

PA-ABE-913



PROEXAG

NON-TRADITIONAL AGRICULTURAL EXPORT SUPPORT PROJECT

**RASPBERRY AND BLACKBERRY NURSERY SOURCE GUIDE
FOR CENTRAL AMERICA**

Assignment Number: ST/89-9

Contract Number: 596-0108-C-00-6060-00

SUBMITTED TO:

**Regional Office for Central America and Panama (ROCAP)
U.S. Agency for International Development
Guatemala City, Guatemala**

SUBMITTED BY:

David Picha

through

**Chemonics International Consulting Division
2000 M Street, Northwest
Suite 200
Washington, D.C. 20036**

August 1989

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PREFACE

The following nursery guide was compiled to expedite ordering of raspberries and blackberries by Central American growers.

This nursery guide includes the major wholesale raspberry and blackberry nurseries in the U.S. Not included are retail nurseries or minor nurseries that offer only limited stock at full retail price.

All plants are certified as virus free and subject to rigorous inspection procedures to maintain their purity and freedom from disease.

The prices listed are based on both personal telephone conversations (in January-February, 1989) and listed catalogue prices.

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RASPBERRIES

U.S. COMMERCIAL WHOLESALE NURSERY SUPPLIERS

Ahrens Elm Nursery, Inc.
Route 1
Huntingburg, IN 47512
Telephone: 800-331-5405
FAX: (312) 683-2004
Contact Person: Phil Ahrens

Allen Company
P. O. Box 310
Fruitland, MD 21826
Telephone: (301) 742-7122
Contact Person: Richard Allen

Blue Star Laboratories, Inc.
Route 30
Williamstown, NY 13493
Telephone: (315) 964-2295
Contact Person: David deGraff
(This company is also listed
under the name 'Davey-Joans' in
Williamstown, NY)

Boston Mountain Nurseries
Route 2, Box 405-A
Mountainburg, AR 72946
Telephone: (501) 369-2007
(after 3 p.m.)
Contact Person: Gary Pense

Brittingham Plant Farms
P. O. Box 2538
Salisbury, MD 21801
Telephone: (301) 749-5153
Contact Person: Silvia Robertson

Champlain Isle Agre Associates
Isle LaMotte, VT 05463
Telephone: (802) 928-3425
Contact Person: Randy McCoy

Congdon and Waller Nursery
Mile Block Road
North Collins, NY 14111
Telephone: 800-345-8305
FAX: (716) 337-0203
Contact Person: Joe Fortune

L. F. Cooke Co.
2020 Road 140
Visalia, CA 93277
Telephone: (209) 732-9146
FAX: (209) 732-3702
Contact Person: Robbie Roberts

Daisy Farms
21000 60th Street
Dexter, MI 49045
Telephone: (616) 782-7131
Contact Person: Dave Daisy

Hartmann's Plantation, Inc.
310 60th Street
P. O. Box E
Grand Junction, MI 49056
Telephone: (616) 253-4281
FAX: (616) 253-4457
Contact Person: Dan Hartmann

Hawthorne Nursery, Inc.
Route 1, Jones Road
Ringgold, GA 30736
Telephone: (404) 965-5611
Contact Person: Mary Hawthorne

Makielski Barry Farms and Nursery
7130 Platt Road
Ypsilanti, MI 48197
Telephone: (313) 434-3673
Contact Person: Judy Kuzniar

May Nursery Company
P. O. Box 1312
Yakima, WA 98907
Telephone: (509) 453-8219
Contact Person: Dave Berthon

New York State Fruit Testing
Cooperative Association
Geneva, NY 14456
Telephone: (315) 787-2205
Contact Person: Dave Gripe

Best Available Document

North Star Gardens
19060 Manning Trail North
Marine on St. Croix, MN 55047
Telephone: (512) 433-5850
Contact Person: Paul Otten

Nourse Farms, Inc.
Box 485 RFD
South Deerfield, MA 01373
Telephone: (413) 665-2658
FAX: (413) 665-7888
Contact Person: Tim Nourse

Ken M. Spooner Farms
10816 SR-162
Puyallup, WA 98374
Telephone: (206) 845-5519
Contact Person: Ken Spooner

Zilke Brothers Nursery
8924 Cleveland Avenue
P. O. Box 8
Baroda, MI 49101
Telephone: (616) 422-2566
Contact Person: Roger Zilke

AHRENS BEPRY NURSERY 1989 WHOLESALE PRICE LIST

CULTIVAR	#1 GRADE		TISSUE CULTURE QUANTITY		COLOR				PRIMO-CANE	FLORI-CANE
	BARE ROOT QUANTITY		(72 plug size)		RED	BLACK	PURPLE	YELLOW		
	1000	5000/1000	1000	5000/1000						
ALLEN	\$400	\$375	\$650	\$625		X				X
BRANDYWINE	400	375	650	625			X			X
BISTOL	400	375	650	625		X				X
DANBY	400	375	650	625	X					X
LUMBERLAND	400	375	650	625		X				X
TALL GOLD	400	375	650	625				X		X
HERITAGE	400	375	650	625				X		
JEWEL	400	375	650	625	X				X	
LATHAM	400	375	650	625		X				X
NEWBURGH	400	375	650	625	X					X
REDWING	425	400	700	675	X					X
REVEILLE	400	375	650	625	X				X	
ROYALTY	425	400	700	675			X			X
RUBY	425	400	700	675	X				X	
SOUTHLAND	400	375	650	625	X				X	
TITAN	425	400	700	675	X					X

All stock is certified virus free. Root pieces not available this spring, but will be in 1990.

