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LIST
EXHIBIT

✓ 1921

CHRYSANTHEMUMS

FLORISTS' WHOLESALE LIST ✓



WHITE SURPRISE

Elmer D. Smith & Co.

Adrian, Michigan

Terms of Sale

CREDIT—We allow sixty days to those of approved credit or three per cent discount for cash with order.

We believe most florists are honest, but each year we have uncollectable accounts and to guard against such losses, we insist that unknown correspondents furnish satisfactory reference. Otherwise orders cannot be accepted.

OUR RESPONSIBILITY—We agree to supply strictly first-class stock, packed in the most improved manner, and deliver to the Express Company or Post Office (whichever is designated by the purchaser) after which the plants travel at buyer's risk.

CLAIMS FOR DAMAGES—All claims for damages must be assumed and entered against the carrier by the buyer. According to law the transportation companies are the agents of the buyer and when goods are delivered in good condition to such agencies the shipper's responsibility ceases.

Inasmuch as we have no control over the transporting agencies, we cannot be responsible for plants frozen in transit, or injured by delayed deliveries or rough handling.

OUR LIABILITY—We hold ourselves responsible for, and shall gladly rectify, such errors as omissions, miscount, and mis-addressing shipments, should they occur.

PARCEL POST—We favor the use of Parcel Post as far as practicable on small shipments as well as rooted cuttings and other light parcels, believing that when thus transported, there will be less cause for complaint, especially if sent Special Delivery.

OUR ENDEAVOR—It is our desire to please by shipping healthy strong plants true to name, making prompt shipments, lightly but securely packed.

NO GUARANTEE—While we exercise the utmost care in executing all orders, to keep our stock true to name, we give no warranty, expressed or implied, and cannot guarantee or be in any way responsible for the crop, either as to variety or product. If not accepted on these terms, they must be returned at once.

ELMER D. SMITH & Co.

FEB 11 1921

© CIA609221

New American Chrysanthemums for 1921

ORIGINATED BY ELMER D. SMITH & CO.

Commercial Section

Those interested in commercial varieties should not fail to avail themselves of the following three sterling Novelties. They surpass existing kinds in their respective season. All have been certified by C. S. A.

Deliveries to begin about February 15.

Five plants of a kind at ten, twenty-five at hundred rate.



ROSE DELIGHT—Color of the opening buds a deep rose pink, which softens at maturity to a very pleasing shade. Finest incurved form, maturing October 20. Is a seedling from Tiger and possesses the same good qualities, namely: excellent keeper, either upon the plant or cut, and produces none or few cull blooms, and medium to dwarf in growth. If it were two weeks earlier would feel the question of a good early pink had been solved. Select buds September 5 and after. C. S. A. Certificate.

75c each; \$6.00 per ten; \$50.00 per hundred.

WHITE SURPRISE—White as the name implies and a surprise when finished as the buds are far from prepossessing when opening and in this stage will be considered abortive by many. We are certain this variety will become a pier among the Thanksgiving white, occupying the same exalted place as Betsy Ross among the mid-season. The growing plants are red stemmed with wonderful tenacity when mature, and small dark green foliage. Four to 4½ feet, maturing November 20 from buds selected September 20. C. S. A. Certificate. (See cut front cover.)

75c each; \$6.00 per ten; \$50.00 per hundred.



ORANGE QUEEN—We have been ten years striving for this color—a burnt orange, closely resembling that of *Asclepias tuberosa* (Butterfly Weed). Admired by every one and coming at Thanksgiving time, its color is in keeping with the season. Habit dwarf, 3 to 3½ feet from June planting; short jointed; dark green foliage, extending up close under the bloom. Loosely incurved form, maturing November 20 from September 10 buds. C. S. A. Certificate.

\$1.00 each; \$8.50 per ten; \$75.00 per hundred.

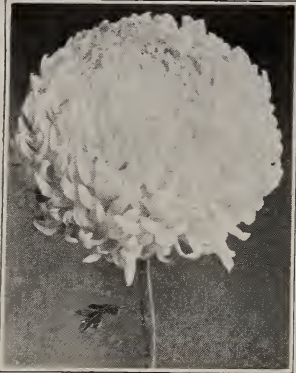
Introductions of 1920

Commercial Section

Price unless otherwise quoted:

Plants from 2¼-inch pots, \$2.50 per ten; \$20.00 per hundred; \$175.00 per thousand.

Rooted Cuttings, \$17.50 per hundred; \$150.00 per thousand.



December Beauty

DECEMBER BEAUTY—Fully developed December 10 to 15, continuing until Christmas and after from buds selected September 30 to October 10. Avoid early buds, as the late ones give the best blooms. Of the best incurved form; white with light pink shadings which are more pronounced at the center of the bloom. 3½ feet in height from June planting.

ROSE PERFECTION—A seedling from Chieftain. Is brighter and more constant in color. Can remain uncut after full maturity without impairing its beauty. An easy propagator, maturing the first week in November. Bud about September 10.



Rose Perfection

SMITH'S SUBLIME—The chief merits of this variety are its soft shade of pink and its early maturity, being ready to cut by the end of September. It is important to secure a bud early in August as it is inclined to be single from a late bud. Three and one-half feet high from May planting.

SUNBEAM—A seedling from Odessa, of a brighter shade of yellow, maturing for Thanksgiving and later. Fully double from buds selected from September 10 to 30. Strong grower, attaining a height of 4½ feet from June planting.

Plants from 2¼-inch pots only, \$4.00 per ten; \$30.00 per hundred.

