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FERRIS' BONDED AND GUARANTEED EVERGREENS

Pay Only for Trees That Grow

The Fidelity and Casualty Company of New York

Does Hereby Agree To Bond

Earl Ferris Nursery Co.

$25,000.00

The Earl Ferris Nursery Co.
World's Largest Growers of Evergreens

Hampton, Iowa U.S.A.
A Few Words About Evergreens

TO EVERY MAN WHO IS INTERESTED IN A WINDBREAK

I'm not going to try to tell you "all about Evergreens" here for two reasons—
1st—Because it would take a very large book to tell it in.
2nd—Because most of the information would be of no practical value to you.
What I want to do is to tell you, just as briefly as I can, a FEW FACTS ABOUT EVERGREEN FOR WINDBREAKS—about their actual money value to you and about the kind and quality of trees that insure you success in developing a good Windbreak.

A good Windbreak is a farm necessity—no farmer or stockman living in the sections where cold winters prevail can afford to be without one if he wants maximum profits from his stock. It enables him to fatten his stock with less feed, less care and less labor than is possible on an unprotected farm. This is a fact fully established—attested by thousands of farmers from their own experiences. An effective Windbreak—the Ferris kind—on your farm, will save you in feed alone, five times its cost before it reaches half maturity and will be right on the job and better than ever when your grandchildren are gray-haired.

Don't think for a minute that this statement is "hot air"—it's absolute, cold, established fact. If you want proof I'll give it to you over the signature of the most successful and best known farmers in the Northern and Northwestern sections of this country.

Furthermore—A good, well-developed Windbreak will actually add from $500.00 to $2,000.00 to the sales value of your farm—an item worth considering when balanced against the very small first cost of the Windbreak.

The value of the Windbreak on the farm is recognized by every one familiar with farm conditions. All the prominent Farm Journals are urging their readers to start Windbreaks—Agricultural Experts, Government Stations and practical farmers and stockmen advocate them.

The following paragraphs, quoted verbatim from the Feb. 15th issue of the Iowa Farmer, express the sentiments of the most conservative and reliable farm papers in regard to Evergreen Windbreaks:

"Windbreak shelter is equivalent to feed—and costs a lot less. Stock shivering under the direct force of winter winds in unsheltered lots mean a loss of cash to the owner."

"It can safely be said that the average windbreak saves the owner $2.50 to $3.00 for every head of stock fed each season. The more stock the bigger the value of the shelter belt, and there are few, if any, good windbreaks that do not save double their entire cost every season."

"The value of any windbreak depends very largely upon the quality of the trees you buy and set out. Buy good Evergreens and buy them of a responsible, established firm. Good, strong, healthy trees are an essential to success. It is always advisable to buy and set out trees that have been root-pruned and transplanted two or more times in the nursery."

If you haven't a good Windbreak on your farm now you need one—
you are losing money every season you are without it. The icy winter winds are blowing part of your profits away.

"Stop that leak with a good Windbreak now. If you want the best Evergreens ever produced—BONDED Evergreens that are guaranteed to grow for you, you want Ferris trees. Nowhere in the world can you buy better Evergreens than I offer—you nowhere are you so fully protected from loss when you buy—nowhere will your money buy so much actual tree value."

Start your Windbreak this season. If my vigorous, four-times root-pruned and transplanted trees—my great "pay-only-for-trees-that-grow" offer—my wonderful low prices—do not interest you, buy elsewhere, but don't fail to buy some kind of Evergreens from somebody. Get a shelter belt started now—it means money to you.

Be sure to buy root-pruned and transplanted trees, and you are absolutely sure of success with a Windbreak.

This is positively the only known process that produces the kind of roots necessary to make the best trees. The more an evergreen tree has been root-pruned and transplanted the better it is.

EARL FERRIS,
Evergreens Grown the Ferris Way

Better Than Others and a Few Reasons

I want to make a plain statement of fact right here—and I want you to remember it.

My famous Ferris Windbreak Evergreens as shown in this supplement are four times root-pruned and transplanted in the Nursery—the best Evergreens that ever grew in the ground for any man who wants to start a Windbreak.

That is reported, unproven claim of tree quality—it's a fact that you can depend on. No man grows, or knows how to grow better trees than I offer you on my new, "Safety First" Plan of selling Evergreens.

There's a "reason" for the wonderful strength, vitality and growing power of Ferris trees. The quality of Ferris Evergreens that makes them the biggest value for you is grown into them right here in the Nursery. The Ferris way of growing trees—based on practical scientific knowledge—produces the finest trees that grow. It's a special method, perfected by years of study and experience and proven to be the right method by the wonderful results it produces.

The trees that I'm going to ship to my customers on my new plan—backed by $25,000 bond—represent more than a quarter of a century of constant, special study and practical experience in Evergreen culture. The title of "Evergreen Specialist" conferred on me by my customers is one that I have fairly earned.

My specialty is Evergreens. I've made my business for more than twenty-five years to know Evergreens. I've studied them and experimented with them—learned more and more about them each year. I have originated my own methods of growing on scientific principles. Today, I have to show for my twenty-five years labor, the finest Evergreens that ever grew—over 10,000,000 of them here in the Nursery—and thousands of satisfied customers, I have solved the Evergreen problem for the man who wants a Windbreak, I can, and do, guarantee my trees to grow if handled properly.

The Evergreens I am offering you here are four times root-pruned and transplanted in the Nursery row. I want to tell you, briefly, just why a special lot of the man who buys Evergreens. The value of an Evergreen, to the man who buys it for setting into his Windbreak row, depends largely upon its roots. Well developed masses of fibrous roots are absolutely necessary to ensure growth and quick development. 95 per cent of failures of attempts to grow Windbreaks where proper varieties are planted are due to the trees having poor root systems.

There's a "reason" for the wonderful strength, vitality and growing power of Ferris trees. It takes cultivation—careful root-pruning and transplanting—to do that. Left undisturbed, an Evergreen will grow only large tap roots which have to be cut off when the tree is taken up. That weakens the tree for a few years, and it has a poor chance to grow well later. On the other hand, an Evergreen that has been properly root-pruned and transplanted will have good quantities of fibrous small roots that are not injured by taking up and resetting, and will nourish the tree perfectly.

The pictures on the right show the kind of root systems the Ferris method produces on a Norway Spruce. Note the masses of fine rootlets. These trees have from 50 to 90 per cent more rootlets than Evergreens which have not been so treated, and will grow where all other trees fail.

It's the careful and repeated root-pruning and transplanting that produces those rootlets, and it's the roots that make tree value for you.

Ferris' four times root-pruned and transplanted Evergreens are in a class by themselves. I have carried this process one step further than any other tree grower does. I am the only producer of FOUR TIMES root-pruned and transplanted Evergreens in this country. Other Nurseries can supply you with seedlings and once or twice transplanted trees—a few of them have a limited number of three times transplanted trees—but nobody else can furnish four times root-pruned and transplanted Evergreens.

