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# GLADIOLI

FOR 1924



E. R. BEEBE  
Grower of the World's Best Gladioli  
ALTOONA, IOWA

# Winner Again

**A** GAINST keen competition Beebe grown gladioli again won the principal awards at the Iowa State Fair. Thirty-four first prizes were awarded to the varieties shown. Those of greatest importance were: First for largest and finest display of gladioli; first for best arranged basket of 50 Primulinus Hybrids (photo on front cover); first for largest red variety with Pythia; first for largest single floret with Pythia; first for best purple and yellow in bouquet; first for best twelve varieties under 50c each; first for best five varieties originated in Iowa; first for best American variety with Immensity; first for best foreign variety with Madam Monet Sully; first for best named variety of recent introduction with Ruth Huntington; first for best scarlet with Scarlano; first for best plain petaled variety with Mrs. Dr. Norton; first for best Lemoine type with Mrs. Frank Pendleton; first for largest collection of Kunderd varieties; first for largest collection of Decorah varieties; first for largest collection of Diener varieties; attention is especially called to the first prize given to best arranged basket of fifty spikes of E. J. Shaylor; first for best vase of same variety; also the first prize given to best vase of Anna Eberins. I am especially proud of my winnings on these last two varieties mentioned, having the largest stock of these two greatest commercial varieties in the world.

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## Special Discount For Early Orders

A discount of 10% will be allowed on all cash orders received before November 1, 1924, and 5% discount will be allowed on cash orders received between November 1, and December 1, 1924. All orders received after December 1st are net.

It is well to place your order as early as possible as some varieties are in limited supply and can be furnished only for a short time. Orders are filled in the same rotation as received.

Bulbs quoted singly or by dozen are sent anywhere prepaid. Larger quantities are quoted F. O. B. Altoona, Iowa.

Orders under \$10.00 are cash. Orders for more than this amount will be held until March 1, 1925, for a 25% deposit and shipped when wanted, C. O. D. for balance.

I exercise the greatest care to furnish only highest quality bulbs, but give no warranty, express or implied, as to description, quality, productiveness or any other matter of any bulbs sent out, and will not be in any way responsible for the crop other than replace bulbs untrue to name. Orders are accepted only on these terms.



# Gladioli the Beautiful



# Gladioli, the Beautiful



BY

G. R. Peete

O beautiful "Glads" as you unfold  
A wealth of green, we then behold,  
A transformation as you are born,  
And change your lives from dormant forms.

'Tis joy, 'Tis pleasure to watch each day  
Your unfolding leaves in fine array;  
A thing of beauty just begun,  
Coming upward one by one.

A marvel of beauty, a wonderful sight,  
Towering upward and bringing to light  
New colors, new forms unfold each year,  
Bringing to us a bright good cheer.

I love to steal awhile away,  
And wander 'mong my "Glads" each day,  
Scanning for wonders you have in store,  
Looking for beauties not seen before.

Gladioli! Gladioli! Most beautiful flower,  
Rainbow of colors, the best of the hour.  
Crimson and purple, and yellow and blue,  
A gift for the sick, the best, through and through.

Oh glorious "Glads"; how rich, how rare;  
Oh beautiful flowers, so sweet and fair:  
Tints of pink, and white, and gold,  
Most lovely colors you behold.

No perfume comes from all your lore,  
Nothing to bar you from the sick rooms door;  
But a wealth of beauty; Lo I see,  
The richest of glories hid in thee.

So I watch and wait and linger awhile,  
Till the bright Sun brings from you a smile.  
You develop your beauty, you bloom full and free,  
You're sought for by thousands your beauty to see.

Napthalene yellow, rich pink and cream,  
The most wonderful blends ever seen.  
Amaranth purple, and rhodamine, too,  
Rose doree, eosene pink, and violet blue.

The oddest of colors, "Smoky wine blue,"  
"Ashes of roses," I wonder, do you?  
Flame scarlet flashed mahogany tips,  
Some, like "chameleon" their color flips.

"Jasper red," "velvet scarlet," "martius yellow,"  
"Dainty carmine," "lavender pink" soft and mellow,  
From the deepest maroon, to daintiest white,  
Extremes of color, marvelous; a sight.

A range of colors never before  
So beautiful, long-lived, in store  
For us all, for funerals, and homes,  
Weddings, palaces, and Kings domes.

Gladioli—Of all flowers you're my choice;  
You're my pleasure; in you I rejoice.  
I cherish and love you more, more and more  
Each time you're presented in all your galore.

You store in your bulbs as the bright Sun shines,  
Wealth, gold, and riches we find.  
We barter; give and take; buy and sell:  
In all if we're careful we'll do very well.

Varieties! My what a list!  
In gathering your family I can't resist.  
You're beautiful; you're glorious; you're dear—  
Gladioli! Gladioli! I'm glad you are here.

Now when I die, and on my Bier  
Flowers are spread from friends sincere;  
Give me some "Glads" there is just space,  
No other flower can take your place.