Bare root stock available from late October until May and up until August out of cold storage. For shipments in June through August, place order 3 months in advance. Tissue culture stock available year round with advance notice.

Terms of sale: 25% down and net 30 days for established accounts. Full pre-payment prior to shipment for new accounts. Prices are FOB Huntingburg, IN. Orders may be financed up to 90% through the Indiana Department of Commerce. Inquire direct with Department of Commerce.

They also have complete stock of strawberries, blueberries, and asparagus.

ALLEN COMPANY 1989 WHOLESALE PRICE LIST

<u>CULTIVAR</u>	<u>#1 GRADE</u>			<u>COLOR</u>			<u>PRIMO- CANE</u>	<u>FLORI- CANE</u>
	<u>BARE</u>	<u>ROOT</u>	<u>QUANTITY</u>	<u>RED</u>	<u>BLACK</u>	<u>PURPLE</u>		
	100	500	5000/1000					
BRISTOL	\$400	\$800	\$800		X			X
HAUT	400	800	800		X			X
HERITAGE	400	300	300	X			X	
ROYALTY	400	800	800			X		X
SENTRY	400	800	800	X				X

All stock is certified virus free.

No tissue culture plugs or root pieces available. Bare root stock available from March to June. No cold storage after that.

Terms of sale: full pre-payment required before shipment. Prices are FOB Fruitland, MD.

BLUE STAR LABORATORIES 1989 WHOLESALE PRICE LIST

<u>CULTIVAR</u>	<u>#1 GRADE BARE ROOT QUANTITY 1000</u>	<u>COLOR RED</u>	<u>PRIMO- CANE</u>
HERITAGE	\$500	X	X

All plants are state-inspected and certified virus free. They do not have tissue cultured stock or root pieces. They will be phasing out of the nursery business and will have 'Heritage' available for only 1 or 2 more years.

All orders must be made before February or early March. They dig the plants in the spring before bud break. The latest availability of bare root plants will be early May.

All orders must be paid full before shipment. The price is FOB Williamstown, NY.

BOSTON MOUNTAIN NURSERIES 1999 WHOLESALE PRICE LIST

<u>CULTIVAR</u>	<u>#1 GRADE</u>			<u>COLOR</u>			<u>PRIMO- CANE</u>	<u>FLORI- CANE</u>
	<u>BARE</u>	<u>ROOT</u>	<u>QUANTITY</u>	<u>RED</u>	<u>BLACK</u>	<u>GOLD</u>		
	100	500	1000					
CUMBERLAND	\$ 52	\$210	\$300		X			X
FALL GOLD	56	230	370			X	X	
HERITAGE	52	210	300	X			X	
JEWELL	56	230	390		X			X
LATHAM	52	210	300	X				X

All stock is certified virus free. Tissue culture plugs or root pieces are not available. Bare root stock available from November through April.

Terms of sale: Full pre-payment must be made prior to shipment. Prices are FOB Mountainburg, AP. Extra \$25 charge assessed for phytosanitary document.

They also sell boysenberry, dewberry, tayberry, and youngberry stock.

BRITTINGHAM FARMS 1989 WHOLESALE PRICE LIST

<u>CULTIVAR</u>	<u>#1 GRADE</u>			<u>COLOR</u>			<u>PRIMO- CANE</u>	<u>FLORI- CANE</u>
	<u>BARE</u>	<u>ROOT</u>	<u>QUANTITY</u>	<u>RED</u>	<u>BLACK</u>	<u>PURPLE</u>		
	100	500	1000					
BLACK HAWK	\$ 90	\$400	\$685		X			X
BRISTOL	90	400	685		X			X
CUMBERLAND	90	400	685		X			X
HERITAGE	69	293	500	X			X	
LATHAM	69	293	500	X				X
ROYALTY	95	430	710			X		X
NEW BIRGH	69	293	500	X				X
SENTRY	69	293	500	X				X
TITAN	145	530	1200	X				X

All stock is certified virus free. No tissue culture plugs or root pieces are available. This company buys it from a Massachusetts nursery and acts as the "middleman". Strawberry plants are their specialty.

Bare root stock is available from February through October but advance orders must be placed and pre-paid for all stock sold out of cold storage (May through October).

Terms of sale: Pre-payment required in full before shipment. Prices are FOB Salisbury, MD. Phytosanitary fee will be assessed to each order.

CHAMPLAIN ISLE AGRO ASSOCIATES 1989 WHOLESALE PRICE LIST

CULTIVAR	TISSUE CULTURE QUANTITY		COLOR			PRIMO- CANE	FLORI- CANE
	(1 inch plugs)		RED	BLACK	YELLOW		
	500	1000					
AMBER	\$450	\$750			X		X
FALL GOLD	450	750			X	X	
GOLDEN QUEEN	450	750			X		X
GOLDEN WEST	450	750			X		X
HAUT	450	750		X			X
HERITAGE	450	750	X			X	
LATHAM	450	750	X				X
MEEKER	450	750	X				X
NEWBURGH	450	750	X				X
NORDIC	475	800	X				X
REDWING	475	800	X			X	
SENTINEL	450	750	X				X
WILLAMETTE	450	750	X				X

All material is certified and disease-indexed for virus (except Fall Gold), crown gall, and verticillium wilt. Stock is ready to field plant. In reality, no commercial U.S. nursery can guarantee bushy dwarf virus free Fall Gold stock, even though they may claim it.

Small quantities of Schoenemann also available.

No bare root transplants or root pieces are currently available. However, root pieces would be available if adequate advance notice is given and the volume of the order is sufficient.

Stock is available year round, but for large volume orders advance notification may be needed.