It is because I have these Evergreens that I am able to offer you trees under $25,000 Bond on my "Pay-only-for-Trees-That-Grow" proposition.

I have told you why my Evergreens are better than any others you can get in the Nursery. On the following pages I'm going to tell you why they are better when they reach you and why my new Sales Plan is the best you ever had a chance to buy under. Read carefully.

Hampton, Iowa

300,000 Ferris Norway Spruce.

1,000 Evergreens in Each Row.

White Pine three times root-pruned and transplanted, the kind that Ferris guarantees to grow.

Evergreen, the class of trees that are transplanted, show the kind of root systems the Ferris method produces on a Norway Spruce. Note the masses of fine rootlets. These trees have from 50 to 90 per cent more rootlets than Evergreens which have not been so treated, and will grow where all other trees fail.

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Evergreen Windbreaks on the Farm—the Reasons for Success or Failure

By Earl Ferris, Leading Evergreen Specialist, Hampton, Iowa

The value of a good Evergreen Windbreak to the farmer in those sections of this country where hard winters are common is greatly recognized. Its use has been established through the experiences of thousands of farm-owners for more than half a century and can easily be figured on an actual, yearly dollars-and-cents basis.

An adequate Windbreak row is a money-maker on two counts,—first, for the saving in feed that its protection makes possible for the stock, and, second, for the increased sales value it gives the farm.

The best authorities—farmers and stockmen who know from their own experience—that an average good Windbreak saves the owner $2.50 to $3.00 for every head of stock fed in its shelter each season. They further estimate that a good Windbreak row adds from $500.00 to $2,000.00 to the value of an average farm on the market.

It is possible for any land owner, in any section of this country where a Windbreak is an advantage, to have one. That is a fact in spite of the many failures which have been experienced in attempts to grow Evergreens by farmers and stockmen. Those failures have been found invariably to be due to causes that can be remedied—not to natural, unchangeable conditions.

There are four big factors which contribute to the success or failure of any attempt to develop an Evergreen Windbreak. Three of them constitute problems for you to solve,—the fourth depends upon the man who buys the trees. Any one of these alone may cause a total failure and loss of time and money to the land owner. Here they are:

1st—The selection of the proper varieties of Evergreens for the section where they are to be planted.
2nd—The hardiness, vigor and vitality of the trees, and the condition of their root systems when they leave the Nursery.
3rd—The condition in which the trees reach the buyer—of course, upon the way in which they are prepared for shipment and packed at the Nursery.
4th—The care and cultivation given the trees after they are set out in the purchaser's Windbreak row.

Given the right variety of Evergreens—strong, healthy trees with big fibrous root systems—prepared and packed so that they reach the buyer alive and in condition to grow—properly cared for after set out—no man need fear failure with Evergreens. They will grow and thrive. Eight of ten failures are caused by the farmer. The mistakes on this point cause a big percentage of all failures. Not all Evergreens will grow equally well in the same thousand—some thrive where others will not grow at all. Selection should be made with regard to the natural habitat of the trees—if it is not so made the attempt to start a Windbreak is foredoomed to failure. The highest quality—biggest rooted—trees produced will not grow satisfactorily in localities not adapted to them. Be sure, when you buy trees, that you get a variety suited to your locality.

The quality of the trees set out for the Windbreak is probably the biggest factor of all in getting a shelter belt started. Strong, vigorous, healthy trees, with well-developed, fibrous root systems, are an absolute essential to success.

The tree quality depends upon the way the young Evergreens have been cared for in the Nursery—modern, scientific methods and constant care there produces trees that can be depended upon to grow if given a fair chance. Big, fibrous rooted trees are almost a part of an Evergreen—can be developed to nourish the tree and insure its rapid growth in the Windbreak row. If you wish to be sure of success with a Windbreak, buy and set out root-pruned and transplanted trees. No other known process produces the kind of roots that you want on your young Evergreens. Evergreens grow only tap roots which must be cut when the trees are taken up. Cutting weakens the tree and, if there are no fibrous, small roots to nourish it, it is very likely to fail.

The greater the number of root-prunings and transplantings an Evergreen has received, the better it is. It is more sure to grow when set into a Windbreak. Four times root-pruned and transplanted trees are the top-notch finest produced in this country for Windbreak purposes. They are a paying investment for any man—any are sold under a binding Guarantee that insures satisfaction to the purchaser.

If you buy trees that are right on these three points, proper care and cultivation will insure you a Windbreak. Success will depend on your own efforts—if you follow instructions your trees will grow.

Ferris Bonded and Guaranteed Evergreens are “Muddled” at the Nursery—My Methods of Packing, Shipping, etc.

Mudding Where Grown

These trees are taken direct from the Nursery row and muddied in the packing house, or mudding is done to the packing houses. This “mudding” in the Nursery row costs us two or three times as much as it would to haul them to the packing house and mud them there. We do not wish to take any chances on these trees becoming dry before reaching the packing house. We dip the roots in mud about the consistency of mortar, just wet enough to cling closely to the roots and cover and seal them entirely from the air. This furnishes absolutely the best possible protection for the trees. This process of “mudding” in the Nursery row is a big feature in preparing Ferris guaranteed trees for shipment.

The roots of fruit trees contain sap and it is sometimes possible to revive a fruit tree even when the roots are quite dry, by soaking the roots with water and keeping the tree in a cool, damp place for a few days before planting.

This cannot be done with an Evergreen. The root in the roots sets and hardens immediately upon becoming exposed, and once this rosin dries and hardens no amount of effort and care in the effort to bring it back to life is dead beyond all hope of resuscitation. It is for this reason that we are going to “mud” them in the Nursery row. Where we take all the chances we cannot afford to take.
This mixture is applied right over the mud, to which it adheres closely. It keeps the mud from drying out and falling off the roots—retains the moisture indefinitely. Trees may be shipped thousands of miles without injury to the roots and will reach their destination alive and vigorous.

Muddled, packed and boxed as they are when they leave the Nursery, Ferris Guaranteed Evergreens are practically damage-proof. The roots are fully protected against injury and against the drying out that kills so many poorly packed trees in shipment. The tops get plenty of air—do not deteriorate.

Ferris Scientific Methods of Evergreen Culture make Ferris Evergreens the best trees that grow when they are taken from the Nursery row, and Ferris Special Methods of preparing them for shipment insure their reaching you in perfect shape. They will grow for you with proper care and proper planting. I guarantee quickly invading sturdy Windbreak row that cuts down your feed bills and saves your stock.

Give me your order now for delivery at any time you say. It's your opportunity to buy right.

Transplanting Directions

Observe the following rules and you will have no trouble in getting a good stand with my four times root-pruned and transplanted Evergreens.

Map Showing Zone of White Pine and Norway Spruce

Study this map a little—it's specially prepared to show you just what sections of the country are included in the growing zone of the two great Windbreak Evergreens—Norway Spruce and White Pine.

