



Hunt Institute for Botanical Documentation
5th Floor, Hunt Library
Carnegie Mellon University
4909 Frew Street
Pittsburgh, PA 15213-3890
Contact: Archives
Telephone: 412-268-2434
Email: huntinst@andrew.cmu.edu
Web site: www.huntbotanical.org

The Hunt Institute is committed to making its collections accessible for research. We are pleased to offer this digitized version of an item from our Archives.

Usage guidelines

We have provided this low-resolution, digitized version for research purposes. To inquire about publishing any images from this item, please contact the Institute.

About the Institute

The Hunt Institute for Botanical Documentation, a research division of Carnegie Mellon University, specializes in the history of botany and all aspects of plant science and serves the international scientific community through research and documentation. To this end, the Institute acquires and maintains authoritative collections of books, plant images, manuscripts, portraits and data files, and provides publications and other modes of information service. The Institute meets the reference needs of botanists, biologists, historians, conservationists, librarians, bibliographers and the public at large, especially those concerned with any aspect of the North American flora.

Hunt Institute was dedicated in 1961 as the Rachel McMasters Miller Hunt Botanical Library, an international center for bibliographical research and service in the interests of botany and horticulture, as well as a center for the study of all aspects of the history of the plant sciences. By 1971 the Library's activities had so diversified that the name was changed to Hunt Institute for Botanical Documentation. Growth in collections and research projects led to the establishment of four programmatic departments: Archives, Art, Bibliography and the Library.

CABLE ADDRESS:
HERBST - NEW YORK

HERBST BROTHERS

SEEDSMEN, INC.

TELEPHONE:
GRAMERCY 7-7540

TREE-SHRUB-FLOWER-VEGETABLE-GRASS SEED

678 Broadway • New York 12, N. Y.

November 9th, 1964

• via AIR MAIL

Mr. Wilson Popenoe
Antigua,
GUATEMALA

—
Dear Sir:

HERBST BROTHERS SEEDSMEN, INC. WARRANTS TO THE EXTENT OF THE PURCHASE PRICE THAT SEEDS OR BULBS SOLD ARE AS DESCRIBED ON THE CONTAINER WITHIN RECOGNIZED TOLERANCES. SELLER GIVES NO OTHER OR FURTHER WARRANTY, EXPRESS OR IMPLIED.

Due to **crop** failure, we are unable to furnish PYRUS calleryana seed this year, but can furnish:

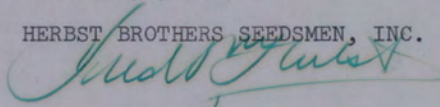
PRUNUS communis Domestic Bartlett Pear	\$4.20 lb.
PRUNUS cerasifera	1.40 lb.

If in need of larger quantities, we shall be able to quote special prices.

In any event, let us know what you want and we will send you pro-forma invoices CIF Guatemala.

Cordially yours,

HERBST BROTHERS SEEDSMEN, INC.



FPH: jr

Antigua, Guatemala, 20 Nov 1964

Herbst Brothers Seedsmen, Inc.
678 Broadway, New York 12, N Y

Gentlemen:

Referring to your letter of the 9th instant, will you kindly quote me on three pounds of *Pyrus communis*, Domestic Bartlett Pear, and three pounds *Prunus cerasifera*, CIF Guatemala, provided this seed is all of the 1964 crop. I am going up to Florida tomorrow, so will ask you to send me the pro-forma invoice as suggested, to Wilson Popenoe, #722 NW 2nd Avenue, Gainesville, Florida. I will from there send you a check and tell you how to address the seeds to Guatemala, via air freight or air express.

Sincerely,

Wilson Popenoe

CABLE ADDRESS:
HERBST • NEW YORK

HERBST BROTHERS

SEEDSMEN, INC.

