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Stop Paying Needless Profits
Keep This Money at Home Right in Your Own Pocket

THIS is a plain, homely talk, but I always thought busy men and women would read plain simple statements if it saves them money or tells them something important. For a good many years Fruit-growers have been paying a lot of extra unnecessary profit on the trees they buy. You may have done it—through agents, jobbers, the four profit plan, the indirect expensively way.

Give an agent $20 for trees. He puts $8 in his own pocket and gives $12 to the retailer. The retailer keeps $5 and gives $7 to the wholesaler. The wholesaler takes $2 and hands the grower $5 to fill your $20 order.

You can keep that $15 yourself if you buy from the Planters' Nursery. I grow trees by the millions and sell them straight to the people who want them. You can see why my prices are lower than anybody else can make, who does business the old way. You not only save three profits, as well as the expense of three packings and damage due to delays and drying out, but you get carefully selected, well packed, guaranteed, true to name stock—fresh from the nursery just when you want it.

No matter where you look, regardless of what you pay, you can't buy better trees than I offer you. Remember you take a big risk in ordering Planters' Trees. If you don't find the stock exactly as I say, if you are not more than satisfied, I'll refund every cent. Read my guarantee, then take advantage of the remarkable savings offered you.

Wonderful Opportunities for Early Buyers
Bargains on This Page Good Until March 10th—Buy Now

No. 1—Apple Collection. 10 Select 5 to 6 ft. trees, 1 Delicious, 2 Stayman, 1 Black Ben, 2 M. B. Twin, 1 Grimes Golden, 1 Winesap, all great apples. Agent's charge $8.00. $1.50

No. 2—20 Apple Trees. 1 year, 3 to 5 ft. Stayman, Black Ben, M. B. Twin, Winesap, all great apples. Agent's charge $8.00. $1.80

No. 3—20 Apple Trees. Extra size, 2 yr. 5 to 6 ft. Stayman, Black Ben, Rome Beauty and other choice varieties. These are fine, big extra heavy trees. Agent's charge $8.00. $2.00

No. 4—10 Genuine Delicious Apple trees, 1 yr. 3 to 5 ft. the most famous of all apples. Agent's charge $3.50. $1.50

No. 5—Pear Collection. 10 Select 4 to 5 ft. trees, 3 Elberta, 1 Belle of Georgia, 2 Champion, 1 Crawford's Late, 2 Carmen, 1 Heath. Agent's charge $6.00. $1.10

No. 6—20 Peach Trees. 4 to 5 ft. Elberta, Champion, Mame Ross, Belle of Georgia, the cream of all good varieties. Agent's charge $5.00. $1.60

No. 7—20 Peach Trees. 3 to 4 ft. early to late assortment, selected for your locality. Sold by agent for $5.00. $1.10

No. 8—8 Apricot Trees. 4 to 5 ft. Moorpark and Superb, hardest and best quality. Agents charge $6.00. $1.10

What $3 Will Do

No. 23—100 Improved Elberta 1 to 2 ft. bigger and better than old Elberta, bears you second or third year. Best for shipping and canning. These are sturdy, well rooted trees which will grow and make good. Agents would ask three times as much... $3

What $9 Will Do

No. 25—100 Apple, 2 year 4 to 5 ft., your choice of Winesap, Arkansas Black, M. B. Twin, Gano, Grimes Golden, Jonathan, Stayman; extra selected trees; best commercial varieties. Agents' price $25... $9

No. 26—50 Apple trees, 2 yr. 5 to 6 ft. Your choice of Stayman, Grimes, Black Ben and Winesap. Delicious; not less than 10 of one variety first class trees, well branched, splendid roots; straight, smooth boughs; nice tops. Many charge four times our special price... $6

A $6 Bargain

No. 27—150 Fruit Trees, 3.5 ft. to be selected by us for your locality. 10 peach, 40 apple, 10 pear, 10 plum, 10 cherry. We guarantee character, variety and location. Strictly first class stock. Agents would ask $50 for such a selection. Our special price only... $12

A $12 Bargain

No. 14—Grape Collection. 10 Choice 2 yr. vines, 1 Catawba, red; 3 Concord, black; 2 Niagara, white; 1 Moore's Early black; 2 Winesap, purple. Agents get $25. ... $7.50

No. 15—25 Concord Grape Vines. Black. Most widely planted. Agents get $1.50. $50c