SUNRAY—A seedling from Golden Glow, maturing October 18 and requiring the same treatment as the parent. Young plants should not be allowed to become pot-bound and thus hardened before they are planted. Best bud, July 30. Height 3½ feet.



Smith's Sublime



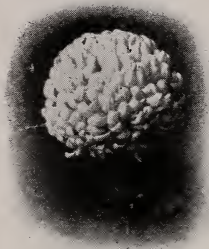
Sunbeam



Sunray

Standard Varieties

Early



To secure early flowers it is of the utmost importance that they be planted early. Good strong plants from 3-inch pots benched in May give satisfactory results. In case the buds are not formed at the date given reserve the first that appear thereafter.

Price unless otherwise quoted:

Plants from 2¼-inch pots, \$0.70 per ten; \$5.00 per hundred; \$45.00 per thousand.

Rooted Cuttings, \$4.00 per hundred; \$35.00 per thousand.

Not less than five of a variety at ten; 25 at hundred; 250 at thousand rate.

CHAS. RAGER—A pure white incurved and while it is surpassed by many of the newer kinds, yet it is still in demand among certain growers. Height, 4 feet. Date of bud, August 20.

CHRYSOLORA—(Introduced by us 1911.) The best yellow for early October. Fine incurved form with perfect stem and foliage. Height, 4 feet. Date of bud, August 15.

GOLDEN GLOW—(Introduced by us 1908.) Bright yellow; good stem and foliage. Blooms may be had from August 15 to October 20, if planted in succession and first bud secured. Height 3½ feet. Date of bud, July 10.



Unaka



Sun Glow



Smith's Imperial

GOLDEN QUEEN—(Introduced by us 1915.) A fine yellow, maturing between Golden Glow and Chrysolora. Fine incurved form. Double from any bud. Height, 3½ feet. Date of bud, August 10.

LIBERTY BOND—(Introduced by us 1918.) This we consider an improved Oconto, being the same type and color, and much more double from late buds. Height, 4 feet. Date of bud, August 25.

OCONTO—(Introduced by us 1914.) Very popular as an early mid-season white. The large blooms are produced on strong upright stems. Height, 4 feet. Date of bud, August 25.

PACIFIC SUPREME—(Introduced by us 1908.) Pink intermediate between Pacific and Wm. Duckham, and is sufficiently permanent to permit of full development without loss of color. Height, 3½ feet. Date of bud, August 20.

SMITH'S ADVANCE—(Introduced by us 1911.) May be had from July onward, according to date of planting and securing of bud. The earliest large-flowering white. Height, 3½ feet. Date of bud, July 5.

SMITH'S IMPERIAL—(Introduced by us 1917.) Undoubtedly the best incurred white to follow Smith's Advance. Dwarf habit with excellent stem and foliage, maturing October 20. Height, 4 feet. Date of bud, August 25.

SUN GLOW—(Introduced by us 1919.) A bright yellow of the Maj. Bonaffon type, producing a high percentage of perfect blooms about October 25. Select buds August 15 onward. Height, 3½ feet. Date of bud, August 15.

Plants from 2¼-inch pots, \$1.00 per ten; \$8.00 per hundred; \$75.00 per thousand.
Rooted Cuttings, \$7.00 per hundred; \$65.00 per thousand.

UNAKA—(Introduced by us 1911.) Owing to large size and early flowering, this is one of the foremost pink. The essential part is to plant early and secure the bud the first week of August, which would give blooms the first week of October. Late buds produce thin, small flowers. Height, 4 feet. Date of bud, August 5.

Mid-Season

In giving the height of mid-season varieties we have based our estimate on good, strong plants, benched June 15th. In favorable seasons some of the varieties will perfect blooms a few days before November 1st, and as climatic conditions have much to do with flowering season, the figures given must not be considered infallible.

Price unless otherwise quoted:

Plants from 2¼-inch pots, \$0.70 per ten; \$5.00 per hundred; \$45.00 per thousand.
Rooted cuttings, \$4.00 per hundred; \$35.00 per thousand.
Not less than five of a variety at ten; 25 at hundred; 250 at thousand rate.

BETSY ROSS—(Introduced by us 1918.) Undoubtedly this is one of the finest whites yet produced from the Commercial growers' point of view. Its perfect incurved form, purity of color and sturdy upright growth are qualities most essential. It produced a very high percentage of perfect blooms regardless of the date of planting, and thus can be likened to Ivory and Tiger as being invincible. Maturing about October 5. Height, 4 feet from June planting. Date of bud, August 25.

Plants from 2¼-inch pots, \$1.00 per ten; \$8.00 per hundred; \$75.00 per thousand.
Rooted Cuttings, \$7.00 per hundred; \$65.00 per thousand.

CHIEFTAIN—One of the most popular pinks among the growers owing to its ease of propagation, sturdy growth, and pleasing color. Maturing from the end of October to the first of November. Height, 3 feet. Date of bud, August 30.

HELEN LEE—(Introduced by us 1917.) Belongs to the Mid-season section, maturing the first week of November. Color a very delicate flesh or light Enchantress Carnation color. Very perfect incurved form, excellent stem and foliage. Height, 4 feet. Date of bud, August 25.

JOSEPHINE FOLEY—(Introduced by us 1916.) An exceptionally fine white; pure in color; strong in growth and stem, maturing early mid-season. Height, 4 feet. Date of bud, August 25.

GOLDEN EATON—Large incurved sport from Timothy Eaton; equally serviceable for exhibition or commercial use. Height, 4 feet. Date of bud, September 5

GOLDEN WEDDING—Loosely incurved, bright yellow. Height, 5 feet. Date of bud, September 10.

