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D. H. UPJOHN, Salem, Oregon

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Mrs. W. W. W. W.

U. S. Dept. of Agriculture
Bureau, Plant Indus. Hort.
Washington, D. C.

UPJOHN'S Gladiolus list, NOVEMBER 1933

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STATE INSPECTED BULBS

PRINTED IN U. S. A.

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SPECIAL OFFERING IN SMALL LOTS

Price F. O. B. Salem, Oregon

Below we offer varieties which we have only in small quantities or to give to customers a chance to purchase wanted varieties in small lots than listed in the general list.

	Large 1½-up	Medium ¾-1¼	Small ½-¾
Andreas S. Hoefler (PF), large flowered orange salmon, new.....	1 for \$1.00	1 for \$.50	1 for \$.25
Angel's Dream (E), fine pink.....	3 for .25	5 for .25	8 for .25
Bill Sowden (Aus), deep red, large.....	1 for .20	2 for .20	4 for .20
Blue Danube (Pf), amethyst blue, darker throat.....	1 for .25	2 for .25	4 for .25
Blue Triumphator (Pf), giant light blue, extremely large.....	1 for .30	2 for .30	4 for .30
Chicago (K), ruffled geranium red.....	1 for 1.00	1 for .50	1 for .25
Commander Koehl (PF), large dark scarlet, a sensation.....	2 for .25	4 for .25	8 for .25
Coronado (Br), white, purple throat.....	3 for .25	6 for .25	10 for .25
Coryphee (Pf), soft pink, extra fine.....	3 for .25	6 for .25	10 for .25
Dr. Durr (PF), very early creamy yellow.....	1 for 1.00	1 for .50	1 for .25
Dr. F. C. Christ (D), tall pink and yellow.....	1 for .20	2 for .20	4 for .20
Early Phipps (E), early pink.....	2 for .20	4 for .20	8 for .20
Erci Morini (PF), new large red.....	1 for 1.00	1 for .50	1 for .25
Fata Morgana (Pf), peach blossoms, amber throat.....	1 for .25	2 for .25	4 for .20
Gay Hussar (Sal), peach red with markings.....	4 for .20	8 for .20	14 for .20
Golden Chimes (E), ruffled wide open yellow.....	1 for 2.00	1 for 1.00	1 for .50
Graf Zeppelin (PF), bright orange scarlet.....	2 for .25	4 for .25	8 for .25
Heavenly Blue (PF), lavender blue.....	4 for .20	8 for .20	14 for .20
Helen Phipps (Ph), salmon pink, many open.....	4 for .20	8 for .20	14 for .20
Imperator (Pf), a grand white.....	4 for .20	8 for .20	14 for .20
Ludwig Von Beethoven (PF), smoky mauve, darker shadings.....	1 for .20	2 for .20	4 for .20
Libelle (PF), heliotrope blue, one of best.....	1 for .30	2 for .30	4 for .30
Little John (St), spectrum red.....	1 for .25	2 for .25	4 for .25
Maid of Orleans (PF), milk white creamy throat.....	1 for .30	2 for .30	4 for .30
Mibloom (St), large white with scarlet blotch.....	3 for .20	6 for .20	12 for .20
Miss Canby (E), ruffled creamy white.....	2 for .25	4 for .25	8 for .25
Miss Des Moines (Dec), light lavender, yellow throat.....	2 for .20	4 for .20	8 for .20
Moorish King (PF), dark velvety mahogany maroon.....	1 for .60	1 for .30	2 for .30
Mother Machree (St), soft smoky lavender.....	2 for .25	4 for .25	8 for .25
Netherland Prince, very tall salmon, grand.....	1 for .40	2 for .40	2 for .20
Pelegrina (PF), new near blue and fine.....	1 for .35	2 for .35	2 for .20
Rippling Waters (E), cream tinted pink.....	2 for .25	4 for .25	8 for .25
Rosabella (PF), very fine pure pink, tall spike.....	1 for 1.00	1 for .50	1 for .25
Rose Marie Pfitzer (PF), light pink creamy hue.....	1 for 1.00	1 for .50	1 for .25
Salbach's Orchid (Sal), pink, similar in form to Minuet.....	1 for .25	2 for .25
Salbach's Pink (Sal), fine large geranium pink.....	2 for .20	4 for .20	8 for .20
Schubert (PF), fine cream yellow, red blotch.....	1 for .50	2 for .50	2 for .25
Schwabengirl (PF), one of finest pinks ever originated.....	1 for .20	2 for .20	4 for .20
Serrata (Bill), lacinated lilac pink.....	4 for .25	8 for .25	14 for .25
Sunshine Girl (St), clear pink, lovely throat, tall, a real sensation.....	2 for .20	4 for .20	8 for .20
Sword of Mahomet (E), purplish smoky.....	4 for .20	8 for .20	14 for .20
Thos. A. Edison (K), very large dark ruffled red.....	1 for .40	2 for .40	4 for .40
Violet Perfection (Hol), strong growing violet.....	3 for .20	6 for .20	12 for .20
Wolfgang Von Goethe (PF), salmon red, strong grower.....	1 for .35	2 for .35	2 for .20
Wurtembergia (PF), scarlet, soft cream blotch.....	1 for .30	2 for .30	4 for .30
Yellow Perfection (PF), large yellow.....	1 for .20	2 for .20	4 for .20