TREE-SHRUB-FLOWER-VEGETABLE-GRASS SEED

678 Broadway • New York, N. Y. 10012

TELEPHONE:
GRAMERCY 7-7540

Dec. 8, 1964

Mr. Wilson Popenoe
1722 NW 2nd Avenue
Gainesville, Florida

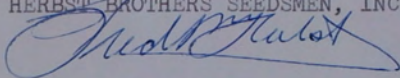
Dear Sir:

HERBST BROTHERS SEEDSMEN, INC. WARRANTS TO THE EXTENT OF THE PURCHASE PRICE THAT SEEDS OR BULBS SOLD ARE AS DESCRIBED ON THE CONTAINER WITHIN RECOGNIZED TOLERANCES. SELLER GIVES NO OTHER OR FURTHER WARRANTY, EXPRESS OR IMPLIED.

We thank you for your kind inquiry and enclose our proforma invoice showing cost of proposed Air-shipment.

Both the plum and pear are now ready for immediate dispatch and we hope we may receive your shipping instructions with remittance while supplies remain unsold.

Cordially,
HERBST BROTHERS SEEDSMEN, INC.,



FPH/imf
enclosure

HERBST BROTHERS

SEEDSMEN
INC.

TREE - SHRUB - FLOWER - VEGETABLE - GRASS SEED
578 BROADWAY NEW YORK 12, N. Y.

Date December 7, 1964

Your Order

Terms: Net Cash

REFORMA

Wilson Popenoe
1722 NW 2nd Avenue
Gainesville, Florida

Ex Whse. New York, unless otherwise stated.

Herbst Brothers Seedsmen, Inc. warrants to the extent of the purchase price that seeds or bulbs are as described on the container, within recognized tolerances. Seller gives no other or further warranty, express or implied.

73197-MP

1964 crop

3 lbs	PYRUS communis domestic Bartlett Pear	\$4.20 lb	\$12.60
3 lbs	PRUNUS cerasifera Myrobalan Plum	1.40 "	<u>4.20</u>
			\$16.80

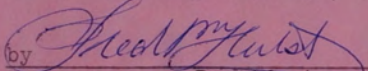
Packing .75

AIR FREIGHT, insurance
& Phytosanitary Cert. 18.10

C.I.F. Guatemala \$35.65

CERTIFIED TRUE AND CORRECT:

HERBST BROTHERS SEEDSMEN, INC.,

by 
President

ESCUELA AGRICOLA PANAMERICANA

TECNOLOGIA AGRICOLA
CENTRO AMERICA

PARADO 88

Antigua, Guatemala, 13 December 1964

Herbst Brothers Seedsmen Inc.
678 Broadway
New York N.Y. 10012 E U A

Gentlemen:

Replying to your note of the 8th instant, with pro-forma invoice covering 3 lbs Domestic Bartlett Pear and 3 lbs Myrobalan plum, I enclose herewith my check in the amount of \$35.65 U.S. cy and will thank you to dispatch these seeds as promptly as possible by insured air freight to the following address:

Dr. MILTON LAU
a/c Dirección de Agricultura
Guatemala City, Guatemala, C.A.

Sincerely yours,

Wilson Popenoe

cc Dr Milton Lau

Antigua, Guatemala, 27 October 1969

Messrs Herbst Brothers
1000 North Main Street
Brewster, New York 10509 USA.

Gentlemen:

You will recall that we bought from you three pounds of Pyrus calleryana early this year. The shipment was delivered to the wrong party in Guatemala City but at last was retrieved and we now have a fine stand of young plants in nursery.

It seems to me you wrote that if we want more seed this coming season we had best place an order early. I have just talked with the people who used this seed - don Arturo Falla and the Ministerio de Agricultura, and I think we should ask for another three pounds of seed. Will you book us for this amount? Do you expect to be able to supply? If you feel pretty sure of this, and require that we deposit the cost of the seed in advance, advise me and I will send you a check.

Please address me: Wilson Popenoe, Antigua, Guatemala. While I will not be using the seed myself, it is part of the local program on which I am cooperating and I am responsible for the financial end.

Sincerely,

Wilson Popenoe

HERBST BROTHERS

SEEDSMEN, INC.

