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THE CUMBERLAND NURSERIES WINCHESTER TENN. Jan. 9, 1925

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U. S. Dept

A FRIENDLY SUGGESTION TO OUR CUSTOMERS AND FRIENDS

"All signs fail in dry weather." And few benefits accrue.

In the past summer during the longest dry period that I have seen since I have been in the nursery business, we struggled along with a dust mulch and the only good result was in getting a fine root system. When we began to take up the trees in the fall I was surprised at the roots on peach and apple. But, I was greatly dissapointed in the percentage of top grades that we got in everything, and my disappointment, I think, is pretty generally shared by nurserymen over the country.

I know of a district in which there are hundreds of thousands of one year apple that did not grow over 2 to 2½ft; I know of one nurserymen who had a big block of June Buds, he told me he did not get an Elberta tree that was eighteen inches high.
Therefore, the problem for spring is, how can nurserymen make their stock of 3-4 and 5-6ft apple and peach spread out sufficiently to take care of their normal trade? We certainly would be sorry not to be able to fill your order if you sent it to us. And I am therefore urging you to put it into shape at the earliest possible date.

This morning we are not able to give you a detailed grade count on our surplus. We have been frozen up or rained out since the I6th of December, but for the month of Jan. our prices are as follows:

	5-7ft	4-6ft	4-5ft		
APPLE 2yr	$400.00	$300.00	$200.00		per M
" Iyr	4-5ft	3-4ft	2-3ft		
	$200.00	$150.00	$100.00		" "
PEACH lyr	4-6ft	3½-5ft	3-4ft	2-3ft	
	$300.00	$200.00	$150.00	$100.00	per M
" June Buds		3-4ft	2-3ft	18 24in	
		$150.00	$110.00	$80.00	" "

We have some trees still in surplus in nearly all the commercial varieties which we are in the habit of quoting you.

The trees have passed the winter in fine shape and we have had some pretty cold weather. You know I am a great believer in leaving them out to face the music, they are out right now in the open fields to take the ups and downs of the mercury.

Wishing you a happy New Year and hoping that 1925 will give to all our trade and profitable crop of fruit, I am

Yours very truly

E. B. Drake