Very Small Bulbs

This year we are offering No. 7 bulbs for the first time in some varieties. These are mainly for benefit of growers who wish to grow them on to large sized bulbs for resale. These are the little fellows below one-half inch in diameter — the size between a No. 6 bulb and a bulblet. Many of these blooms with us, in fact in the late fall our plantings are alive with blooms from No. 7 sized bulbs. We are offering these by the pint, around 500 bulbs, but inasmuch as each variety grades out in different sizes, the number per pint will vary somewhat. Obviously we cannot afford to count them at these prices. All we can say is you'll get enough for your money.

We are offering these, in the following varieties, at \$2.00 per pint, F.O.B. Salem:

Apricot Glow, Belinde, Betty Nuthall, B. L. Smith, Charles Dickens, Cowee's Scarlet Wonder, Crinkles, Dr. Nelson Shook, Gloriana, Golden Dream, Golden Measure, John T. Pirie, Longfellow, Mary Frey, Mrs. F. C. Peters, Mrs. F. C. Hornberger, Mrs. P. W. Sisson, Mr. W. H. Phipps, Nancy Hanks, Pfitzer's Triumph, Ruffled Gold, Saraband, Spirit of St. Louis, Veilchenblau and White Giant. Grown right these little fellows should produce good bulbs from No. 4 size up through No. 1 size, with a main percentage of Nos. 3 and 4.

SPECIALLY PRICED SMALL LOTS

To save space in our plantings and catalogue we made special plantings of the following varieties which we will sell at the following rates in small lots priced four large bulbs for 15 cents; eight medium sized bulbs for 15 cents or 16 small sized bulbs for 15 cents, all F.O.B. Salem; no order less than \$1 accepted, unless balance of order exceeds that amount:

Annie Laurie, A. B. Kunderd, Avalon, A. V. Bunce, Battle Creek, Bengal Tiger, Betty Joy, Blushing Beauty, Bobby, Break O' Day Capt. Boynton, Cardinal Prince, Charles Fairbanks, Copper Bronze, Damask, Elkhart, Evening Glory, Fairyland, Giant Myrtle, Golden Frills, Golden Salmon, Herbstzauber, High Nye, Illuminator, K's Yellow Wonder, Louise, Mrs. G. W. Moulton, Mrs. H. E. Bothin, Natalie, Opalescent, Phaenomen, Pola Negri, Scarlano, Scarlet Princeps, Titanic, Tycko Zang, Watermelon.

The foregoing are all good Glads but our increasing lots of newer varieties made it imperative we cut down on our plantings. You may buy as many sets of these at the price named as you wish as long as stock lasts, and subject to prior sale.

BULBLETS SPECIALLY PRICED

Any Bulblets Listed Below, While They Last, 75 Cents a Quart or Three Quarts or More of One Variety at 50 Cents Per Quart F.O.B. Salem

Annie Laurie, Apricot Glow, Avalon, A. V. Bunce, A. W. Hunt, Battle Creek, Belinde, Betty Joy, B. L. Smith, Bobby, Break O' Day, Capt. Boynton, Copper Bronze, Damask, Dr. Nelson Shook, Giant Nymph, Gloriana, Gold Eagle, Golden Dream, Golden Frills, Golden Measure, Henry Ford, Improved Queen of the Night, Iwa, Jacoba Van Biejerem, John T. Pirie, Kunderd's Yellow Wonder, Longfellow, Mrs. F. C. Peters, Mrs. Leon Douglas, Mrs. P. W. Sisson, Mr. W. H. Phipps, Nancy Hanks, Opalescent, Pasadena, Richard Diener, Robert J. Kunderd, Romance, Scarlano, Sovereign, Titanic, Tycko Zang, Violet Glory, Willis E. Fryer, William G. Badger, Youell's Favorite.

SPECIAL COLLECTIONS

PRICED F. O. B. SALEM — ADD 75 PER CENT TO ORDER IF PREPAID
PLEASE ORDER BY NUMBER

COLLECTION NO. 1 — GRAND BLOOMING COLLECTION — LARGE BULBS

25 Large Each — Betty Nuthall, Dr. Nelson Shook, Golden Dream, Mrs. Leon Douglas, Mr. W. H. Phipps, Pfitzer's Triumph — 150 large grand blooming bulbs, for only \$2.50, F.O.B. Salem.