If you live anywhere within the big scope of this zone, you can confidently count on success in growing a good, efficient Windbreak with either of these varieties of evergreens. There are many different standard varieties for this section—it is their natural habitat, where they grow and flourish most luxuriously.

My "Safety First" Sales Plan applies on Norway Spruce and White Pine anywhere within the limits of this zone. Regardless of where you live, I want to make advantage of the "pay-only-for-the-trees-that-grow" offer just as I have outlined it in the previous pages of this book. To take advantage of this particular offer, however, you must live within the boundaries shown, as I cannot sell even my four times root-pruned and transplanted spruce and pine in terms to sections in which these varieties are not adapted.

The proper selection of varieties to plant for Windbreak growth is extremely important. Try to get a Windbreak started with trees that are not naturally adapted to growth in the section where they are put out most frequently results in failure. Don't take chances of losing through improper selection—plant trees that grow naturally in your locality.

A Word of Warning

While I honestly believe that the White Pine and the Norway Spruce are the two best varieties for Windbreak in the average planter, in the zone map given, there are other varieties better adapted to some localities: for example, there is a strip of country along the Missouri River in South Dakota, Nebraska and Iowa, and also certain localities in Missouri and Kansas, where White Spruce or Jack Pine do better than Norway Spruce or White Pine. Parties living in these sections should write me before ordering, telling me as much as they possibly can of your local conditions, and I will make you a special guaranteed price on the Evergreens best adapted to your locality.

If You Live Outside the Zone Shown or Along the Missouri River, Write Us

Don't think because you may happen to live outside the limits shown for the best growth of Norway Spruce and White Pine, that you cannot hope to grow a good Windbreak. I have no locality where a Windbreak is needed, for which there is not some satisfactory variety of Evergreen provided by the generous hand of Nature. Your success with a Windbreak is going to depend very largely upon your selection. I believe that 98 per cent of all failures of young Evergreen Windbreaks result from one of four causes: a combination of the three. Those causes are poorly rooted trees—I've mentioned that—improper selection of varieties, and poor care.

1—Plow your ground and get it in as good condition as you would for corn.
2—Do not unpack trees until you are ready to set them out. The roots of an Evergreen must not be exposed to the sun and wind for an instant. For this reason you should dip the roots of each tree in thick mud as soon as it is taken from the box, taking care not to get any mud on foliage.
3—Have your hole plenty large enough. Plant about 4 inches deeper than they were in the nursery row— packing the dirt firmly about the roots. This packing is very important and a tree should be planted as firmly as a fence post.
4—Cultivate your young trees just as soon as you get them set out, and keep on cultivating during their growing season. Evergreens do most of their growing during May, June and July, and that's when they need cultivation. I develop quickly into a sturdy Windbreak row that cuts down your feed bills and saves your stock.
5—Your trees should be cultivated for at least three years after you set them out.
6—In localities of extreme cold, such as Northern Minnesota and the Dakotas, it is advisable to mulch the trees in your row in the early fall. Leave mulch between the trees through the following season and thoroughly cultivate between the rows.
7—Regardless of locality always see to it that your young grove is securely fenced just as soon as planted. There is nothing more unhealthy for young evergreens than live stock in the same yard to trample them down.

It isn't particularly hard to grow a Windbreak if you plant the right trees for your locality and they have good, fibrous root systems and are alive and healthy. The only added requirement is proper care in planting and cultivation. This latter is easy enough—the same care used of cultivating a garden giving your growing corn is about all that is necessary.

Regardless of where you live, I am in position to furnish you the right variety of trees for the very best success with your Windbreak. My long years of experience growing Evergreens and the records of results obtained by my customers, have shown me just what varieties are best for all localities in this country. I know what trees will make the best Windbreak for you—he surest to grow and develop rapidly to serviceable size—and I have them here in my big Nursery for you.

If you live within the zone of natural growth of Norway Spruce and White Pine as shown by the map, the trees I'm offering you under the terms of my big "Safety First" Sales Plan are absolutely the biggest value you can buy. Don't overlook this opportunity to buy better growing trees than we ever offered at prices that save you 40 to 60 per cent on the cost of your Windbreak.

Consult me on your Evergreen problem—I can solve it.
Our New Plan of Selling Evergreens
Backed by $25,000 Bond—Guaranteed to Grow

WHEREAS EARL FERRIS, proposer of the EARL FERRIS NURSERY COMPANY, of Hampton, Iowa, means to his customers the following guarantee:

I hereby agree to furnish fifty or more live trees transplanted evergreen and all other nursery stock according to the terms of sale in my 1917 Catalogue Supplement, all billed payable at Hampton, Iowa. I guarantee that each stock will reach the purchaser alive and in good growing condition, and I will refund to the purchaser the purchase price of any stock that is not so delivered, or will replace such stock free of charge upon receipt of express or freight receipt from the freight agent showing loss or damage. The purchaser agrees to accept and pay for stock so furnished on the basis of fifty percent cash with the order and fifty percent on October 1, 1917, providing all trees are living, the purchaser being given the option on the date when final payment is due of deducting from the final payment the full price of any trees that are not alive or growing, or of paying the full contract price and having all dead trees replaced free of charge. The purchaser agrees to plant and care for the stock in accordance with the simple instructions furnished him with it.

Now, therefore, the Fidelity and Casualty Company of New York, of New York, in the name and on behalf of Earl Ferris, proposer of the Earl Ferris Nursery Company, do hereby agree as follows:

1. That the terms of the underwriting are that each firm preference is limited to ten trees, at $25.00 each, or $250.00, and that the amount paid is due and payable as follows:
   - The first payment of $25.00 due and payable before October 1, 1917.
   - All other payments to be made in full at the time of delivery.

2. That the aggregate liability of the Fidelity and Casualty Company of New York is the $25,000 bond hereinafter referred to, and the Fidelity and Casualty Company of New York hereby undertakes the payment of all losses from causes other than those of the company's own making and for all losses caused by the failure of the company to fulfill any of the foregoing agreements.

3. That the name and address of the Fidelity and Casualty Company of New York is the Fidelity and Casualty Company of New York, 222 Broadway, New York City.

In witness whereof the Fidelity and Casualty Company of New York has caused this instrument to be signed in my official capacity and as a duly authorized representative of the 22nd day of November, 1916.

THE FIDELITY AND CASUALTY COMPANY OF NEW YORK

BY HALE ANDERSON, Attorney.

$25,000 Bond Protects You

Ferris Evergreen customers are absolutely protected on every tree they buy from this circular. Every statement made in this Ferris Supplement about our famous Evergreens is backed up by a $25,000.00 Bond, and every tree ordered from this book is shipped under the terms of our "Safety First" plan and this bond. Whether you order 100 trees or 1,000, you are safe—you do not take chances. Our Bonded Evergreens are guaranteed to grow for you. Ferris takes all the chances, and the $25,000 is deposited to give buyers of Ferris evergreens absolutely certain assurance of that fact.

This book tells about our great, new, money-saving, value-giving plan—READ!

