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TRADE PRICE LIST

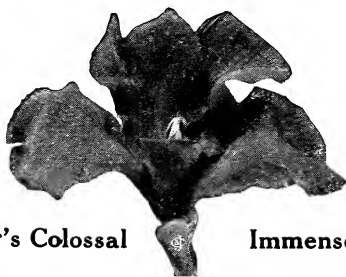
C. & J. ♪ CANNAS 1919

SEE DESCRIPTIONS INSIDE

Unless otherwise noted, the color of the foliage is green

VARIETY	Height	Color	Foliage	Type	PRICE	
					100	1000
Beacon	4 ft.	Red			\$5 00	\$40 00
Betsy Ross	3 ft.	Pink			5 00	40 00
Black Prince	5 ft.	Maroon			3 00	25 00
Buttercup	3 ft.	Yellow			7 00	
California	4 ft.	Orange			4 00	30 00
Chameleon	5 ft.	Var.			4 00	30 00
Chautauqua	4 ft.	Scarlet	Bronze		5 00	40 00
City of Portland	3½ ft.	Salmon			15 00	125 00
Comte de Sachs	4 ft.	Scarlet			4 00	30 00
Conowingo	5 ft.	Scarlet	Bronze		5 00	40 00
Dragon	3 ft.	Oxblood			10 00	90 00
Director Holtze	3 ft.	Yellow			4 00	30 00
Druid Hill	4 ft.	Crimson	Bronze		30 00	
Firebird	4 ft.	Scarlet			15 00	
Gaiety	5 ft.	Var.			10 00	80 00
George Washington	3½ ft.	Crimson			4 00	35 00
Gladiator	5 ft.	Yellow			4 00	30 00
Gladioflora	3½ ft.	Var.			5 00	40 00
Golden Gate	4 ft.	Yellow			6 00	50 00
Hungaria	3½ ft.	Pink			5 00	40 00
Indiana	6 ft.	Orange		Orchid	5 00	40 00
Juanita	4½ ft.	Orange	Bronze		8 00	70 00
King Humbert	4 ft.	Scarlet	Bronze	Orchid	6 00	50 00
Lafayette	4 ft.	Scarlet			12 00	
Louisiana	7 ft.	Scarlet		Orchid	4 00	30 00
Maid of Orleans	4½ ft.	Pink			5 00	40 00
Meteor (Wintzer's)	5 ft.	Crimson			6 00	50 00
Morning Glow	4 ft.	Pink	Bronze		25 00	
Morning Star	5 ft.	Var.			25 00	
Mrs. A. F. Conard	4 ft.	Salmon			7 50	60 00
Mrs. Woodrow Wilson	4 ft.	Pink			20 00	
Niagara	3 ft.	Var.			4 00	30 00
Nokomis	5 ft.	Crimson	Bronze		60 00	
Philadelphia	3 ft.	Crimson			4 00	30 00
Pillar of Fire	7 ft.	Crimson			4 00	30 00
Pocahontas	4½ ft.	Pink	Bronze		15 00	
Princeton	4 ft.	Yellow			15 00	
Queen Helen	5 ft.	Yellow		Orchid	8 00	75 00
Queen of Holland	3 ft.	Orange	Bronze		10 00	
Richard Wallace	4½ ft.	Yellow			5 00	40 00
Rosea Gigantea	3½ ft.	Pink			7 50	60 00
Snow Queen	4 ft.	White			1 00	each
Splendor	4½ ft.	Scarlet			7 50	60 00
The President	4 ft.	Scarlet			60 00	
Triumph	3 ft.	Crimson			4 00	30 00
Uncle Sam	7 ft.	Scarlet		Orchid	5 00	40 00
Venus	4 ft.	Pink			4 00	35 00
Wabash	4 ft.	Pink	Bronze		5 00	40 00
William Saunders	4 ft.	Scarlet	Bronze		8 00	75 00
Wintzer's Colossal	5 ft.	Scarlet		Orchid	8 00	75 00
Wyoming	7 ft.	Orange	Bronze	Orchid	4 00	30 00
Zenith	5 ft.	Salmon			4 00	30 00

RECOMMEND THIS CANNA FOR BEDS



Wintzer's Colossal

Immense Vivid

Blooms Early and Late, Scarlet Flowers

THE CONARD ♪ WEST GROVE
& JONES CO. PENNA.

