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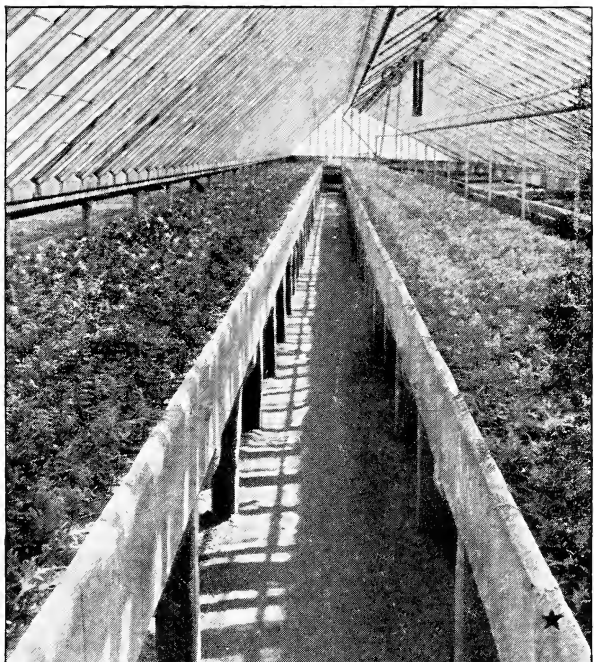


# WHOLESALE PRICE-LIST

FALL 1927

# The Conard-Pyle Co.

ROBERT PYLE, *President*



Here is the way we grow young Evergreens—in 2¼ in. pots. *Left*, Thuja pyramidalis; *right*, Juniperus pfitzeriana. See page 12

*Evergreens, Shrubs, Vines, Roses,  
Perennials, Lining-Out Stock*



## WEST GROVE, PA.

40 MILES SOUTHWEST OF PHILADELPHIA, PA.  
16 MILES NORTH OF WILMINGTON, DEL.



# The CONARD-PYLE COMPANY

ROBERT PYLE, President

## Business Terms and Conditions

This list cancels all previous quotations, and the terms and conditions shown will carry in all Bulletins for fall, 1927.

The prices printed in this list are based upon present market conditions, and are for immediate acceptance, subject to change without notice and stock being unsold. All goods are offered f. o. b. West Grove, and boxing is charged at cost. **We sell 250 or more at the 1,000 rate, and 25 or more at the 100 rate.**

**Orders are booked** with the understanding that they shall become void should injury befall the stock from flood, error in count, drought, fire, or other causes beyond our control.

**Shipments** travel at purchaser's risk, and in the absence of definite instructions from the buyer, stock will be forwarded according to our best judgment without assuming responsibility.

**Claims**, if any, must be made immediately on receipt of goods.

**Terms** cash, except to those with established credit, who may make special arrangements for payment.

**We endeavor to keep varieties true to name** and will replace, on proper proof, any not true; but we do not guarantee the success of the grower. In event of untrue stock, our liability must be limited to invoice value at time of shipment.

**Copy of Pennsylvania State Certificate of Inspection on all orders.**

**We invite correspondence** from prospective buyers, but ask that all communications be written on printed business stationery so that we can grant trade prices only to those individuals or firms actually entitled to receive them.

**The plant names used** in this list conform, for the most part, with "Standardized Plant Names," adopted by The American Joint Committee on Horticultural Nomenclature.

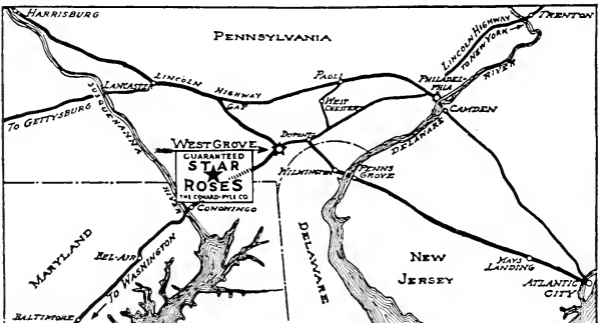
**Members** American Association of Nurserymen, Eastern Nurserymen's Association, Pennsylvania Nurserymen's Association, etc.