I'm proud of my new Sales Plan. It's the best one ever originated by anybody—offers my customers more absolute assurance of value than they can have buying elsewhere.

It's new—unique—original. Makes every customer who buys from this book absolutely safe—protects you on every penny you invest in Ferris Evergreens. In effect it's just the same thing as selling you Evergreens on trial—something I've always wanted to do and that no other Nursery will do.

My big $25,000.00 Bond—read it over carefully—is my pledge of good faith to you. It backs up my new plan of selling Evergreens—furnishes you absolute proof that my wonderful offer is just as good as it looks. It's concrete evidence for you, if you never bought anything of me before, of my responsibility. If you're an old customer you will not need that evidence—you will know that I have always made good on every statement I've made and always will.

My "Pay-only-for-trees-that-grow" proposition means exactly what it says. I'm going to sell you Ferris Evergreens strictly on that basis. The trees will be shipped under a binding contract—an absolute guarantee that they will reach you alive and will grow for you, in your Windbreak row. Every tree that does not grow through one entire season I will either replace or you can deduct its cost from your last remittance, as you wish.

When I say that I ask you to pay only for trees that grow I do not mean trees that grow for a week or a month or two months. My trees must grow through the entire season—from the time you plant until October first, which is the end of the growing season. I do not ask you to pay for them until they have absolutely proven beyond any doubt, their growing power.

Every penny of the money you invest in Ferris Evergreens under the conditions of my new plan buys actual tree value. You run no risk of paying out good money for trees that die. Your money does not merely buy you Evergreens—it buys you a young Windbreak row with every tree in thriving condition.

Think my offer over. Compare my way of selling the best Evergreens that grow with the old-fashioned way of buying trees of uncertain quality and taking your chances on their vitality and growing power. Decide for yourself which plan offers you the biggest, surest values—then order.
Pay Only for the Trees that Grow

That's the big, new Ferris proposition in a nutshell—the biggest departure from old-time ways of selling Evergreens ever made. A genuine "Safety First" plan. You pay only for trees that pay you—let them grow and thrive and protect your home and stock from bitter winter winds.

Terms of Sale

Ferris Evergreens are sold direct from Nursery to Windbreak row. There are no salesmen's commissions to be paid on them—this book is my only salesman. Every penny you send me buys tree value at lower prices for high quality trees than any Nursery selling through "tree peddlers" can make.

The special offer I make here is an advertising offer. I want you—or somebody in your neighborhood—to start a Windbreak with Ferris Evergreens this season. I know that the trees I send you will please everybody who sees them and will bring me customers. For that reason I can afford to make my prices a big inducement for you to buy now, and in this way we both benefit—you save money on trees and I get advertising that's worth money to me.

Note this—the terms stated here apply strictly and only to my four times root-pruned and transplanted Norway Spruce and White Pine trees described in this Supplement. They do not apply to Evergreens described in my general catalog or to less than 50 trees to one person, although 50 trees may be part White Pine and part Norway Spruce in proportion to suit the planter.

50 White Pine or Norway Spruce, 2 to 3 feet high, four times root-pruned and transplanted, guaranteed highest quality, $19.50—$50 per cent, which is $9.75 cash with order—balance at the end of the first growing season.

100 White Pine or Norway Spruce, 2 to 3 feet high, four times root-pruned and transplanted, guaranteed highest quality, $37.50—$50 per cent, which is $18.75, cash with order—balance at the end of the first growing season.

50 Norway Spruce or White Pine, 3 to 4 feet high, four times root-pruned and transplanted, guaranteed highest quality, $26.50—$50 per cent, which is $13.25 cash with order—balance at the end of the first growing season.

100 White Pine or Norway Spruce, 3 to 4 feet high, four times root-pruned and transplanted, guaranteed highest quality, $51.50—$50 per cent, which is $25.75, cash with order—balance at the end of the first growing season.

The first payment of 50 per cent as specified, must be in cash with your order. That money pays only for the labor of handling the trees—the actual cost of selecting, "mudding," packing, boxing for shipment, etc. It does not pay for the trees themselves—you don't pay for them until the end of the season when the final payment becomes due as per contract.

From this last payment you can deduct the full price of every tree that is not alive and growing at the time you remit, or you can pay me the full amount and I will replace each dead tree absolutely free of cost to you. Use your own judgment about that—take your choice. I'll be satisfied either way and you're sure of value received for your money.

These terms will be strictly lived up to. Think them over. If you decide that my offer is the

Contract

I, EARL FERRIS, proprietor of the Earl Ferris Nursery Company, Hampton, Iowa, do hereby agree to furnish 50 or more, four times root-pruned and transplanted White Pine, Norway Spruce, or other Evergreens more suited to your locality, according to the terms of sale given on this page, all bills payable at Hampton, Iowa. I guarantee that Ferris stock will reach the purchaser alive, in good growing condition, and will refund purchase price or replace free of charge when shipment is delivered any that does not, upon receipt of express or freight receipt from agent showing loss or damage. The purchaser agrees to accept and pay for these Evergreens as per terms of sale in the 1917 Catalog Supplement, which is 50 per cent cash with order—50 per cent October 1, 1917, providing all trees are living, at which time the purchaser can deduct from his final remittance the full price of any trees that are not alive and growing, or pay full amount of last remittance and have all dead trees replaced free of charge. The purchaser agrees to plant and take care of these trees according to the plain and simple instructions furnished him and to report the number of dead trees, if any, on or before Oct. 1, 1917. This contract is backed by a $25,000 Bond as evidence of the good faith of the Earl Ferris Nursery Co., and for the absolute protection of the purchaser.
A windbreak is like loving your home miles farther south.
Norway Spruce

The Norway Spruce is by far the best Evergreen that we grow and we can absolutely guarantee our four times root-pruned and transplanted Norway Spruce to give satisfaction. Its compact growth, beautiful foliage and pleasant outlines combined with its handsomeness and beauty make the Norway Spruce stand in a class by itself. For a Windbreak it is very superior to any other tree, with the possible exception of the White Pine, for states shown in our Zone Map. Its outline is distinctly cone shape, and forms one of the handsomest specimens when grown singly. On our home farm near Bristow, Iowa, we have several specimens 40 years old, standing nearly 60 feet in height. We especially recommend our four times root-pruned and transplanted to anyone who desires a perfect Windbreak in a very short time.

This evergreen each year receives more attention by planters. Its strong, vigorous nature, coupled with singular beauty in form and foliage, gives a very plain clue to its popularity. For landscape purposes, it is probably the most generally used of all the spruces, and many things may be said for it in this connection. But it is as a means of effectual protection against high winds that the spruce has become most generally known, due to the compact form of its growth.

We have the largest stock of Norway Spruce in the United States and you are especially invited to pay our nursery a visit if interested.