**E. R. BEEBE**  
WHOLESALE AND RETAIL GROWER OF THE  
WORLD'S BEST GLADIOLIS  
ALTOONA, IOWA







*An Investment In*

*Gladioli*

*Better Than Bonds*



**I**F YOU have a little extra time to spare and can invest a little money in Gladioli it can be made most profitable to you. There is need for a hundred times more Gladioli than there is today. so why not make some of the profit to be made in growing them. They are so easily grown and so many can be planted on a small space that only a small amount of ground is necessary from which to make a good income. Most of the largest growers today started but a few years ago with very little capital and have become "well fixed."

No doubt you have often wondered what you could go at that would make a better income for you, nicer work and more leisure than you are now enjoying. Gladioli growing promises just these pleasant opportunities for you, if you will take advantage of it.

I started with an investment of \$30.00 but six years ago, and today have thirty acres in close planting consisting of many millions of bulbs worth several hundred thousand dollars. Not so bad, is it?

If I were not so firmly convinced as to the need of many more growers, I could not afford to tell you of my success. Instead I would have to fear competition by telling you. The market can no more be over-filled than it can with shoes, hats or anything else. It is only necessary to supply the demand with the very best and latest, and the market is there. Of course if you would attempt to fill orders with the same varieties continually the public would become tired of Gladioli, but by adding the best of the new varieties coming into existence every year you can help to keep the public interested, and always on the lookout for new varieties, the same as for new phonograph records, or improvements in the radio.

The beauty of the *Gladiolus* is unequaled. Their variety is beyond numbers, their uses never fail any occasion, their lasting qualities for bouquet and decorative work is without compare, their season of bloom is from early summer until killing frosts late in the fall and their culture very simple. Where is any flower of which these things can be said? There is none.

If you want to get an idea as to the possible market for Gladioli, try the following scheme. Ask the next ten people you meet, or a hundred would be better, if they know what a *Gladiolus* is. The answer will surprise you. Most people do not even know what a *Gladiolus* is, and most of those who do, do not have any in their garden, and only a few of those who do, have any of the later and better varieties. All of the many people who do not know about the flower, or have but few, are possible customers. Everyone likes this flower once they become acquainted with it. Have you ever thought of it in that way?

There is need for a grower in every community to supply cut flowers alone, and if you will make the start, the business will be yours. You can grow enough in the back yard where you are now growing a few dollars worth of vegetables or maybe nothing to greatly increase or perhaps double the present family income, and only your spare time would be required. Really it is surprising what can be done. Gladioli will increase at least five hundred per cent in value each year in the most unfavorable season, and in better years as much or more than one thousand per cent. How does this compare with bonds or any other investment you might make?

A city lot of 50x150 feet requires 12,000 No. 5 size bulbs to plant by making rows 30 inches apart and 4 bulbs to the lineal foot of row.

I want to give you an idea here of what can be done with two different collections, each covering the main colors necessary to start with. In the first list the selection is made with the thought of the cut flower trade principally, by using the more plentiful varieties, the bulbs of which can be furnished at much less money. The second list is made up to be a greater investment in bulbs and for the cut flowers as well.

The labor in each instance is the same, so an investment in the second collection is more desirable, as it requires no more time to handle and no more space to plant and store.

For the purchase of 1000 bulbs each of collection No. 1 an investment of \$215.00 is necessary.

|                           | No. 5    | No. 1    | Bulblets |
|---------------------------|----------|----------|----------|
| Anna Eberius .....        | \$ 36.00 | \$ 80.00 | \$135.00 |
| Gretchen Zang .....       | 24.00    | 48.00    | 30.00    |
| Halley .....              | 5.00     | 24.00    | 15.00    |
| Mary Fennell .....        | 24.00    | 48.00    | 30.00    |
| Mrs. Frank Pendleton..... | 12.00    | 24.00    | 15.00    |
| Mrs. F. King .....        | 12.00    | 24.00    | 15.00    |
| Le Marechal Foch .....    | 10.00    | 24.00    | 30.00    |
| Baron Hulot .....         | 24.00    | 48.00    | 30.00    |
| E. J. Shaylor .....       | 36.00    | 80.00    | 90.00    |
| War .....                 | 12.00    | 24.00    | 15.00    |
| Peace .....               | 10.00    | 24.00    | 15.00    |
| Schwaben .....            | 10.00    | 24.00    | 15.00    |
|                           | <hr/>    | <hr/>    | <hr/>    |
|                           | \$215.00 | \$472.00 | \$435.00 |

|   |           |
|---|-----------|
| Value of cut flowers .....              | \$ 500.00 |
| Value of bulbs grown to first size..... | 472.00    |
| Value of Bulblets produced .....        | 435.00    |

|                                |           |
|--------------------------------|-----------|
| Total value of crop .....      | \$1407.00 |
| Less original investment ..... | 215.00    |

Net profit for one season .....\$1192.00

For the same number of bulbs of collection No. 2, \$564.00 is necessary.