MIDNIGHT SUN—(Introduced by us 1918.) Those desiring a bright or deep yellow should not overlook this variety. It has no equal in its class. Fine incurved form. Stem and foliage excellent, maturing November 1. Owing to its dwarf growth it should be planted early in June to get sufficient length of stem. Height, 2½ feet. Date of bud, September 20.

PATTY—A beautiful Enchantress pink, which is permanent in color. Vigorous grower, vet of dwarf habit. Height, 2½ feet. Date of bud, August 25.

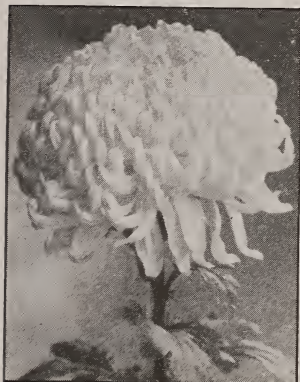
RICHMOND—Bright golden yellow, of perfect form and fine finish and unsurpassed among commercials. Height, 4 feet. Best bud, Aug. 25.

ROMAN GOLD—(Introduced by us 1911.) An intense yellow, maturing November 1 to 10. Perfect stem and foliage, and easy to manage. From late buds they show a bronzy tint. Height, 4 feet. Date of bud, August 25.

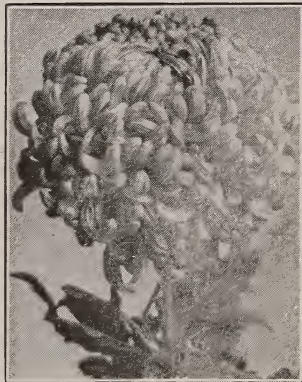
TIGER—(Introduced by us 1916.) There is no yellow which possesses so many points of excellence, especially for those who cannot give the highest state of cultivation. It is always double with very sturdy stem; a good bright yellow regardless of date of planting or when the bud is selected. Height, 3½ feet from June planting. Date of bud, September 5.

TIMOTHY EATON—A large incurved white, equally serviceable for exhibition or commercial use. Late mid-season. Height, 4 feet. Date of bud, September 5.

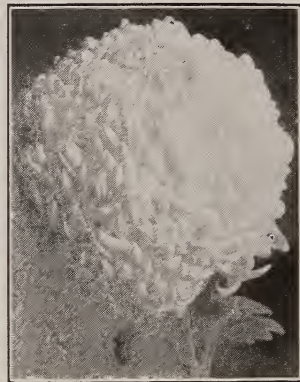
WHITE CHIEFTAIN—A sport from the well-known variety Chieftain, and is identical in every way except its color. Height, 4 feet. Date of bud, August 30.



Chieftain



Midnight Sun



Betsy Ross

Late

Some of the late varieties mentioned will perfect flowers by November 10th, if early buds are secured and the season is favorable. On the other hand they may be retarded by planting late and securing late buds.

Price unless otherwise quoted:

Plants from 2¼-inch pots, \$0.70 per ten; \$5.00 per hundred; \$45.00 per thousand.
Rooted Cuttings, \$4.00 per hundred; \$35.00 per thousand.

Not less than five of a variety at ten; 25 at hundred; 250 at thousand rate.

CHADWICK IMPROVED—(Introduced by us 1909.) A pure white sport from W. H. Chadwick. Japanese incurved. Height, 5 feet. Date of bud, September 15.

Plants from 2¼-inch pots, \$0.80 per ten; \$6.00 per hundred; \$55.00 per thousand.
Rooted Cuttings, \$5.00 per hundred; \$45.00 per thousand.

DECEMBER GEM—(Introduced by us 1911.) This variety blooms from the last of November to the middle of December, according to date of buds. White, with a slight pink tinge. Ball-shaped. Very stiff wiry stem. Height, 3½ feet. Date of bud, September 25.

DECEMBER QUEEN—(Introduced by us 1917.) Latest large yellow, maturing from November 25 to December 10. Early buds should be avoided, and thus improve both the bloom and stem. Of unusual size considering its lateness. Height, 4 feet. Date of bud, October 5.

Plants from 2¼-inch pots, \$1.00 per ten; \$8.00 per hundred; \$75.00 per thousand.
Rooted Cuttings, \$7.00 per hundred; \$65.00 per thousand.

EDWIN SEIDEWITZ—A beautiful late incurved; bright pink, maturing from Thanksgiving to early December. Height, 5 feet. Date of bud, September 5.

GOLDEN CHADWICK—A yellow sport from W. H. Chadwick. By planting late this may be had for Thanksgiving. Height, 5 feet. Date of bud, September 15.

Plants from 2¼-inch pots, \$0.80 per ten; \$6.00 per hundred; \$55.00 per thousand.
Rooted Cuttings, \$5.00 per hundred; \$45.00 per thousand.

GOLDEN MISTLETOE—Owing to its lateness, this variety is valuable to the commercial grower. A light yellow sport from Mistletoe. Height, 4 feet. Date of bud, September 30.

HARVARD—(Introduced by us 1912.) Reflexed form; very dark crimson. In perfection November 15 or later. Double from any bud. Height 5 feet. Date of bud, September 30.

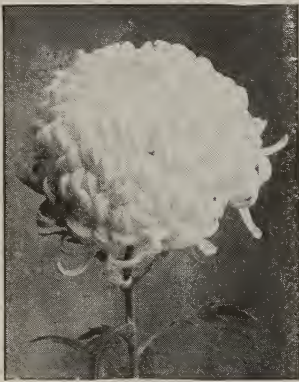
HELEN FRICK—(Introduced by us 1904.) A fine late dark pink. Incurved form; excellent stem and foliage. Height, 3 feet. Date of bud, September 10.