## THE CONARD-PYLE COMPANY

(The Conard & Jones Co. became The Conard-Pyle Co. January 1, 1925)

ROBERT PYLE, *President*  
R. T. SATTERTHWAIT, *Vice-President*  
E. P. GROFF, *Secretary-Treasurer*

WEST GROVE,  
PENNA.



Answering your question: "Where is West Grove?"

# WHOLESALE PRICE-LIST

FALL, 1927

## A Handy Guide to Handsome Profits

First, in addition to the usual items, you will discover offers of a score or more Novelties, that is, *new*, improved, out-of-the-ordinary varieties. Second, you will see many offerings of distinctly well-rooted Lining-out Stock from 2¼-inch pots. Third, your attention is invited to the fact that the Shrubbery, on the pages which follow, is designated as "Oak Brand" because the Oak Tree is the only symbol, it is believed, that can truly mark this sturdier, better-rooted, specimen-like material. Fourth, you can buy in full confidence that you will get plants of the very best quality, because this firm has been engaged for thirty (30) full years in producing nursery stock. Furthermore, during the greater part of this period, production was under the personal direction of that noted plantsman, the late Antoine Wintzer.

Considering everything, then, will it not pay you to study this list carefully and place at least a part of your orders here?



*Virginal*, "the most popular NEW *Philadelphus*" (2½ to 3 ft. size)

## Novelties Stimulate Trade

Did you ever stop to think that the great majority of your customers are women, and have you ever noticed how interested they are in something new? They are apt to trade where they can get the latest in plants, too, so perhaps you will have a better chance of holding their patronage if you keep your list constantly improved by now and then adding a few novelties. For example, a new shrub shown on the cover of your catalog, or in some other prominent location, will instantly attract them. Doesn't it seem, then, that **by handling novelties**, even in moderate quantities, **you have a splendid chance to improve your catalog, to increase your sales, to keep good-customers-with-money-to-spend, to win more trade, and to get greater turn-over?**

You are offered a wide selection of novelties on the pages which follow, and each variety, for your convenience, is marked with a large dot (●). Decide now which varieties you will add to your list, and order stock of them at once.



# Oak Brand Shrubs

## Vines, Hedge Plants, Lining-Out Stock

An alphabetical list, combining these four classes of nursery products, and showing under the head of each individual variety both the Lining-out and Finished Sizes. For example:

**Buddleia davidi magnifica** (Oxeye Butterfly Bush).

2 1/4-in. pots, for lining out.

2 to 2 1/2 ft.

2 1/2 to 3 ft.

The dot ● indicates Novelties.

**ABELIA grandiflora.**

*Glossy Abelia*

Popular for border plantings. Dainty pink and white flowers abundantly produced.

	10	100	1,000
4-in. pots . . . . .	\$2.50	\$20.00	\$180.00
5-in. pots . . . . .	3.00	25.00	225 00

**AMPELOPSIS tricuspidata (veitchi).**

*Japanese Creeper*

It clings as it grows. The foliage in autumn changes to crimson.

2 1/4-in. pots, for lining out . . .	\$1.00	\$8.00	\$65.00
4-in. pots, excellent plants . . .	2.50	20.00	180.00

● **tricuspidata atropurpurea.**

*Purple Japanese Creeper*

(New.) Similar to *A. tricuspidata*, with purplish foliage in early spring, persisting more or less during the summer months.

2 1/4-in. pots . . . . .	\$2.50	\$20.00
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● **quinquefolia.**

*Virginia Creeper*

Foliage brilliantly colored in autumn.

	Each	10	100
2-yr. . . . .	\$0.20	\$1.50	\$12.00

● **BERBERIS julianæ.**

*Wintergreen Barberry*

(New.) Beautiful hardy variety, of compact growth, with nice glossy green foliage throughout the winter.

	10	100
4 to 6 in. . . . .	\$3 00	\$25.00



*Berberis thunbergi*, three year. (Photographed August 10, 1927.) "Great" for landscape work! For good cheap price see next page!