Terms: one-third down at time of order, balance due before shipment. Price is FOB Isle La Motte, VT.

CONGDON AND WELLER NURSERY 1989 WHOLESALE PRICE LIST

ULTIVAR	#1 GRADE BARE ROOT QUANTITY			TISSUE CULTURE QUANTITY			COLOR				PRIMO- CANE	FLORI- CANE	
	100	500	1000	100	500	1000	BLACK	RED	PURPLE	GOLD			
ALLEN	\$105	\$525	\$600	\$ 85	\$425	\$600	X						X
LACKHAWK	105	525	600	85	425	600	X						X
COYNE	70	350	600	85	425	600		X					X
RANDYWINE	105	525	600	85	425	600			X				X
BRISTOL	105	525	600	85	425	600	X						X
ANBY	70	350	600	85	425	600		X					X
HUNDEE	105	525	600	85	425	500	X						X
FALL GOLD	80	400	600	85	425	600				X		X	
FALL RED	70	350	600	85	425	600		X				X	
HERITAGE	70	350	600	85	425	600		X				X	
HILTON	70	350	600	--	--	--		X					X
HURON	105	525	600	--	--	--	X						X
JEWEL	105	525	600	85	425	600	X						X
MATHAM	70	350	600	85	425	600		X					X
LIBERTY	--	--	--	90	450	650		X					X
LOWDEN	105	525	600	--	--	--	X						X
NEWBURGH	70	350	600	85	425	600		X				X	
OLYMPIC	--	--	--	90	450	650		X					X
PERRON RED	110	550	650	90	450	650		X				X	
REDWING	--	--	--	90	450	650		X				X	
ROYALTY	110	550	650	90	450	650		X				X	
SEPTEMBER RED	70	350	600	85	425	600			X				X
SOUTHLAND	70	350	600	85	425	600		X				X	
TAYLOR	70	350	600	--	--	--		X					X
TITAN	110	550	650	--	--	--		X					X

All stock is certified as virus free. No root pieces are available. Tissue culture plants are greenhouse acclimated and rooted in a peat mix in #128 plugs (1 1/4 inch x 2 1/4 inch). These rooted plugs can be field planted under irrigation.

Bare root plants are available from December through June or later if sales volume is large enough. Tissue culture plants are available year round, given a 6 month prior order.

Pre-payment must accompany each order. This will entitle the customer to a 5% discount on total price. All prices are FOB North Collins, NY.

L. E. COOKE COMPANY 1989 WHOLESALE PRICE LIST

CULTIVAR	#1 GRADE (1 yr old)			COLOR		PRIMO- CANE	FLORI- CANE
	BARE ROOT QUANTITY			RED	BLACK		
	500	1000	5000/1000				
AMITY*	\$165	\$300	\$290	X		X	
CUMBERLAND**	425	800	750		X		X
HERITAGE	165	300	290	X		X	
INDIAN SUMMER	165	300	290	X		X	
LATHAM	165	300	290	X			X
NEWBURGH	165	300	290	X			X
SEPTEMBER RED	165	300	290	X		X	
WILLAMETTE	165	300	290	X			X

*Available in fall 1989 - winter 1990.

All stock is inspected and certified virus free.

Tissue culture plugs or root pieces are not available. Bare root stock available from mid-October until April, or later if sufficient volume orders warrant operation of cold storage.

Terms of sale: 1/3 down, balance due at shipping. Pre-payment required for cold storage. Cold storage fee of 4% from January 25 to March 1; 3% per month thereafter.

All prices are FOB Visalia, CA. Add 6% to total purchase price for bagging, baling, and containerization.

**2 year old plants.

DAISY FARMS 1989 WHOLESALE PRICE LIST

<u>CULTIVAR</u>	<u>#1 - #2 MIXED GRADE</u>		<u>COLOR</u>	<u>PRIMO-</u>
	<u>BARE ROOT</u>	<u>QUANTITY</u>		
	500	1000		
HERITAGE	\$175	\$300	X	X

All stock inspected and virus free. No tissue culture plugs or root pieces are available. Stock is available from March through the end of April. They have limited cold storage facilities and no experience with storing bare root raspberry stock, so probably would not offer sales after April.

Terms: 100% pre-payment before shipment. Price is FOB Decatur, MI.

HARTMANN'S PLANTATION 1989 WHOLESALE PRICE LIST

<u>CULTIVAR</u>	<u>#1 GRADE</u>			<u>COLOR</u>				<u>PRIMO- CANE</u>	<u>FLORI- CANE</u>
	<u>BARE ROOT QUANTITY</u>			<u>RED</u>	<u>BLACK</u>	<u>PURPLE</u>	<u>GOLD</u>		
	<u>100</u>	<u>500</u>	<u>1000</u>						
BLACK HAWK	\$ 65	\$325	\$580		X				X
BRANDYWINE	65	325	580			X			X
BRISTOL	65	325	580		X				X
FALL GOLD	65	325	580				X	X	
HERITAGE	65	325	580	X				X	
LATHAM	65	325	580	X					X
LOWDEN	65	325	580		X				X
ROYALTY	70	350	630			X			X
TITAN	70	350	630	X					X

All stock is inspected and certified virus free (except Fall Gold). No tissue culture plugs are available this year, but will be available for next season. No root pieces available. Bare root stock available from November through mid April.

Prices are FOB Grand Junction, MI. Payment in full must be received prior to shipment.

They also have an extensive supply of blueberry cultivars and Bababerry.