COLLECTION NO. 2 — GRAND BLOOMING COLLECTION — MEDIUM SIZE BULBS

50 Medium Sized — $\frac{3}{4}$ - $1\frac{1}{4}$ — in each of the following varieties: Betty Nuthall, Dr. Nelson Shook, Golden Dream, Mrs. Leon Douglas, Mr. W. H. Phipps, Pfitzer's Triumph — 300 medium sized bulbs in all and all should give fine blooms; \$2.75, F.O.B. Salem.

COLLECTION NO. 3 — GRAND GARDEN COLLECTION — LARGE BULBS

25 Large Bulbs each of Apricot Glow, Belinde, Betty Nuthall, Charles Dickens, Dr. F. E. Bennett, Gloriana — 150 large bulbs in all, all beautiful Glads, for only \$2.25, F.O.B. Salem.

COLLECTION NO. 4 — GRAND GARDEN COLLECTION — MEDIUM SIZE BULBS

Grand Garden Collection, medium sized bulbs — $\frac{3}{4}$ - $1\frac{1}{4}$ — 50 of each of the following varieties: Apricot Glow, Belinde, Betty Nuthall, Charles Dickens, Dr. F. E. Bennett, Gloriana — 300 medium sized bulbs for only \$2.50, F.O.B. Salem.

COLLECTION NO. 5 — CUT FLOWER COLLECTION — MEDIUM SIZED BULBS

25 Medium Bulbs each — $\frac{3}{4}$ - $1\frac{1}{4}$ — of the following varieties: Apricot Glow, Belinde, Betty Nuthall, B. L. Smith, Charles Dickens, Cowee's Scarlet Wonder, D's American Beauty, Dr. Nelson Shook, Giant Nymph, Gloriana, Golden Dream, John T. Pirie, Marocco, Mary Frey, Mrs. F. C. Peters, Mrs. Leon Douglas, Mrs. P. W. Sisson, Mr. W. H. Phipps, Nancy Hanks, Pfitzer's Triumph — a total of 20 varieties of 25 each or 500 bulbs in all, for only \$5.00, F.O.B. Salem.

COLLECTION NO. 6 — GRAND CUT FLOWER COLLECTION — MEDIUM SIZED BULBS

Grand Cut Flower Collection — for those wishing to offer cut flowers for sale or have a wilderness of bloom for themselves or friends, we make up a collection of the sizes, and varieties offered in Collection No. 5, only we include 100 bulbs of each, or 2000 bulbs in all, for \$15.00. This will give you one of the most beautiful gardens for the money you can buy anywhere and all should give fine blooms.

COLLECTION NO. 7 — MEDIUM SIZED MIXED BULBS

Special Mixed Collection — some people are not particular about labels on their Glads although they wish fine varieties. We offer a special collection of 200 medium sized mixed bulbs, $\frac{3}{4}$ to $1\frac{1}{4}$, in 20 varieties of 10 each, our selection, but unlabeled and mixed together in one container for \$2.00, F.O.B. Salem.

COLLECTION NO. 8 — LARGE MIXED BULBS

We will ship a carefully selected collection of large sized mixed bulbs in a good range of varieties, large sized — Nos. 1 and 2 — all named but not labeled at the rate of 100 bulbs for \$1.50, or 500 bulbs for \$6.00, F.O.B. Salem. Remember while these will be unlabeled and mixed together in one container they will be fine named varieties — no junk.

STOCK PRICED F.O.B. SALEM—IF PREPAID ADD 75 PER CENT TO AMOUNT OF ORDER

WORD FROM CUSTOMER

We print below an excerpt from a letter we received under date of October 17, 1933, from Mr. David McH. Forbes, one of our valued customers in Hawaii. It tells something of our business methods, bulbs and results attained from our product. It tells in a nutshell what hundreds of other customers have written us from all over the nation:

"I wish at this time to tell you a few facts about your Glad bulbs sent me on several occasions. At same time I wish to say that your method of doing business is the most satisfactory to the customer of any I have experienced. Your price list is not an elaborate description in paint and color of what you have to sell, but your goods are of the best quality obtainable, free from disease, true to name (if sold under name), strong, vigorous bulbs which, with fair treatment in cultivation, will give the maximum results. Not satisfied with giving only what you have promised you are more than generous in gratis bulbs. Most people, it seems only human, like to get something for nothing. It does not always mean that such gratis goods are really a present but that inferior goods make up the order and the gratis is a sort of lubricant. In your case, however, such is not so. I have compared your prices as well as your goods with other Glad merchants and found that your prices are right and your bulbs reliable, so much so, that I am a satisfied and appreciative customer and feel if it does no other good to your business it will make you feel better that your endeavors are being appreciated in these far off isles of the Pacific." (Mr. Forbes gave permission to use this excerpt from his letter. His address in Hawaii available on request.)

