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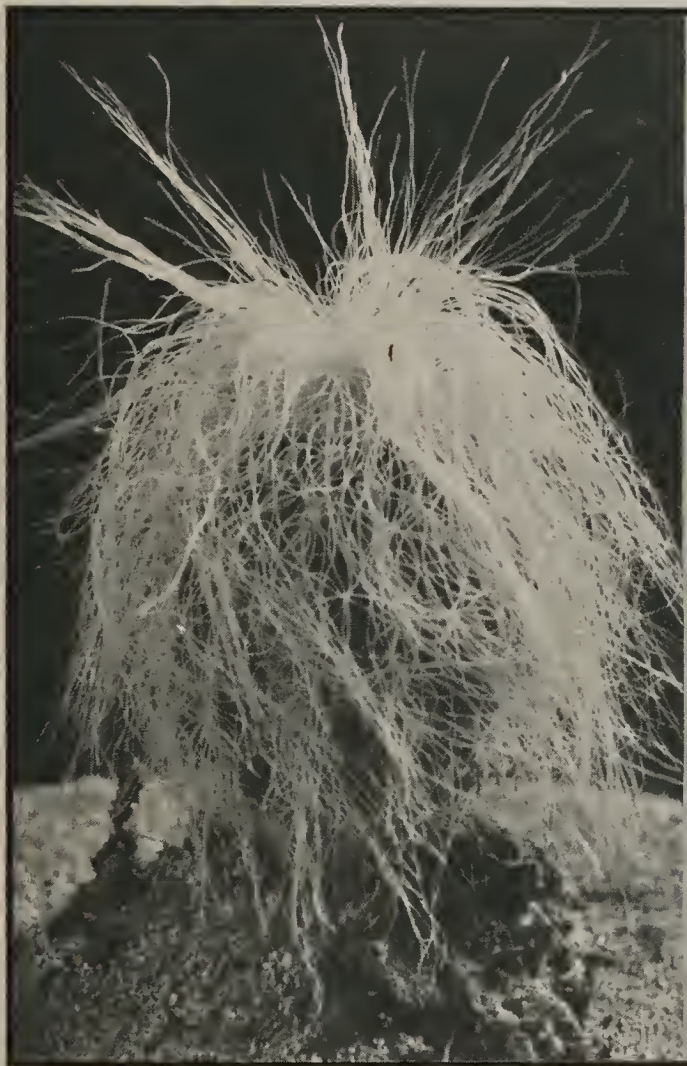


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U. S. Department of Agriculture.

# RETAIL PRICE LIST OF Rare Cacti and Succulents



*Cephalocereus senilis*  
"Old Man"