HAWTHORNE NURSERY 1989 WHOLESALE PRICE LIST

<u>CULTIVAR</u>	<u>#1 GRADE</u>		<u>COLOR</u> <u>RED</u>	<u>PRIMO-</u> <u>CANE</u>
	<u>BARE ROOT</u>	<u>QUANTITY</u>		
	500	1000		
HERITAGE	\$375	\$650	X	X

All stock is inspected and certified virus free. No tissue culture plugs or root pieces available. Bare root stock available from February until May, or longer if volume of order warrants running cold storage.

Terms of sale: Full payment required before shipment, plus a \$25 phytosanitary inspection fee. Prices are FOB Ringgold, GA.

MAKIELSKI BERRY FARMS 1989 WHOLESALE PRICE LIST

<u>CULTIVAR</u>	<u>#1 GRADE</u>		<u>COLOR</u>			<u>PRIMO- CANE</u>	<u>FLORI- CANE</u>
	<u>BARE ROOT</u>	<u>QUANTITY</u>	<u>RED</u>	<u>BLACK</u>	<u>PURPLE</u>		
	500	1000					
BRANDYWINE	\$275	\$475			X		X
BRISTOL	275	475		X			X
EARLY BLACK	275	475		X			X
HERITAGE	275	490	X			X	
LATHAM	275	490	X				X
LOWDEN	275	475			X		X
MACBLACK	275	475		X			X
MUNGER	275	475		X			X
ROYALTY	350	--			X		X
SCEPTER	275	490	X				X
SENTRY	275	490	X				X

All stock is certified virus free. No tissue culture plugs or root pieces are available. Stock is available from November until June 1.

Terms of sale: 100% pre-payment required before shipping. FOB Ypsilanti, MI. A \$25 phytosanitary document fee will be assessed to each order.

MAY NURSERY 1989 WHOLESALE PRICE LIST

<u>CULTIVAR</u>	<u>#1 GRADE</u>			<u>COLOR</u>		<u>PRIMO-</u>	<u>FLORI-</u>
	<u>BARE ROOT QUANTITY</u>			<u>RED</u>	<u>PURPLE</u>	<u>CANE</u>	<u>CANE</u>
	<u>100</u>	<u>500</u>	<u>1000</u>				
BRANDYWINE	\$ 70	\$350	\$700		X		X
MEEKER *	45	225	450	X			X

All stock is certified virus free. Tissue culture plants or root pieces are not available, but given sufficient notification root pieces could be available next year.

Stock available from December to July, or later if volume of order warrants operation of cold storage.

Terms of sale: full pre-payment must accompany each order. Prices are FOB Yakima, WA.

NEW YORK STATE FRUIT TESTING COOPERATIVE
ASSOCIATION 1989 WHOLESALE PRICE LIST

CULTIVAR	#1 GRADE			TISSUE CULTURE QUANTITY		COLOR			PRIMO-CANE	FLORI-CANE
	BARE ROOT QUANTITY			500	1000	RED	BLACK	PURPLE		
	100	500	1000							
ALLEN	\$ 85	\$400	\$800	\$400	\$800		X			X
BRANDYWINE	85	400	800	400	800					X
BRISTOL	85	400	800	400	800			X		X
HERITAGE	85	400	800	400	800		X			X
MILTON	85	400	800	400	800	X			X	
MURCH	85	400	800	400	800	X				X
JEWEL	85	400	800	400	800		X			X
NEWBURGH	85	400	800	400	800		X			X
ROYALTY	95	450	900	450	900	X				X
REDWING	95	450	900	450	900			X		X
RUBY	95	450	900	450	900	X			X	
TAYLOR	85	400	800	400	800	X			X	
TITAN	95	450	900	450	900	X				X

All stock is certified virus free.
10 root pieces are available. Bare root stock is available from December until early June. Tissue culture stock is available year round, but requires a 6 to 8 week advance notice on volume orders.

Payment in full required with each order. Prices are FOB Geneva, NY. Import permit required with each order plus a \$5.00 annual membership fee.

NORTH STAR GARDENS 1989 WHOLESALE PRICE LIST

CULTIVAR	BARE ROOT QUANTITY			TISSUE CULTURE QUANTITY			COLOR			PRIMO-CANE	FLORI-CANE
	100	500	1000	140	500	1000	BLACK	RED	PURPLE		
AMITY	\$ 65	\$250	\$400	\$---	\$---	\$---					
AMELMA	65	250	400	---	---	---		X		X	
AUTUMN BLISS*	---	---	---	---	---	---		X			X
CABABERRY*	---	---	---	225	600	1000		X		X	
BLACK HAWK	65	250	400	225	---	---		X		X	
BOYNE	65	250	400	195	475	---	X				X
BRANDYWINE	90	325	---	195	475	---		X			X
CANBY	65	250	400	195	475	---			X		X
CHILLIWACK	65	250	400	---	---	---		X			X
CHILCOTTIN	65	250	400	---	---	---		X			X
COMOX	65	250	400	---	---	---		X			X
COGRMAN RED	90	325	---	---	---	---		X			X
FESTIVAL	65	---	---	---	---	---		X			X
HAIDA	---	---	---	---	---	---		X			X
HERITAGE ^a	65	250	400	195	475	---		X			X
JEWELL**	---	---	---	195	475	750		X		X	
JOHN ROBERTSON**	---	---	---	195	---	---	X				X
KILLARNEY	80	300	500	195	---	---	X				X
KEEKER	65	250	400	195	475	---		X			X
NORDIC*	---	---	---	---	---	---		X			X
PRESTIGE**	---	---	---	---	---	---		X		X	X
REDWING*	110	---	---	195	475	---		X			X
REVELLE	65	250	400	215	---	---		X		X	
ROYALTY*	110	---	---	195	475	750		X		X	
RUBY***	---	---	---	---	---	---			X		X
SCEPTER	---	---	---	INQUIRE.....		X		X	
SEPTEMBER	80	300	500	---	---	---		X		X	
SKEENA	65	250	400	---	---	---		X		X	
SUCCESS**	---	---	---	---	---	---		X			X
SUMMIT	80	300	500	195	475	750			X		X
TITAN*	---	---	---	195	---	---		X		X	
WILLAMETTE	65	250	400	215	500	800		X			X
Shipping & Handling	\$ 10	\$ 25	\$ 40	\$ 15	\$ 35	\$ 60		X			X

*Patented/Protected Cultivars. Prices include royalty fee from \$.05 - \$.25 per plant.

