meehan's Monthly.

## Raffia For Budding, Grafting and Tying.

On every private place of any pretension as to size there is more or less grafting and budding to be done. Various materials are in use for tying in the grafts or buds. but none are the equal of Raffia. It is broad, soft and pliable, and does not bind the bark as readily as others. Bass bark was once the popular material for these purposes, but it was less convenient, requiring wetting at the time of using. Raffia is procured in long plaits, the strands of which are cut up into desired lengths. It is the product of the leaves of a palm, "Raffia pedunculata," which grows only in Madagascar. The quality 18 chiefly shown in its color, which should be of a brownish white. As a pound is considered sufficient to tie about two thousand buds or grafts, that amount would last a long tinie, if kept dry. on a private place. It may also be used for general tying around the greenhouses, among tender plants. because of its breadth in comparison with string.Meehan's Monthly.

# The Huntsville Wholesale Nurseries. 

Jessie s. MOSS, Proprietor. W. F. heikes, Manager.<br>Referenoes: W. R. Rison \& Co., Bankers, Huntsville, Ala., and the Mercantile Agencies

## FAY, OF 1898 AND SPRING OF 18OS.

The puhlication of this list abrogates previous quotations.
Except where prices are agreed upon, these quotations are subject to change without notice.

See Terms and Conditions governing these quotations on another page.

## Chicago Office Permanent.

Address all correspondence to W. F. HEIKES, Manager, 1308-1310 Unity Building, Chicago, Ill.

On October 1st the office of the Huntsville Department will be opened again at Huntsville, when all orders or correspondence concerning the stock grown at Huntsville should be addressed to that office, as Mr. Heikes expects to be there during the packing season.

## Chicago Department.

All correspondence for this department should be addressed to W. F. Heikes, Manager, 1308-1310 Unity Building, Chicago, Ill.

The nursery stock we offer in this department is such as we have secured through exchange or contract from various sources, principally from Missouri, Iowa, Nebraska and Western New York. It will be sold to be delivered at stations where it is grown. We will be able to offer bargains in this line.


# - THE HONTSVILLE WHOLESALE NURSERIES PRICE LIST. 

# PEAR TRERE-On French Fear Roots, Etandard. <br> CiPher. Per 10 Per 100 Per 1000 

Two years, $3 / 4$ to 1 inch, 5 to 7 feet, No. 1, well branched......Editor
Two years, $5 / 8$ to $3 / 4,5$ to 6 feet, Light No. 1, ". ........Elicit
Two years, $1 / 2$ to $5 / 8,4$ to 5 feet.
$\begin{array}{ll}\text { Bartlett } & \text { Doyenne d Ete } \\ \text { Beurre Clairgeau } & \text { Flemish Beauty }\end{array}$
Beurre d'Anjou Garber
Buffum, Howell
Clapp's Favorite
Duchess d Angouleme,

Eritrup

| Lawrence | Seckel <br> Sheldon |
| :--- | :--- |
| Le Conte | Louise Bonne de Jersey |
| Tyson |  |
| Mt. Vernon | Vermont Beanty |
| Osband's Summer | Wilder |

Le Conte
Louise Bonne de Jersey
Osband's Summer
Vermont Beanty
Wilder

## DWAEF PRARS.

Cipher. Per 10 Per 100 Per 1000

Two years, $3 / 4$ inch and up, 4 to 5 feet, No $1 .$.
Two years, $5 / 8$ to $3 / 4$ inch, 4 to 5 feet, No, 1 .
Two yearn, $1 / 2$ to $5 / 8$ inch, 3 to 4 feet, No. 1 .
Bartlett Clapp' Farorite- Seckel

Bartlett Clapp's Favorite
Duchess d' Angouleme Buffum.
Beurre de Anjou Louise B. de Jersey

Seckel
Flemish Beauty

PLUM ON PLUM==European Sorts.
Cipher. Per 10 Per 100 Per 1000

Two year, $3 / 4$ inch and $u p, 5$ to 6 feet, No. 1.
Two year, $5 / 8$ to $3 / 4,5$ to 6 teet, No. 1 Halbert

Two year, $1 / 2$ to $5 / 8,4$ to 5 feet, No. 1 Hulter
.............................................
Bradshaw Imperial Gage
Coe's Golden Drop
Fellenburg German Prune

Imperial Gage Lombard Pond Seedling Reine Claude

Moore's Arctic
Smith's Orleans Shipper's Pride

WRITE FOR PRICES
Howell
Tyson

GRAPES, Loading Varieties. Prices upon application.
APPLE SEEDLINGS. Prices upon application.