ROBERT PYLE, President

ANTOINE WINTZER, Vice President

C. & J. NOVELTY CANNAS FOR 1919

EXPERIENCE HAS PROVED THAT IT PAYS TO STOCK UP EARLY WITH C. & J. NOVELTIES

They produce more color in greater variety for a longer period over a wider area for the outlay than any other plant. But do not confuse *these* Cannas with the common kinds—their monkey ancestors—which we consider not worth planting. *These* rank with orchids in delicacy of coloring and with Mallow Marvels in size. For quality, Conard & Jones' Swastika Cannas are absolutely unsurpassed.

No. 15297

"Just a word. My Cannas are blooming themselves silly, and won't be through until frost nips them. They are 100 per cent. success and then some. Have never seen so many shoots from any one bulb since I have been growing flowers.

9-18-18

R. E. G., Martinsburg, W. Va.

We have carried off first prizes, not only from the international contest held in London before the war, but in every noteworthy exposition in this country—from Chicago, 1893, to the last ones, San Francisco and San Diego, 1915; and now over 20,000 grace the grounds of our National Capital, where they hold aloft the slogan for Swastika Brand Cannas, "Best by Government Test."

3 The World Leader Set \$2.00

THE PRESIDENT

Height 4 feet. In color, a rich, glowing scarlet, and the immense, firm, rounded flowers, 7 inches across when open, are produced on strong, erect stalks well above the large, rich green foliage. "The President" is superior to any other red variety in the quantity and also quality of bloom, and the firm flowers resist drought and heat to a remarkable degree. Mr. Wintzer says, "this is one of the most marvelous Cannas ever produced". 75 cts. each.

SNOW QUEEN

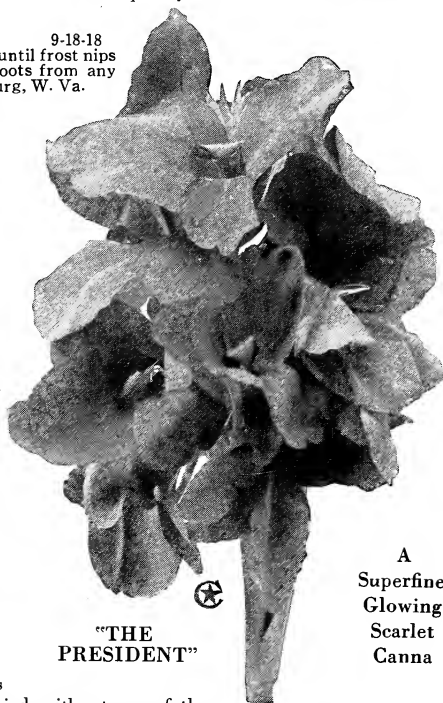
Height 4 feet. *At last* we offer you a vigorous-growing white Canna, large in flower and free in bloom. You cannot obtain it elsewhere or find its equal. The flowers are 6 inches across, with rounded petals 2½ inches broad, firm texture, and having the faintest dots of flesh-pink on the petals, but the effect is snow-white. They are borne well above the luxuriant green foliage on erect, branching heads in large clusters. \$1.00 each.

NOKOMIS

NOTE—We give Indian names to Bronze-leaved Cannas

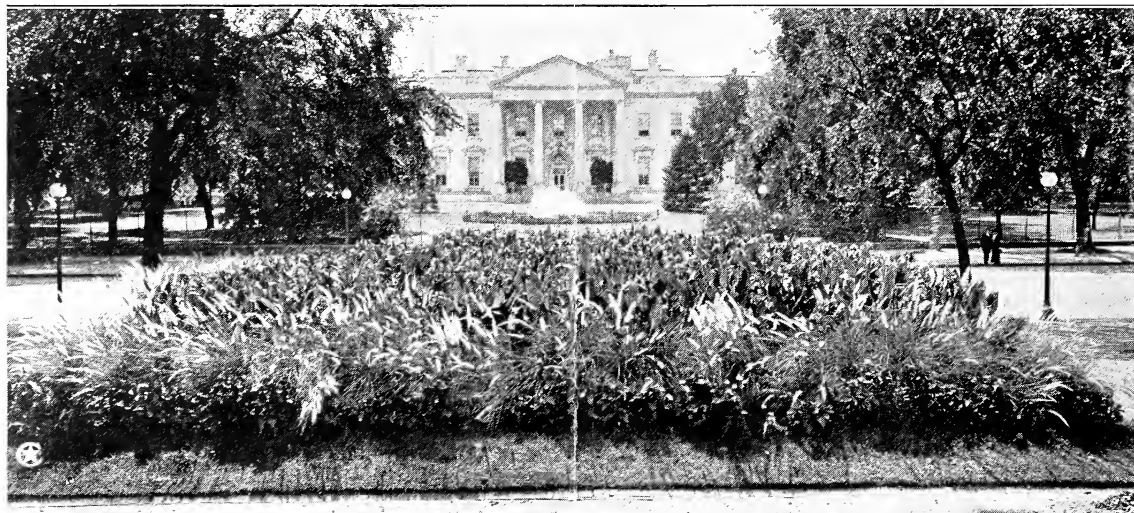
Height 5 feet. Like "The President", this is a hybrid of the famous Firebird, without any of the bad habits of the parent plant. The foliage is a combination of *emerald-green and bronze*, beautifully veined, making a lovely setting for the large, vivid crimson flowers. These flowers are most attractive, having a rich silky sheen on the petals and the color is darker than that of any other bronze-foiled Canna with a bloom near this size. In the field last summer this Canna was conspicuous as a consistent bloomer. Nokomis holds front place in its class and color. 75 cts. each.