**Not virus indexed.

***Patented & Trademarked.

Bare root plants are shipped late October through May, unless sufficient orders are received to warrant maintaining cold storage. Tissue culture plants are shipped March thru October as available. A 25% deposit must be enclosed with each order. Prices are FOB Marine on St. Croix, MN. BALANCE IS DUE TWO WEEKS BEFORE SHIPPING OR AT PICK UP TIME. Irrigation equipment, field containers, sprayers, tools and a wide range of accessory equipment for raspberry production is available. Root pieces for Heritage are available. Price per pound is negotiable depending on volume of order.

NOURSE FARMS 1989 WHOLESALE PRICE LIST

CULTIVAR	BARE ROOT QUANTITY				TISSUE CULTURE QUANTITY			COLOR				
	100	500	1000	5000/1000	100	500	1000	BLACK	RED	PURPLE	PRIMO-CANE	FLORI-CANE
RANDYWINE	\$ --	\$ --	\$ --	\$ --	\$122	\$475	\$750					
ROYNE	63	250	400	360	--	--	--			X		X
RISTOL	--	--	--	--	122	475	750		X			X
UNDEE	--	--	--	--	122	475	750	X				X
ESTIVAL	63	250	400	360	--	--	--			X		X
AUT	--	--	--	--	122	475	750	X				X
HERITAGE	63	250	400	360	122	475	750				X	X
JEWEL	--	--	--	--	122	475	750		X		X	
MATHAM	63	250	400	360	--	--	--	X				X
OWDEN	--	--	--	--	122	475	750		X			X
NEWBURGH	63	250	400	360	--	--	--	X				X
EDWING*	79	315	500	--	140	550	850		X			X
SEVILLE	63	250	400	360	--	--	--	X			X	
ROYALTY*	--	--	--	--	127	500	800	X				X
ROBY*	88	345	550	--	145	590	890			X		X
TAYLOR	63	250	400	360	--	--	--	X			X	
MITAN	--	--	--	--	127	500	800	X				X

All prices include royalty fees.
 All plants are certified as virus-free. Tissue culture plants are green, growing plants in 1 3/4 inch x 2 inch cells. They have well developed root systems and are about 3 to 5 inches tall. They come directly out of the greenhouse. No root pieces are available. Prices are FOB Whately, MA. Cultivars cannot be combined for quantity pricing. Shipping and handling charges are extra. Orders of \$250 or less must be paid in full. Orders over \$250, a deposit of 1/3 down is required, with the balance due 10 days prior to shipping date. If credit is extended for commercial accounts, terms are NET DUE ON RECEIPT. An interest charge of 18% (1.5% per month) will be charged on all accounts over 30 days past due.
 Bare root plants are shipped late November through June. If sales volume is large enough later shipments will be made (through August). Tissue cultured stock will be available through August if order is placed in advance.

ROSE CREEK PLANTATION 1989 WHOLESALE PRICE LIST

<u>CULTIVAR</u>	<u>#1 GRADE</u>		<u>COLOR</u> <u>RED</u>	<u>PRIMO-</u> <u>CANE</u>
	<u>BAPE</u> <u>1000</u>	<u>ROOT QUANTITY</u> <u>5000/1000</u>		
HERITAGE*	\$850	\$700	X	X

All stock is certified virus free.

*Only 3000 plants left (at 50 cents each) for 1989. Ample supply available in 1990. No tissue culture plugs or root pieces available.

Stock available from mid-November until March 1.

Terms of sale: full pre-payment required before shipping. Prices are FOB Watkinsville, GA.

SPOONER FARMS 1989 WHOLESALE PRICE LIST

CULTIVAR	#1 GRADE			#2 GRADE	WASHED ROOT PIECES \$ per pound	COLOR RED	PRIMO- CANE	FLORI- CANE
	BARE ROOT QUANTITY*	100	500	1000				
CHILCOTIN	\$ 50	\$250	\$450	\$280	\$3.80	X		X
CHILLIWACK	50	250	450	280	3.80	X		X
COMOX	50	250	450	280	3.80	X		X
HERITAGE	50	250	450	280	3.80	X		X
WEEKER	50	250	450	280	3.80	X	X	
SUMMIT	--	--	450	280	3.80	X		X
WILLAMETTE	50	250	450	280	3.80	X	X	
				280	3.80	X		X

All stock material is certified virus free. Plants are machine dug and packed in a polyethylene bag lined carton. Five-hundred plants (except Heritage) to a carton. One carton will weigh approximately 60 lbs. Heritage are packed 400 to a carton with approximately 60 lbs weight per carton.

Raspberry plants are shipped from December through early July or to August if sales volume is large enough (i.e. 15,000 to 20,000 plants). A 15% deposit must be enclosed with each order. Balance is due prior to shipment.

Number 2 grade stock have a smaller root system and smaller cane diameter, but are perfectly healthy plants.