## HUNTSVILLE DEPARTMENT.

In this department we quote only such trees and plants as we grow at Huntsville, Ala., and only such as can be produced there of better value and quality than elsewhere, which has been proven by our long experience.

Address all correspondence to W. F. HEIKES, Manager, 1308-1310 Unity Building, Chicago, Ill.

During the packing and shipping season, beginning October 1st, the office at Huntsville will be opea, when all correspondence connected with business for this department should be addressed to W. F. Heikes, Manager, Huntsville, Ala.

For 100 rates add 1 cent each; for 10 rates add $2 \frac{1}{2}$ cents each to the 1000 rates.


KIEFFBR PEARS-One Year, Grafted on Eranched French Seedings.
Kieffer, one year, 5 to 6 feet, not branched
Kieffer, one year, 4 to 5 feet, not branched
Facile
Kieffer, one year, 4 to 5 feet, not branched .....................................Famous
Kieffer, one year, 3 to 4 feet, not branched.............................Farmer
Kieffer, one year, 2 to 3 feet, not branched.
Farther
WRITE FOR PRICES

## LeCONTE AND GARBER PEARS-One Fear Cuttings.

Ctpher. Per 10 Per 100 Per 1000
LeConte and Garber, one yr., own roots, 5 to $6 \mathrm{ft} .$, not br'd... Festal
LeConte and Garber, one yr., own roots, 4 to $5 \mathrm{ft} .$, not br'd... Falter
LeConte and Garber, one yr, own roots, 3 to 4 ft ., not br'd... Fiddler LeConte and Garber, one yr, own roots, 2 to 3 ft ., not br'd

Fickle

SEE
BILOXI NURSERIES
PAGE.

## THE HONTSVILLE WHOLESALE NURSERIES PRICE LIST.



## CHERRY TREES==Two Years, On Mahaleb.

Cipher. Per 10 Per 100 Per 1000
Morellos and Dukes, 2 yrs., $3 / 4$ to 1 in ., 5 to 6 ft ., well branched Object Morellos and Dukes, 2 yrs., $11-16$ to 34,5 to 6 ft ., well branched Oblige Morellos and Dukes, 2 yrs., $5 / 8$ to $11-16,4$ to 5 ft ., well branched Oblong Morellos and Dukes, 2 yrs,, $9-16$ to $5 / 8,4$ to 5 ft ., well branched Octave Morellos and Dukes, 2 yrs., $1 / 2$ to $9-16,4$ to 5 ft ., well branched. Office Morellos and Dukes, 2 yrs., 3 to 4 ft ., more or less branched... Onvoard

| Early Richmond | Wragg | Montmorency (Ord.) Early Russian |
| :--- | :--- | :--- |
| English Morello | Ostheimer | Manger |

Large Montmorency
Manger
CHERRY TREES=One Year, On Mahaleb.