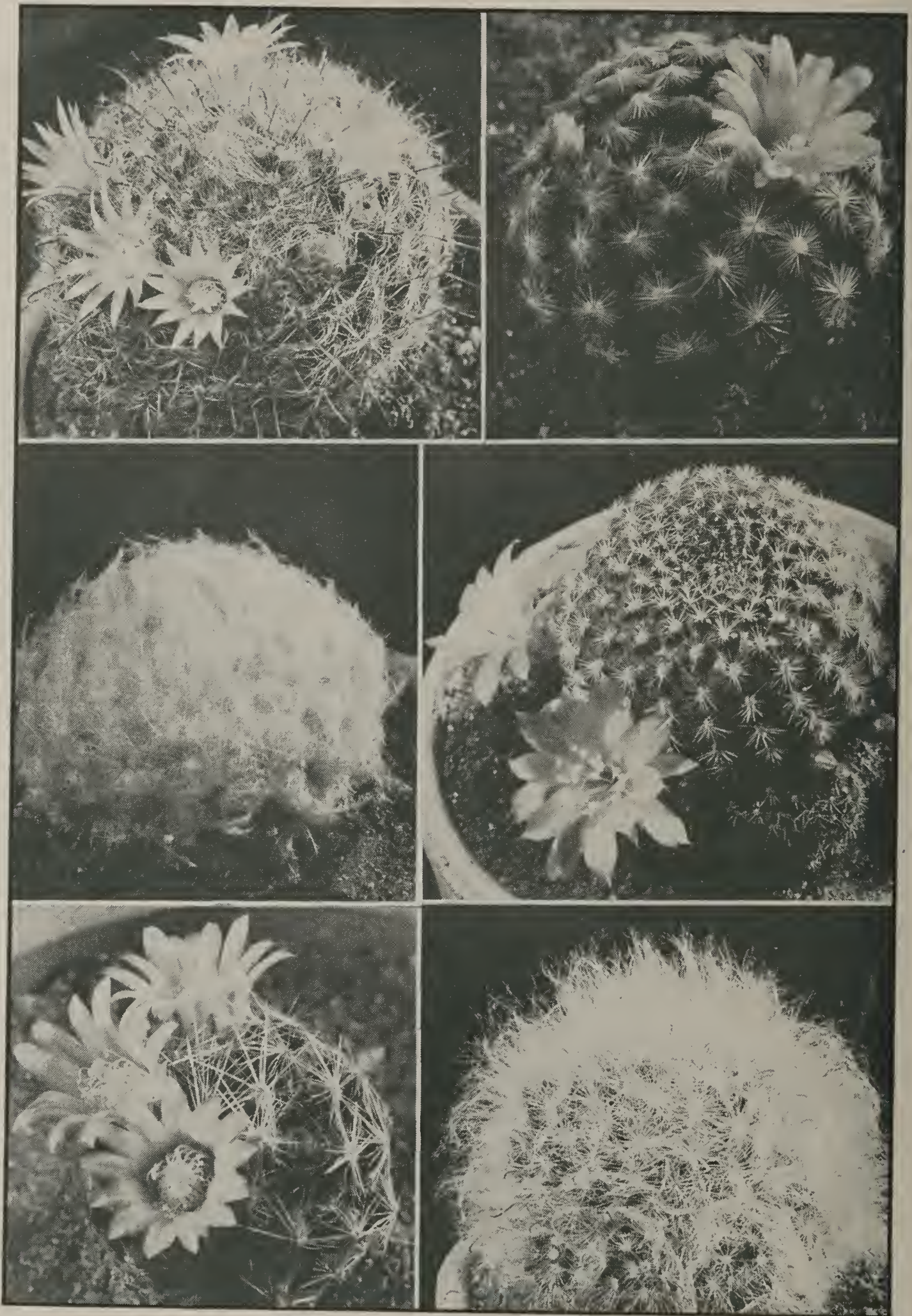
*Pilocereus dautwitzii*  
*Espostoa lanata*

## WRIGHT M. PIERCE

313 WEST 3RD ST. CLAREMONT, CAL. PHONE 4252

Boulevard (U. S. 66) to Claremont, turn south at High School on Indian Hill  
Boulevard to Third Street, then one block to your left.

LESS THAN 1 HOUR FROM DOWNTOWN LOS ANGELES



SIX SPECIMEN CACTI

Neomammillaria longicoma  
 Neomammillaria plumosa  
 Neomammillaria viereckii

Neomammillaria schiedeana  
 Rebutia miniscula  
 Neomammillaria bocasana

**Conserve Our Deserts by Planting Hand Raised  
 Acclimated Seedlings**

## NEOMAMMILLARIA GROUP

### 25c plants

andreae—large tubercles, attractive  
caput-medusae—beautiful  
decipiens—clusters, ever-flowering  
discolor  
elongata stella aurata—bright golden yellow spines  
gummifera  
longicoma—hairy  
magnimamma  
mystax  
uncinata—hooked spined

### 30c plants

carrettii  
chinocephala  
coronaria  
crucigera  
dolichocentra—red blossoms  
donatii—beautiful white plant  
erecta—yellow green  
elegans—red flowers, attractive  
fortispina—long-spined  
galeottii  
georgii  
knebelliana  
multiceps—compact clusters, many flowers  
parkinsonii—recurved, long, central spines  
plumosa—spines like feathers, “feather ball”  
polythele—red flowers, pretty  
radians  
rosea alba