*The above prices were based on a personal telephone conversation with Mr. Spooner on January 23, 1989. He charges less for shipments within the U.S. (i.e. \$39/100; \$140/500 and \$245/1000 and \$140/1000 for #2 grade). He indicated the extra processing and labor required for Central American shipments necessitate a higher price.

ZILKE BROTHERS NURSERY 1989 WHOLESALE PRICE LIST

<u>CULTIVAR</u>	<u>#1 GRADE (1 yr old)</u>			<u>COLOR</u>	<u>PRIMO-</u>	<u>FLORI-</u>
	<u>BARE ROOT QUANTITY</u>					
	<u>100</u>	<u>500</u>	<u>1000</u>			
CHILLIWACK	\$ 70	\$225	\$390	X		X
HERITAGE	70	225	390	X	X	
SUMMIT	70	225	390	X	X	

All stock is certified virus free. No tissue culture plugs or root pieces available. However, root pieces will be available next year if order is placed before September.

Stock is available from mid-March until Mid-June. Terms of sale: 25% downpayment with order; balance due at shipment. Prices are FOB Baroda, MI.

NURSERY INDEX OF RECOMMENDED
RASPBERRIES CULTIVARS FOR CENTRAL AMERICA

<u>CULTIVAR</u>	<u>AVAILABLE SOURCES</u>	<u>PAGES</u>
AUTUMN BLISS	North Star Gardens	17
FALL GOLD	Ahrens, Boston Mountain, Champlain Isle, Congdon and Weller, Hartmanns	3, 6, 8, 9, 12
HERITAGE	Ahrens, Allen, Blue Star, Boston Mountain, Brittingham, Champlain Isle, Congdon and Weller, Cooke, Daisy, Hartmanns, Hawthorne, Makielski, New York State Coop., North Star Gardens, Nourse, Rose Creek, Spooner, Zilke	3, 4, 5, 6, 7, 8, 9, 10, 11 12, 13, 14, 16, 17, 18, 19, 20, 21
RUBY	Ahrens, New York State Coop., North Star Gardens, Nourse	3, 16, 17, 18
SUMMIT	North Star Gardens, Spooner, Zilke	17, 20, 21

BLACKBERRIES

U.S. COMMERCIAL WHOLESALE BLACKBERRY NURSERIES

Ahrens Berry Nursery, Inc.
Route 1
Huntingburg, IN 47542
Telephone: 800-331-5405
FAX: (812) 683-2004
Contact Person: Phil Ahrens

Blue Star Laboratories, Inc.
Route 30
Williamstown, NY 13493
Telephone: (315) 964-2295
Contact Person: David deGraff
(This company is also listed
under the name 'Davey-Joans'
in Williamstown, NY)

Boston Mountain Nurseries
Route 2, Box 405-A
Mountainburg, AR 72946
Telephone: (501) 369-2007 (after 8 pm)
Contact Person: Gary Pense

Congdon and Welier Nursery
Mile Block Road
North Collins, NY 14111
Telephone: 800-345-8335
FAX: (716) 337-0203
Contact Person: Joe Fortune

L. E. Cooke Co.
26335 Road 140
Visalia, CA 93277
Telephone: (209) 732-9146
FAX: (209) 732-3702
Contact Person: Robbie Roberts

Fincastle Nursery and Farms
Route 2, Box 169
LaRue, TX 75770
Telephone: (214) 675-4022
Contact Person: Michael Malech

Grayson Farms Nursery
P. O. Box 699
Bald Knob, AR 72010
Telephone: (501) 724-5549
Contact Person: Barth Grayson

Hartmann's Plantation, Inc.
310 60th Street
P. O. Box E
Grand Junction, MI 49056
Telephone: (616) 253-4281
FAX: (616) 253-4457
Contact Person: Dan Hartmann

Hawthorne Nursery, Inc.
Route 1, Jones Road
Ringgold, GA 30736
Telephone: (404) 965-5611
Contact Person: Mary Hawthorne

Makielski Berry Farms and Nursery
7130 Platt Road
Ypsilanti, MI 48197
Telephone: (313) 434-3673
Contact Person: Judy Kuzniar

Nourse Farms, Inc.
Box 485 RFD
South Deerfield, MA 01373
Telephone: (413) 555-2658
FAX: (413) 565-7888
Contact Person: Tim Nourse

Rose Creek Plantation
2451 Elder Mill Road
Watkinsville, GA 30677
Telephone: (404) 769-8647
Contact Person: George Snyder

Womack's Nursery Co.
Route 1, Box 89
DeLeon, TX 76444
Telephone: (817) 893-6497
Contact Person: Larry Womack

AHRENS DERRY NURSERY 1989 WHOLESALE PRICE LIST

<u>CULTIVAR</u>	<u>TISSUE CULTURE QUANTITY</u> (72 plug size)		<u>ERECT</u>	<u>THORNLESS</u>
	1000	5000/1000		
BRAZOS*	\$650	\$625	X	NO
BRISON*	650	625	X	NO
CHEROKEE	650	625	X	NO
CHEYENNE	650	625	X	NO
CHOCTAW	700	675	X	NO
COMANCHE	650	625	X	NO
ROSBROUGH*	650	625	X	NO
SHAWNEE	700	675	X	NO

*Available beginning fall 1989.

All stock is certified virus free. Root piece cuttings not available.
Tissue culture stock available year round with advance notice.

Terms of sale: 25% down and net 30 days for established accounts. Full pre-payment prior to shipment for new accounts. Prices of FOB Huntingburg, IN. Orders may be financed up to 90% through the Indiana Department of Commerce. Inquire direct with department of Commerce.