CABLE ADDRESS:
HERBST - BREWSTER
NEW YORK STATE (USA)

TREE-SHRUB-FLOWER-VEGETABLE-GRASS SEED

TELEPHONE:
(914) 279-2971

1000 N. Main St. • Brewster, N. Y. 10509

AIR MAIL

September 17, 1971

Dr. Wilson Popenoe
Antigua, GUATEMALA
Central America

Dear Sir:

HERBST BROTHERS SEEDSMEN, INC. WARRANTS TO THE EXTENT OF THE PURCHASE PRICE THAT SEEDS OR BULBS SOLD ARE AS DESCRIBED ON THE CONTAINER WITHIN RECOGNIZED TOLERANCES. SELLER GIVES NO OTHER OR FURTHER WARRANTY, EXPRESS OR IMPLIED.

We are in receipt of your letter of September 13th. To expedite any transaction that may occur I am writing you a letter instead of sending you a proforma. We still have in stock *Pyrus calleryana* and the charge to you would be:

Cost of seed	\$35.00 lb.
Packing	.75
Phytosanitary Certificate	2.50
Minimum Export Fee	2.50
Air Mail	1.98
Minimum Insurance	<u>2.50</u>

\$45.23

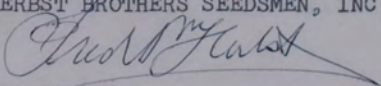
This seed is subject to prior sale. Unfortunately, we must ask you to pay in advance.

We are making note that the shipment should be made to the following address:

Lic. Augusto Ramirez Sagastume
12 calle 12-11, Zona 10,
Guatemala City, Guatemala C. A.

Cordially yours,

HERBST BROTHERS SEEDSMEN, INC.


Roy Herbst

RH/ac

Antigua, September 26th 1971

Mr. Roy Herbst
Herbst Brothers
1000 N. Main St.
Brewster, N. Y. 10509

Dear Mr. Herbst,

Please refer to your letter of September 17th regarding seed of *Pyrus Calleryana*.

We are happy to learn that you can supply one pound immediately and that the total charge will be U.S.\$ 45.23.

I enclose my check on the American Security and Trust Company in this amount.

As stated in your letter this seed should be forwarded to Lic. Augusto Ramirez Sagastume, 12 Calle 12-11 Zona 10 Guatemala City, Guatemala C.A., to whom you will please forward the usual papers.

Sincerely yours

Wilson Ropcoe

Copy to Lic. Augusto Ramirez Sagastume

HERBST BROTHERS

SEEDSMEN, INC.

CABLE ADDRESS:
HERBST - BREWSTER
NEW YORK STATE (USA)

TREE-SHRUB-FLOWER-VEGETABLE-GRASS SEED

TELEPHONE:
(914) 270-2971

1000 N. Main St. • Brewster, N.Y. 10509

AIR MAIL

December 2, 1971

Mr. Wilson Popenoe
Antigua
GUATEMALA, C. A.

Dear Mr. Popenoe:

HERBST BROTHERS SEEDSMEN, INC. WARRANTS TO THE EXTENT OF THE PURCHASE PRICE THAT SEEDS OR BULBS SOLD ARE AS DESCRIBED ON THE CONTAINER WITHIN RECOGNIZED TOLERANCES. SELLER GIVES NO OTHER OR FURTHER WARRANTY, EXPRESS OR IMPLIED.

Many thanks for your kind letter of November 17th. We have no stock of *Pyrus calleryana* seed left from previous crops, but do expect fresh seed available in about 30 to 60 days. Our price is \$35.00 per pound, plus packing, f.o.b. Brewster. We look forward to serving you.

Your last paragraph about South American credit is very apropos. Only this morning my son brought to my attention ten accounts in Latin America which were badly overdue. Nine of these accounts were under \$200.00. For some time we have been asking cash in advance on all orders under \$200.00, and from here on it becomes mandatory.

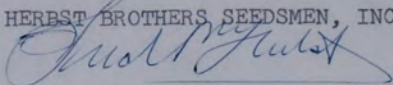
In fact, we sometimes wonder what to do about these small orders. We are certainly equipped to handle them, but in the event of an order overseas the first thing we have to do is to spend a few hours studying the import regulations of the country involved. This is necessary because without certain documentation shipments are confiscated and the blame, of course, is always ours.