100 Norway Spruce, 2 to 3 ft., $37.50. See terms of sale on page 7.
White Pine

We consider the White Pine one of the handsomest of American Pines. It is a native of Northern Minnesota, Wisconsin and Michigan. It is also found growing to a small extent in the northeastern part of our own state, and yet it is not as well known or widely planted for Windbreak purposes on our farms as it should be. It is considered hardy any place within our state, as well as Minnesota and Wisconsin and is making an excellent record where planted. Its beauty and usefulness increase with age. It has a deep, rich dark green, silky foliage and possesses flexible limbs which makes it a very desirable tree for packing, and when set out for both Windbreak and ornamental purposes is considered one of our best evergreens. The White Pine when small is very difficult to handle, especially the first time that they are transplanted, but under our improved system of four times root-pruning and transplanting we produce a tree that in hardness is second to none. In fact, we can not say too much for the White Pine as a Windbreak tree. It is already known that the value of the White Pine for lumbering purposes puts it in a class by itself, the price of White Pine lumber being almost prohibitive. The White Pine should have well drained or high ground, and will do well on slightly sandy soil. From our four times root-pruned and transplanted White Pine we procure an excellent root system; but the White Pine will not grow the mass of fibrous roots that a Spruce will.

Arcadia, Wis., April 26, 1916.

Mr. Earl Ferris, Hampton, Iowa.

Dear Sir,—I received the shipment of Evergreen trees, which I ordered, in good condition. Thanks.

I surely will recommend your trees to my neighbors as I think they are the best I ever got from a Nursery.

Yours truly,

JOE WIELAND.

100 White Pine, 2 to 3 feet, $37.50. See our Guarantee on page 7.
Here is a strawberry that you want to know about—that you can't afford to be without if you want the best berry you can grow. It's nearer to being the perfect strawberry than any ever before produced.

I'll tell you how much I think of this berry, after experimenting and working with it for years here in the Nursery. I think enough of it—am sure enough of its qualities—to offer it to you as the best Strawberry in the World. I’ll sell it to you on that basis and give you a guarantee on it that makes you safe. Read about my way of selling this strawberry below.

A True Everbearer

The Ferris Improved Progressive is a true Everbearer. It is a direct descendant of the original Progressive Everbearing Plant and is a big improvement on it in various ways. Everbearing strawberries require much greater care to prevent deterioration than any other small fruit. It is a comparatively new fruit and its characteristics have not been thoroughly fixed in most varieties. We have found that by selecting the strongest plants with the best berries and planting them separately each season that we could breed up a stronger and better plant. We have put in years of selection and breeding to produce this better Progressive. "Upon the great fundamental law that like produces like, rests all human progress." This statement is more true in the Everbearing Strawberry than it is in seed corn.

In the matter of tastefulness, appearance and quantity of fruit, the Ferris Improved Progressive is equal, or superior to any strawberry ever put on the market. You cannot buy plants that will produce more delicious or better berries at any price. They are not grown.

The Ferris Improved Progressive is a hardy plant. It will grow and thrive practically anywhere that any variety can be grown—requires no more attention than any good, ordinary, one-a-year fruiter. It yields from July until frost picks the blossoms—bears continuously.

Provides you with berries for the table or market at a time when ordinary plants are idle.

This Strawberry is a big improvement over other Everbearing plants and is far superior to the original Progressive. Everywhere that the berries have been exhibited they are proven to be in a class by themselves.

In the fall of 1915 we exhibited them at the Marshall County Fair by the side of Progressives exhibited by the original producer of the Progressive. Our berries were fully one-third larger and were pronounced better by all who saw them. In the fall of 1916, one of our customers exhibited our berries at the Marshall County Fair and was awarded First Prize on them. In the fall of 1915 three professors from the Iowa State College at Ames visited our fields of strawberries after they had visited other fields of the most prominent growers in the country, and pronounced our berries the best they had ever seen. We know these berries will please you. We are so positive of it that we are going to take the element of chance entirely out of the reckoning—going to make you sure of value when you buy.

You don't have to pay for these plants until you know that they do grow and produce for you. I don't ask you to, or want you to. All I ask you to do is to send in cash with your order that portion of the purchase price which covers the expense of digging and preparing the plants for shipment—balance is to be paid only at the end of the season, when my great strawberry has proven its value to you. You can deduct then, from your final remittance the price of every plant that did not grow and yield, or pay me in full and I'll replace every plant that is not alive and bearing, free of cost.

My special prices will save you money—I've made them exceptionally low to induce you to start growing Ferris Improved Progressive Everbearers this season. Compare them with other quotations on Everbearer—consider what my way of selling means—then give me your order.

Terms and Prices

When plants are ordered alone they will be shipped by Parcel Post, or Express, prepaid, as follows:

50 plants—$2.00—$1.00 cash with order; balance at end of season.

100 plants—$3.00—$1.50 cash with order; balance at end of season.

500 plants—$10.00—$5.00 cash with order; balance at end of first season.

Final payments on all orders are due October 1st of season after planting. Deduct from your last remittance actual cost of each plant not alive and bearing at that time—or pay full amount and I will replace free each unsatisfactory plant.
GUARANTEE

I GUARANTEE to every Ferris customer, stock that is true to name and absolutely as represented. Any Ferris stock proven not to be will be replaced free of charge or the purchase price refunded. Every care will be taken to avoid all mistakes, but I cannot be held liable for any damage other than herein named.

Purchase alive that Ferris guarantee will remain in effect, and will replace free of charge any that does not upon receiving your express or freight receipt with written statement from the agent, showing loss or damage. This does not apply to Parcel Post packages.

I GUARANTEE satisfaction with every order and will gladly do all in my power to insure satisfaction. Any plant does not grow to your satisfaction, it may replace at a cost of the regular catalog price, regardless of what was the cause. I stand one-half of any possible loss, in other words.

Ornamental Department

Hardy Shrubs

LILAC

The Lilac appears to best advantage when massed in groups, and only a few varieties of but one or two colors. You may make any number the same year they are set out. Their flower abundance, being transplanted in either fall or spring. Moderately rich, moist soil suits them best. The dead flowers should be removed when the flowering season is over, as they give it an untidy appearance; should not be pruned in winter or spring, as it destroys the flowers.

PURPLE—Two species of all old gardens, with dense panicles of lilac flowers; still most fragrant of any. 35c each.

WHITE—Pure white fragrant, very beautiful. 50 cents each.

PERSEAN PURPLE—A fine old species with slender branches and narrow leaves; it seldom grows more than three to five feet high. Its pale fragrant, borne in large, loose panicles. Very graceful. 50 cents each.

SNOWBALL, COMMON (Viburnum opulus sterile).

A group of hardy shrubs with handsome, showy flowers, produced in the large clusters of the flowers all in bloom at the same time. They are hardy, and radiant, and appear in numerous compact balls in the spring. An old-time favorite, and without doubt one of the best of the flowering shrubs. As specimens plant the Snowball has few rivals, and for grouping and massing make possible many charming effects. 50 cents each.

SYRINGA OR MOCK ORANGE (Philadephia).