ASK FOR ONE EACH OF THE WORLD LEADER SET, 3 IN ALL FOR \$2.00




"THE
PRESIDENT"

A
Superfine
Glowing
Scarlet
Canna



Lafayette Square, Washington, D.C., is directly in front of THE WHITE HOUSE and the flower bed is planted with C. & J.  Cannas. It is quite obvious that only quality stock gets planted here, this being the most conspicuous flower bed in U. S. A.

It will interest and please your customers to see this picture, if you can tell them you can supply C. & J.  Cannas. Try this—it will help your sales.

6 "Super-Six Sets" C. & J. Cannas \$5

SIX EACH OF THE FOLLOWING SIX SUPERIOR SORTS—36 IN ALL
 † This sign indicates varieties originated and introduced by The Conard & Jones Co.

THE SUPER-SIX SET \$1.25

‡ LAFAYETTE. 4 ft. This Canna was selected to plant in Lafayette Square, directly in front of the White House, for 1916. In some respects it resembles the famous "Meteor," but the flowers are more intense scarlet. The heads of bloom are carried erect above the healthy, green foliage, producing a brilliant effect in mass planting. In the two momentous years that have passed, memories of Lafayette have been vividly before us, and none will forget the simple, stirring words of General Pershing as he placed a wreath on the grave of this hero, "Lafayette, we are here".
 Stock up with this grand bedder, it will repay you handsomely. Price, 25 cts. each; \$12.00 per 100.

‡ MRS. WOODROW WILSON. 4 ft. A charming shade of rich, soft crimson-pink, particularly clear and pleasing to the eye. Flowers are large with broad, overlapping, rounded petals of great substance and durability. Foliage is light green, prettily veined; the habit is robust but the leaves do not hide the foliage. A most attractive flower and valuable for massing. Price, 25 cts. each; \$20.00 per 100.

‡ DRUID HILL. 4 ft. This dark-stemmed, deep red-flowered beauty has most distinct characteristics. The plant has ebony-red stems and is well furnished with Black-Beauty foliage of more than usual grace. Such a setting makes doubly effective the well-poised heads of rich crimson bloom. Average sized flowers, but a color combination as yet unmatched. Price, 35 cts. each; \$30.00 per 100.

‡ PRINCETON. 3 to 4 ft. An intense bright yellow flower with a decided dash of red in the throat, extending well up on the petals and showing on the tongue also. Its principal value lies in its ability to resist bleaching better than any other yellow Canna. It flowers early. Price, 25 cts. each; \$15.00 per 100.

‡ CITY OF PORTLAND. 3½ ft. Glowing pink, deeper in color than its parent, Mrs. Alfred F. Conard, and the flowers are produced in greatest profusion. Too much cannot be said in praise of this lovely variety, as it blooms early and continuously. The mass of bloom all summer is simply marvelous and we strongly recommend this Canna when a rich salmon pink color is wanted. Canna experts pronounce this "the best all-round pink Canna up to date." Price, 20 cts. each; 100 for \$15.00

‡ GAILETY. 5 ft. Color is reddish orange, mottled with carmine and edged with yellow. The tongue is yellow and densely spotted with carmine. When planted in solid beds or rows it produces a dazzling effect. The more you see of this Canna the better you will like it as it certainly is a gay color and most attractive. Price, 20 cts. each; 100 for \$10.00.

