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Being of such a quality as will make your customers happy, when you pass them on<br>${ }^{\text {THE }}$ CONARD $\uparrow$ WEST GROVE PENNSYLVANIA ROBERT PYLE, President R. T, SATTERTHWAIT, Secretary ANTOINE WINTZER, Vice-President



# Cannas Some Roses Oak Brand Shrubs And A Few Other Money Makers 

 to advance prices without notice. Orders for five or more at ten rates, for 25 or more at 100 rates, for 250 or more at 1000 rates.Grow plants"like this
for your Spring sales

Geraniums Are Scarce But You Can Make Money With Cannas

You know what the Geranium situation is-it simply isn't! But you needn't go short on good bedding stock on that account.
C. \&. J. Lily Cannas will quickly fill your benches with strong-growing plants-plants that will sell like hot cakes next May.

These wonderful "Lily Cannas" developed by our Mr. Wintzer, are so distinct from the old types that their gorgeous coloring and broad, satiny petals have won them
the title "Summer Orchids." Not only are they already in great demand on their own merits, but they are the best available substitutes for Geraniums.

Wherever they've been seen they've created a big demand.
To cash in big on this big demand buy Canna roots now and grow your own plants for this Spring's sales. Conard \& Jones Cannas continue to be the leaders.

These good, strong, clean, two and three-eye roots will make plants quick and sell fast next Spring.

## Get These Money Makers Making Money For You

LIST OF CANNAS WITH PRICE LIST, FOR THE TRADE ONLY, THE CONARD \& JONES COMPANY, WEST GROVE, PA.
Beacon, 4 ft Masses of rich cardinal red flowers. $\quad 1001000$ Buttercup, 3 ft. Bright buttercup yellow............... . . . 4830 Chameleon, 5 ft . Orange, striped red and pink......... 5440 Chautauqua, 4 ft . Scarlet flowers on bronze foliage..... 650 CITY OF PORTLAND, $41 / 2 \mathrm{ft}$. Deep glowing pink, good bloomer, good grower.

2100
Compte de Sachs, 4 ft. Clear crimson scarlet. .......... 540
DRAGON, 3 ft . Deep ox-blood red, rich color....... . 540
Druid Hill, 4 ft . True crimson-black on Black Beauty foliage.
Duke of Marlboro, 4 ft. Dark velvety crimson......... . 430
Eastern Beauty, 4 ft . Light salmon, bronze foliage...... 4830
Express, $21 / 2 \mathrm{ft}$. Very beautiful red........................ . . . 430
Fiery Cross, 5 ft . Fiery scarlet (Burpee's new one)....... 25200
FLAG OF TRUCE, 4 ft . Cream white, erect and fine. 15125
Firebird, 4 ft . Immense glistening scarlet flowers. . . . . . . $8 \quad 75$
GAIETY, 5 ft . Reddish orange, edged with yellow, showy.

650
Geo. Washington, $31 / 2 \mathrm{ft}$. Deep crimson.
Gladioflora, $31 / 2 \mathrm{ft}$. Crimson carmine rose, edged gold... 540 Golden Gate, 4 ft . Pure gold with apricot center...... . . 540 Gustave Gumpper, 5 ft . Large-flowering yellow........ . . 540
Hiawatha, 3 ft. Pink with bronze foliage. ............... . . . 430
Hungaria, $31 / 2 \mathrm{ft}$. Rose pink, fine and good............ . . 6850
Kate F. Deemer, 4 ft . Brilliant yellow.
King Humbert, 4 ft . Orange-scarlet, bronze foliage bedder.