### 35c plants

bocasana—beautiful hairy type, many flowers  
durispina  
nivea—snow-like, axils full of wool  
pachythele—attractive, large, showy flowers  
phaecantha—red blossoms, nice  
pseudocrucigera  
pseudoperbella  
pygmaeae—dwarf, many flowers  
robustispina—uncommon  
trohartii  
zeyeriana  
zuccariniana

### 40c plants

bogotensis—green, with axils full of wool  
campotricha—fine, yellow, “bird’s-nest cactus”  
candida—white  
carnea

cephalophora—dwarf, fine yellow hair and large blossoms  
densispina—yellow, red-tinted spines; a jewel  
elongata echinata—giant lace cactus  
gigantea  
klissingiana  
kunzeana—red, hooked spines  
lanata  
mainae—yellow, hooked spines  
melanocentra  
microhelia—a dandy Neomammillaria, one of the most admired  
muhlbaueriana  
ochoterinae—new, attractive  
palida  
schiedeana—dwarf, beautiful white and yellow spines  
sempervivi  
solisii—fast-growing rarity  
viereckii—blossoms luxuriantly  
zephranthoides—a dream

### 50c plants

baumii—fine hairs, very pretty  
compressa—forms large clusters  
hahniana—covered with fine silky hairs  
kewensis  
microthele  
nivosa—yellow, covered with white wool  
longimamma—large, yellow blossoms; showy plant  
spinosissima—one of the best

### 60c plants

polygona—exceedingly long-spined  
rhodantha ruber—fast growing, nice  
rhodantha chrysacantha—easy to grow, pretty  
zeilmanniana—very fine, with rose blossoms  
wilcoxii—long, brilliant red, hooked spines; a fine one

### 75c plants

horripila—wonderful pink flowers  
lenta—rare  
polyedra  
villifera—fast growing; a beauty

### \$1.00 plants

albicans—fine-spined, almost white; not common  
celsiana—golden yellow spines; most attractive  
geminispina—makes large clusters  
praelii—a round plant covered with hair and wool in the axils; very beautiful

**Let Us Help You in Planning Your Cacti and Succulent Gardens**

## CEREUS GROUP

### 25c plants

acanthurus  
bolivianus  
candicans—yellow-spined, hardy  
chosiquensis—beautiful yellow and brown-spined, from South America  
chrysomallus—fine  
cochal—pretty  
deficiens—beautiful gray green  
dumortieri  
exerens  
giganteus—state flower of Arizona  
melanotrichus  
palmeri—hairy top  
pasacana albicephala—attractive  
peruvianus—good grafting stock  
pruinusus  
queretaroensis—nice  
senilis—true “Old Man” from Mexico  
serpentinus  
spachianus  
terscheckii  
validus—novelty from South America  
weberi

### 30c plants

bridgesii—extremely hardy  
fascicularis  
geometrizzans—light blue; very attractive  
marginatus—the pipe organ  
melanostele—bright yellow, fine-spined  
griseus—gray green  
huasha—large yellow blossoms; fine  
peruvianus monstrosus—odd and interesting  
schottii  
stellatus  
thelognides

### 35c plants

fossulatus—rare; from South America  
macrocephalus  
ocomponis—clusters  
strigosus—fine, yellow - red spined; attractive

### 40c plants

erythrocephalus  
hoppenstedtii  
poco—new; from South America  
pringlei  
russelianus  
trollii—hairy; one of the best

### 50c plants

celsianus—long white hair; very desirable  
dautwitzii—fine, silky white hair all over; from high in the Andes  
houlettii—hairy and beautiful  
huasha ruber—red-flowered; rare  
straussii—another beautiful, hairy species from the Andes  
usitatus—deep blue; very striking  
werdermannianus—new, rare.