They also sell strawberries, blueberries, and asparagus.

BLUE STAR LABORATORIES 1989 WHOLESALE PRICE LIST

<u>CULTIVAR</u>	<u>#1 GRADE</u>		<u>ERECT</u>	<u>TRAILING</u>	<u>THORNLESS</u>
	<u>BARE ROOT</u>	<u>QUANTITY</u>			
		1000			
BLACK SATIN	\$500			X	YES
DARROW	500		X		NO
HULL	500			X	YES
SMOOTH STEM	500			X	YES
THORNFREE	500			X	YES

All plants are state-inspected and certified virus free. They do not have tissue cultured blackberries. They will be phasing out of the nursery business within the next 1 to 2 years.

All orders must be made before February or early March. They dig the plants in the spring before bud break. The latest availability of stock will be early May.

All orders must be paid in full before shipment. Prices are FOB Williamstown, NY.

BOSTON MOUNTAIN NURSERIES 1989 WHOLESALE PRICE LIST

<u>CULTIVAR</u>	<u>#1 GRADE (1 yr old)</u>			<u>ERECT</u>	<u>TRAILING</u>	<u>THORNLESS</u>
	<u>100</u>	<u>500</u>	<u>1000</u>			
BLACK SATIN	\$ 58	\$265	\$490		X	YES
CHEROKEE*	52	210	330	X		NO
CHESTER	58	265	490		X	YES
CHEYENNE*	52	210	330	X		NO
DARROW*	52	210	330	X		NO
HULL	58	265	490		X	YES
LAWTON*	52	210	330	X		NO
ROSBOROUGH*	52	210	330	X		NO
SHAWNEE*	55	230	390	X		NO
SILVAN	58	--	--		X	YES
THORNFREE	58	265	490		X	YES

*2 year old plants.

All stock is certified virus free. Tissue culture plugs or root piece cuttings are not available. Bare root stock available from November through April.

Terms of sale: Full pre-payment must be made prior to shipment. Prices are FOB Mountainburgh, AR. Extra \$25 charge assessed for phytosanitary document.

They also have boysenberry, dewberry, tayberry, and youngberry stock for sale.

CONGDON AND WELLER NURSERY 1989 WHOLESALE PRICE LIST

<u>CULTIVAR</u>	<u>#1 GRADE</u>			<u>TISSUE CULTURE QUANTITY</u>			<u>ERECT</u>	<u>TRAILING</u>	<u>THORNLESS</u>
	<u>BARE ROOT</u>	<u>QUANTITY</u>		<u>100</u>	<u>500</u>	<u>1000</u>			
BLACK SATIN	\$105	\$525	\$600	\$ 85	\$425	\$600		X	YES
CHESTER	105	525	600	85	425	600		X	YES
DARROW	65	325	600	85	425	600	X		NO
DIRKSEN	105	525	600	85	425	600		X	YES
HULL	105	525	600	85	425	600		X	YES
PERRON BLACK	110	550	650	90	450	650		X	YES
SMOOTH STEM	105	525	600	--	--	--		X	YES
THORNFREE	105	525	600	85	425	600		X	YES

All stock is certified as virus free. Tissue culture plants are greenhouse acclimated and rooted in a peat mix in #128 plugs (1 1/4 inch). These rooted plugs can be field planted under irrigation.

Bare root plants are available from December through June, or later if sales volume is large enough. Tissue culture plants are available year round, given a 6 month prior order.

Pre-payment must accompany each order. This will entitle the customer to a 5% discount on total price. All prices are FOB North Collins, NY.

L. E. COOKE COMPANY 1989 WHOLESALE PRICE LIST

<u>CULTIVAR</u>	<u>#1 GRADE (2 yrs old)</u>			<u>ERECT</u>	<u>TRAILING</u>	<u>THORNLESS</u>
	<u>BARE ROOT QUANTITY</u>					
	<u>500</u>	<u>1000</u>	<u>5000/1000</u>			
BLACK SATIN	\$425	\$800	\$750		X	YES
BRAZOS*	230	480	450	X		NO
DIRKSEN	425	800	750		X	YES
EVERGREEN	425	800	750		X	YES
OLALLIE	425	800	750		X	NO

All stock is inspected and certified virus free.

Bare root stock available from mid-October until April, or later if sufficient volume orders warrant operation of cold storage.

Terms of sale: 1/3 down, balance due at shipping. Pre-payment required for cold storage. Cold storage fee of 4% from January 25 to March 1; 3% per month thereafter. All prices are FOB Visalia, CA. Add 6% to total purchase price for bagging, baling, and containerization.

*1 year old plants

They also have stock of boysenberries, dewberries, loganberries, nectarberries, and youngberries at same price as the 2 year old blackberries. Bababerries available at price of \$1260 per 1000; \$655 per 500.

FINCASTLE NURSERY 1989 WHOLESALE PRICE LIST

<u>CULTIVAR</u>	<u>#1 GRADE (1 yr old)</u>		<u>ERECT</u>	<u>THORNLESS</u>
	<u>BARE ROOT</u>	<u>QUANTITY</u>		
	500	1000		
BRAZOS	275	\$750	X	NO
CHEYENNE	275	750	X	NO
COMANCHE	375	750	X	NO
ROSBOROUGH	375	750	X	NO

All stock is certified virus free. Plants are grown in 1 pint containers. Plants are available year round. No tissue culture plugs or root cuttings available.

Terms of sale: full pre-payment required before shipment. Prices are FOB LaRue, TX.