Plan ahead—do your Spring buying now

# WHOLESALE PRICE-LIST

FALL, 1927

<b>Berberis thunbergi.</b> (Seedlings.)	<i>Japanese Barberry</i>			
Indispensable for hedges; also excellent for massing. Brilliant autumn coloring; scarlet berries.				
	Each	10	100	1,000
1½ to 2 ft. . . . .	\$0.20	\$1.50	\$12.00	\$100.00
2½ to 3 ft., extra heavy, bushy, 3-yr. (cut p. 4)	.35	3.00	22.00	175.00
● <b>thunbergi minor.</b>	<i>Box Barberry</i>			
(New.) Completely hardy. Dwarf, dense grower. The small leaves are a beautiful emerald-green in spring, soft green in summer, and rich red in autumn. A neat little shrub excellent as a low hedge or border for rose-beds and a splendid foundation planting.				
6 to 8 in. . . . .	\$0.20	\$1.50	\$10.00	\$80.00
2 ft., 4-yr. Fine Lig bushy plants excellent for specimens . . . . .	.35	3.00	22.00	175.00
● <b>wilsonæ.</b>	<i>Wilson Barberry</i>			
Unusual golden yellow flowers, followed by salmon-red berries. Makes a fine specimen plant. Hardy south of Philadelphia.				
1 to 1½ ft., 2-yr. . . . .	\$0.35	\$3.00	\$25.00	\$225.00
<b>BUDDLEIA davidi magnifica.</b>	<i>Oxeye Butterfly Bush</i>			
Extensive bloomer, even the first year. Flowers deep violet-rose, delightfully fragrant.				
1½ to 2 ft. . . . .	\$0.25	\$2.00	\$15.00	\$130.00
2½ to 3 ft. . . . .	.30	2.25	18.00	
3 to 4 ft. . . . .	.35	2.50	20.00	
<b>CALLICARPA purpurea.</b>	<i>Beautyberry</i>			
Pink flowers in August, followed by brilliant light purple berries.				
	Each	10	100	
2½ to 3 ft. . . . .	\$0.40	\$3.50	\$30.00	
3 to 4 ft. . . . .	.45	4.00	35.00	
<b>CALYCANTHUS floridus.</b>	<i>Common Sweetshrub</i>			
Spicy, fragrant, dark crimson flowers in June.				
10 to 12 in., 1-yr., field-grown . . . . .	\$0.25	\$2.25	\$18.00	
<b>CARYOPTERIS incana (mastacanthus).</b>	<i>Bluebeard</i>			
Makes compact bushes about 2 feet tall. Flowers sky-blue.				
1 to 1½ ft. . . . .	\$0.25	\$2.00	\$15.00	
<b>CELASTRUS scandens.</b>	<i>American Bittersweet</i>			
Yellow flowers, followed by orange-colored berries.				
2-yr. . . . .	\$0.25	\$2.00	\$15.00	
<b>CLEMATIS paniculata.</b>	<i>Sweet Autumn Clematis</i>			
Intensely sweet-scented, small, creamy white flowers completely cover the vine.				
	10	100	1,000	
2¼-in. pots, for lining out . . . . .	\$1.00	\$7.00	\$55.00	
3-in. pots, for lining out . . . . .	1.50	12.00		
2-yr. . . . .	2.00	15.00	135.00	
<b>COTONEASTER horizontalis.</b>	<i>Rock Cotoneaster</i>			
A low-growing, dark, shiny evergreen with spreading branches. Suitable for rockeries. Pink flowers followed by red berries.				
2¼-in. pots, for lining out . . . . .	\$2.50	\$18.00	\$150.00	
5-in. pots . . . . .	6.00	50.00		
<b>DEUTZIA crenata.</b>	<i>Double Pink Deutzia</i>			
A strong grower, with double flowers tinted rosy white.				
	Each	10	100	
3 to 4 ft. . . . .	\$0.30	\$2.50	\$18.00	
● <b>crenata magnifica.</b>	<i>Magnificent Deutzia</i>			
(New.) Easily the finest of all Deutzias. Exceptionally large, compact flowers of pure white.				
3 to 4 ft. . . . .	\$0.50	\$4.50	\$40.00	