### 75c plants

gounellii—new, hairy; from South America  
irigoyenii—thick mat of fine white hair all over plant body  
monvilleanus—yellow-spined  
polylophus—beautiful green, many-ribbed; desirable

## ECHINOCACTUS GROUP

Many of these have the most wonderful of any of the flowers of the cacti group.

### 25c plants

asterias—“Sea Urchin,” unusual  
corniger—red barrel  
grandis—gray barrel  
grusonii—golden barrel  
helophorus—purple barrel  
ingens—dark gray-green; pretty  
latispinus  
melocactiformis—wield  
pilosus  
recurvus—attractive  
setispinus—many-flowered

### 35c plants

longihamatus  
ornatum—“Horned Bishop’s Cap”  
robustus  
straussianus

### 40c plants

delatetii  
floricomus—rare; South America  
mamulosus—rarity from South America  
myriostigma—“Bishop’s Cap”  
ottonis—large yellow blossoms  
schickendantzii—attractive

## Package of Mixed Cacti Seed 25c

## ECHINOCACTUS GROUP—*Continued*

### 50c plants

capricorne  
 damsii—rare  
 denudatus—very desirable  
 loricatus—beautiful  
 lloydii  
 miniscula—pretty green plant with blood-red flowers  
 tabularis—another South American gem  
 submammulosus—long-spined, large flowers  
 vaupelianus

### 60c plants

gibbosus  
 violaciflorus—attractive

### 75c plants

haselbergii, hertrichiana, and scopa, all rare and beautiful

### \$1.00 plants

chrysacanthion—rare, like spun gold in color  
 lenninghausii—yellow and brown-spined; very attractive  
 maasii—rare, hooked spines from South America



## ECHINOPSIS, LOBIVIA GROUP

ancistrophora—hooked spined, fine.....\$ .50  
 aurea—golden yellow flowers..... 1.50  
 bridgesii ..... .40  
 chionantha ..... .60  
 ferox—long-spined ..... .50  
 formosa—yellow blossoms, long-spined; very desirable ..... .35  
 houtii ..... .25  
 longispina ..... .50  
 saltensis—beautiful ..... 1.00  
 schickendantzii ..... .25  
 thionantha ..... .60

ECHINOCEREUS—knippelianus, 50c; scopolorum, 30c; munzei, 50c.

OPUNTIAS—Send for list of large number of rare, fine species.

PHYLOCACTI—Cuttings of unnamed hybrids and species, about 20 different kinds, 30c each. Color of flowers: Red, rose, pink, yellow, purple and white.

ALOE—Variegata, 20c to \$5.00.

Many desirable other succulents. Write for what you want, or, better, drive out and see the gardens. Four large houses and outside plantings.

Collections, named, my selection, prepaid U. S. A. Mexican and South American species only:

12 species .....\$ 2.50  
 12 species, larger..... 5.00  
 25 species ..... 6.00  
 25 species, larger..... 13.00  
 50 species ..... 27.00  
 50 species, larger..... 40.00

