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# Plan to get this business!

You can sell plants that will "look like a million;" that will bring your customer's gardens up-to-the-mode; that will give a lot of pleasure; and that will make people proud of their homes. But to effect these improvements you must offer improved varieties. Your trade wants them; in fact, is buying them. Plan to get this business!

Mrs. Johnston, one of your best customers let us say, will be exceptionally pleased to display her plants of *FORSYTHIA INTERMEDIA SPECTABILIS*. "My dear, it's the showiest of those lovely Forsythias. You ought to have some by all means." Think of the cost-less advertising you get. Of the demand that is built up for your products.

Decide today that improved varieties, such as the following, will put you in position to make a mint of money; offer them in your advertising; provide for stock of them at once! Here's the place to begin—pencil out your list right now from this page!

## *Ampelopsis tricuspidata atropurpurea* Purple Boston Ivy

The habit of attaching itself firmly and closely to stonework placed *Ampelopsis tricuspidata* (*Boston Ivy*) in the forefront of popularity. This new variety, *atropurpurea*, is similar to the type and possesses the added attraction of dark purple leaves not changing to green.

2 1/4-in. pot plants  
\$2.50 for 10, \$10 for 50, \$20 per 100

## *Berberis julianae* Wintergreen Barberry

This is a handsome shrub of rather upright habit, said to be the hardiest of evergreen Barberries. Its long, leather-like leaves assume a brilliant crimson tint in Autumn. *Berberis julianae* attracted much attention from nurserymen who saw it in our fields this Summer, and judging by orders already booked it will be a good seller.

4 to 6 in., 1-year field plants  
\$3 for 10, \$12.50 for 50, \$25 per 100

## *Berberis wilsonae* Wilson Barberry

Baily says of *Berberis wilsonae*, named for Dr. E. H. Wilson, the noted plant explorer, now Keeper of Arnold Arboretum, of Harvard University: "Very distinct, handsome shrub, with small foliage assuming a brilliant Fall coloring. Last year's branches are reddish brown. Dense clusters of golden yellow flowers come in May, and salmon-red berries in September. It has proved hardy at the Arnold Arboretum (in Massachusetts) in somewhat sheltered positions." *Berberis wilsonae* is being looked upon with favor by landscape designers, and bids fair to become much used for specimens.

2-year, 1 to 1 1/2 ft. field plants  
\$3 for 10, \$12.50 for 50, \$25 per 100

## *Deutzia crenata magnifica* Magnificent Deutzia

Webster defines "magnificent" as "grand in appearance," and his definition applies exactly to this newcomer among Deutzias. It is a most distinct variety with exceptionally large clusters of pure white double flowers, produced in wonderful profusion. *Deutzia magnifica* is easily the finest of all Deutzias and seems to be more suited for specimens than the older varieties. The flowers are nice for cutting, too.

2 to 3 ft. field plants  
\$4.00 for 10, \$35 per 100

## *Deutzia lemoinei compacta* Improved Lemoine Deutzia

The French nurseryman, Lemoine, gave to the world one of the most graceful Deutzias, which bears his name. It is noted, too, for its large, white, cone-shaped flowers borne in June. But this new variety, *Deutzia lemoinei compacta*, is an improvement over Lemoine's for it is dwarfer and more compact. It is similar to *Deutzia gracilis*, and suitable for edging shrubbery plantings.

2 to 2 1/2 ft. field plants  
\$4.50 for 10, \$40 per 100

## *Deutzia scabra eximia* Improved Slender Pink Deutzia

This variety is an improvement over *Deutzia gracilis rosea*, formerly considered one of the most pleasing Deutzias. The flowers are slightly pink on the outside, and the plant is well adapted to shrubbery plantings.

2 1/2 to 3 ft. field plants  
\$4 for 10, \$35 per 100

## *Euonymus radicans minimus* (Kewensis)

Baby Wintercreeper

For rockeries this pretty variety is a delightful subject. Its small, oval foliage is of a very dark green with lighter veins, and the splendid trailing habit of the plant makes it desirable also for carpeting the ground.

3-inch pot plants  
\$2 for 10, \$15 per 100

## *Forsythia intermedia spectabilis* Showy Border Forsythia

Of those useful shrubs, the Forsythias, this is acknowledged the showiest variety. It is the most profuse bloomer of all, every branch completely covered with large, deep-golden flowers before the leaves appear. The plant is a vigorous, tall grower adapted to shrubbery backgrounds.

2 1/4-inch pot plants  
\$1.50 per 10, \$10 per 100, \$80 per 1000  
3 to 4 ft. field specimens  
\$3.50 for 10, \$30 per 100, \$250 per 100

## *Hibiscus syriacus* (Althaea) Wm. R. Smith

*Althaea Wm. R. Smith* is a splendid, giant-flowering variety, naturally forming symmetrical, bushy specimens. The glistening, pure white flowers are like great Morning-glories fully 4 inches in diameter; under ordinary cultivation they open out flat, quite different from the older types which only partially expand. These blooms are produced in profusion from early July until late September, and are very conspicuous at a period when comparatively few shrubs are in flower.

2 1/4-inch pot plants  
\$2 for 10, \$15 per 100, \$125 per 1000  
1 year field stock  
\$3 for 10, \$25 per 100, \$225 per 1000

## *Ligustrum lucidum* Glossy Privet

Is a most desirable Autumn shrub, with handsome, glossy, evergreen foliage. The variety bears lilac-like, creamy-white flowers, and then black berries, which are retained throughout the Winter. The plants are said to be hardy as far north as Baltimore, and semi-hardy around Philadelphia.

1 to 1 1/2 ft. field plants  
\$4.50 for 10, \$40 per 100

## *Lonicera pileata* Privet Honeysuckle

As its common name implies, this variety is adorned with Privet-like glossy leaves. It is a beautiful evergreen or half-evergreen shrub with spreading, sometimes prostrate branches. The yellowish-white flowers are short-stalked, upright and fragrant, followed by pale violet berries. *Lonicera pileata* is splendid for covering rocks.

2 1/4-inch pot plants  
\$1.50 for 10, \$10 per 100  
2-year field specimens  
\$3 for 10, \$25 per 100

## *Philadelphus splendens* Splendid Mockorange

This *Philadelphus* makes a most attractive specimen shrub. It is a strong-growing variety of arching habit, with dense foliage, and produces a great abundance of pure white flowers.

1 1/2 to 2 ft. field plants  
\$3.50 for 10, \$20 per 100  
2 1/2 to 3 ft. field specimens  
\$4 for 10, \$30 per 100

## *Philadelphus Virginal Argentine* Silverleaf Virginal Mockorange

The flowers of this variety, which is of the Virginal group, are borne three to a cluster and the leaves are of a silvery sheen.

2-year field plants  
\$3.50 for 10, \$25 per 100  
3-year field specimens  
\$4 for 10, \$35 per 100

## *Philadelphus Virginal Glacier* Glacier Virginal Mockorange

Another of the *Virginal* group, this shrub produces rather small, double milk-white flowers, clustered by six or seven in thick panicles.

2-year field plants  
\$3.50 for 10, \$25 per 100  
3-year field specimens  
\$4 for 10, \$35 per 100

25 of a kind at 100 rate; 250 of a kind at 1000 rate. Orders accepted now for Spring delivery.

**THE CONARD-PYLE CO.**  
ROBERT PYLE, President WEST GROVE, PA.

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