|   | No. 5    | No. 1     | Bulblets  |
|---|----------|-----------|-----------|
| Anna Eberius .....                      | \$ 36.00 | \$ 80.00  | \$ 135.00 |
| A. W. Hunt .....                        | 80.00    | 160.00    | 300.00    |
| Carmen Sylva .....                      | 40.00    | 120.00    | 300.00    |
| Crimson Glow .....                      | 32.00    | 80.00     | 135.00    |
| E. J. Shaylor .....                     | 36.00    | 100.00    | 90.00     |
| Golden Measure .....                    | 80.00    | 160.00    | 300.00    |
| Marshal Foch .....                      | 48.00    | 120.00    | 150.00    |
| Mona Lisa .....                         | 48.00    | 120.00    | 150.00    |
| Pride of Lancaster .....                | 48.00    | 120.00    | 150.00    |
| Rose Glory .....                        | 36.00    | 100.00    | 90.00     |
| Scarlano .....                          | 32.00    | 100.00    | 60.00     |
| Violet Glory .....                      | 48.00    | 120.00    | 135.00    |
|   | <hr/>    | <hr/>     | <hr/>     |
|   | \$564.00 | \$1380.00 | \$1995.00 |
| Value of cut flowers .....              |          |           | \$ 500.00 |
| Value of bulbs grown to first size..... |          |           | 1380.00   |
| Value of bulblets produced .....        |          |           | 1995.00   |
|   |          |           | <hr/>     |
| Total value of crop .....               |          |           | \$3875.00 |
| Less original investment .....          |          |           | 564.00    |
|   |          |           | <hr/>     |
| Net profit for one season .....         |          |           | \$3311.00 |

Let me advise that you start right now with whatever you can spare and enjoy the results in a year or two. Don't let that money rust in the bank for only four to six per cent when a rare opportunity of this kind presents itself. This is not an oil stock offer where you receive only the paper telling you how much you have spent in a dry well, but tangible Gladioli bulbs that you would buy and plant, the same as you would potatoes, corn or anything else.

Don't pass up the opportunity and regret it when too late. Start now when Gladioli growing is yet in its infancy, whether you buy the bulbs from me to start with or from some other reliable firm. I have already sold a good portion of my crop for this season and will not have nearly enough stock to fill orders.

If I can give you any further information along these lines, I will be only too glad to help you what I can without any obligation of any kind. This wonderful work is such a great part of my life that I enjoy furthering it as much as possible. I realize the great need of many more growers to supply the possible market.

Read my poem and get my personal feeling for Gladioli. If you do not happen to have a copy, I will be very glad to send it to you free upon request.