|  |  |  | Cipher. | Per 10 | Per 100 | Per 1000 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Morellos and Dukes | e year, 4 to 5 feet | branched.. | Packet |  |  |  |  |
| Morellos and Dukes, | year, 3 to 4 feet, | brandhed. | Paling |  |  |  |  |
| Morellos and Dukes, | e year, 2 to 3 feet, | branched. | Panel | WRITE FOR PRICES |  |  |  |
| Hearts and Bigarreaus, one year, 5 to 7 feet, not branched ....Pastor |  |  |  |  |  |
|  |  |  |  |  |  |
| Hearts and Bigarreaus, one y ear, 4 to 5 feet, not branched .....Patron |  |  |  |  |  |
| Hearts and Bigarreaus, one year, 3 to 4 feet, not branched .....Passion Hearts and Bigarreaus, one year, 2 to 3 feet, not branched .....Purlor |  |  |  |  |  |
|  |  |  |  |  |  |
| Ea. Richmond | Ostheimer | Wragg |  |  |  |  | Farly P | nssian |  |  |
| Eng. Morello | Vladimir (Russ.) | Early Lai | aurie |  |  |  | Montm | rency | d.) |  |
| Large Montmorency | Lutovka (Russ.) | Manger |  |  |  |  | Dyehou |  |  |  |

## THE HUNTSVILLE WHOLESALE NURSERIES PRICE LIST

## PEACH TREES._On Peach, Leading Varieties.

Our Peach Trees are budded on seedlings grown from Tennessee and Alabama Pits. They are free from aphis or root-knots, and have fewer borers than those from most nurseries.

We can supply beautiful medium and small-sized peach trees this year. The lands upon which our peach trees are grown produces a light, well-maturod tree, with fine roots. These trees will answer well the purpose of "June Buds," and are very much better to transplant, as they will be well matured to the terminal bud, while June Buds are often tender at the tips. The little trees we offer should not be confounded with the little culls left after the larger trees have been dug and offered so cheaply by other nurseries. Our peach trees have been grown with especial reference to the Southern trade, where small sizes are mostly wanted. The Yellows and Rosette are unknown in this locality, and we have been careful not to bring in any buds from affected localities.

Cipher Per 10 Per 100 Per 1000

One year, $5 / 8$ to $3 / 4$, 5 to 6 feet, branched, extra
One year, $9-16$ to $5 / 8,4$ to 6 feet, branched, No. 1
One year, $9-16$ to $5 / 8,4$ to 6 feet, branched, No. 1
One year, $1 / 2$ to $9-16,31 / 2$ to 5 feet, not branched One sear, $1-16$ to $1 / 2,3$ to 4 feet, more or less branched One jear, 2 to 3 feet, little if any branched.
One year, 1 to 2 feet, little if any branched One year, extra, $3 / 4$ to 1 inch, 5 to 8 feet, branched

Ransom
Rattle
Rebate
Recite
Kesonrce
Render
Rancor

WRITE FOR PRICES

Alexander
Allbright's October
Beer's Smock
Bell of Ga.
Bokara, No. 3
Chinese Cling
Crawfords Early
Crawfords Late
Champion
Crosby
Ea. Canada
Ea. Bannard
Early Rivers
Elberta
Early Tillotson
Fos:er
F. St. John
Family Farorite
Globe
Greensboro

General Lee
Gold Drop
Hortón's Ea. Rivers
Heath Cling
Lemon Cling
Levy's Late
Mamie Ross
Mountain Rose
Hill's Chili
Old M. Free

Picquet's Late
Reeves Favorite
Susquehanna
Salway
Stump the World
Sneed
Stevenson's Rareripe
Thurber
Triumph
Wager

## BUDS.

Orders will not be accepted for less than two dollars' worth of Buds, and if required in less quantities than one hundred of a variety, double the hundred rates will be charged.

Orders for Buds can be made upon us with confidence, We take especial pains to keep all our sorts pure, renewing frequently from bearing trees and "mother blocks."

Special prices will be given on orders of $\mathbf{5 , 0 0 0}$ or more of leading varieties.

|  | Cipher. | Per 100 | Per 1000 |
| :---: | :---: | :---: | :---: |
| Peaches, leading varieties | Yedder | \$ 30 | \$ 12 |
| Plums, Pears, leading varieties | Yellow | 30 | 200 |
| Quince, Orange, Meech, Reas, Champion | Yielding | 30 | 200 |
| Cherries, leading rarieties....... ...... | Yelping | 30 | 150 |