No. 16—50 Grape Vines. Concord, Winesap, Niagara, best. Agents get $5. ... $1.40

No. 17—40 Tamarillo Plants. 30 choice plants, 10 Kansas raspberry, black; 10 St. Regis raspberry, red; 1 Mercereau blackberry, 1 Brownberry blackberry, 1 Roosevelt gooseberry. Sold by agents for $7.00. ... $2.20

No. 18—300 Strawberries. Popular varieties which will produce big crops of delicious berries every season. Why pay agents $3.00 when our price is... $1.15

No. 19—100 Everbearing Strawberries. Best varieties, bear until killed by frost. Agents charge $5.00. ... $1.85

No. 20—45 Garden Roots. 10 Mammoh Khubar, 10 Horseradish, new variety; 25 select Asparagus. Agents get $3.25. ... $1.20

No. 21—100 Speciosa Catalpa. 2 to 3 ft. best for posts and poles. Agents get $8. ... $3

No. 22—Flowering Shrubs. 10 choice shrubs and plants, 2 Spirea, 3 Althea, 2 Peonies, 1 Hydrangea, 2 Japanese Wild Rose. ... $1.60

What $11 Will Do

No. 24—160 Peach trees 3 to 4 ft. 120 Elberta, 20 Carmen, 20 Champion, an ideal assort for profit, ripening over a 30 day period. Dependable, hardy varieties, successful in all peach sections. Why pay agents $32 when our price is only... $11

What $7 Will Do

No. 28—100 Peach trees 3 to 4 ft. Your choice of Elberta, Champion and Carmen—not less than 10 of one variety. Fine rooted trees; you can't do better. Agents would charge $20. 

Planters price $7
Compare These Prices With Those You See Elsewhere
Read Our Guarantee—Then

DECIDE where you will buy your trees this spring. No agent or tree peddler can hope to give you values like these. You not only save his commission, but I am not asking you to pay for a lot of big, high-priced catalogues that go to people who never buy. I am putting that money right into your trees and you get them for just that much less. On many of my trees you pay a profit of less than 1 cent each. My plan of selling trees by the millions, straight to the planter, makes it possible. That’s why you can buy Planters trees right down at bed-rock—at prices nobody can meet on the same high quality.

Sturdy, fresh, healthy, well-rooted stock, true-to-name, packed right, delivered right—more trees for the money—better trees for the money—straight, fair treatment—that’s the way we are trying to do business with you. My big, broad guarantee makes you absolutely safe.

Make out your order now and mail it early. Have your trees on hand ready to plant at the first opportunity. Get them in the ground just as quick as weather and soil permit. Give them a chance to get established before the hot, dry days of summer.

To reward you for early ordering, which saves us money and insures you better service, we offer a Free Premium of our famous Early Wonder Peach. Read the offer on the next page. If you don’t find everything you want on these pages, write for our One-Price Premiums on what you need. We have a complete assortment of fruit and ornamental trees, small fruits, shrubs, etc. Our prices will save you money.

APPLES
Baldwin, Yellow Transparent, Early Harvest, Red June, Duchess, Maiden Blush, Wealthy, Northern Spy, Ben Davis, Black Ben, Stayman, Gano, Winesap, M. B. Twig, Arkansas Black, Grimes Golden, Jonathan, Delicious, Rome Beauty and 20 others.

CRAB APPLES
Florence, Whitney, Transcendent and others. Same prices as apples.

PEACHES
Belle of Georgia, Elberta, Blood Cling, Carmen, Champion, Crawford Late, Greensboro, Heath Cling, Krummel, Salway, Triumph, Wonderfu, Mayflower, Elberta Cling and many others.

CRAB PEACHES
Florence, Whitney, Transcendent and others. Same prices as apples.

WALNUTS
Black Walnut, English, Turkish, and others.

CHERRIES
Early Richmond, Montmorency, Wragg, Royal Duke, English Morello and other good sorts.

DWARF PEARS
Duchess, Seckel, Bartlett—the best three.

PLUMS

BLACKBERIES
Early Harvest, Kenoyer, Mercereau, Ward, Blowers, Snyder and other leading varieties.

APRICOTS
Moorpark, Royal, Superb and others

CHERRIES
Early Richmond, Montmorency, Wragg, Royal Duke, English Morello and other good sorts.

COMPASS CHERRY-PLUM
Hardy from Texas to Dakota. Large, bright red, sweet and juicy. A marvel in early bearing. Produces fruit next year after setting. Should be in every orchard.