100 plants on hand are worth 1,000 "on the way"

# The CONARD-PYLE COMPANY

ROBERT PYLE, President

<b>Deutzia gracilis.</b>	<i>Slender Deutzia</i>			
White, bell-shaped flowers. Dwarf grower, nice for edging other shrubbery.		Each	10	100
12 to 15 in. . . . .	\$0.25		\$2.00	\$15.00
1 to 1½ ft. . . . .	.30		2.50	22.50
1½ to 2 ft. . . . .	.40		3.50	30.00
<b>gracilis rosea.</b>	<i>Slender Pink Deutzia</i>			
Closely resembles Slender Deutzia. Light rose-colored flowers. A pleasing variety.				
2½ to 3 ft. . . . .	\$0.60		\$5.00	\$45.00
<b>lemoinei.</b>	<i>Lemoine Deutzia</i>			
Early bloomer; white flowers. Much superior to <i>D. gracilis</i> .				
2 to 2½ ft. . . . .	\$0.35		\$3.00	\$25.00
2½ to 3 ft. . . . .	.45		4.00	35.00
● <b>lemoinei compacta.</b>	<i>Improved Lemoine Deutzia</i>			
(New.) Compact habit.				
2 to 2½ ft. . . . .	\$0.50		\$4.50	\$40.00
<b>Pride of Rochester.</b>	<i>Large-flowered Deutzia</i>			
Very vigorous grower. Large, double white flowers.				
2 to 2½ ft. . . . .	\$0.20		\$1.50	\$12.00
3 to 4 ft. . . . .	.30		2.25	18.00
● <b>scabra eximia.</b>	<i>Improved Slender Pink Deutzia</i>			
(New.) An improvement over <i>D. gracilis rosea</i> , one of the most pleasing varieties.				
2½ to 3 ft. . . . .	\$0.50		\$4.00	\$35.00
<b>EUONYMUS alatus.</b>	<i>Winged Euonymus</i>			
Interesting corky bark; warm crimson autumn coloring. Makes fine specimen shrub.				
1 to 1½ ft. . . . .	\$0.50		\$4.50	\$40.00
<b>japonicus.</b>	<i>Evergreen Burning Bush</i>			
A most ornamental evergreen shrub that is a moderate, shapely, upright grower.				
2-yr. 12 to 15 in. . . . .	\$0.30		\$2.50	\$18.00
3-yr. 10 to 12 in. . . . .	.35		3.00	25.00
<b>radicans.</b>	<i>Winter Creeper</i>			
A splendid covering for low retaining walls. Small, rich green leaves.				
2¼-in. pots, for lining out . . . . .			\$1.20	\$7.00
2-yr. . . . .	\$0.25		2.25	17.50
● <b>radicans minimus (kewensis).</b>	<i>Baby Winter Creeper</i>			
Excellent for rockeries. Tiny evergreen leaves. Trailing habit. 2¼-in. pots . . . . .			\$1.50	\$10.00



An uncommonly nice block of 3-year Peegee. Photographed just before "stripping"



# WHOLESALE PRICE-LIST

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## Euonymus radicans variegata.

	<i>Variegated-leaf Winter Creeper</i>		
Leaves green and white.	Each	10	100
2¼-in. pots, for lining out . . .		\$1.20	\$7.00
2-yr. . . . .		\$0.25	2.25 18.00

## radicans vegetus.

	<i>Big-leaf Winter Creeper</i>		
A most beautiful vine, bearing bright red berries well into the winter.			
2¼-in. pots, for lining out . . .		\$1.50	\$8.00

## ● FORSYTHIA intermedia spectabilis

*Showy Border Forsythia*

(New.) Most profuse bloomer of all, every branch being closely covered with brilliant yellow flowers before the leaves appear. Seems to us the most desirable of the Forsythias.

	Each	10	100	1,000
1 to 1½ ft. . . . .	\$0.30	\$2.50	\$20.00	\$180.00
3 to 4 ft. . . . .	.45	3.50	30.00	250.00

## suspensa fortunei.

*Fortune Forsythia*

Good habit. Arching branches. Vigorous grower.