A tall, vigorous and hardy bush. In May it bears profuse white flowers resembling orange blossoms. These shrubs are very valuable for backgrounds, screens, grouping or specimen plants. The beautiful white flowers are fine for cutting. 50 cents each.

Ornamental Shrubs

HYDRANGEA PANICULATA GRANDIFLORA.

These plants are absolutely hardy, grow in any soil and bloom the same year they are set out. They are very abundant, bearing hundreds of immense panicles of bloom. White, turning to rose-color in autumn. An annual shortening of the branches tends to increase the size of the flowers. Very fine and valuable for cemetery planting. Grown in rich soil, in beds or masses, and cut back once or twice, they are hardy and abundant. Hydrangea is a most magnificent bed for landscape work. 35 cents each; $3.00 for 10.

TREE HYDRANGEA.

The same as Hydrangea Paniculata, but grown on stems three to five feet high. Most attractive and desirable. $1.00 each.

SPIREA VAN HOUTEI (Bridal Wreath).

Graceful, with long, drooping sprays, thickly studded with handsome pure white flowers; hence its popular name of "Bridal Wreath." This is the finest and probably the most beautiful of the Spireas. In May and June the arching branches are covered with little white flowers. The foliage is very beautiful, having dark green leaves, incised borders, pale bluish-green beneath and persisting until late autumn. Spirea has been much used for making wreaths and garlands. The shrub grows to six feet, is hardy and much planted for borders and shrubbery. Perfectly hardy, vigorous grower and fine for a fancy hedge and as a screen. 35 cents each.

WEIGELA ROSEA.

An elegant shrub, with fine, rose-pink colored flowers, introduced from China by Mr. Fortune, and considered one of the finest plants he has discovered. Has numerous spreading branches. Leaves are dark green, smooth except on the midrib and veins. The flowers large, showy, and produced in great panicles. Erect, compact growth. Blossoms in June. 35 cents each.

Hardy Perennials

These can be used to best advantage in groups and beds on the lawn, the front of flower borders, in beds or massed and in the garden. Some of the taller growing sorts may be planted among the shrubbery with good effect. Most of the perennials can be planted in the spring or fall. Soil should be kept well fertilized. A light covering of coarse, strawy manure or something that will not pack is beneficial in winter.

GOLDEN GLOW.

Grows five to seven feet high and blooms from early summer until frost. Flowers resemble golden-yellow Cactus Dahlia. 25 cents each; $1.50 per 10.

Terms and Guarantee for all Goods Listed on the Following Pages

1. I GUARANTEE to every Ferris customer, stock that is true to name and absolutely as represented. Any Ferris stock proven not to be will be replaced free of charge or the purchase price refunded. Every care will be taken to avoid all mistakes, but I cannot be held liable for any damage other than herein named.

2. I GUARANTEE satisfaction with every order and will gladly do all in my power to insure satisfaction. Any plant does not grow to your satisfaction, it may replace at a cost of the regular catalog price, regardless of what was the cause. I stand one-half of any possible loss, in other words.

At these low prices we cannot carry open accounts, and must have all cash with order. Our $25,000 Bond protects you.

Phlox.

These are justly esteemed as the finest of herbaceous plants. They are of dwarf habit, perfectly hardy, of very easy culture, and yield a profusion of bright, showy bloom. They are unequalled by any other hardy plant for the decoration of the garden. The culture is easy. Succeed in any good garden soil. The blooming season may be prolonged by pinching back some of the plants. They may be planted in either fall or spring and are perfectly hardy. Plants should be taken up and transplanted every three or four years. 6 for $1.53; 12 for $3.00.

An evergreen, with large, dense, circular tufts of stiff, sharp-pointed leaves, from the center of which rises the flower spikes in spring. They are hardy, well-branching, with stems, branch- ing near the top, and supporting hundreds of large, drooping, waxen-white, bell-shaped flowers, that remain perfect for several weeks. 35 cents each.

Peonies

A noble flower, almost rivalling the rose in brilliancy of color and perfection of bloom. A strong point in its favor is its hardi- ness. It may be truly said to be hardy as the oak. Its vigorous habit and healthy growth, free from all disease and insects, are important arguments in favor of its cultivation. Each suc- ceeding year adds to the size and beauty of peonies. The foliage is bold and glossy and often remains on plants deep green, thus dis- tinguishing the plants very ornamental even when out of flower.

ROSEA—Deep rose. 35 cents each.

QUEEN VICTORIA—Pure white. 75 cents each.

TRIOMPHE DU NORD—A fine pink. 35 cents each.

DELACHY—Dark crimson. 75 cents each.

JAMES VICK—Best crimson. 50 cents each.

GlaudiO Bulbs

Glaadis are universally admired for their magnificent flowers, which are among the riches of the garden in the opening of bloom, from July until November. They are hardy, in good, dry, sandy loam. Dig the row or bed from eight to ten inches deep, spread a liberal amount of good fertilizer in the bottom of the row or bed, then rake it in thoroughly before planting your bulbs; but if soil dressing is used, it should be spread in when the bed is first dug over. Hen dressing can be used, giving first-class results if applied properly; but it must be put in the bottom of the drill or bed, then covered with an inch of soil before the bulbs are planted. The bulbs after being planted should then be cov- ered from four to six inches deep; just as soon as they show their heads through the ground they should be cultivated. If this is continued once a week, till they commence to flower, one will be sure of first-class results.

In autumn, when the leaves turn yellow, the bulb is sufficiently ripe to take up. After taking up, they should be sun-dried for a day or two, then put in a dry cellar and kept from frost.

Price. 75 cents per 12, postage paid; $5.00 per 50.

Ornamental Shade Trees

HARD MAPLE (Sugar)—Upright, round top, more dense than any other maple; foliage turns yellow and bright red in autumn. For grace of form, beauty of foliage and graceful shape the tree can excel it.

<table>
<thead>
<tr>
<th>Size</th>
<th>Each</th>
<th>5 to 8 ft.</th>
<th>8 to 10 ft.</th>
<th>10 to 12 ft.</th>
</tr>
</thead>
<tbody>
<tr>
<td>5 ft. transplanted</td>
<td>$1.75</td>
<td>$2.50</td>
<td>$4.00</td>
<td></td>
</tr>
<tr>
<td>8 ft.</td>
<td>$1.75</td>
<td>$2.50</td>
<td>$4.00</td>
<td></td>
</tr>
<tr>
<td>10 ft.</td>
<td>$2.00</td>
<td>$3.00</td>
<td>$8.00</td>
<td></td>
</tr>
</tbody>
</table>

NORWAY MAPLE—Of spreading, rounded form; foliage large, dark green, for a rich and majestic shade tree. 5 to 8 feet, each, $1.00.

ELM—The noble, spreading drooping tree of our woods. One of the grandest park or shade trees. A magnificent, stately tree, easily distinguished by its wide, well-filled top and pendulous branchlets. One of the most noble and graceful trees where a tall, spreading tree is desired.