E. R. BEEBE,  
Altoona, Iowa.





|                            | Each<br>1/4<br>in. up | Per 100                  |                    |                            |                          |                            |                           | Bub-<br>lets<br>1000 |
|----------------------------|-----------------------|--------------------------|--------------------|----------------------------|--------------------------|----------------------------|---------------------------|----------------------|
|                            |                       | No. 1<br>1 1/2<br>in. up | No. 2<br>1 1/4 in. | No. 3<br>1 to<br>1 1/4 in. | No. 4<br>3/4 to<br>1 in. | No. 5<br>1/2 to<br>3/4 in. | No. 6<br>under<br>1/2 in. |                      |
| Anna Eberius .....         | \$.12 1/2             | \$10.00                  | \$ 8.00            | \$ 6.50                    | \$ 5.00                  | \$ 4.50                    | \$ 3.00                   | \$ 3.50              |
| A. W. Hunt .....           | .40                   | 20.00                    | 18.00              | 15.00                      | 12.50                    | 10.00                      | 8.00                      | 10.00                |
| Al Shira .....             | .25                   | 15.00                    | 12.50              | 10.00                      | 8.00                     | 6.00                       | 4.00                      | 6.00                 |
| Anthony B. Kunderd .....   | .50                   | 25.00                    | 22.50              | 20.00                      | 18.00                    | 16.00                      | 14.00                     | 15.00                |
| Aniline .....              | .10                   | 6.00                     | 5.50               | 5.00                       | 4.00                     | 3.00                       | 2.00                      | 3.00                 |
| Aberdeen .....             | .10                   | 6.00                     | 5.50               | 5.00                       | 4.00                     | 3.00                       | 2.00                      | 3.00                 |
| Avalon .....               | .25                   | 15.00                    | 12.50              | 10.00                      | 7.50                     | 5.00                       | 3.00                      | 10.00                |
| Albania .....              | .25                   | 15.00                    | 12.50              | 10.00                      | 7.50                     | 5.00                       | 3.00                      | 10.00                |
| Beacon Flame .....         | .25                   | 15.00                    | 12.50              | 10.00                      | 7.50                     | 5.00                       | 3.00                      | 10.00                |
| Black Joe .....            | .20                   | 10.00                    | 9.00               | 8.00                       | 7.00                     | 6.00                       | 5.00                      | 6.00                 |
| Byron L. Smith.....        | .25                   | 15.00                    | 12.50              | 10.00                      | 8.00                     | 6.00                       | 4.00                      | 6.00                 |
| Bordeaux .....             | .10                   | 6.00                     | 5.50               | 5.00                       | 4.00                     | 3.00                       | 2.00                      | 1.00                 |
| Baron Hulot .....          | .10                   | 6.00                     | 5.50               | 5.00                       | 4.00                     | 3.00                       | 2.00                      | 1.00                 |
| Carmen Sylva.....          | .25                   | 15.00                    | 12.50              | 10.00                      | 7.50                     | 5.00                       | 3.00                      | 10.00                |
| Crescent Queen .....       | .15                   | 9.00                     | 8.00               | 7.00                       | 6.00                     | 5.00                       | 4.00                      | 5.00                 |
| Crimson Glow .....         | .15                   | 10.00                    | 8.00               | 6.50                       | 5.00                     | 4.00                       | 3.00                      | 2.00                 |
| Diana .....                | .15                   | 9.00                     | 8.00               | 7.00                       | 6.00                     | 5.00                       | 4.00                      | 5.00                 |
| Dorothy McKibbin.....      | .20                   | 10.00                    | 9.00               | 8.00                       | 7.00                     | 6.00                       | 5.00                      | 5.00                 |
| Dr. F. E. Bennett.....     | 3000.00               | .....                    | .....              | .....                      | .....                    | .....                      | .....                     | .....                |
| Elizabeth Tabor .....      | .50                   | 20.00                    | 18.00              | 16.00                      | 14.00                    | 12.00                      | 10.00                     | 10.00                |
| Early Snowflake .....      | .25                   | 15.00                    | 12.50              | 10.00                      | 7.50                     | 5.00                       | 3.00                      | 10.00                |
| Elsie .....                | .20                   | 12.00                    | 10.00              | 8.00                       | 6.00                     | 4.00                       | 2.00                      | 6.00                 |
| Europa .....               | .10                   | 6.00                     | 5.50               | 5.00                       | 4.00                     | 3.00                       | 2.00                      | 5.00                 |
| Estella .....              | .15                   | 9.00                     | 8.00               | 7.00                       | 6.00                     | 5.00                       | 4.00                      | 5.00                 |
| E. J. Shaylor .....        | .20                   | 12.50                    | 10.00              | 8.00                       | 6.00                     | 4.50                       | 3.50                      | 3.00                 |
| Evelyn Kirtland .....      | .10                   | 6.00                     | 5.50               | 5.00                       | 4.00                     | 3.00                       | 2.00                      | 1.50                 |
| Early Sunrise .....        | .25                   | 15.00                    | 12.50              | 10.00                      | 8.00                     | 6.00                       | 4.00                      | 8.00                 |
| Gold .....                 | .50                   | 40.00                    | 37.50              | 35.00                      | 30.00                    | 25.00                      | 20.00                     | 20.00                |
| Gretchen Zang.....         | .10                   | 6.00                     | 5.50               | 5.00                       | 4.00                     | 3.00                       | 2.00                      | 1.00                 |
| Giant Nymph.....           | .75                   | 50.00                    | 45.00              | .....                      | .....                    | .....                      | .....                     | .....                |