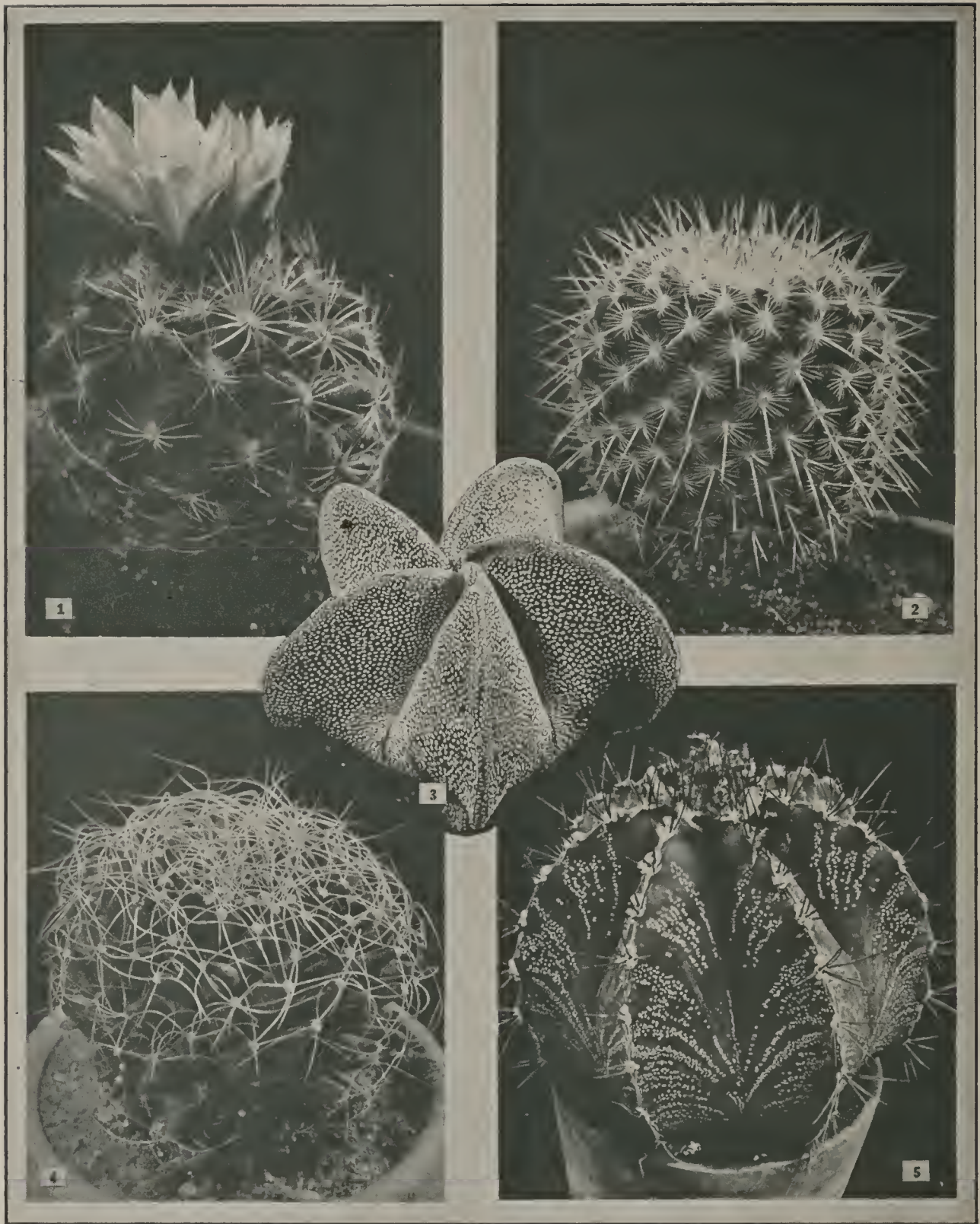
Your own selection from this list, prepaid U. S. A.:

12—25-cent plants.....\$2.75; 25 for \$5.00  
 12—40-cent plants.....\$4.35; 25 for \$8.00  
 12—50-cent plants.....\$5.25; 25 for \$10.00

#### QUANTITY PRICES

\$25.00 from list.....\$22.50  
 \$50.00 from list.....\$42.50

**We Have Larger Specimens of Nearly All Listed  
 at a Higher Price**



### FIVE BEAUTIFUL CACTI

(1) *Neolloydia horripila*, (2) *Neomammillaria parkinsonii*, (3) *Astrophytum myriostigma*, (4), *Neomammillaria comptrotricha*, (5) *Astrophytum ornatum*

**First Prize Plants Wherever Exhibited**



# CACTUS CULTURE

*“After you purchase your rare plants, learn how to care for them.”*

So much has been written in regard to the care of cacti that it would seem unnecessary to say more, however, there are a few cultural hints that I wish to stress, after many years experience with these most fascinating plants. If I repeat what has already been published it is because I do not wish you to lose those choice specimens.