GRAPEFRUIT

dewberries

If you don’t find everything you want on these pages send list of wants for Money Saving Prices
Our Positive Guarantee

We guarantee all trees and plants absolutely true to name. We guarantee safe delivery, quality and satisfaction. We take all the risk of pleasing you. If you don’t find the stock exactly as described—if you don’t find it equal to or better than trees costing from two to five times as much, you may have your money back, including all transportation charges. You are to be the judge. Certificate of health with each shipment.

Terms—Cash with order. If more convenient, one-fourth cash may be sent with order, balance to be paid on arrival of shipment.

Prices—We allow the 100 rate on 50 or more trees of a kind, as 50 apple or peach, not less than 10 of a variety. Less than 10 of a variety take the each rate. In buying small fruits, 500 of one variety go at the 1000 rate.

Free Packing—We make no extra charge for packing, drayage, etc.

Freight or Express—With the exception of strawberries which are sent prepaid, all prices are f. o. b. Winfield, customer paying freight or express. We have service in all directions. Trees and plants take special freight or express rates. It will be a small item compared to the saving you make. Orders up to 35 pounds will go by express as cheap as freight. 3 to 5 foot trees average $1 to 1 pound each; 5 to 6 foot trees, 2 to 3 pounds each, packed for shipment.

Our Reliability—Our announcements are appearing in many of the leading farm and fruit papers, who publish only guaranteed advertisements. If you have any doubt about getting a square deal from the Plants Nursery, write to any of these publishers, or the Cowley County National Bank, Winfield, Kansas.

Special Offer on Early Orders

Good Until March 10th

Think of one tree producing a peck of peaches 16 months after planting—two bushels the second year. That’s what one planter reports from the astonishing Early Wonder. The marvel of every fruit-grower—Hardy, bears loads of luscious, red peaches every year. Perfect freestone. To encourage early ordering which saves us money and insures you better service, we offer these special inducements.

Free With $5 Orders

On every order for $5.00 or more received before March 10th, you will receive free, 2 Early Wonder Peach, 4 to 5 ft., value $1.00.

Free With $10 Orders

On every order for $10.00 or more received before March 10th, you will receive free, 5 Early Wonder Peach, 4 to 5 ft., value $2.50.

Famous Early Wonder Peach Free if You Send Your Order Before March 10th
Here's Proof of

Service

Quality

Money Saved

Fair Dealing

Sure Saved Commission. I was pleased with the trees received from you. The trees and grape vines were of good quality and the prices for same were reasonable. The agent's commission was certainly cut out.—W. N. Oles, Kansas.

How We Pack. Never had trees shipped to me in finer shape than those you shipped to me. Am well pleased with them. When I want more trees I will send to you.—W. H. Wright, Kansas.

Saves Over Half. The trees I received of you are just fine. They are all growing—everyone of them. Will recommend you to anyone wanting trees, and the cost is hardly half what agents charge for inferior stock.—H. G. Loveland, Kansas.

Better and Cheaper. I received the trees I ordered of you and they are all O. K. Your trees are better and cheaper than from these traveling agents. I have been stung several times myself. No more for me.—F. E. Johnson, Kansas.

Likes Our Plan. I am just in receipt of your second shipment of fruit trees, vines and shrubs you shipped to me this spring, and I must say they are as fresh and fine as could be wished for. Your plan of from the grower to the planter is a good plan, and you have my appreciation and best wishes.—G. H. Bowman, Kansas.

Looks Good to Him. The trees and shrubs received in good condition and are growing fine. Am greatly pleased with your goods and will remember you in the future. You look good to us and we will do all we can with our neighbors to interest them in your favor.—G. W. Hall, Arkansas.

Better Roots. Your trees arrived in good shape; everyone looked as if it would grow. I am much pleased with them as they have better roots than any we have got from local nurseries. Will speak a good word for you at any time.—F. F. Ellerbeck, Kansas.

Grasp This Opportunity
To Make a Saving of 50 to 100 Per Cent

Amazing Bargains in
Apples, Pears, Home Orchard Assortments, Shade Trees

1276 Orchard Bargains

In Fruit Trees, Small Fruits, Ornamental
Trees, Nut Trees, Shrubs, Vines, Roses
Everything for the Orchard and Fruit Garden

An Unparalleled Opportunity
To Plant That New Orchard
To Fill in the Old One
To Beautify the Home
To Save Money
To Get Better Trees

For U. S. Dept. of Agric.
E. R. Lake
Washington, D. C.

POSTMASTER—If this IMPORTANT MAT- TER cannot be delivered, please notify The Planters Nursery, Winfield, Kansas, giving reason, and postage will be sent for forwarding or return. Use form 3540. See P. L. & R. Sec. 675 and 676.