LAFAYETTE, 4 ft . Most intense scarlet
$\begin{array}{ll}\text { Maid of Orleans, } 41 / \mathrm{ft} \text {. Mottled pink, very creamy ... } 4 & 40\end{array}$ Meteor, 5 ft . About the best crimson. ..................... . . 7 60
MORNING STAR, 5 ft . Brilliant scarlet, edged yel- ..... $100 \quad 1000$
...... ..... $\$ 60$Mt. Blanc, $31 / 2 \mathrm{ft}$. Almost pure white. ................. . . . $10 \quad 90$Mrs. A. F. Conard, 4 ft . Grandest salmon pink, blooms$\begin{array}{rr}12 & 100\end{array}$
Mrs. W. Wilson, 4 ft . More pink than Mrs. A. F. Conard. 12100

New York, 5 ft . Scarlet with plum-colored foliage....... 760 Nokomis, 5 ft . New vivid crimson, bronze foliage........ 12100 Panama, 3 ft . Orange-red, spotted yellow.............. . . . 6 50 Philadelphia, 3 ft . Good crimson, quite dwarf. . . . . . . . . 430 Pillar of Fire 7 ft . Crimson scarlet. .................... . . . 430 Pocahontas, $41 / 2 \mathrm{ft}$. Orient red, dark green foliage....... 12100 THE PRESIDENT, 4 ft . Best red in commerce........ 20180 Princeton, 4 ft . Intense yellow with red throat. ......... 12100 Queen Charlotte, $21 / 2 \mathrm{ft}$. Red, with yellow border...... 650 Queen of Holland, 3 ft . Orange-yellow . . . . . . . . . . . . . . 766 Rosea gigantea, $31 / 2 \mathrm{ft}$. Carmine pink, large and fine... $8 \quad 70$
 SNOW QUEEN, 4 ft . We think best white to date, free and fine.

All goods travel at buyer's risk. Orders from unknown buyers require satisfactory reference with time to investigate or eash with order. Prices are net F. O. B. West Grove. Packing and boxing at cost. Orders for 25 or more at 100 rates; for 250 or more of a variety, write for special prices.

ROBERT PYLE, President R. T SATTERTHWAIT, Secretary ANTOINE WINTZER, Vice-President


## Coming Back To Roses

# When You Buy Them Be Sure To Get The Kind With the Right Kind of Comeback 

Last few pages, we've been talking Cannas.
But while we've talked Cannas, our Roses have been selling right along. Result is, our stocks, though we had a remarkably good supply considering the Rose situation-are getting short. Short in quantity, but not in quality. They are up to the C. \& J. standard.

When you buy Roses, the thing to think about twice isn't the price; the thing to give a long second thought to, is the comeback. Will they make you happy customers? Boosters for your business?

Stock that won't do that is dear at any price! It keeps on costing you cold cash (in lost orders) long after the first invoice is paid.

Stock you get from Conard \& Jones will please your customers. You can send it out, knowing it's true to name, vigorous and full-sized. And what's true of our Roses, holds true of the other things below.

Order early-It Always Pains us to Return Your Money.

## Roses

Strong, Field Grown Stock


$$
{ }^{\text {THE }} \mathrm{C}_{\&}^{\text {ONANES JO. }} \star \mathbf{W}_{\text {PENNSYLVANIA }}^{\text {EST GROVE }}
$$

ROBERT PYLE, President $\qquad$ ANTOINE WINTZER, Vice-President

# Get These Twin Winners Started Ringing Your Cash Register 

The President

Snow Queen


We call them＂Twin Winners＂because they came along about the same time and one sells as fast as the other！

Each is the result of a quarter century of Canna breeding by our Mr Wintzer，who has developed more varieties of Cannas in commerce today than probably all other hybridizers together．

Mr．Wintzer says these two，each in its class，are the best he has achieved． One is a burning scarlet，the other a crystal white．Grown separately or near each other in contrast，they attract the most enthusiastic admiration of all the Cannas in our collection of over a hundred varieties．

To enable every florist to work up his own stock of these Twin Winners we are making a special offer，as below．Order early；it will cause us both pain if we have to send back our regrets and your money．

## The President

This immense new flaming scarlet has come into wider use more quickly than any other Canna we ever intro－ duced．It is an offspring of the famous Firebird．The President leads the red varieties in the quality and also the quantity of its bloom．The flowers are 7 inches across；the individual petals are firm and long stand－ ing，and do not burn，and the trusses stand up stiff on strong stems．The foliage is rich green and burn－proof in the hottest weather．Height， 4 feet．

One，50c．；10，$\$ 3 ; 25, \$ 6 ; 100$ for $\$ 20$ ，net，f．o．b． West Grove．

## Snow Queen

Unquestionably the queen of all white Cannas．Mr． Wintzer has been striving especially for a perfect white Canna for many years．He says Snow Queen far excels anything he has succeeded in getting heretofore． The individual flowers are 6 inches across，the petals $21 / 2$ inches broad．There is an occasional hint of pink， in faint dots，in the petals，but from a few feet away the effect is a crystal，dazzling white．The large bloom clusters are borne in the greatest abundance，held well above the luxuriant foliage．Height 4 feet．

Price： $1, \$ 1 ; 10, \$ 6 ; 25, \$ 12 ; \$ 40.00$ per 100.