There are hardy species that will thrive when planted out in almost any climate. There are others, some of the most attractive, that must be grown inside, but under no circumstances, no matter how suitable the conditions, would I advise planting any seedlings outside before they have reached a fair size. Also, when transplanting from inside to outside, always protect the plants from the strong sun for a few weeks until they become hardened.

Now for the soil; for Cerei, Neomammillarias, and Echinocacti use a porous soil composed of sharp, clean, sand; garden loam; and leaf mould. If possible add some hydrated lime or, better, old plaster. Also a goodly portion of decomposed granite is advisable. Now even though many of the other succulents thrive in this mixture too, I think that, with a few exceptions, it is best to keep these plants in separate beds.

In nearly all cases it seems that cacti, especially during the summer, like a partially shaded bed better than one in full glaring sunlight. An ideal condition would be to use deciduous shrubs or trees which would give summer shade and allow the winter sun.

Since good drainage is essential for successful results, raised beds are by far the best. Now it seems that nearly all cacti like considerable moisture, much more than is ordinarily supposed. But here is the catch. Never water when the weather is cold, never permit the plants to be soaking wet for any length of time, but keep them moist during warm weather and especially while the plants

are growing. I feel that more cacti plants are lost in cultivation because of lack of water rather than because of too much.

When transplanting it is always better to trim back the roots, especially removing the long, “string-like” ones, which would probably die anyway. If at any time the roots rot, cut them off, well back toward the base of the rootstalk, thoroughly dry the plant, and then re-root in moist sand. You will be surprised how quickly a fine, complete, new root system will grow, if the plants are kept in a warm place.

Thus far, I have been speaking only about Cerei, Neomammillarias, and Echinocacti; Epiphyllums, for instance, need distinctly different culture—more moisture, and a richer soil, while Opuntias seem to thrive in almost any soil. The other succulents need various methods of care. Mesembrianthemums, here in Southern California seem to do better if kept dry in summer and moist during their growing period, winter. Aloes and Agaves enjoy the same soil and water conditions as Cerei, Echinocacti, and Neomammillarias, and many very effective plantings of these groups together, are seen here in the outdoor gardens of the Southwest. For their winter blossoms add very effective color to the background of any gardens during this usually blossomless season.

No plants can look, or be their best if infested with scale. There are two types, the circular, flat, tight sticking one which has a brown center. With a heavy infestation of this, the plant has a frosty appearance. This attacks all groups of cacti. There is a highly refined, good, oil spray which, used in the later afternoon, seems to keep this scamp under control. Then there is our old friend or rather enemy—*Eriococcus coccineus*, called “spiny mealy” by some. This is a bad pest and difficult to control and to kill, because of its waxy covering. Insect sprays must be used in very strong solution—so be cautious that you use one that will not burn your specimens.

***Pest Control—Guaranteed Results***

## ***READ CAREFULLY***

All prices are net retail for plants F. O. B. Claremont, excepting that all special collection offers and all orders over \$4.00 are sent pre-paid, U. S. A. Prices are subject to change and plants are offered subject to prior sale. These are beautiful, clean, well-hardened, selected specimens, chosen from a stock of from 30,000 to 50,000 plants of over 600 species. California customers please add 2½ per cent sales tax. In ordering it is always best to list a few extra plants as I can not be sure of having everything listed in stock at all times, especially since some of these offered are in limited numbers. If you desire species not listed, write me as I have many in small quantities not listed.

Fine photographs of many cacti and desert scenes for sale.

Subscriptions taken for the Journal of The Cactus and Succulent Society of America, and Desert Plant Life. Samples of each sent on request.

Wholesale rates to dealers. Write for discounts.

*A cordial invitation is extended to all to visit these show gardens of rare cacti and succulents at 313 West Third Street, Claremont.*

*One of the finest displays of Mexican and South American cacti in the West.*

***Please Note—This Garden is Closed from  
July 1st to September 15th***