LOYALTY—(Introduced by us 1919.) Naturally late flowering. Buds selected September 10 to 20 will produce a very uniform crop November 25. Color bright yellow. A sure yellow for Thanksgiving. Height, 4 feet. Date of bud, September 15.

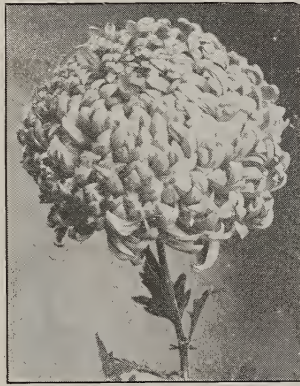
Plants from 2¼-inch pots, \$1.00 per ten; \$8.00 per hundred; \$75.00 per thousand.

Rooted Cuttings, \$7.00 per hundred; \$65.00 per thousand.

MAJ. BONNAFFON—This variety is probably grown in larger quantity than any other. Is a fine color, easy of cultivation, and the finest incurved form. Height, 3½ feet. Date of bud, September 10.



Victory



Loyalty



Helen Frick

MISTLETOE—Blush white; strong upright growth. One of the latest. Not ready to cut until December. Height, 4 feet. Date of bud, September 30.

NAGOYA—(Introduced by us 1899.) Reflexed form; clear bright yellow. One of the best for Thanksgiving. Height, 4 feet. Date of bud, September 10.

VICTORY—(Introduced by us 1919.) Buds selected September 10 mature the second week of November, but we prefer to pinch or stop the plants about September 1, reserving the strongest break, which will form buds about October 1, producing flowers after Thanksgiving. An incurve of the purest white. Height, 3 feet. Date of bud, September 30.

Plants from 2¼-inch pots, \$1.00 per ten; \$8.00 per hundred; \$75.00 per thousand.

Rooted Cuttings, \$7.00 per hundred; \$65.00 per thousand.

WHITE BONNAFFON—(Introduced by us 1900.) Incurved white of exceptionally fine form. Height, 3 feet. Date of bud, September 20.

WHITE HELEN FRICK—(Introduced by us 1910.) A very desirable late white. A sport from Helen Frick. Height, 3 feet. Date of bud, September 10.

WHITE SEIDEWITZ—A white sport from E. A. Seidewitz, and as it flowers at the same time, is a valuable addition to the late-flowering section. Height, 5 feet. Date of bud, September 5.

W. H. CHADWICK—Large incurved white, slightly tinted pink. Height, 5 feet. Date of bud, September 15.

Plants from 2¼-inch pots, \$0.80 per ten; \$6.00 per hundred; \$55.00 per thousand.

Rooted Cuttings, \$5.00 per hundred; \$45.00 per thousand.

Pompons

Introductions of 1920

Pompons are becoming more popular year by year, being especially desirable for pot plants, and lend a distinctive grace and beauty to floral decorations of all kinds.

Plants from 2¼-inch pots, \$1.20 per ten; \$10.00 per hundred; \$90.00 per thousand.
 Rooted Cuttings, \$8.00 per hundred; \$75.00 per thousand.
 Not less than five of a variety at ten; 25 at hundred; 250 at thousand rate.

ANNETA—This somewhat resembles Zora. As the petals unfold they show the bright yellow surface and those that are undeveloped the red reverse, giving the appearance of a bi-colored flower. This of course disappears in full maturity. Semi-dwarf habit. Matures about November 1.

CLARICE—A light pink with a high, well-rounded flower and producing large sprays. Matures October 25; flowers, about two inches in diameter. Of semi-dwarf habit.

FIRE BIRD—While not extra early this is the best early red we have seen, maturing the last week of October. Color, very bright; strong upright growth and productive. We unhesitatingly recommend this for those desiring early red Pompons.

ZELIA—Color, orange bronze, the nearest approach to orange we have in the Pompon section. While not of the true Pompon or Button variety, the form of the flower resembles Edina. Is very free flowering and grows to medium height, about three feet from late June planting. A striking color when combined with yellow and red.

Standard Varieties

Plants from 2¼-inch pots, \$0.70 per ten; \$5.00 per hundred; \$45.00 per thousand.
 Rooted Cuttings, \$4.00 per hundred; \$35.00 per thousand.
 Not less than five plants of a variety at ten; 25 at hundred rate.

ADIRONDA—(Introduced by us 1918.) The best early golden bronze. Of the true button type, maturing October 15.

CLORINDA—(Introduced by us 1910.) Semi-dwarf, producing erect sprays of an even shade of bronze. A good variety for Thanksgiving.

EDINA—(Introduced by us 1918.) Beautiful rose pink, maturing October 15. Strong upright growth. One of the best.

FAIRY QUEEN—A delightful deep Enchantress color, of medium size, round, and full.

FRANK WILCOX—(Syn. Mrs. Beu and Souv. d'Or.) Golden bronze of special merit for those desiring late Pompons.

GOLDEN WEST—A small golden flower of great substance.

HELEN NEWBERRY—The latest white Pompon. May be had for Thanksgiving and even up to Christmas.

ILLONA—(Introduced by us 1915.) A rosy lavender much the same as Western Beauty, but produces larger sprays; hence is more profitable. Flowers large; height medium. November 10.

IVA—(Introduced by us 1908.) Pure amber; firmbriated petals; medium size.

KLONDIKE—Brilliant yellow; compact blooms of medium size.

LA PURITE—A beautiful pure white, maturing about October 20.