| Golden Measure .....       | .35                   | 20.00                    | 17.50              | 15.00                      | 12.50                    | 10.00                      | 8.00                      | 10.00                |
| Halley .....               | .05                   | 3.00                     | 2.75               | 2.50                       | 2.00                     | 1.50                       | 1.00                      | .50                  |
| Henry Ford .....           | 10.00                 | 500.00                   | 450.00             | 400.00                     | 300.00                   | 200.00                     | 100.00                    | 500.00               |
| Herada .....               | .10                   | 6.00                     | 5.50               | 5.00                       | 4.00                     | 3.00                       | 2.00                      | 2.00                 |
| Ivory .....                | .10                   | 6.00                     | 5.50               | 5.00                       | 4.00                     | 3.00                       | 2.00                      | 2.00                 |
| Jenny Lind .....           | .50                   | 40.00                    | 37.50              | 35.00                      | 30.00                    | 25.00                      | 20.00                     | 20.00                |
| Joe Coleman .....          | .15                   | 8.00                     | 7.00               | 6.00                       | 5.00                     | 4.00                       | 3.00                      | 3.00                 |
| Le Marechal Foch .....     | .05                   | 3.00                     | 2.75               | 2.50                       | 2.00                     | 1.25                       | .75                       | 1.00                 |
| Mary Fennell .....         | .10                   | 6.00                     | 5.50               | 5.00                       | 4.00                     | 3.00                       | 2.00                      | 1.00                 |
| Mona Lisa .....            | .25                   | 15.00                    | 12.50              | 10.00                      | 8.00                     | 6.00                       | 4.00                      | 5.00                 |
| Montezuma .....            | .15                   | 10.00                    | 8.00               | 6.00                       | 5.00                     | 4.00                       | 3.00                      | 3.00                 |
| Muriel .....               | .15                   | 10.00                    | 8.00               | 6.00                       | 5.00                     | 4.00                       | 3.00                      | 3.00                 |
| Marshal Foch .....         | .25                   | 15.00                    | 12.50              | 10.00                      | 8.00                     | 6.00                       | 4.00                      | 5.00                 |
| W. H. Phipps .....         | 15.00                 | 1000.00                  | 900.00             | 800.00                     | 700.00                   | 600.00                     | 500.00                    | 1000.00              |
| Mrs. Frank Pendleton ..... | .05                   | 3.00                     | 2.75               | 2.25                       | 1.75                     | 1.50                       | 1.00                      | .50                  |
| Mrs. Francis King .....    | .05                   | 3.00                     | 2.75               | 2.25                       | 1.75                     | 1.50                       | 1.00                      | .50                  |
| Mrs. H. E. Bothin .....    | .25                   | 15.00                    | 12.50              | .....                      | .....                    | .....                      | .....                     | .....                |
| Mrs. M. S. Burke .....     | .20                   | 10.00                    | 8.00               | 6.00                       | 5.00                     | 4.00                       | 3.00                      | 2.00                 |
| Mrs. W. E. Fryer .....     | .10                   | 6.00                     | 5.50               | 5.00                       | 4.00                     | 3.00                       | 2.00                      | 2.00                 |
| Mrs. Geo. W. Moulton.....  | .15                   | 10.00                    | 9.00               | 8.00                       | 6.00                     | 4.00                       | 3.00                      | 3.00                 |
| Mary Pickford .....        | .15                   | 10.00                    | 9.00               | 8.00                       | 6.00                     | 4.00                       | 3.00                      | 3.00                 |
| Neoga .....                | .10                   | 6.00                     | 5.50               | 5.00                       | 4.00                     | 3.00                       | 2.00                      | 2.00                 |
| 1910 Rose .....            | .10                   | 6.00                     | 5.50               | 5.00                       | 4.00                     | 3.00                       | 2.00                      | 1.50                 |
| Pella .....                | .10                   | 6.00                     | 5.50               | 5.00                       | 4.00                     | 3.00                       | 2.00                      | 1.50                 |
| Peace .....                | .05                   | 3.00                     | 2.50               | 2.00                       | 1.50                     | 1.00                       | .75                       | .50                  |
| Panama .....               | .05                   | 3.00                     | 2.75               | 2.50                       | 2.00                     | 1.50                       | 1.00                      | .50                  |
| Pride of Goshen .....      | .10                   | 6.00                     | 5.50               | 5.00                       | 4.00                     | 3.00                       | 2.00                      | 2.00                 |
| Pride of Lancaster .....   | .25                   | 15.00                    | 12.50              | 10.00                      | 8.00                     | 6.00                       | 4.00                      | 5.00                 |
| Prim Beauty .....          | .25                   | 15.00                    | 12.50              | 10.00                      | 8.00                     | 6.00                       | 4.00                      | 5.00                 |
| Pollyanna .....            | .35                   | 20.00                    | 17.50              | 15.00                      | 12.50                    | 10.00                      | 7.50                      | 10.00                |
| Pvthia .....               | .75                   | 40.00                    | 35.00              | 30.00                      | 25.00                    | 20.00                      | 16.00                     | 25.00                |
| Richard Diener .....       | 5.00                  | 400.00                   | 350.00             | 300.00                     | 250.00                   | 200.00                     | 150.00                    | 100.00               |
| Romance .....              | .50                   | 30.00                    | 27.50              | 25.00                      | 22.50                    | 20.00                      | 17.50                     | 20.00                |
| Rose Ash .....             | .25                   | 12.00                    | 10.00              | 8.00                       | 6.00                     | 4.00                       | 2.50                      | 10.00                |