<table>
<thead>
<tr>
<th>Size</th>
<th>Each</th>
<th>5 to 10 ft. transplanted</th>
<th>10 to 12 ft. transplanted</th>
</tr>
</thead>
<tbody>
<tr>
<td>5 ft.</td>
<td>$9.75</td>
<td>$10.00</td>
<td>$15.00</td>
</tr>
<tr>
<td>10 ft.</td>
<td>$10.00</td>
<td>$10.00</td>
<td>$15.00</td>
</tr>
</tbody>
</table>
CAROLINA POPLAR—Takes front rank among best of poplars, it is one of the most rapid growers among shade trees. Its branches spread just enough to give it a symmetrical appearance. It has advantages over other shade trees because it will grow on any kind of soil, swampy or much, light or heavy. Its roots penetrate the hardest soil, withstands all hardships and thrives in places where others would fail to live. It is easily started and gives shade in a short time after planting. Its leaves are large and stay green till quite late in the fall.

Each 10 100
4 to 5 ft., transplanted.......................... $0.25 $2.00 $15.00
5 to 6 ft., transplanted.......................... $2.50 $20.00
6 to 7 ft., transplanted.......................... $5.00 $50.00
8 to 10 ft., transplanted.......................... $7.50 $75.00
10 to 12 ft., transplanted.......................... $1.00 $10.00

EUROPEAN MOUNTAIN ASH—A very pretty tree with abundant clusters of large orange berries in autumn. It is known and highly esteemed as one of the most beautiful trees that grow. A vigorous grower, and will add much to the beauty of your home.

Each 10 100
5 to 6 ft., transplanted.......................... $0.50 $5.00 $50.00
6 to 8 ft., transplanted.......................... $7.50 $75.00

Weeping Trees

CUT-LEAVED WEEPING BIRCH—Beyond question one of the most popular and elegant of all weeping trees. Its tall, slender, yet vigorous growth, graceful, drooping habit, silky-white bark and delicately cut foliage present a combination of attractive characteristics rarely met with in a single tree. It is easily transplanted and thrives well in any soil and climate.

Each 10 100
5 to 6 ft. ........................................ $1.00 $7.50 $45.00
6 to 8 ft. ........................................ $1.50 $12.00 $100

WISCONSIN WEEPING WILLOW—A beautiful tree with straggling, weeping branches. Makes a fine tree for the lawn or background. 6 to 7 feet. 50c each; $1.00 per 10.


Ornamental Hedges

BARBERY Thunberg's.

Very neat and dense in growth, barely 3 feet high, under the best conditions, yet quite graceful because of the drooping branches. The yellow flowers are followed by scarlet fruits, borne in dense profusion on the long stems and clinging through most of the winter; the leaves color to scarlet and gold in the autumn.

One-year-old plants, 6 to 10 inches; 12 for 75 cents; 50 for $2.50; 100 for $4.00. Two-year-old plants, 1 to 2 feet; 12 for $1.50; 50 for $4.00; 100 for $7.50.

PRIVET, California.

This well known hedge is probably used more extensively than any other variety. In fact our plantings each season exceed that of any other ten varieties. In many towns and cities the Privet is used more than all other varieties of plants or evergreens put together. In this state the leaves do not usually drop before the middle of December, hence it is almost evergreen.

Our Privet is all hardy, northern grown, extra large, 3 to 4 ft., 2-year-old plants. 15 for 75 cents; 50 for $2.75; 100 for $5.00.

Hardy Fruit Department

Northern Grown Apples

PRICES ON APPLES AND CRABS.
(Delicious Not Included.)

I sell all fruit trees as follows: 5 at 10 rate, 50 at 100 rate. Less than five trees of one variety at the each rate. Each 10 100
Northern Grown, 3-years old, cash with order $0.25 $1.50 $12.00
Summer Apples

YELLOW TRANSPARENT—The tree is a hardy, upright grower, a regular and early bearer; medium size. Color a rich, transparent yellow. This Russian variety is especially adapted for climates where its trees bear very young.

DUCHESS OF OLDENBURG—A beautiful round apple. Streaked red and yellow. Tender, juicy and pleasant. Tree a vigorous grower, early and abundant bearer; fruit very attractive in appearance. Very hardy.

RED ASTRACHAN—Tree an upright grower; vigorous, hardy and productive. Fruit medium to large, surface smooth, meted and striped on greenish-yellow; flavor acid. Valued as an early market and dessert apple.

Fall and Early Winter Apples

OKABENA—Very hardy and productive. Fruit of fine quality, large size, firmer than the best, and finest apples grown. Tree vigorous, extremely hard; one of the iron-clads; a very early and abundant bearer.

PATTERN’S GREENING—Very hardy, free from blemish, vigorous, spreading grower, bears early and abundantly. Fruit large, yellow. Good eating and cooking apple. Originated in Iowa. Will ‘get there’ with a crop of fruit if any kind can.

WINESEAP—One of the best little apples grown; red. A fine eating apple. One of the best for the baking. Shape is round, conical, sometimes obscurely flattened. Flesh yellowish, firm, crisp, with a rich, sub-acid or rather acid flavor. Keeps through winter.

MAIDEN BLUSH—Large, flat, regular, smooth, evenly shaded, with a red cheek or blush on a pale yellowish ground; flesh white and tender, with a pleasant sub-acid flavor; tree erect, vigorous and an abundant bearer.

Late Winter Apples

STAYMAN (Stayman’s Winesap)—This apple was originated by the late Dr. J. Stayman, of Leavenworth, Kansas. He said eighteen years ago in referring to it: “There will come a time when all will want it.” It is dark, rich red, with rather indistinct striping. The apple is not only larger than the old Winesap, but it is even juicier. The tree is very productive, and a drouthresister which will thrive on thin soils where the Winesap would soon starve. This apple is rapidly coming into a very wide spread favor, and here in the middle west it is crowding out many of the old standard varieties and taking the leading place. The Stayman is an apple that is not only desirable in the home orchard, but is one of the most profitable when grown for commercial purposes.

NORTHEASTERN GREENING—Fruit large, greenish yellow, firm and fine grained. Tree is very hardy, a thrifty, upright grower, an early and productive bearer. One of the longest keepers known.

GANO (Black Ben Davis)—Fruit is bright red on yellow ground, with no stripes; large and oblong in shape, surface smooth and polished. Tree healthy, vigorous and prolific bearer. January to April.

MELONE—One of the best. Red, medium size, keeps better than Northwestern Greening.

TOLMAN SWEET—The best long-keeping sweet apple. Tree hardy.

Delicious

The Grandest Fancy Apple Yet Produced.

A beautiful, large, red winter apple that will keep until May. It will average 12 ounces in weight and only sixty apples for a bushel, heaping full.

The flesh is of the very finest texture, neither sweet nor sour, but just the proper flavor to make it the most sought after apple on the market.

Fruit stands readily sell Delicious for 15 cents each when the best of Jonathans are selling two for a nickel.