LEILAH—(Introduced by us 1919.) An early rose pink of exceptional merit. Cannot be too highly endorsed. Ready to cut October 15. Strong sturdy growth.

NEOLA—(Introduced by us 1915.) Light pink; strong growth. Requires very little tying. Large, maturing November 15 to 25. Dwarf.

NORDI—(Introduced by us 1916.) A pure white Pompon, maturing November 10 to Thanksgiving. Seven to eight medium sized flowers to the spray with strong wiry stems.

OURAY—(Introduced by us 1919.) Dark mahogany brown, maturing October 20. Flowers, medium size; stem wiry.

RODI—(Introduced by us 1915.) The best of its color, purplish rose, large, strong upright growth. Tall.

SKIBO—(Introduced by us 1905.) Golden chamois; flowers small, maturing October 15. Very hardy. One of the best for out-door planting.

UVALDA—(Introduced by us 1919.) The earliest white, maturing October 10. Sometimes shows slight shade of pink when first opening, but becomes pure white.

ZORA—(Introduced by us 1915.) An early bright yellow, maturing October 15 to 20; nice large sprays. This is the earliest good yellow Pompon we know of.

Chrysaline

The Ideal Plant Food

Unequaled for Producing Lusty Chrysanthemums

A complete Chemical Fertilizer, perfectly soluble and contains the same constituents as those incorporated in manure, supplying proper quantities of nitrogen, potash and phosphoric acid, which are the most important elements conducive to plant life.

Stable manure contains less than 2 per cent, while Chrysaline contains 65 per cent actual plant food.

The analysis given by the State Chemist is as follows: Nitrogen, 13.3%; Potash, 24.4%; phosphoric acid, 28%; total, 65% available plant food.

The advantages of Chrysaline over other manures are: It is clean, has no offensive odor, is soluble and thus easily prepared, is immediate and permanent in its effects, so highly concentrated that it is the cheapest, saves time and labor, and gives accurate results.

Samples of 14 ounces, prepaid by mail, \$1.00.

Larger quantities will be furnished as follows:

Five pounds, \$4.00; Ten pounds, \$7.50; Twenty-five pounds, \$15.00; Fifty pounds, \$25.00. F. O. B. Adrian.

One ounce is sufficient for ten gallons. Full directions accompany each package.

Prepared and Sold Only by

ELMER D. SMITH & CO., Adrian, Mich.

The Kinney Pump

For applying liquid manure, this pump has no equal.

Remember that the water pressure does the pumping and that the flow of liquid fertilizer through the hose, diluted about one-half, is even and continuous as long as the liquid is reasonably clear and there is water pressure behind it.

It will apply from 5 to 15 gallons of liquid fertilizer a minute. There is no waste. You screw the pump to the faucet, attach the suction hose (either one-half or three-fourths inch) to side opening in pump, using rubber washer to make joint tight, put the end of this hose in the barrel or tank of clear liquid manure. Then attach the **three-fourths inch** discharge hose (one-half inch hose will not answer here). The liquid manure follows, and will keep coming as long as you want it, or until the supply in the barrel or tank is exhausted—provided the liquid manure is reasonably free from coarse matter which would clog the pump. **\$2.10 post paid.**

Five New Pompons of the Baby or Button Type

In addition to being well adapted for cutting, they are dwarf and admirably adapted to pot culture, making exceptionally fine plants, either for home decorations or for the outer row of large exhibition groups. Potted in June and stopped several times they may be had from 8 to 16 inches in height from the soil. We especially commend these for this purpose. All of these have received first-class certificates from the Chrysanthemum Society of America.

VIVIAN MARTIN—The first Baby Anemone presented to the Chrysanthemum world. A novelty in the fullest sense. Outer or ray petals creamy pink; center yellow. Medium height; fine stem and maturing Thanksgiving and after. One inch in diameter.

50c each; \$4.00 per ten; \$30.00 per hundred.

MARY PICKFORD—Of most perfect form; outer petals reflex at maturity nearly to stem, forming a perfect ball. Pure white, one inch in diameter; medium height; stiff stem, maturing November 1.

50c each; \$4.00 per ten; \$30.00 per hundred.

BILLIE BURKE—Partakes of its pollen parent Clorinda in upright growth and freedom of bloom. Perfect rounded form, one inch in diameter. Of a beautiful golden bronze, maturing for Thanksgiving. The best late bronze of this section.

50c each; \$4.00 per ten; \$30.00 per hundred.

MARGUERITE CLARK—Rose pink, one inch in diameter, maturing November 5. Three and one-half feet; very free-flowering; loose and very gracefully arranged sprays.

50c each; \$4.00 per ten; \$30.00 per hundred.

DOROTHY GISH—The smallest white Pompon known, the size of the original "Baby." Pure white, one-half to five-eighths of an inch in diameter. Stems, upright and wiry. Maturing November 10 to 15.

50c each; \$4.00 per ten; \$30.00 per hundred.

Special attention is called to the foregoing small Pompons. This collection is the most striking of any of this type, possessing many marked features both as to coloring and season of bloom. Their diminutive flowers produced in great profusion as well as the dwarf, sturdy growth appeal to all interested in this class of plants.

The original small Chrysanthemum known as "Baby" and introduced in this country in 1905 was originally of Japanese origin. By careful selection and hand pollenization we have been able to secure a full range of colors in the white, pink, yellow and bronze, and in many instances these are of the same small compact form as the original. They are very useful for all arrangements where small flowers are adaptable.



Above Varieties are Shown one-fourth Natural Size

Pompons, Baby or Button Type

Introductions of 1920

Plants from 2¼-inch pots, \$1.20 per ten; \$10.00 per hundred; \$90.00 per thousand.