|                       | Each                    | Per 100                  |   |                            |                           |                                       |                            | Bub-lets |
|-----------------------|-------------------------|--------------------------|---|----------------------------|---------------------------|---------------------------------------|----------------------------|----------|
|                       |                         | No. 1                    | No. 2                                   | No. 3                      | No. 4                     | No. 5                                 | No. 6                      |          |
|                       | $\frac{1}{4}$<br>in. up | $1\frac{1}{2}$<br>in. up | $1\frac{1}{4}$ to<br>$1\frac{1}{2}$ in. | 1 to<br>$1\frac{1}{4}$ in. | $\frac{3}{4}$ to<br>1 in. | $\frac{1}{2}$ to<br>$\frac{3}{4}$ in. | under<br>$\frac{1}{2}$ in. | 1000     |
| Rose Glory .....      | .20                     | 12.50                    | 10.00                                   | 8.00                       | 6.00                      | 4.50                                  | 3.50                       | 3.00     |
| Ruth Law .....        | .15                     | 10.00                    | 8.00                                    | 6.00                       | 4.00                      | 3.00                                  | 2.00                       | 2.00     |
| Remembrance .....     | .20                     | 12.50                    | 10.00                                   | 8.00                       | 6.00                      | 4.00                                  | 2.00                       | 6.00     |
| Rose Wells .....      | .25                     | 12.50                    | 10.00                                   | 8.00                       | 6.00                      | 4.00                                  | 2.00                       | 4.00     |
| Sheila .....          | .15                     | 9.00                     | 8.00                                    | 7.00                       | 6.00                      | 5.00                                  | 4.00                       | 3.00     |
| Scarlano .....        | .25                     | 12.50                    | 10.00                                   | 8.00                       | 6.00                      | 4.00                                  | 2.00                       | 2.00     |
| Salmon Beauty .....   | .10                     | 6.00                     | 5.50                                    | 4.00                       | 3.00                      | 2.00                                  | 1.00                       | 1.00     |
| Scarlet Princeps..... | .15                     | 9.00                     | 8.00                                    | 7.00                       | 6.00                      | 5.00                                  | 4.00                       | 2.00     |
| Schwaben .....        | .05                     | 3.00                     | 2.75                                    | 2.50                       | 2.00                      | 1.50                                  | 1.00                       | .50      |
| Sentinel .....        | .10                     | 5.00                     | 4.50                                    | 4.00                       | 3.50                      | 3.00                                  | 2.50                       | 1.00     |
| Twilight .....        | .50                     | 30.00                    | 27.50                                   | 25.00                      | 22.50                     | 20.00                                 | 17.50                      | .....    |
| Violet Glory .....    | .25                     | 15.00                    | 12.50                                   | 10.00                      | 8.00                      | 6.00                                  | 4.00                       | 5.00     |
| War .....             | .05                     | 3.00                     | 2.75                                    | 2.50                       | 2.00                      | 1.50                                  | 1.00                       | .50      |

The price per dozen of bulbs offered singly is ten times the single price.