PINK SHADES

DWARF

‡ BETSY ROSS. 3 ft. Beautiful rose-pink. Valuable on account of its dwarf habit. \$5.00 \$40.00

MEDIUM

‡ CITY OF PORTLAND. 3½ ft. See Super-Six set. 15.00 125.00

HUNGARIA. 3½ ft. Rose-pink; possesses a delicate shade not known in any other Canna. 5.00 40.00

‡ MAID OF ORLEANS. 4½ ft. Flowers rich cream and pink on olive-green foliage. Flowers and truss of largest size. Magnificent foliage. 5.00 40.00

‡ MORNING GLOW. 4 ft. Foliage an olive green, striped and veined with bronze. A greatly improved descendant of Evolution, with well mounted flowers of exquisite, soft shell-pink and orange-red center. Price, 40 cts. each. 25.00

‡ MRS. A. F. CONARD. 4 ft. Makes magnificent heads of perfectly formed, firm, lasting flowers of salmon pink color. A notable variety. 7.50 60.00

‡ MRS. WOODROW WILSON. 4 ft. See Super-Six Set 20.00

‡ POCAHONTAS (Bronze Olympic). 4½ ft. Bronze foliage. Large orient-red flowers, borne on firm, upright stems, just enough above the foliage to show the entire head. 15.00

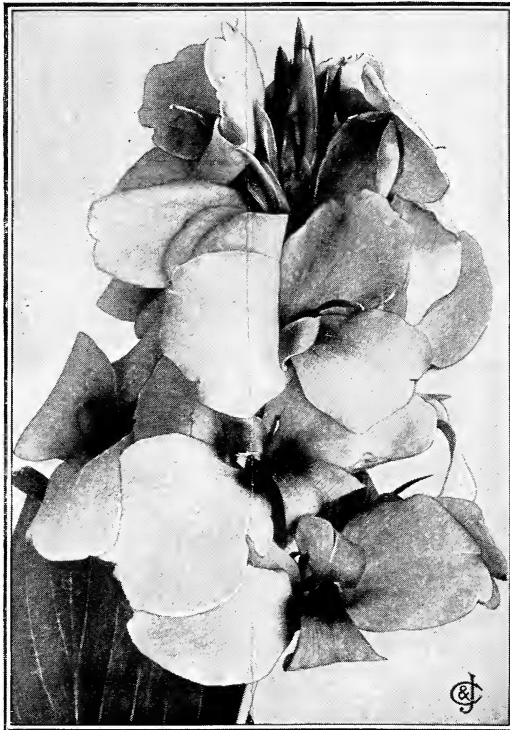
‡ ROSEA GIGANTEA. 3½ ft. The giant-sized flowers are wonderful. It is a prodigious bloomer with great flower heads of soft rose to carmine-pink. A favorite for park beds. (See testimonial below). 7.50 60.00

‡ VENUS. 4 ft. The color is a gay, rosy pink, with a well-defined attractive border of creamy yellow. A self-cleaning variety. 4.00 35.00

‡ WABASH. 4 ft. Bronze foliage. Well described as "Bronze-leaved Rosea Gigantea," for this flower has the same great size and carmine-pink color as that famous novelty, adding the advantage of handsome bronze foliage. 5.00 40.00

TALL

ZENITH. 5 ft. Orange-pink or salmon with the tongue pure orange; unlike any other Canna. 4.00 30.00



The C. & J. Type of Canna. Marvelous Heads of Bloom

6 One each of above Super-Six, ‡ Cannas \$1.25
 Or 6 sets, 36 in all, for \$5.00

Gentlemen:—
 I will now place our order for Canna bulbs in accordance with your letter of the 15th ultimo.
 Let me say the 22 Canna beds last year, all from your stock, were the admiration of everyone who visited the Cemetery, during the summer and fall. J. S. S., Hempstead, N. Y.

Conard & Jones Co. Jan. 14, 1918.
 Two years ago we bought some Rosea Gigantea bulbs from you that made up into one of the prettiest beds that we have ever had in our parks and caused no little favorable comment by the public at large. H. L. B., Supt. Parks, Lansing, Michigan.

C. & J. SWASTIKA CANNAS FOR 1919

⚡ This sign indicates varieties originated and introduced by The Conard & Jones Co.