## QUINCES.

Grown from grafts and transplanted at one year.
Cipher. Per 10 Per 100 Per 1000
Orange, Meech's Prolific, two years, $5 / 8$ to $9-16,4$ to 5 feet, br'd. Tartar
Orange, Meech's Prolific, two years, $9-16$ to $5 / 8,4$ to 5 feet, br 'd. Tactics
Orange, Meech's Prolific, two years, $1 / 2$ to $9-16,3$ to 4 feet, br'd. Tar pole Orange, Meech's Prolific, two years, $1-16$ to $1 / 2,2$ to 3 feet, br'd. Taff'y Orange, Meech's Prolific,one year, 3 to 4 feet, not branched... Teller Orange, Meech's Prolific, one year, 2 to 3 feet, not branched... Tableau Orange, Meech's Prolific, one year, 1 to 2 feet, not branched... Tardy

These two-year Quinces were headed back to 18 inches in the Spring, and are uniforinly branched and handsome.

## QUINCE GRAFTS--One Fear, for Lining Out.

## HEIKES-BILOXI NURSERIES CO.

Address all correspondence on business with Nurseries to W. F. HEIKES,


THE HEIKES-BILOXI NORSERIES CO. PRICE LIST.


Princess Adelaide. $\qquad$
Salet.
White Bath

## Miscellaneous.

Crimson Rambler Yellow Rambler.
Empress of China
Harrison's Yellow
Mad. George Bruant.
Dawson.
Wichuraiana

## Hardy Common.

Gem of the Prairies
Raltimore Belle.
Queen of the Prairies
Seven Sisters.
Madame Plantier


#### Abstract

Kieffer and Garber-Budded, two years, per 1000, $3 / 4$ to 1 inch, 5 o feet, $+50,5 / 8$ to 4,5 , 5 to feet, $\$ 40 ; 9-16$ to $5 / 8,4$ to 5 feet, $\$ 35 ; 1 / 2$ to $-16,4$ to 5 feet, $\$ 30$. early harvest and Cincincis. -Budded, two years, per 1000, 3 5/8, \$io.

KIEFFER-Budded, one year, ${ }^{2}$ to 6 feet, per 1000, , $40 ; 4$ to 5 feet, 35 ; 3 to 4 feet, $\$ 30$. GARBER and LeConse-One保, from cutimgs, per 6 feet, $\$ 40 ; 4$ to 5 feet, $\$ 30$; 3 to 4 eet, \$30. Garly hartest, Golden Ruser and Crncincis-One year Buds, per 1000, 5 to 6 feet, $\$ 80 ; 4$ to 5 feet, \$To; 3 to 4 feet, *\%

Magnolia Pear-Budded, one feet, any size. Price on application.


## MULBERRIES.

New American, Downing and Hicks-One year, 5 to 6 feet, per 1000 , $\$ 80 ; 4$ to $\overline{5}$ feet, $\$ 6 \overline{0} ; 3$ to 4 feet, \$50.

## PECANS.

Grafted or Budded, best paper shell sorts, per 100,4 to 5 feet, $\$ 100$; 2 to 4 feet, $\%$ 位.

## EAST SHORE NURSERIES,

## BENTON HARBOR, MICH.

Address W. F. HEIKES, Manager, 1308-1310 Unity Building, Chicago, Ill.
We have established a Branch Nursery at Benton Harbor, Mich., to be known under the above name. These Nurseries will be devoted to the growing of Standard and Dwarf Pears, European Varieties of Plums, Peaches, Quinces and Small Fruits.

## PLUM TREES-On Marianna Plum, Two Years, Transplanted.



# EASTESHORE NUREERIES==Continued. <br> PEACH TREES=On Peach, Leading Varieties, Transplanted. 

Cipher.<br>Per 10 Per 100 Per 1000

One year. $5 / 8$ to $3 / 4,5$ to 6 feet, branched, extra. One year, $9-16$ to $\% / 8,4$ to 6 feer, branched, No.
One year, $7-16$ to $9-16,31 / 2$ to o f feet, branched.