Rooted Cuttings, \$8.00 per hundred; \$75.00 per thousand.

Not less than five of a variety at ten; 25 at hundred; 250 at thousand rate.

BABY DOLL—The size of Baby, maturing October 25, of the freest flowering habit. Light yellow with slight bronzy tinge, which disappears when fully developed. The most dwarf of this collection. When potted in June and stopped occasionally will give plants 8 to 10 inches high.

BRIGHT EYES—As the name implies each flower has a bright eye. As the outside petals unfold they are blush-white and the unfolded petals showing the reverse side present an orange apricot. This distinction in color disappears as the flower becomes fully developed. This variety is not as free as Baby Doll, but if stopped several times will make excellent pot plants. In perfection October 25.

LITTLE TOT—A pale rose pink of a very pleasing shade, ready to cut the first week of November. All the side breaks flower freely, and simultaneously, thus producing long attractive sprays. This variety is somewhat taller in growth than the other varieties we are offering.

BUTTON ROSE—A deep rose color, having a resemblance to the old rose of this name, of very dwarf habit and exceptionally well adapted for pot plants, maturing about the first week of November.

WHITE MIDGET—Of the purest white, somewhat larger than Baby, maturing the first week of November and of dwarf habit. The flowers are well distributed, thus exceeding in gracefulness those kinds which are so compact as to form dense heads or clusters.

FRANK WILCOX, JR.—Being the same color as Frank Wilcox, (also known as Mrs. Beu) an orange bronze, less than half its diameter, flowering middle of November and later, also of the same dwarf habit, are the characteristics, which suggested the name. It has excellent keeping qualities and may be easily held for Thanksgiving use.

Standard Varieties

Plants from 2¼-inch pots, \$0.70 per ten; \$5.00 per hundred; \$45.00 per thousand.

Rooted Cuttings, \$4.00 per hundred; \$35.00 per thousand.

Not less than five of a variety at ten; 25 at hundred; 250 at thousand rate.

BUENA—(Introduced by us 1919.) Very small flowers, which are produced in large well-formed sprays. Color golden bronze. Cannot be too highly recommended to those desiring small mid-season Pompon.

CHRISTMAS GOLD—A late flowering. Very bright yellow, producing flowers one inch in diameter and does not reach maturity until December.

HILDA CANNING—A very attractive bronze of the small flowered section. One of the best of this type.

LITTLE GEM—(Introduced by us 1917.) True Pompon form of the small flowered type and a pleasing shade of lavender pink.

VETA—(Introduced by us 1915) Small, pure white flowers; very free. Resembles the old variety Snow Drops, but produces much larger sprays; will supersede Baby Marguerite. Dwarf.

WHITE GEM—Very similar to Little Gem except in color, which is pure white. Strong vigorous growth, maturing mid-season.

Those desiring a soluble fertilizer especially prepared for the production of highest grade of Chrysanthemum Blooms are referred to page 9.

Pompons Suitable for Disbudding

Introduction of 1921

This section consists of varieties resulting from crossing the large-flowering type with the Pompons. In most instances they are not very suitable when grown naturally to sprays, as the flowers are arranged so compact as to detract from the gracefulness, which has made Pompons so popular.



Muskoka

MUSKOKA—While rather large, yet is best adapted to the purpose of disbudded Pompons. Golden bronze; upright growth, producing six to ten flowers to the plant. $3\frac{1}{2}$ to 4 inches in diameter. One of the most double varieties we have ever raised. Maturing November 10. $3\frac{1}{2}$ feet high. C. S. A. Certificate.

50c each; \$4.00 per ten; \$30.00 per hundred.

Introduction of 1920

ANGELO—The finest novelty of 1920, a light pink Pompon for disbudding, more decided and pleasing in color than Lillian Doty. Dwarf and should be planted by end of May to secure stems $2\frac{1}{2}$ to 3 feet long. For pot plants should be potted middle June and stopped twice, will not exceed 16 inches in height, producing six to twelve perfect blooms, and for this purpose surpasses any of the Caprice family.

Plants from $2\frac{1}{4}$ -inch pots, \$1.20 per ten; \$10.00 per hundred; \$90.00 per thousand.

Rooted Cuttings, \$8.00 per hundred; \$75.00 per thousand.

Not less than five of a variety at ten; 25 at hundred; 250 at thousand rate.

Standard Varieties

Plants from $2\frac{1}{4}$ -inch pots, \$0.70 per ten; \$5.00 per hundred; \$45.00 per thousand.

Rooted Cuttings, \$4.00 per hundred; \$35.00 per thousand.

Not less than five of a variety at ten; 25 at hundred; 250 at thousand rate.

COMETO—(Introduced by us 1919.) A seedling from Lillian Doty and is admirably adapted for disbudding. Color, dark rose shaded magenta, very symmetrical in form—strong upright stem.

JULIANA—(Introduced by us 1918.) Yellow, strong upright growth, maturing October 22. Height, $3\frac{1}{2}$ feet.

LILLIAN DOTY—Flowers beautiful shell pink. Strong, upright growth.

MARIANA—Large flowered and snow white, on long, stiff stems; when grown to a single stem of a perfectly rounded finish.

MIMICO—(Introduced by us 1918.) Lavender seedling from Lillian Doty, maturing October 22. Height, $3\frac{1}{2}$ feet.

MIRAMAR—(Introduced by us 1918.) A fine bronze, maturing October 25. Height, $3\frac{1}{2}$ feet. Pure white; fine form.

OREA—(Introduced by us 1902.) Deep pink and when disbudded gives a perfect globular flower.

