**OUR TERRITORY**

Perhaps some who read this letter do not know the immensity of Griffing Nurseries' organization for the growing of Balled Evergreen Trees and Shrubbery in Southeast Texas—being located in the Best Section of the United States for growing Landscape Material, Especially Suited for plantings in the Southwest. But the Territory has been extended by Lowered Freight Rates and our Balling Soil, from New York to Florida on the East; Mexico and Arizona on the West, and Nebraska to Ohio on the North, which is served in Carload Lots at very Nominal Freight Rates.

**OFFICE AND Packing HOUSES**

**OUR 1930 WHOLESALE CATALOG**

It explains Freight Rates and many other New Features that have Never Before been offered to the Wholesale trade. Perhaps your copy of this catalog was received but was piled on a Table or Filed Away without your giving it much real study to notice the New Features. We used much space to describe Standardized Grading, Freight Rates, Prepaid Freight and Insurance on Trees. If you do not find your copy send for another.

**WHEN YOU COME**

Our Nursery is located at Beaumont in the Southeastern part of Texas, on a Plot of Lake Charles Loam, which is the Best Earth in America; Here we have excellent Railroad, Highway, Steamship, and Aero Services radiating out in all directions which gives Rapid Passenger, Freight, and Mail Transportation Everywhere.

**BERCKMAN'S GOLDEN**

**BIOTA AUREA NANA**

2 - 3 FT. 80c

And other stock equally as low priced.

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A VIEW OF GRIFFING NURSERIES' EVERGREEN FIELDS FROM THE AIR

In looking over three hundred and sixty-six acres of Evergreens, it is very hard to see all; but an air view gives one the clear view of the thousands of Ornamental plants growing in our Nursery. Winding roads through the grounds afford this pleasure when unable to see it from the air.

**V. THIS CATALOG IS OUR SALESMAN.** (We do not put expensive men on the road, traveling at high cost to canvass the trade, but we give the values to our customers in quality.

**VI. THIS CATALOG explains our TERMS and CONDITIONS, DISCOUNTS, etc.**

**VII. PRICES**

Our prices are listed for carload quantities. Stock is graded according to quality, standards approved by American Association of Nurserymen, which is indicated by the number of X's.

**VIII. LESS CARLOAD Quantities sold 20% above Carload Quantities.** (This covering extra Expense of Billing, Packing, and shipping small orders).

**CARLOAD SHIPMENTS**

With a 20 Car Side Track, located on Our Grounds, we are able to give Quick Service in loading even at the Busiest Shipping Season. During certain Weeks in the Spring, many Customers often want their Shipments on Certain Dates, Just when the Spring Planting season opens up Where they are Located. We have guarded against an over-rush by our elaborate Storage Sheds and Yards, adjoining the Side Track, where we can Store over a Hundred Carloads of nice fresh B&B Stock dug and ready to Load on Very Short Notice.

**WHY B&B IS BEST!**

Our Nursery is located at Beaumont in the Southeastern part of Texas, on a Plot of Lake Charles Loam, which is the Best Earth in America; Here we have excellent Railroad, Highway, Steamship, and Aero Services radiating out in all directions which gives Rapid Passenger, Freight, and Mail Transportation Everywhere.

**PFITZER JUNIPER**

2 - 3 ft. $1.45

See other Specials on inside pages.

**SERVICE**

In this day and time, SERVICE is what people are looking for, and it is why we are in the Nursery business—to give the best service, the best trees, and the best value for the money.

Always, it is our aim and policy to follow the Golden Rule, "Do unto others as you would have them do unto you". In the Thousands of Small and Large Orders shipped each season, they all receive the Personal Attention from our score of Experienced Nursery and Office forces. Many of them have worked practically all their lives on the Nursery. We have in our employ over thirty people who have been with us from ten to thirty years—this is a guarantee to you that you will get the proper service.

PUBLISHED FOR INTEREST OF NURSERYMEN, FLORISTS, DEALERS AND LANDSCAPE MEN ONLY

January 1, 1930
WE GIVE THE EARTH WITH THESE PLANTS

We find ourselves with a Surplus of Certain Grades and Varieties of Stock that the
best trade requires; and to reduce this stock we are offering the following in this News
Letter at these Special Low Prices for January Only.

Of all this stock will be Balled & Burlapped (B&B), properly dug and graded according to Stand-
tardized System adapted by the American Association of Nurseries. These prices are for Two X (XX)
Quality Stock. Some are of the finest Hight Stock as also grades P (XX) quality, for which stock will
be sold at the price of One X (X) Quality Stock. However, the One X (X) Quality Stock is Non-Quality. Notice Illustrations for
comparison. Measurements are taken either by Height or by Width.