## Extract from the Florists＇Review，September 28， 1919

＂I have been much impressed with some of the new Cannas that I have tried this Summer and cannot refrain from mentioning two．These are The President and Snow Queen．President is by all odds the best red Canna to－ day，larger and better than Firebird and a free bloomer；the foliage is strong and does not burn，as does that of Firebird．Those who have tried Firebird and lamented that it would not do on account of diseased foliage will rejoice to know that at last we have a Canna that is＇right．＇Snow Queen is whiter than any other Canna on the Market．It is also one of the largest individual flowers among Cannas of any color，is as free as the freest，and the trusses are of enormous size．It has a better habit of growth and better foliage than either Eureka or Flag of Truce，the best two whites heretofore．Only in the best reds do we find anything that approaches it in general value．＂－Floyd Bralliar．

Mr．E．C．Vick，garden editor of The New York Sun was trained in the flower business with his father the great pioneer，Jas．Vick

Among garden lovers who read The New York Sun，he has built up a wonderful following．After a personal test he reported in the N．Y．Sun last October 26th：
＂Snow Queen is by all odds the best white Canna I have ever seen．＂


# In This Season＇s Shrub Buying 

Unquestionably，there is unheard of demand for shrubs this year．Result is some buyers have paid record prices without question．And others，holding back on price，have bought shrubs of questionable quality at lower figures．

But when you order your shrubs this year， think of your customers＇orders for shrubs next year． You can＇t afford to send out stock that won＇t give satisfaction．Don＇t let stock that looks cheap now keep on costing you money next year and the year after in lost orders．

On the other hand，you need not throw away money on over－priced stock when you can get C．\＆J． quality stock at a reasonable price．

There＇s no question about the quality of any of our stock．Conard \＆Jones shrubs，grown by ourselves right here in West Grove，are the same superior grade as Conard \＆Jones Roses and Cannas． And our prices while this small surplus of stock lasts，will save you money，quality considered．Order what you want now for shipment when you want it．

## Decorative Shrubs

ABELIA Grandiflora（Rupestris），pot－grown．
ALTHAEAS（See Hibiscus），field－grown
BUDDLEIA Davidii Magnifica，strong，pot－grown
CARYOPTERIS Mastacanthus（Blue Spiræa）
DEUTZIA Crenata Rosea
DEUTZIA Crenata Rosea
DEUTZIA Crenata Rosea．
DEUTZIA Gracilis，fine for forcing
DEUTZIA Gracilis Rosea，fine for forcing
DEUTZIA Gracilis Rosea
DEUTZIA Lemoinei，for forcing
DEUTZIA Lemoinei，for forcing
DEUTZIA Lemoinei，for forcing
DEUTZIA，Pride of Rochester．
DEUTZIA，Pride of Rochester
DEUTZIA，Pride of Rochester
FORSYTHIA Viridissima．
FORSYTHIA Viridissima．
HIBISCUS（Althza），Double red HIBISCUS（Althaa），Double pink
HIBISCUS（Althæa），Banner
HIBISCUS（Althæa），Banner
HIBISCUS（Althæa），Bicolor
HIBISCUS（Althæa），Bicolor．
HYDRANGEA Arborescens（Grandiflora Alba）．．．．．．．．．．．．．． $1^{\prime}-2^{\prime}$

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## Real Japanese Jap Barberry and Other Hedge Plants