The 1000 rate on bulbs offered by the 100 is 8 times the 100 price.

Special prices will be quoted on larger quantities.

|                              | Each  | Doz.    |                         | Each | Doz.  |
|------------------------------|-------|---------|-------------------------|------|-------|
| American Indian .....        | \$.25 | \$ 2.50 | Dream .....             | .35  | 3.50  |
| Alfred Nobel .....           | .25   | 2.50    | Dorrit .....            | .50  | 5.00  |
| Ashburn .....                | .20   | 2.00    | Dorothy Wheeler .....   | .10  | 1.00  |
| Alhambra .....               | .25   | 2.50    | Dr. W. Van Fleet .....  | .75  | 7.50  |
| Argo .....                   | .20   | 2.00    | Duchess of York .....   | .25  | 2.50  |
| Alton .....                  | .75   | 7.50    | Defiance .....          | .20  | 2.00  |
| Arizona Rose .....           | .10   | 1.00    | Elkhart .....           | .50  | 5.00  |
| Alice Tiplady .....          | .10   | 1.00    | Elora .....             | .25  | 2.50  |
| Arden .....                  | .15   | 1.00    | Elf .....               | .25  | 2.50  |
| Atherton .....               | .25   | 2.50    | Erwin Mayer .....       | .50  | 5.00  |
| Agatha .....                 | .25   | 2.50    | Eta .....               | .20  | 2.00  |
| Anthem .....                 | .25   | 2.50    | Epheus .....            | .35  | 3.50  |
| Atreus .....                 | .25   | 2.50    | Elegance .....          | .75  | 7.50  |
| Aeolian .....                | .50   | 5.00    | Elate .....             | .15  | 1.50  |
| Antares .....                | .10   | 1.00    | Frolic .....            | .15  | 1.50  |
| Blue Jacket .....            | 1.00  | 10.00   | Fairest White .....     | .35  | 3.50  |
| Butterfly .....              | .10   | 1.00    | Fairfield .....         | .25  | 2.50  |
| Big Black .....              | .25   | 2.50    | Fairland .....          | .25  | 2.50  |
| Bouquet .....                | .20   | 2.00    | Fontaine .....          | 1.00 | 10.00 |
| Bumble Bee .....             | .25   | 2.50    | Floral Treasure .....   | .10  | 1.00  |
| Bobolink .....               | .10   | 1.00    | Fair Columbian .....    | .25  | 2.50  |
| Butterboy .....              | .75   | 7.50    | Frank J. Symmes .....   | .25  | 2.50  |
| Brilliant .....              | .20   | 2.00    | Flora .....             | .25  | 2.50  |
| Beatriz Michalena .....      | .50   | 5.00    | Fern Kyle .....         | 5.00 | ..... |
| Crinkles .....               | 1.00  | 10.00   | Gladys Plath .....      | .25  | 2.50  |
| Cardisun .....               | .10   | 1.00    | Gettysburg .....        | 1.00 | 10.00 |
| Colors .....                 | .10   | 1.00    | Glendale .....          | .50  | 5.00  |
| Clarice .....                | .10   | 1.00    | Gov. Hanly .....        | .10  | 1.00  |
| Challenger .....             | .25   | 2.50    | Golden Glory .....      | .35  | 3.50  |
| Capt. Boynton .....          | 1.00  | 10.00   | Gypsie Queen .....      | .30  | 3.00  |
| Charlemange .....            | .10   | 1.00    | Goshen .....            | .35  | 3.50  |
| Conspicuous .....            | .10   | 1.00    | Giant Myrtle .....      | 1.00 | ..... |
| Corunna .....                | .25   | 2.50    | Gold Throat .....       | .25  | 2.50  |
| Cowee's Scarlet Wonder ..... | .75   | 7.50    | Gold Drop .....         | .50  | 5.00  |
| Cynthia .....                | 1.00  | 10.00   | Goliath .....           | .10  | 1.00  |
| Chicago Salmon .....         | .15   | 1.50    | Giant Fawn .....        | .35  | 3.50  |
| Capella .....                | .10   | 1.00    | Glory of Pembroke ..... | 1.00 | 10.00 |
| Cymbalene .....              | .15   | 1.50    | Helen Goldman .....     | .50  | 5.00  |
| Cinnamon Bear .....          | .15   | 1.50    | Hiawatha .....          | .15  | 1.50  |
| Cincinnati Heine .....       | .25   | 2.50    | Hazel Dawn .....        | .50  | 5.00  |
| Cinnabar .....               | .25   | 2.50    | Hilo .....              | .15  | 1.50  |
| Charm .....                  | .75   | 7.50    | Hoeg's No. 99 .....     | 1.00 | 10.00 |
| Circe .....                  | .10   | 1.00    | Hoosier .....           | .50  | ..... |
| Daisy .....                  | .25   | 2.50    |                         |      |       |