VASCO—(Introduced by us 1919.) While this variety supplies medium sized sprays on long stems and of intense yellow, yet we consider it best when disbudded, growing five or six blooms to the plant.

Those interested in this type should not overlook Pomona, Sunshine, and Izola of the Anemone section. The first two mentioned do not show their full beauty unless disbudded, while Izola may be grown either way to advantage.

Pompons for Pot Culture

Those interested in pot plants, either for exhibition or commercial use, should give this section a trial, as they produce very dwarf and symmetrical plants.

Pompons being so free flowering, they are especially adapted to pot culture, and as those of dwarf growth are most serviceable. We are certain of their commendation.



Plants from 2¼-inch pots, \$1.20 per ten; \$10.00 per hundred; \$90.00 per thousand.

Rooted Cuttings, \$8.00 per hundred; \$75.00 per thousand.

ANOKA—(Introduced by us in 1919.) Pure white with dark green foliage. Fifteen inches high from June 20, final potting.

KOLETA—(Introduced by us in 1918.) Salmon pink, 16 inches high from June 20, final potting.

PIGMY—(Introduced by us 1920.) Exceptionally dwarf, attaining only 10 to 12 inches when potted in June. Color, light pink, maturing about November 10. High rounded flowers like the disbudded Pompons. Size, 3 inches. Superior to the Caprice varieties as a pot plant.

In addition to the foregoing Angelo, Baby Doll, Buena, Bright Eyes, Button Rose, Clorinda, Frank Wilcox Jr., Illona, Leilah, Leota, Minta, Quinola, White Midget, and Zora are excellent for this purpose.

Singles

Plants from 2¼-inch pots, \$0.70 per ten; \$5.00 per hundred; \$45.00 per thousand.

Rooted Cuttings, \$4.00 per hundred; \$35.00 per thousand.

Not less than five plants of a variety at ten; 25 at hundred rate.

GOLDEN MENSA—Doubtless the best single yellow for general purposes.

MENSA—One of the largest single whites; produces freely on long, stiff stems.

MRS. WM. BUCKINGHAM—A large, flat flower of a lovely shade of rosy pink, and keeps well, both on or off the plant.

Smith's Revised Chrysanthemum Manual

(FOURTH EDITION)

The best work on American Chrysanthemum Culture. Both amateur and florist have been provided with articles for their special needs.

ONLY 60 CENTS, POSTPAID

Anemones



Plants from 2¼-inch pots, \$1.20 per ten; \$10.00 per hundred; \$90.00 per thousand.

Rooted Cuttings, \$8.00 per hundred; \$75.00 per thousand.

Not less than five plants of a variety at ten; 25 at hundred rate.

GODFREY'S PERFECTION—Resembles Garza, being the same size and pure white, but is a better shipper, having four or five rows of ray florets instead of one. Matures for Thanksgiving and is one of the best of recent introduction. Dwarf, making excellent pot plants.

GOLDEN LIDA THOMAS—A golden sport from Lida Thomas, and like its parent matures just right for Thanksgiving. Good in every way. We consider this the best for florists' use.

IZOLA—(Introduced by us 1918.) A true and even shade of amaranth and equally desirable grown in sprays or single stemmed. Three and one-half feet. Maturing November 1.

POMONA—(Introduced by us 1919.) Form perfect, several rows of ray florets of the purest white with a well-formed cushion white shading to straw at center. Is most serviceable when disbudded.

SUNSHINE—An intense yellow of unusual brightness, maturing from November 15 to December according to date of planting. Flowers are too crowded when grown naturally. Its full beauty is best displayed by disbudding.

New American Chrysanthemum for 1921

ORIGINATED BY ELMER D. SMITH & CO.

Exhibition Section

DELIVERIES TO BEGIN ABOUT FEBRUARY 15

ROSANDA—A wonderful Exhibition variety equal to the best in size and of the easiest possible culture. Color, old rose; outer petals irregularly reflexing; center ones incurving. Maturing November 1st from buds selected September 10th. C. S. A. Certificate.

\$1.50 each; \$12.50 per ten.

Introductions of 1920

The exhibition varieties are those employed by expert growers in the production of the enormous flowers displayed at Chrysanthemum Shows.

GOLDEN ELBERON—Identical with the original, or pink Elberon, in every respect except its color, which is yellow and is equally useful as an Exhibition variety. Date of bud, August 25.

\$0.50 each; \$4.00 per ten.

MRS. J. LESLIE DAVIS—A very pleasing shade of pink, a sport from Wm. Turner, and in every way identical except that of its color. Date of bud, August 30.

\$0.50 each; \$4.00 per ten.

WHITE ELBERON—A white sport from Elberon. In other respects is identical. One of our best Exhibition varieties. Date of bud, August 25.

\$0.50 each; \$4.00 per ten.

EXHIBITION VARIETIES FOR FLORISTS' USE

As exhibition varieties are of less importance to those in the trade, we have placed them last in the catalogue. The varieties mentioned are best for those who desire specimen blooms and are most likely to give the highest percentage of perfect flowers.

We consider the following ten varieties best adapted for those desiring large blooms for show purposes.

Plants from 2¼-inch pots, 80c per ten; \$7.00 per hundred; \$60.00 per thousand.

Rooted Cuttings, \$5.00 per hundred; \$45.00 per thousand.

Not less than 5 plants of a variety at ten; 25 at hundred rate.

CALUMET—(Introduced by us 1915.) The best exhibition bronze to date; rather early for late shows, but its large size, the high percentage of perfect blooms and its easy culture make it one of the best. Tall. Date of bud, August 25.