BERBERIS Thunbergii，grown from cuttings．． $12^{\prime \prime}-15^{\prime \prime}$ 年 88 \＄75 BERBERIS Thunbergii，grown from cuttings．． $15^{\prime \prime}-18^{\prime \prime} \quad 10 \quad 90$ BERBERIS Thunbergii，grown from cuttings．． $18^{\prime \prime}-24^{\prime \prime} \quad 150130$ BERBERIS Thunbergii，grown from cuttings． $.2^{\prime}$
 BUXUS Sempervirens（（Boxwood） $\begin{array}{lllll}\text { LIGUSTRUM Ovalifolium（California Privet）．} 21 / 1^{\prime}-3^{\prime} & 4 & 35 \\ \text { LIGUSTRUM Ovalifolium（California Privet）．} 4^{\prime}-5^{\prime} & 6 & 50\end{array}$

## Vines

CLEMATIS Paniculata，Vines， 1 yr． CLEMATIS Paniculata， 2 yr

 EUON YMUS Radicans Variegata． EUONYMUS Radicans Variegata，field－grown． LONICERA Chinensis Aurea， 2 yr LONICERA Chinensis Aurea， 2 yr． LONICERA Chinensis Purpurea， 1 yr． LONICERA．Chinensis Purpurea， 3 yr． | $21 / 2^{\prime}-3^{\prime}$ | $\$ 15$ |
| :--- | ---: | LONICERA Hendersonii， 1 yr LONICERA Hendersonii， 3 y LONICERA Heckrotti， 1 yr LONICERA Heckrotti， 2 yr




The beautifuI PERSIAN YELLOW Rose is commended highly, especially to those living in the colder sections of our country.

Its rich coloring and hardiness, combined with its early season of bloom and fragrant young foliage, give it a value among Roses comparable to the value of gold among metals.

A cousin to this Rose is HARISON'S YELLOW; like it in color but less double in bloom and more able to care for itself wherever planted. Both bloom earlier than even the Rugosas though not so early as HUGONIS.

The illustration on the other side is one of 16 in the 121-page book

# How To Grow Roses 

## By ROBERT PYLE

THiS book is written for growers of Roses in America, and many say it is the most complete treatise on "How To Grow Roses" published. As a source of information the Author has had, frrst of all, over 20 years of practical experience in the business of growing Roses for America. In addition he has been on the Executive Committee of the American Rose Society since it was reorganized, and is now its President.

His business activities have comprised frequent visits to the foremost Rose-growing Nurseries in America and also in England, Ireland and the Rose-growing countries of Europe. To round out his experience, visits of inspection have been made to many of the private Rose-gardens where CONARD $\star$ ROSES are grown.

The Rose-growing information therefore is authoritative and is eagerly read by amateur and professional growers alike. Also the leading Landscape Architects in America use this as a reference book.

It makes a beautiful and acceptable present for a flower-loving friend and it is entertaining reading for anyone, even if they are so situated now that growing Roses is just something to plan and look forward to in the future. Send $\$ 1$ for a copy. We will gladly refund your money, if, upon receipt of the book you are not satisfied and return it to us in good condition.

## CONTENTS

The Amateur's Rose Garden. Establishing Ideals. The Rose Lover's Calendar of Operations. Where to Plant Roses. Preparing to Grow Roses. Drainage. Soils. Fertilizers. Where to Plant. How to Plant, Prune, Select, and list of the leading Roses in use today. Also selections for the various sections of the United States of America from north to south. The interesting reading matter tells about Attar of Roses, Rose Beads and how to make them, the most Famous Rose Garden in the World, etc.
E. M. Mills, D. D., Syracuse, New York President Syracuse Rose Society
"I regard your book 'How to Grow Roses,' the best book I have ever seen for the average amateur, not only for what it contains, but for what it leaves out that only overloads and confuses the beginner."

Amy L. Cogswell, Principal Lowthorpe School Groton, Mass.
"Gentlemen: I find your publication, 'How to Grow Roses,' so valuable that I write to ask you to send me seven copies for distribution in my class in 'Plant Materials.'"

Mrs. E. L. Mason, Washington, D. C.
"I want to tell you I have your book on 'How to Grow, Roses' and it has been a constant source of pleasure and of the greatest help to me." Aug. 27, 1919.

## Price $\$ 1$ Postpaid