Sulvage
sumplo
sanual

Hynes Surprise Lamun Cting Lady Ingold Mamie Ross Mountain Rose Old M. Free Reeves Favorite

## WRITE FOR PRICE;

Susquehanna<br>Salway<br>Scump the World<br>Sneed<br>Stevenson's Rareripe<br>Thurber<br>Triumph

Crosby Heath Cling

QUINCES - Transplanted. Grown from Grafts and transplanted at one year old. Cipher.

Per 1000


Madame Plantier

Cipher. Per 10 Per 100 Per 1000
CURRANTS—Red Dutch. ('herry and Victoria, 1 year, No.1. Satire Red Dutch Cherry and Victoria, 2 year, No. 1. Savage La Verfailles, Lee's Prolific and Prince Albert, 1 year, No. $1 . . . . . . . . . . . . . . . . . .$. . Saring
La Versailles, Lee's Prolific and Prince Albert, 2 ypar, No. 1..........................Saxon White Crape and White Dutch, 1 year, No. 1. . Scallop White Grape and White Dutch, 2 year, No. 1. Scanalal London Market, Fay's Prolitic, 1 yaar, No. 1..scanty London Market, Fay's Prolific, 2 year. No. 1..Scarlet
Goooseberries-Houghton, 2 year, No. 1...................Sceptic
Houghton, 1 year. No. 1.................. Scholar
Downing and Smith, 2 yeir, No. 1.......scraper
Downing and Smith, 1 year, No. l........Scrubby
Pearl, 2 year, No. $1 . . . . . . . . . . . . . . . . . . . . . . . S c u l p t o r ~$
Pearl, 1 year, No.
1...............................................

RASPBERRIES-Gregg, Early Ohio, Souhegan (black).......Sealer
()onrath (black).................................Sealing

Miller's, Shaifer's Colossal, London (red) . . season
Turner and Cuthbert (red)......................Secede
Blackberries-Snyder, Eldorado, Ohmer......................Seclude.
Stone's Hardy, Early Harvest.............. Second
Erie, Wilson's Early ............................. Secret
Strawberries-Crescent, Bederwood, Jessie. Bubach's
No. 5, Brandywine, Gandy, Green-
WRITE FOR PRICES
ville,. Haverland, Timbrell. War-
field, No. 2 ..................................Section
WRITE FOR PRIUES

## WANTS FOR FALL, 1898.

One car-load of 2 year Dyehouse and English Morello Cherries.
1 car-load of 2 -year-old Duchess of Oldenburg and York Imperial, $3 / 4$ and up and $5 / 3$ to $3 / 4$ inch.

Give lowest price in car-load lots or in smaller lots.

# Terms and Conditions Governing Quotations in the Price List of the Huntsville Uholesale Nurseries. 

Rates.-As we send this list to the trade only, we make the ditference in prices between the 10 , 100 and 1000 rates very slight-simply sulficient, as a rule, to cover the difference in the expense of handling in the smaller numbers. We uniformly tie in bunches of 10 , when consistent with the order, and we suggest to our customers to make their orders for varieties in multiples of 10 as far as practicable. Orders for 50 and not uver 300 trees, if for not less than 10 of a variety, will be charged at the rate per hundred. rrders requiring 300 trees or more, and not less than 10 of a variety. will be filed at the lowest quoted prices. Orders for less than 10 trees of one variety, will be charged at the rate per ten.

SEAson.-Our packing and shipping season begins by the 20th of September, and continues until about the tirst of March.

We have great advantages to offer here in early shipments for the North in Spring. We do not accept orders for trees we do not grow, as we never buy trees to sell again. You can depend upon us for fresh dug trees. Each order is taken up separately, and not until it is wanted for shipment.

Shipping Directions.-We respectfully beg our patrons to furnisi us with explicit directions as to shipping, and the mode of conveyance by which they uesire trees forwarded. When no particular directions are given. we forward according to the best of our judgment. But in no case do we assume any responsibility as to safe uelivery and condition of Trees and Plants after a proper shipment by us.

