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STARK BRO'S NURSERIES & ORCHARDS CO

LOUISIANA, MO., Huntsville, Ala., Dansville, N. Y., etc.—WHOLESALE List, SPRING 1901

Former Prices set aside by this List—in effect from Feb. 1, 1901; good only until revised List issued.

At WHOLESALE Prices herein, we **sell direct**, and fill orders **large or small**—if amount is at least \$1. **EASY Terms**:—One-fourth the amount before shipment, balance on arrival. Or, we will ship **without one cent** in advance, you to have blank form at bottom of ORDER SHEET (copies free on request), regularly filled out.

GET UP CLUB among neighbors, **save money for all**:—Get **free freight** on \$12 and up clubs, get the **lower rate** for larger quantity, etc. For your trouble **ADD** to the order, **free of charge**, **tree** to the amount of **10% of Club Order**; but do not, under any circumstances, **DEDUCT 10%** in cash from amount of bill. The 10% in free trees is for Club Makers **only** who secure orders from **other parties**, thereby gaining us new customers. All, therefore, will understand why, when order is all for one person, the 10% free trees cannot be added.

General OFFICES, Louisiana, Mo.—Large and convenient **New Office** buildings, fire-proof vaults, etc.
Main PACKING HOUSES, **CELLARS**, and shipping stations on **Chicago & Alton** and **Burlington R. R's**.
MAMMOTH NEW Packing House, and **New Cellar**, the largest in existence, recently completed.

★ **Stark 12 CHALLENGE Points:**

FREIGHT: We pay freight, **provided one-fourth cash** reaches us **before shipment**, on orders of \$12 and up, sold at single, 10 or 100 rate. We also pay freight on 1-yr. apple sold at thousand rate. We **DON'T** pay freight on orders sold at **thousand rate** (with the exception of 1-yr. apple), nor on stock shipped by express. We **DON'T** pay freight on orders amounting to **less than \$12**, nor on orders of any amount **unless one-fourth cash** reaches us **before shipment**. Orders are shipped **direct**, customer to make all remittances direct to us at **LOUISIANA, MO.**

- (2) We **Box and Pack free**—bear cost of boxes, bales, moss, fibre, etc.;—expensive, but **good packing pays**.
- (3) **Paper line all boxes at all seasons**—another costly item, but it prevents **both drying and freezing**.
- (4) **Replace** any trees which may fail to live, at **one-half** the "Each" price, provided that trees shall have been properly planted and cared for and we are notified by Aug. 1, next after planting.
- (5) Give **wholesale prices**, and ship **direct** from **NURSERY** to **PLANTER**.
- (6) Give **10 trees** of one sort at **100 rate**; **300** of a **KIND** (as 300 Apple, or 300 plum, etc.) at **1000 rate**.
- (7) Give **buyer** his choice of sorts. If requested, we will select, using our best judgment in your interest.
- (8) **Guarantee Safe Arrival**—any order lost or spoiled in transit we **refill free**.
- (9) **Guarantee trees true** to name, and use utmost care to avoid mistakes, but should any prove untrue to label, we will, upon proper proof, refund the price paid, **together with 6% interest**, or **refill order free**; but are **LIABLE** no further. Our just and liberal dealing, during long years, is our chief guaranty to customers.
- (10) **Guarantee trees free** from San Jose scale, Black Knot, Yellows, Rosette, and all infectious pests.
- (11) **Guarantee trees of Highest Possible Quality**—you can get **no better anywhere at any price**.
- (12) **Guarantee SATISFACTION**.—Stark Trees have a **77-Yr. Record**, are grown to **last** and bear—the best fruit known: have **remarkable roots**, always please—especially in the **final test of FRUITING**.

"The Value of a guarantee is not in WHAT is said, but in WHO says it."

NORTH of St. Louis, and only **64 miles south of Keokuk, IOWA**—and not "near New Orleans"—is **LOUISIANA, MO.**—named soon after, and in honor of, Pres't Jefferson's great "**LOUISIANA PURCHASE.**"

A. Zeiss & Co., Engrs., Chi.

APPLE, ONE YEAR GRAFTED whole root (2-yr.-roots.)

Grown in **Stark Bro's Burlington Route Nurseries**, Annada, Pike Co., Mo. Nos. 1, 2 & 3, Chicago; 4, 5, & 6, Black Ben Davis (2-ft. rule at 6); 7, 8 & 9, Ingram; 10, 11 & 12, Senator. Photo shows the three sizes of each sort--2½ to 4 ft., 2 ft. and 1½ ft.