RED SHADES	PRICE		YELLOW AND WHITE	PRICE	
	100	1000		100	1000
DWARF			DWARF		
⚡ DRAGON. 3 ft. Most vivid and prolific dwarf we know. It blooms incessantly and keeps sending up new bloom-stalks about every week, until cut down by frost. Color is dark ox-blood-red. Very rich. An especially suitable variety for mass planting.	\$10.00	\$90.00	⚡ BUTTERCUP. 3 ft. True bright buttercup-yellow; large, beautifully formed flowers in fine, handsome trusses.	\$7.00	
⚡ PHILADELPHIA. 3 ft. This splendid Canna originated here in 1896, and still holds its place as one of the best dwarf crimson Cannas yet introduced. Philadelphia bears splendid heads of large, finely expanded flowers, and makes handsome plants the whole season.	4.00	30.00	DIRECTOR HOLTZE. 3 ft. Bright yellow, dotted with rose.	4.00	\$30.00
TRIUMPH. 3 ft. Flowers a handsome shade of deep, rich crimson, held erect on fine well-built trusses, and strong stems. A constant bloomer with firm flowers that can stand the hot sun without wilting.	4.00	30.00	⚡ QUEEN OF HOLLAND. 3 ft. Foliage very dark green, heavily veined and edged with bronze; bears immense branching trusses of perfectly beautiful flowers. Color, deep rich orange.	10.00	
MEDIUM			MEDIUM		
⚡ BEACON. 4 to 4½ ft. Moderate-sized flowers, borne in great heads of rich cardinal-red, which for color effect we think is unparalleled.	5.00	40.00	⚡ CALIFORNIA. 4 ft. A pure rich orange-gold. The flowers are medium size, bloom freely, and the color harmonizes with all others.	4.00	30.00
⚡ CHAUTAUQUA. 4 ft. Bronze foliage. Flowers pure rich scarlet, intensely vivid and striking.	5.00	40.00	⚡ GOLDEN GATE. 4 ft. The flowers open almost pure gold, but soon become richly rayed with orange-crimson and apricot, centering to the throat of deep carmine-red.	6.00	50.00
COMTE de SACHS. 4 ft. Foliage deep bronzy green; the flowers open out nearly flat, color clear crimson-scarlet without markings; flower-heads large and full.	4.00	30.00	⚡ JUANITA. 4½ ft. Golden bronze foliage. This flower is a strong orange shade which harmonizes in charming fashion with the golden bronze foliage, a rare and beautiful combination.	8.00	70.00
⚡ DRUID HILL. 4 ft. Well-poised heads of rich crimson bloom on Black Beauty foliage of more than usual grace.	30.00		⚡ SNOW QUEEN. See World Leader Set.		
FIREBIRD. 4 ft. Clear glistening scarlet flowers, borne in immense trusses. The individual flowers are unusually fine.	15.00		⚡ PRINCETON 4 ft. An intense bright yellow flower with a decided dash of red in the throat, extending well up on the petals and showing on the tongue also. Its principal value lies in its ability to resist bleaching better than any other yellow Canna. It flowers early.	15.00	
⚡ GEORGE WASHINGTON (Improved). 3½ ft. The color is deep velvety crimson, beautifully shaded. The flowers are large, have broad petals, and are borne in massive trusses.	4.00	35.00	RICHARD WALLACE. 4½ ft. Large-flowered canary-yellow. An especially fine bedder.	5.00	40.00
⚡ LAFAYETTE. 4 ft. See Super-Six Set.	12.00		TALL		
⚡ SPLENDOR. 4½ ft. The most impressive quality in this Canna is the firm, well-spread-out formation of the flowers, which are an intense scarlet color and very large. It makes 2 or 3 bloom-heads on each stalk, insuring flowers practically all the time.	7.50	60.00	⚡ GLADIATOR. 5 ft. A leader for years. Color is bright yellow, spotted with red. No other bedding Canna in this color can surpass this sturdy, robust grower. It seems to stand storms and sun better than any variety we grow, as the individual flowers are exceptionally firm. Other new Cannas of this color keep coming, but up to date Gladiator has not been surpassed.	4.00	30.00
⚡ THE PRESIDENT. 4 ft. See World Leader Set.	60.00		ORCHID FLOWERED		
WM. SAUNDERS. 4 ft. Individual flowers often 5 inches across. Color bright scarlet, foliage bronze.	8.00	75.00	⚡ KING HUMBERT. 4 ft. Magnificent bronze foliage. Bright orange-scarlet streaked with crimson. Used in great quantities for bedding, and most satisfactory.	6.00	50.00
TALL			INDIANA. 6 ft. Glistening golden orange, daintily marked and striped with red. Single blossoms often 7 inches across.	5.00	40.00
⚡ BLACK PRINCE. 5 ft. Color an intense dark velvety maroon, almost black; a strong, erect grower, with fine dark red stems and deep green leaves edged with purple.	3.00	25.00	⚡ LOUISIANA. 7 ft. Flowers are often more than 7 inches across and every inch is vivid scarlet.	4.00	30.00
⚡ CONWINGO. 5 ft. Bronze foliage. The color of this flower is, like "Splendor," an intense fiery scarlet, but slightly deeper. The foliage is an unusually beautiful plum color at the base, shading to rich olive-green at the tip.	5.00	40.00	QUEEN HELEN. 5 ft. This is called the Yellow King Humbert. Flowers are canary yellow, sometimes blotched bright red.	8.00	75.00
⚡ METEOR (Wintzer's). 5 ft. Produces an almost solid mass of deep dazzling crimson bloom well above the foliage. Undoubtedly a fine red and one that will always be in the front rank when a bright, brilliant crimson color is desired.	6.00	50.00	⚡ UNCLE SAM. 6 ft. A very stately variety with enormous heads of brilliant orange-scarlet flowers. This Canna received an award of merit from the Royal Horticultural Society of England and a large bed of it was planted on the grounds of the White House at Washington, D.C.	5.00	40.00
⚡ MORNING STAR. 5 ft. Perhaps the fanciest of all our 1917 introductions. An imposing variety with green foliage. Flowers brilliant scarlet, petals broadly edged with pure yellow.	25.00		⚡ WINTZER'S COLOSSAL. 5 ft. Colossal indeed are the flowers and bloom-heads of this magnificent Canna. The effect produced by the vivid scarlet flowers is very striking. It is the largest-flowered Canna yet introduced, also the earliest, most persistent, and most prolific bloomer.	8.00	75.00
⚡ NOKOMIS. 5 ft. See World Leader Set.	60.00		⚡ WYOMING. 7 ft. Bronze foliage. Blossoms orange-colored; of immense size; foliage is purple. This is about the showiest orange-colored Canna and is very handsome when planted in clumps.	4.00	30.00
⚡ PILLAR OF FIRE. 6 to 7 ft. The giant of its class; flower bright crimson-scarlet.	4.00	30.00			
VARIEGATED KINDS					
DWARF					
⚡ NIAGARA. 3 ft. Rich deep crimson, with a wide irregular border of deep golden yellow.	4.00	30.00			
MEDIUM					
⚡ GLADIOFLORA. 3½ ft. Crimson, changing to carmine-rose and edged with gold. An exceptionally free bloomer.	5.00	40.00			
TALL					
⚡ CHAMELEON. 5 ft. Orange, striped and rayed red and pink.	4.00	30.00			
⚡ GAJETTY. 5 ft. See Super-Six Set.	10.00	80.00			