Similar letters from Maine to Texas, from Florida to California, and from every state in the Union, testify to the fact that our bulbs do equally well whether in the soft mild climate of the Hawaiian isles, or in the short seasons of the Dakotas.

A FEW TIPS

We have no thrips in our Gladiolus. Repeated inspections have insured us of that. But wherever you grow Glads we suggest precaution. We treat our bulbs. We suggest you treat yours. A bath of lye solution, 25 gallons of water to one 13-ounce can of concentrated lye available at any grocery store, is considered a good dip. Soak bulbs for six or seven hours. Soak before planting, and it is even better if they can be soaked after cleaning. Our department of agriculture also suggests use of naphthalene flakes in storage. This material intermixed at a rate of 1 ounce to 100 corms in a paper bag, box or barrel, the department states, has given complete control of thrips at all stages of the insect, including the eggs. Precaution is noted, however, to avoid use of too tight a container such as a tin can which will prevent free evaporation of moisture and thereby induce sprouting.

Unless it cannot be avoided do not grow Gladiolus in the same ground year after year—it is conducive to disease. We never grow twice in the same ground unless only after many years of rotation of other crops. Growing twice in the same soil also has a tendency to mix varieties because of cormels left in the ground.

Plant your Glads in a sunny place, use plenty of water, cultivate, and be very careful in use of fertilizers. By all means avoid using manures unless with great care and then not only too heavily at least a year before planting. It is our opinion manure of any kind is a decided promoter of disease and scab in Gladiolus bulbs. It will make good flowers if not used too freely but the health of the succeeding bulb is apt to be a different matter.

Enjoy Your Gladiolus

As this catalogue is being mailed to you in mid-November our private backyard garden at home is a riot of color from late planted Gladiolus. Many people fail to derive the greatest enjoyment possible from their bulbs because they do not plant them along from time to time, some days apart, and thus have a succession of bloom from early until late season. In a normal season here we can have Gladiolus in bloom from early July until late November. Of course, this cannot be done in all climates. But in most any climate succession plantings will give you Gladiolus enjoyment much of the entire summer and fall. Practically all other flowers have a set blooming period when they bloom and are gone for the year. The Gladiolus will continue blooming, when properly planted, during nearly the entire season when frost does not mar or kill its beauty.

At the extremely low prices in our list Gladiolus bulbs should be bought by the hundreds. Then planted for succession of bloom and there will be a wilderness of flowers both for the garden and to cut for the home. And as cut flowers they are supreme, blooming from the first bud to the last tip when cut and taken into the house. Being odorless they are most valuable for the sick room.

Smaller Size Bloom

The largest No. 1 sized bulbs are not needed always for fine bloom. Of course, for exhibition top sized blooms, perhaps the No. 1 size is preferable in many instances. But Nos. 2, 3 or 4 sized bulbs will give wonderful blooms in most any climate when properly cared for, and proper care should be given to any flower for best results. In climates with longer seasons many of the Nos. 5 and 6 size bulbs will give excellent blooms. Some varieties like Mrs. Leon Douglas will give massive spikes and wonderful blooms from No. 5 sized bulbs. Soil, water, cultivation all make a difference in the final result. But we doubt very much if any flower will give the same excellent results as the Gladiolus, even under neglect. But if you wish the best results, treat your flowers right — they will repay you.

BUY NOW

This is the slogan over the United States. It is particularly applicable to the Gladiolus business. We were forced to plant late last spring and while every attention was paid to our planting our largest sizes bulbs may not be as numerous as usual. We are still digging as this catalogue is issued and expect a good crop of larger sized bulbs but suggest you buy now for spring delivery. Prices are going up. We cannot always sell at these prices which do not give us a fair return on all of our labor and investment. In fact such prices may not be available again for many years to come on quality bulbs such as we produce. The Gladiolus business has not been profitable to growers the past two years. But this year we would like to make up in volume of sales what we have been compelled to shave off in price and with aid of our thousands of old customers can do so. Our bulbs are fine this year and the planting stock the best looking, we believe, we have ever produced. Our next list will probably be out late in January. There may be many items sold out by that time and if you plan to order we urge you do not delay. Delivery will be made in spring as it takes considerable time after digging to get bulbs in shape for shipment.

Gladiolus List - November 1933

All stock in this list priced F.O.B. Salem.

If You wish your order sent prepaid add 75 percent to the
total amount of order

D. H. Upjohn

Salem, Oregon