It is difficult in these days to get a profit over 20%, and that is \$40.00 on \$200.00. Better than half that amount is lost in preparation of all the necessary documents and the "no pay" angle on many small accounts.

However, business is still a lot of fun, and we enjoy your correspondence.

Cordially yours,

HERBST BROTHERS SEEDSMEN, INC.



FPHSr/ac

Antigua, Guatemala, 31 Decbr 1971

Messrs Herbst Brothers
Brewster, N.Y.

Gentlemen:

Referring to your letter of 2 December, we note that you no longer have Pyrus calleryana left from the 1970 crop. Just as well, since we did not get very good germination out of the last lot which was getting close to a year old.

Now here is the situation: You say you will have the new crop in January or February. I wish you would make sure that you book us for three pounds. We may need four, but the government has already asked me to get two for their use and Arturo Falla wants one pound.

About the first of February I will get in touch with you and send you a check on American Security and Trust Co. of Washington, then take my time to collect from the lads here who want the seed. This is not a business proposition; if you are familiar with the horticultural literature you will know that for many years I have been trying to assist in the development of fruit culture in tropical America, and this is one way of doing it. On your side, I agree with you 100% about small orders from Latin America. You have plenty of trouble at your end and you don't even have to remember that we have our troubles at this end. Customs, Plant Quarantine and wrong deliveries. But we are getting ahead slowly; the biggest thing I have done in recent years is to get calleryana started as

CABLE ADDRESS:
HERBST - BREWSTER
NEW YORK STATE (USA)

HERBST BROTHERS

SEEDSMEN, INC.

TREE-SHRUB-FLOWER-VEGETABLE-GRASS SEED

1000 N. Main St. · Brewster, N.Y. 10509

TELEPHONE:
(914) 279-2971

March 27, 1972

AIRMAIL

Wilson Popenoe
Antigua
GUATEMALA, C.A.

Dear Sir:

HERBST BROTHERS SEEDSMEN, INC. WARRANTS TO THE EXTENT OF THE PURCHASE PRICE THAT SEEDS OR BULBS SOLD ARE AS DESCRIBED ON THE CONTAINER WITHIN RECOGNIZED TOLERANCES. SELLER GIVES NO OTHER OR FURTHER WARRANTY, EXPRESS OR IMPLIED.

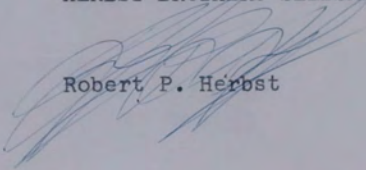
Enclosed please find 3 copies of our Commercial Invoice ET-234 and Phytosanitary Certificate covering your order for 1 lb. *Pyrus calleryana* tree seed.

This seed was forwarded to you via Registered Air Sample Post and should be in your hands shortly. The seed was forwarded to the name and address mentioned in your letter.

Hoping all is to your satisfaction, we remain,

Cordially,

HERBST BROTHERS SEEDSMEN, INC.



Robert P. Herbst

RPH:tp
Enclosures

3/21/72 tp
HERBST BROTHERS SEEDSMEN, INC.

TREE · SHRUB · FLOWER · VEGETABLE · GRASS SEED
 1000 N. MAIN STREET BREWSTER, N. Y. 10509
 (914) 49-2971 Telex #137302

DATE INVOICED 3/27/72

INVOICE NO. ET-234

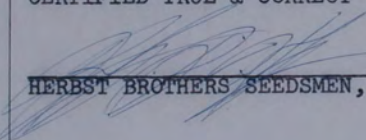
Sold To: Wilson Popenoe, Antigua, GUATEMALA, C.A.
 Ship To: Lic. Augusto Ramirez Sagastume, 12 Calle 12-11, Zona 10, Guatemala City, GUATEMALA
 B.O. TO NO.

CUST. ORDER NO. Ltr. 3/13/72

NET CASH UPON RECEIPT OF INVOICE
 AMOUNT RECEIVED
\$45.23

SHIP VIA REGISTERED AIR SAMPLE POST TERMS:
 HERBST BROTHERS SEEDSMEN, INC. WARRANTS TO THE EXTENT OF THE PURCHASE PRICE THAT SEEDS OR BULBS SOLD ARE AS DESCRIBED ON THE CONTAINER, WITHIN RECOGNIZED TOLERANCES. SELLER GIVES NO OTHER OR FURTHER WARRANTY, EXPRESS OR IMPLIED.