DWARF : indicates kinds up to 3 ft. MEDIUM : Over 3 ft. and under 5 ft TALL : 5 ft. and over



HERE YOU SEE ME

JUST AS I AM

Dug January 2nd, Photographed January 3rd, 1919

A "Made in America" SHRUB

See my roots, no starvation here and roots are the vitals of good stock. I'm a strong, sturdy, well built plant, in the sand and potted for one year and then a season in the open ground in famous Chester County soil.

15000 More Like Me, 9 inches high

It's your move, next

Price \$6.00 per 100. \$50.00 per 1000

SPIREA ANTHONY WATERER

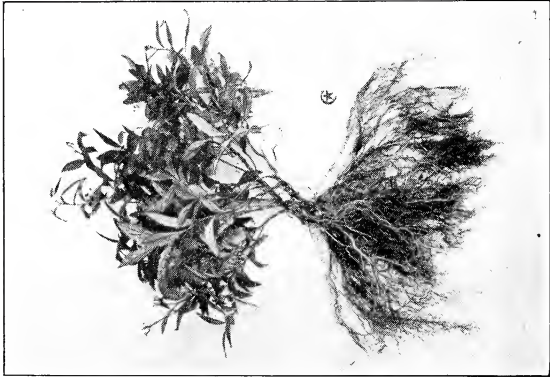
THE **C**ONARD ★ **WEST GROVE**
& JONES CO. PENNA.

ROBERT PYLE, President

ANTOINE WINTZER, Vice President

ROSES See Inside

1c PAID
West Grove, Pa.
Permit No. 1



Department of Agriculture

Washington, D.C.

WE ARE SUBSCRIBERS TO THE FUND FOR
MARKET DEVELOPMENT

A Co-operative National Campaign to Create New Business for Nurserymen