HARTMANN'S PLANTATION 1989 WHOLESALE PRICE LIST

<u>CULTIVAR</u>	<u>#1 GRADE BARE ROOT QUANTITY</u>		<u>Tissue Culture Plugs (98's) (1" plugs, 2-4 inches tall)</u>	<u>ERECT</u>	<u>TRAILING</u>	<u>THORNLESS</u>
	500	1000	1000			
BLACK SATIN	\$325	\$580	--		X	YES
CHESTER	325	580	--		X	YES
THORNFREE	325	580	--		X	YES
CHOCTAW*	--	--	700	X		NO
NAVAJO*	--	--	700	X		YES

All stock is inspected and certified virus free. Bare root stock available from November through mid-April. Tissue culture stock available year round, but orders need to be placed several months in advance.

*Will not be available until April.

Prices are FOB Grand Junction, MI. Payment in full must be received prior to shipment.

GRAYSON FARMS NURSERY 1989 WHOLESALE PRICE LIST

CULTIVAR	#1 GRADE		ROOT CUTTINGS		TISSUE CULTURE PLUG:	
	BARE ROOT QUANTITY		(4-6 inch)		(4 inch)	
	500	1000	500	1000	500	1000
CHEROKEE	\$250	\$500	\$ 75	\$110	--	--
CHEYENNE	250	500	75	110	--	--
CHOCTAW**	--	--	--	--	\$750	\$1250
COMMANCHE	250	500	75	110	--	--
NAVAJO**	--	--	--	--	750	1250
SHAMNEE	250	500	100	175	--	--

*Bare root stock not available this year; will be available in 1990.
 **Not available until June.

All stock is inspected and certified virus free. Bare root transplants and root cuttings available from March 1 until May 1.

Full payment must accompany order. Prices are FOB Bald Knob, AR.

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MAKIELSKI BERRY FARMS 1989 WHOLESALE PRICE LIST

<u>CULTIVAR</u>	<u>#1 GRADE</u>		<u>TRAILING</u>	<u>THORNLESS</u>
	<u>BARE ROOT QUANTITY</u>			
	<u>500</u>	<u>1000</u>		
BLACK SATIN	\$275	--	X	YES
CHESTER	275	--	X	YES

All stock is certified virus free. No tissue culture plugs available. Stock is available from November until June 1.

Terms of sale: 100% pre-payment required before shipping. FOB Upsilanti, Mi.
A \$25 phytosanitary document fee required with each order.

NOURSE FARMS 1989 WHOLESALE PRICE LIST

<u>CULTIVAR</u>	<u>BARE ROOT QUANTITY</u>			<u>ERECT</u>	<u>TRAILING</u>	<u>THORNLESS</u>
	<u>100</u>	<u>500</u>	<u>1000</u>			
CHESTER	\$ 98	\$380	\$640		X	YES
HULL	98	380	640		X	YES
ILLINOIS 4-1	98	380	640	X		NO

ROSE CREEK PLANTATION 1989 WHOLESALE PRICE LIST

<u>CULTIVAR</u>	<u>#1 GRADE</u>		<u>ERECT</u>	<u>THRONELESS</u>
	<u>BARE ROOT</u>	<u>QUANTITY</u>		
	<u>1000</u>	<u>5000/1000</u>		
CHEYENNE	\$850	\$700	X	NO
SHAWNEE	850	700	X	NO

All stock is certified virus free.

*Approximately 12-16 inches in length. Available in single or double canes. No tissue culture plugs or root cuttings available. Stock available from mid-November until March 1.

Terms of sale: full pre-payment required before shipping. Prices are FOB Watkinsville, GA.

WOMACKS NURSERY 1989 WHOLESALE PRICE LIST

<u>CULTIVAR</u>	<u>#1 GRADE</u>			<u>ROOT CUTTINGS (4 inch)</u>			<u>ERECT</u>	<u>THORNLESS</u>
	<u>BARE</u>	<u>ROOT</u>	<u>QUANTITY</u>	<u>100</u>	<u>500</u>	<u>1000</u>		
	100	500	1000	100	500	1000		
BRAZGS	\$ 42	\$200	\$400	\$ 11	\$ 50	\$ 85	X	NO
BRISON*	60	300	600	22	75	130	X	NO
ROSBROUGH*	60	300	600	22	75	130	X	NO
WOMACK	60	300	600	22	75	130	X	NO

*Not available this year. Will be available in 1990 if notified in advance.

All stock is inspected and certified virus free. No tissue culture stock available.

Stock is available from mid-December until March 1, but with advance order plants can be held in cold storage through May.

Terms of sale: Full pre-payment required before shipping. Prices are FOB DeLeon, TX. A \$25 phytosanitary fee will also be assessed with each order.

NURSERY INDEX OF RECOMMENDED
BLACKBERRY CULTIVARS FOR CENTRAL AMERICA

<u>CULTIVAR</u>	<u>AVAILABLE SOURCES</u>	<u>PAGES</u>
BRAZOS	Ahrens, Cooke, Fincastle, Womacks	25, 29, 30, 37
BRISON	Ahrens, Womacks	25, 37
CHEROKEE	Ahrens, Boston Mountain, Grayson, Hawthorne	25, 27, 31, 33
CHEYENNE	Ahrens, Boston Mountain, Fincastle, Grayson, Hawthorne, Rose Creek	25, 27, 30, 31, 33, 36
CHOCTAW	Ahrens, Grayson, Hartmann's	25, 31, 32
COMMANCHE	Ahrens, Fincastle, Grayson	25, 30, 31
ROSBOROUGH	Ahrens, Boston Mountain, Fincastle, Womacks	25, 27, 30, 37
SHAWNEE	Ahrens, Boston Mountain, Grayson, Rose Creek	25, 27, 31, 36