LOT NO.	DESCRIPTION	NET	UNIT PRICE	AMOUNT
	1 CARTON: GROSS WEIGHT 1 LB. 8 OZS.			

	PYRUS calleryana (Callery Pear)	1 Lb.		\$35.00
	Packing.....			.20
	Phytosanitary Certificate.....			2.50
	Minimum Export Fee.....			2.50
	Registered Air Sample Post...			2.53
	Minimum Insurance.....			2.50
				\$45.23
	CERTIFIED TRUE & CORRECT			
				
	HERBST BROTHERS SEEDSMEN, INC.			

FORWARD

HERBST BROTHERS

SEEDSMEN, INC.

CABLE ADDRESS:
HERBST - BREWSTER
NEW YORK STATE (USA)

TREE-SHRUB-FLOWER-VEGETABLE-GRASS SEED

TELEPHONE:
(914) 279-2971

1000 N. Main St. • Brewster, N.Y. 10509

AIR MAIL

November 9, 1972

Mr. Wilson Popenoe
Antigua
Guatemala C. A.

Dear Mr. Popenoe:

HERBST BROTHERS SEEDSMEN, INC. WARRANTS TO THE EXTENT OF THE PURCHASE PRICE THAT SEEDS OR BULBS SOLD ARE AS DESCRIBED ON THE CONTAINER WITHIN RECOGNIZED TOLERANCES. SELLER GIVES NO OTHER OR FURTHER WARRANTY, EXPRESS OR IMPLIED.

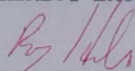
Thank you very much for your kind letter of October 27th. Regretfully, there was a late freeze this year and, as we had noted before, there was a crop failure of the *Pyrus calleryana*. Mostly blooms are frozen. Consequently we will have to give you the bad news now that there might not be any seed for sale. However, we do have some *Pyrus communis* which is a Domestic Bartlett Pear, the price being \$5.25 per pound.

Your complaint about the handling of seed is well understood. The knowledge which the people who buy our seed have concerning the germination of the seed is sometimes exceedingly limited. We have had people buy Dogwood seed (*Cornus florida*), plant it in the ground and then send us nasty letters three weeks later because the seed hasn't grown. Regretfully we can't educate everybody.

We hope that we can be of some service to you this year.

Cordially yours,

HERBST BROTHERS SEEDSMEN, INC.


Roy Herbst

RH/ac

Antigua, Guatemala 21 Novbr 1972

Messrs Herbst Brothers
Brewster New York.

Gentlemen:

Your letter of the 9th is at hand, and it seems we are really up against it to get calleryana seed for next spring. Do you have any appreciable quantity of seed left from the 1971 crop, which you think would give us even 25% germination, and if you do, how much do you have and what price would you quote us, immediate delivery?

Oyr problem is aggravated by the failure of people down here to handle the seed properly. Arturo Falla refrigerates his seed two months and gets about 4000 seedlings out of a pound. The Ministerio de Agricultura got two lbs. last spring, as I think I have told you. They gave it to Arturo Falla to refrigerate, as we say, then they put in seed beds and out of the 2 lbs they got 400 plants. I have a report from Costa Rica; they got 1 lb, claim they refrigerated it two months, and got 100 plants from one pound of seed. I suspect that when they plant in seedbeds they dont maintain the soil constantly moist, or something like that.

Please tell me if you have any of last years crop still on hand, and do you think I might get a pound or two of seed from the Experiment Station at Medford Oregon, or anywhere else on the Pacific Coast? We have not found Bartlett or other French pear a good stock here except at the highest elevation; we lost about 3000 seedling when grown at 6000 feet, but we can not use it commercially because most of our pear plantings are not above 6500 or 7000, and Bartlett wont grow at these elevations.

Sincerely,

Digitized by Hunt Institute for Botanical Documentation,
Carnegie Mellon University, Pittsburgh, PA Wilson Popence