Release. - When prepayment of freight is not required, we will Release and Guarantee, and take forwarder's receipt and mail to consignee. It is left to the option of the shipper of trees over some railroads, whether he will release them or not under the clause "Value less than 85.00 per 100 lbs ." If released under this clause, the freight is less on roads governed by this classification, and we will assume it to be proper to make this release, without reference to the value of the trees, unless instructed to the contrary. This clause does not apply upon roads under some of the district classifications, and because of this confusion we will not be held responsible for any oversight to release, unless instructed by our customers. Claims for delay or loss must be made to the forwarders.
Packages.-The cost of package must be added to the prices quoted in this list. as follows:
Boxes 30 inches square, from $71 / 2$ to 9 feet long, as the trees may require, each $\$ 2.50$; boxes 24 inches, $\$ 2.00$; boxes 18 inches, $\$ 1.50$; bales from $2 \overline{\mathrm{c}} \mathrm{c}$. to 75 c . each.

Packing.-Goods will be packed in moss, and especial care taken to insure their arrival in the best condition.
Assortments.-We do not require customers to take an assortment they do not wish, butwill sell one variety alone if desired. If any substitution can be allowed, either in grade or variety, it should be so stated when making the order. As a rule we do not substitute without permission.

Caution.-We accept all orders upon the condition that they shall be void, should any injury befall the trees from frost, hail, storm, fire, or other causes over which we have no control

Terms.-Cash. When desired, we will allow 30 to 60 days from date of shipment to responsible,
prompt-paying customers. Parties with whom we have had no business transactions. will save time by sending reference, with order. We wish it expressly understood that payment is expected from the first collections made, and the time named is only intended as so many days of grace in which to make returns. To northern customers. who wish to lay in stock for Spring trade, we will ship late in Fall or early in Spring, and allow time for payment till May 10th. If shipment is required in the Fall for Spring use, a note is to be given upon receipt of the trees. We do not allow any discount for cash, but we make our prices low to command cash, or prompt returns. In orders when the time is not mentioned, 30 days is to be understood. Interest at the rate of 8 per cent per annum must be paid on over due accounts. Should prices be changed, either higher or lower, during the season, the prices ruling at the time the order is made, are expected to stand.

Forms of Payment.-All bills are payable at the oftice of the seller, and remittances should be made by drafts on New York, Chicago or St. Louis, or by money orders on some Expres Company, or by postal orders. We will, however, accept checks from those of our customers who may be located at places having no banking, express or postal facilities, provided they make them in every case payable "with exchange", or add $1 / 4$ of one cent. to the amount of the bill for the cost of collection.
Grades.-We grade very carefully, in some cases by caliper. in others by height. When graded by both caliper and height, the caliper must govern, as the height then named is only to be considered approximately. When graded by height or caliper, we include the lower number and exclude the higher. Instance: in a grade of 4 to 5 feet trees, the 4 feet trees are included, but not the 5 feet trees. If 5 feet trees are wanted, the 5 to 6 feet grade must be ordered.
Guarantee of Genuineness.- While we exercise the greatest diligence and care to have all our Trees, etc., true to label, and hold ourselves in readiness, on proper proof, to replace all trees, etc.. that may prove untrue to label, free of charge, or refund the amount paid, it is mutually understood and agreed to, between the purchaser and ourselves, that our guarantee of genuineness shall in no case make us liable for any sum greater than that originally received for said trees, etc., that shall prove untrue.

ACCEPTANCE.-Notice should be sent us by telegraph, at our expense, if there is any ca use of complaint,or should the treas be refused, stating reasons. Claims for deduction, from whatever cause, will receive consideration only when made promptly upon the receipt of the trees. If trees show any signs of shrivelling upon arrival, they can usually be restored by being thoroughly watered and buried entirely under the ground for two or three days. Should there be any frost in the trees upon arrival, they should not be removed from the box until the frost is all out. The box should be placed in the cellar or protected in some other way. The presence of frost in the boxes is not to be considered an evidence of bad condition, as we pack to secure the trees against damage, if the frost is allowed to come out in the natural way. Goods will be considered accepted if removed from the boxes in which they are packed, without notice of complaint to us and without our orders for their disposition.

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