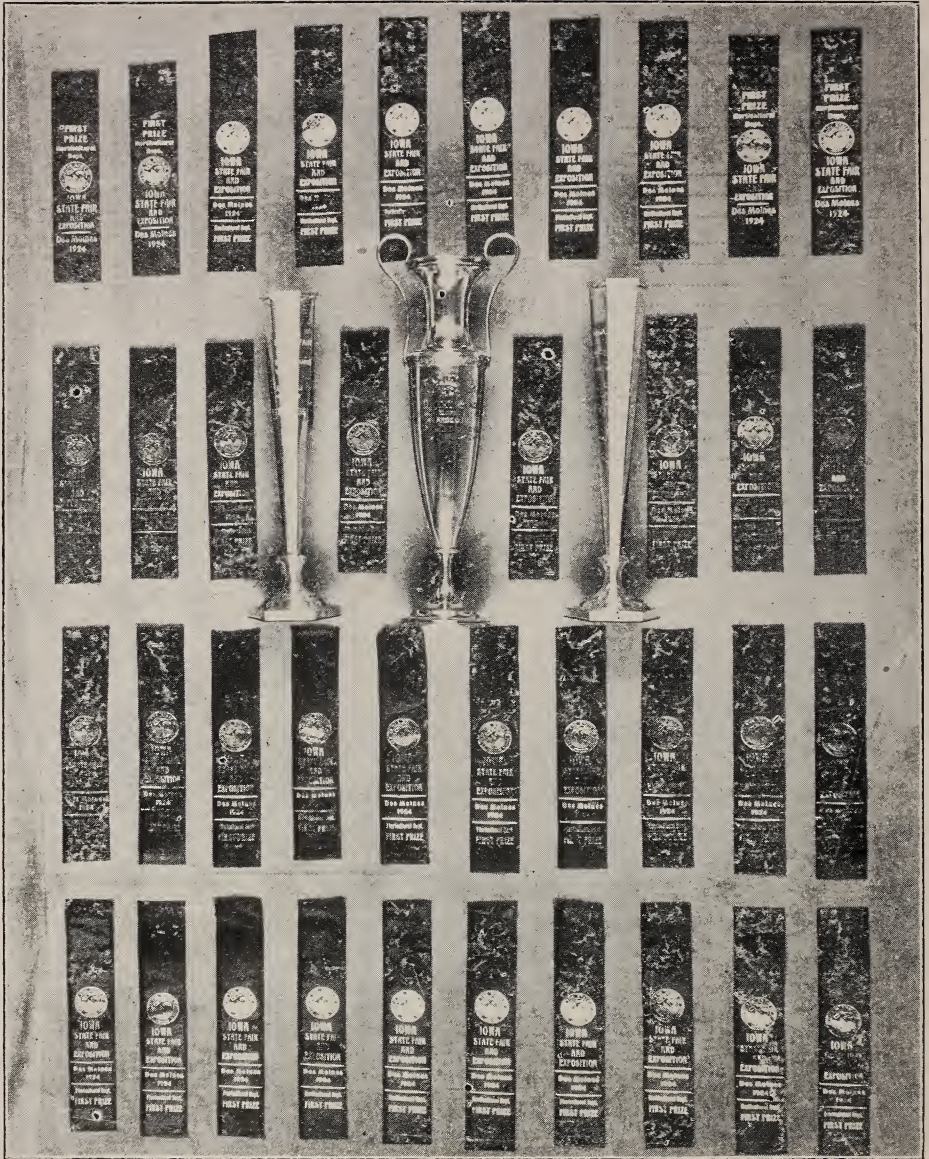


|                          | Each  | Doz.  |                        | Each | Doz.  |
|--------------------------|-------|-------|------------------------|------|-------|
| Indian                   | .35   | 3.50  | Pink Wonder            | .35  | 3.50  |
| I Excel                  | .20   | 2.00  | Paris                  | .15  | 1.50  |
| Indianapolis             | .30   | 3.00  | Poppy                  | .15  | 1.50  |
| Immensity                | .50   | 5.00  | Pocahontas             | .15  | 1.50  |
| Indian Maid              | .25   | 2.50  | Pola Negri             | 1.00 | 10.00 |
| Jap Lady                 | .75   | 7.50  | Peach Rose             | .50  | 5.00  |
| June Delight             | .20   | 2.00  | Parexcel               | .20  | 2.00  |
| John T. Pirie            | 1.50  | 15.00 | Prince of Wales        | .05  | .50   |
| J. A. Carbone            | 15.00 | ..... | Red Fire               | .75  | 7.50  |
| Jewell                   | .25   | 2.50  | Red, White and Gold    | .15  | 1.50  |
| Jumbo                    | .15   | 1.50  | Robert J. Kunderd      | 1.00 | 10.00 |
| Jacoba Von Beiren        | .75   | 7.50  | Radiant Morn           | .25  | 2.50  |
| Kirchhoff's Violet       | .25   | 2.50  | Rouge Torch            | .10  | 1.00  |
| Kasson                   | .35   | 3.50  | Rose Seeding No. 90    | 1.00 | 10.00 |
| Kunderdi Glory           | .10   | 1.00  | Red Amarillas          | .10  | 1.00  |
| Lillian                  | 1.00  | 10.00 | Regalis                | 1.00 | 10.00 |
| Lillian Winters          | 1.00  | ..... | Red Copper             | .20  | 2.00  |
| Louise                   | .25   | 2.50  | Ramona                 | .15  | 1.50  |
| Lavender America         | .50   | 5.00  | Ruth Huntington        | .50  | 5.00  |
| Lily Blotch              | .15   | 1.50  | Rosy Glow              | .25  | 2.50  |
| La Vange                 | .25   | 2.50  | Red Cloud              | .50  | 5.00  |
| Lilywhite                | .10   | 1.00  | Roem Von Kennemberland | .25  | 2.50  |
| Leota                    | .25   | 2.50  | Red Wing               | .10  | 1.00  |
| Lena Gretz               | .25   | 2.50  | Superba                | .15  | 1.50  |
| Longfellow               | 1.00  | 10.00 | Shell Pink             | 1.00 | 10.00 |
| Magic                    | .35   | 3.50  | Sulphur Glow           | .75  | 7.50  |
| Ming Toy                 | .50   | 5.00  | Sweet Lavender         | .25  | 2.50  |
| Marie Kunderd            | 2.00  | 20.00 | Summer Beauty          | .10  | 1.00  |
| Maine                    | .20   | 2.00  | Sirius                 | .05  | .50   |
| Minetaka                 | .10   | 1.00  | Splendor               | 1.50 | 15.00 |
| Magenta (Tyrian Beauty)  | .35   | 3.50  | Splendorra             | .25  | 2.50  |
| Majestic                 | .25   | 2.50  | Sonia                  | .20  | 2.00  |
| Masterpiece              | .75   | 7.50  | Salmon Plume           | .20  | 2.00  |
| Marble Barred            | .25   | 2.50  | Sydonia                | .10  | 1.00  |
| Mottled Beauty           | .50   | 5.00  | Sunshine               | .20  | 2.00  |
| Messenger                | .20   | 2.00  | Souvenir               | .15  | 1.50  |
| Monon                    | .20   | 2.00  | Titanic                | .15  | 1.50  |
| Miss Spokane             | .35   | 3.50  | Tango                  | .15  | 1.50  |
| Miss Allegra Hamilton    | .25   | 2.50  | Tribby                 | 1.00 | 10.00 |
| Mr. Mark                 | .50   | 5.00  | Theda Bara             | .35  | 3.50  |
| Mrs. Williard Richardson | .50   | 5.00  | Tempa                  | .25  | 2.50  |
| Mrs. W. E. Kirchhoff     | .75   | 7.50  | Thomas Kent            | .25  | 2.50  |
| Mrs. Arthur Meeker       | .35   | 3.50  | Ulysses                | .25  | 2.50  |
| Mrs. Velthuys            | .35   | 3.50  | U'h'an Chief           | .35  | 3.50  |
| Mrs. A. E. Kunderd       | .15   | 1.50  | Unique                 | .20  | 2.00  |
| Mrs. Dr. Norton          | .25   | 2.50  | Ulrica                 | .20  | 2.00  |
| Mrs. John R. Walsh       | 1.00  | 10.00 | Vernon                 | .20  | 2.00  |
| Mrs. Leon Douglass       | 1.00  | 10.00 | Vesuvius               | .25  | 2.50  |
| Myra                     | .05   | .50   | Villa                  | .15  | 1.50  |
| Mystic                   | .10   | 1.00  | Virginia Hale          | .50  | 5.00  |
| Norma Talmadge           | 2.00  | 20.00 | Violet Beauty          | .25  | 2.50  |
| Niagara                  | .05   | .50   | Vander Neer            | .50  | 5.00  |
| Nampa                    | .20   | 2.00  | Vinton                 | .20  | 2.00  |
| Orange Glory             | .20   | 2.00  | Violet                 | .15  | 1.50  |
| Orange Flame             | 3.00  | ..... | Wine Drop              | .20  | 2.00  |
| Orange Queen             | .25   | 2.50  | White Butterfly        | .35  | 3.50  |
| Orofino                  | .10   | 1.00  | Wal'halla              | .10  | 1.00  |
| Pink Cloud               | 2.00  | ..... | White Ivory            | .25  | 2.50  |
| Pride of Hillegom        | .25   | 2.50  | W. E. Fryer            | .20  | 2.00  |
| Pink Perfection          | .10   | 1.00  | White Wonder           | .20  | 2.00  |
| Pinnacle                 | .50   | 5.00  | White Glory            | .20  | 2.00  |
| Purple Spot              | .25   | 2.50  | White King             | .10  | 1.00  |
| Purple Glory             | .50   | 5.00  | Yellow Glory           | 1.00 | 10.00 |
| Paramount                | 3.00  | 30.00 | Yellow Gem             | .10  | 1.00  |
| Perseus                  | .10   | 1.00  | Youell's Fav.          | .10  | 1.00  |

Special prices will be quoted on larger quantities.







Trophies and first prizes won by E. R. Beebe at the Iowa State Fair the passed season. The g'adioli exhibits were the largest ever staged west of Chicago and larger than a number of the national shows.