CHEYENNE—Color, distinct chamois or buckskin, of large size, maturing November 1 and later. Growth vigorous. Select bud August 25. This variety has commercial qualifications and when placed late will give double flowers for Thanksgiving.

ELBERON—(Introduced by us 1913.) Bright pink, finest incurved form, beautiful foliage and good stem, easy to manage. Semi-dwarf. Date of bud, August 25.

LENOX—(Introduced by us 1911.) The largest yellow known; in fact, there are but a few in our large collection that equal it in size. Beautiful loosely incurved, and a bright, pleasing shade of yellow; many of our blooms are 9 inches in diameter and 7½ inches in depth; unexcelled for exhibitions. Semi-dwarf. Date of bud, August 15.

MARIGOLD—(Introduced by us 1915.) Unsurpassed in size and color, which is the brightest yellow. Maturing the last of October; is useful for early exhibitions. Semi-dwarf. Date of bud, August 20.

NAKOTA—(Introduced by us 1913.) Owing to its immense size has become very popular for exhibition purposes. Orange buff. Semi-dwarf. Date of bud, August 25.

NERISSA—(Introduced by us 1914.) Owing to its enormous size, fine form and finish is conceded to be one of the best exhibition sorts. Color, rosy mauve. Strong upright growth with rigid stem. Well adapted for specimen plants. Dwarf. Date of bud, Sept. 5.

ODESSA—(Introduced by us 1914.) A seedling from Merza, but much freer in growth and better in every way. Splendid incurved form, bright yellow. It eclipses all the yellow in size and finish. Equal to William Turner. Tall. Date of bud, August 30.

WILLIAM TURNER—A decided incurved of purest white; fine form and a strong grower, with clean foliage. Semi-dwarf. Date of bud, August 30.

YELLOW TURNER—This is a light yellow sport from the popular Wm. Turner and is equal to its parent in every respect. Semi-dwarf. Date of bud, August 30.

In addition to the foregoing we can supply the list herewith appended:

Plants from 2¼-inch pots, 80c per ten; \$7.00 per hundred; \$60.00 per thousand.

Rooted Cuttings, \$5.00 per hundred; \$45.00 per thousand.

Not less than 5 plants of a variety at ten; 25 at hundred rate; 250 at thousand rate.

Artisan, Artista, Black Hawk, Bob Pulling, Chas. H. Totty, Christy Mathewson, Earl Kitchener, Francis Jolliffe, Geo. J. Bruzard, Glen Cove, Glenview, Harry E. Converse, James Fraser, Lady Hopetoun, Mankato, Mary Mason, Meudon, Morris-town, Mrs. G. G. Mason, Mrs. J. Gibson, Mrs. O. H. Kahn, Mrs. R. C. Pulling, Nagirroc, Nakota, Nerissa, November Glow, President Taft, Purple King, Silver King, S. A. Naceur Bey, Smith's Cameo, T. Carrington, and Wells' Late Pink.

We have in stock many other Exhibition varieties which are not offered. Those desiring other kinds will be quoted upon receipt of list of their requirements.

The Best Varieties for Florists

Including the Latest Productions—Standard Varieties

The following varieties are the nearest perfect in characteristics essential to high grade of Florist's flowers, including color, form, substance, stem and foliage as well as lateness and earliness which is of great importance to most growers. Size and other qualities depend largely upon the culture bestowed, but the varieties mentioned will undoubtedly give the highest percentage of marketable flowers even when grown under conditions more or less adverse. They are mentioned in the order in which they mature from the earliest to the latest.

WHITE

Smith's Advance
Smith's Imperial
Oonto
Liberty Bond
White Chieftain
Betsy Ross
White Surprise
White Helen Frick
Victory

YELLOW

Golden Glow
Golden Queen
Sun Glow
Tiger
Major Bonnaffon
Loyalty
Orange Queen
Sunbeam
December Queen

PINK

Smith's Sublime
Unaka
Rose Delight
Chieftain
Rose Perfection
Dr. Enguehard
Patty
Edwin Seidewitz
December Beauty

POMPONS

WHITE

Uvalda
Mary Pickford
Nordi
Godfrey's Perfection
Helen Newberry

YELLOW

Zora
Zelia
Annetta
Golden Lida Thomas
Christmas Gold

PINK

Leilah
Edina
Little Tot
Little Gem
Illona

BRONZE

Adironda
Fire Bird (red)
Frank Wilcox
Clorinda
Billie Burke

The best Pompons for disbudding will be found on page 13. Among the Anemone flowered, Pomona Sunshine and Izola are especially adapted to this purpose. See page 15.

EARLINESS—The earliest large flowering are Golden Glow, Smith's Advance, and Smith's Sublime, all of which may be had on or before October 1st. Uvalda, Zora, Leilah, and Adironda are the early Pompons in perfection by October 15th.

LATENESS—Those desiring flowers after Thanksgiving should grow December Beauty, Mistletoe, and Golden Mistletoe. The date of flowering depends greatly on the date of planting and the conditions maintained. White Surprise, white Helen Frick, Loyalty, Sunbeam, Edwin Seidewitz, White Seidewitz, December Queen, Victory, and W. H. Chadwick and its several sports may be had for Thanksgiving and sometimes later. In Pompons, Nordi, Godfrey's Perfection, Helen Newberry, Golden Lida Thomas, Quinola, Christmas Gold, Vivian Martin, Frank Wilcox, and Billie Burke may be had for Thanksgiving and after.

Elmer D. Smith & Co.

Chrysanthemum Specialists

ORIGINATORS AND DISSEMINATORS

ADRIAN, MICHIGAN

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entirely to Chrysanthemum Culture*