Since seeing the Delicious you can’t forget it. Uniform in size and shape, slightly tapering, with five marble-like protruberances on the blossom end.
Red Raspberries

CARDINAL—Originated in Kansas; heavy grower, hardy; berries firm and of excellent quality; very productive. 30c per lb; $3.20 per hundred.

ST. REGIS EVEREERING—Raspberries for four months and raspberries the first season. The St. Regis Raspberry is of finest hardihood. The canes stand severest cold unjured. Its fruit never suffers any injury from heat. The berries are not impaired by the heat or drought of summer. It is the earliest of all red raspberries. It is considered a fine crop bearer. 40c per lb; $2.50 per hundred.

N. T. TILL—The standard early variety for the north country. The canes are healthy, hardy and very productive. It is an upright grower, stiff and abundantly able to hold up the enormous crop of fruit. The berries are medium to large in size, round in shape, very firm and of good quality when well ripened. The canes are reddish in color and extremely hardy. The harder to blackberries what the Cuthbert and Plum Farmer are to raspberries and the Dunlap to strawberries, the most universally grown. 50c per lb; $3.00 per hundred.

Blackberries

EARLY HARVEST—This is one of the earliest Blackberries, but should do well in all the regions where currants are raised. It ripens in June. It is a prolific bearer. 40c per lb; $2.50 per hundred.

N. T. TILL—The standard early Blackberry for the north country. The canes are healthy, hardy and very productive. It is an upright grower, stiff and abundantly able to hold up the enormous crop of fruit. The berries are medium to large in size, round in shape, very firm and of good quality when well ripened. The canes are reddish in color and extremely hardy. The harder to blackberries what the Cuthbert and Plum Farmer are to raspberries and the Dunlap to strawberries, the most universally grown. 50c per lb; $3.00 per hundred.

Gooseberries

DOWING—Fruit very large, flesh whitish green, soft, juicy and good; plant vigorous and prolific; one of the best. A favorite for family use, and is also a good market berry. $1.20 per hundred.

Houghton—The old well known sort; pale red, sweet and good. It is rather an ordinary and not very prolific and very reliable gooseberry. $1.50 per lb; $10.00 per hundred.

Strawberries

DUNLAP—Warfield type. It is a favorite wherever it has been tried. Begins to ripen soon after the earliest sorts and continues until near the end of the season. Fruit is large, conical in form, deep rich red, flesh red and has a sprightly, delicious flavor. One of the best commercial sorts and planted everywhere. The introducer had this to perfect when offering it: "We have the greatest confidence in this variety and believe that it will in the near future take its place among the prominent standard kinds. The plant is almost perfect in every respect. We have never seen a fruit in which the fruit is so tender, firm, and ability to endure hardships. It is small, slim, very deep-rooted, and as great a runner as Warfield. With us it has always proven very productive. The fruit is unusually large, never of the largest size, however: it is conical in form, regular, never misshapen, bright or slightly striped, a splendid keeper and shipper, most excellent in quality and one of the best canning berries we have ever known. Its season is sufficiently early and it begins to ripen a month earlier. We fulfilled its prophecy, for today is no known variety that is so universally popular nor one that is so extensively grown as the Senator Dunlap. 35c per 25; 50c per 50; 75c per 100; $3.00 per 500; $5.00 per 1,000.

Asparagus

CONOVER'S COLOSSAL—This variety is much superior in size and quality to any of the other common sorts, being remarkably tender and fine flavored. The large green shoots, one to two inches in diameter at the base, are sold by the pound, making it a very profitable variety. $1.00 per 100; $5.00 per 1,000.

Rhubarb

This very desirable vegetable comes early in the spring. A deep, rich soil is indispensable to secure heavy, large stalks. Plants should be rows four feet apart, the plants a foot in the ground. Set so that the crowns are about one inch below the surface. Top dress with the fall with stable manure or other compost. The great value of rhubarb has always been its earliness, and it deserves to be ranked among the best early products of the garden. 15c each; $1.50 per 10.

Horseradish

In planting Horseradish, fit the soil the same as for strawber- ries, a deep loamy soil and plenty of sunshine. Plant in May, throwing in the cutting about one inch below the surface of the soil. Culti- vate the same as any garden plant. After two weeks the leaves will show above the surface. 15c each.
Bargains as Advertised

The following advertising bargains are made to introduce my stock to new customers. These bargains and all trees and shrubs listed on pages 13, 14 and 15, are sold under the terms and guarantee given at the top of page 13.

Look them over, make your selections, then send in your order and in that manner give me a chance to demonstrate my claim that I save you half or more.

The quality will also prove that even with these low prices I give what I claim and that the combination of high quality and low prices is why and how I make and hold customers. A trial order will also make you a permanent Ferris customer. We cannot change, divide or give any premium with bargain collections.

**ADVERTISING BARGAIN A**

This is the best collection of Hardy Shrubs we have ever offered. All large, 2-year-old, field-grown, with extra good roots and tops.

2 Hydrangea, worth $0.70
1 Snowball, worth .50
1 Purple Lilac, worth .35
1 Cornus, worth .50

Catalogue Prices, $2.05 Our Special Advertising Price Only $1.45, Cash with Order.

**ADVERTISING BARGAIN B—THIRTY FRUIT TREES, $3.65.**

A model orchard of 30 hardy fruit trees. True to name, Northern Iowa grown. Two years old, average 4 feet and over.
5 Red Astrahan, best early summer apple.
5 Iowa Bush, good quality winter apple.
5 Peerless, winter apple.
5 Gano, long keeping winter apple.
5 Delicious, the grandest fancy apple ever produced.
5 Early Richmond Cherries. 90% of all Cherries grown in Iowa and other northern states are Early Richmond. Only $3.65. Cash with Order.

**ADVERTISING BARGAIN C**

20 Early Richmond Cherries, select No. 1 trees, 4 to 6 feet high, worth $8.00
100 Improved Progressive Everbearing Strawberries, worth $3.00

Cheap at $11.00 Our Special Advertising Price, only $7.89

**ADVERTISING BARGAIN D**

50 Privet, 3 to 4 feet, worth $2.75
1 Tree Hydrangea, worth $1.00
12 Gladiolus Bulbs, worth $0.75

Our Special Advertising Price, only $4.50

**ADVERTISING BARGAIN E**

A Small Fruit Bargain That Everyone Should Have.
100 Senator Dunlap Strawberries, worth $0.75
100 Improved Progressive, worth $3.00
25 Cumberland Raspberries (best Black), worth $1.00
25 Cardinal (best red raspberry), worth $1.00
12 Houghton Gooseberries, worth $1.50

$7.25 To Advertise $5.45

**ADVERTISING BARGAIN F**

100 Transplanted Evergreens, 10 to 15 inches high, $1.50. Your choice of White Pine, Jack Pine, Scotch Pine and Norway Spruce.

**ADVERTISING BARGAIN G**

100 3-year Seedling Evergreens, 6 to 10 inches high, $1.50, by Parcel Post, prepaid. Your choice of Norway Spruce or White Pine. Cash with Order.