TEERS: Cash with order. Retail establishment credit is granted.

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1930 New Years Greetings!

All Stock in this List is (B&B) Balled and Burlapped, and Graded by Height or Width and IS FOR TWO X (XXX) QUALITY. FOR THREE X (XXX) QUALITY ADD 25%. FOR ONE X (XX) DEDUCT 25%.

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"A & I"
How It Is Done
Two things should be noted about the order for stock that is to be received:

1. Your order must be filled within the time in which your stock is being received. If your order is not filled within this time, the stock will be transferred to the next time for filling.

2. Your order must be filled on the same day as the stock is received. If your order is not filled on the same day as the stock is received, the stock will be transferred to the next time for filling.

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All Stock in this List IS (B&B) BALLED AND BURLAPPED, AND GRADED BY HEIGHT OR WIDTH AND IS FOR TWO X (XXX) QUALITY. FOR THREE X (XXX) QUALITY ADD 25%. FOR ONE X (XX) DEDUCT 25%.

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If you want this stock Reserved for shipment after January 31st, we will store it for you and ship it in good condition, for shipment, any time after January 31st to your Station. For Reserve Orders we re-
quire full payment when the stock is shipped and re-
served for you, and we will guarantee to take care of it in good condition.

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Why Our Prices Are Low!

Do not waste your time proving Definite Stock. Buy from us. We can produce it much quicker. Better and safer than you, as we specialize in Quantity Production and know how, with our 44 years of Nursery Experience in the South.

With so many friends and customers, it is in our financial interest to maintain our record of nearly 50 years, and realizing this, we are rea-
sonably open to good offers for European and Mod-
ernization. We are alert, nearly fifty years, and realizing this, we are con-
stantly alert and ready to serve. We are alert and ready to serve. We are alert and ready to serve.

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Use Order Sheet Enclosed

For your convenience and to help us handle your order with accuracy and speed please use the enclosed Order Sheet. Fill in the quantity, full name of variety; check (B&B) or (S) quality plus in the number of X's you want; and grade (XX) or (XXX) in the height by filling in the blank spaces and multiply to get total price. Send the total order to the correct address for the total return. Take your discounts.

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We understand these prices are in January only.

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If you want this Stock Reserved for shipment after January 31st, we will store it for you and ship it in good condition, for shipment, any time after January 31st to your Station. For Reserve Orders we re-
quire full payment when the stock is shipped and re-
served for you, and we will guarantee to take care of it in good condition.

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LOQUAT (ERIBOTRYA)

Griffing's Waxleaf Privet

Waxleaf (Compacta).

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CALAMAGROSTIS (FIRETHORN)

Italian Stone (Pinus pinea)

Whiteleaf (Albovariegata).

Spiny Greek (Excelsa stricta).

Sylvester (Chinensis femina).

Pfitzer (Chinensis pfitzeriana).

Florida (Grandiflora).

Cedrus deodora (Himalayan).

Amercan (Opaca).

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LAUREL (JUNIPERS (JUNIPERUS))

Anselma (Diplodonta).

Royal Italian (Sempervirens fastigiata).

Elegantissima (Yellow Column).

Cedar (Himalayan).

Pfitzer JUNIPER

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AMBGARYVIA (ABIES)

Trilis Nordica.

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TREES (B&B)

Chinese Green (Seedling).

Roena (Columnar).

Hudgin's (Blue green).

Unnamed (Choice Pyramidalis).

Daily Dwarf (Daily nana).

Murray (Velvety Green).

Sikes (Tall & slim).

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CYPRESS (CUPRESSUS)

Roena (Columnar).

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PODOCARPUS (TAXUS)

Yellow Column (Elegantissima).

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PINE (PINUS)

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ABELIA

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CAPE JASMINE (GARDENIA)

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CHERRY LAUREL (LAUREOCRASUS CAROLIANA)

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FITZER JUNIPER

The Best Forming Trees.
PYRAMID ARBOVITAE
Showing X's. Same height. Middle one is Standard XX which we have priced in this January Special. The extra heavy XXX quality plant is shown on left at 50% extra price; while X lighter grade plant is shown on right at 25% less price.

SYLVESTRE JUNIPER (femina)
Notice how well filled in and quality of XXX grade. The 3 plants are same height, which would you prefer?