	Each	10	100
3 to 4 ft. . . . .	\$0.30	\$2.50	\$20.00

## viridissima.

*Green-stem Forsythia*

Most vigorous. Has green bark and thick, dark green leaves. Late blooming. Deep yellow flowers.

2½ to 3 ft. . . . .	\$0.25	\$2.25	\$15.00
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## HEDERA helix.

*English Ivy*

Hardy evergreen clinging vine with dark, glossy green leaves. Ideal wall-cover.

	10	100	1,000
2¼-in. pots . . . . .	\$1.00	\$6.00	\$50.00
4-in. pots . . . . .	3.00	25.00	

## ● HIBISCUS syriacus (Althea), Wm. R. Smith.

*Rose of Sharon*

(New.) Magnificent variety. Makes marvelous hedges. Snow-white blooms like giant morning-glories, 3 to 4 inches across. Very early, all-summer bloomer.

	Each	10	100	1,000
2¼-in. pots . . . . .		\$2.00	\$15.00	\$125.00
1-yr., field-grown . . . . .	\$0.35	3.00	25.00	225.00

## HYDRANGEA arborescens.

*Smooth Hydrangea*

Blooms right after early spring flowers are gone, and the great white flowers last until late August.

2 to 2½ ft. . . . .	\$0.35	\$3.00	\$25.00	\$225.00
2½ to 3 ft. . . . .	.40	3.50	30.00	275.00
3 to 4 ft. (see cut below) .50		4.00	35.00	325.00



An exceptional stand of *Hydrangea arborescens* (3 to 4 ft.)

# The CONARD-PYLE COMPANY

ROBERT PYLE, President

<b>Hydrangea paniculata grandiflora.</b>		<i>Peegee Hydrangea</i>		
An old variety still in strong demand. Large heads of double white flowers in late summer, turning to brilliant reds in fall.				
	Each	10	100	1,000
2-yr. 2 to 2½ ft. . . . .	\$0.35	\$3.00	\$22.00	\$180.00
3-yr. 2 to 2½ ft. (cut p.6)	.45	3.50	30.00	250.00
<b>paniculata grandiflora, Standard.</b>		<i>Tree Hydrangea</i>		
	Each	10	100	
Medium. 3 to 4 ft. . . . .	\$0.60	\$5.50	\$50.00	
<b>KERRIA japonica fl.-pl.</b>		<i>Japanese Kerria</i>		
True double Corchorus. Desirable, strong grower bearing golden yellow, double flowers.				
	Each	10	100	1,000
1½ to 2 ft. . . . .	\$0.35	\$3.00	\$25.00	\$200.00
2 year, bushy . . . . .	.40	3.50	30.00	
<b>LIGUSTRUM ibolium.</b>		<i>Ibolium Privet</i>		
A cross between Ibota and California privet, combining the hardiness and vigor of the former with the beauty of the latter.				
		10	100	1,000
2 to 2½ ft. . . . .	\$1.00	\$6.00	\$45.00	
2 to 3 ft. . . . .	1.20	7.00	65.00	
3 to 3½ ft. . . . .	1.50	8.00	75.00	
<b>ibota regelianum. (Cuttings.)</b>		<i>Regel Privet</i>		
Very desirable for shrubbery or evergreen plantings. Makes splendid, low, dense hedges.				
	Each	10	100	1,000
1 to 1½ ft. . . . .	\$0.20	\$1.50	\$10.00	\$80.00
2½ to 3 ft. . . . .	.25	2.00	15.00	
● <b>lucidum.</b>		<i>Glossy Privet</i>		
(New.) Handsome, with large, leathery leaves. Semi-hardy.				
1 to 1½ ft. . . . .	\$0.50	\$4.50	\$40.00	\$350.00
<b>ovalifolium.</b>		<i>California Privet</i>		
Thrives in all kinds of soil and situations. The ever-popular hedge plant.				
		10	100	1,000
2½ to 3 ft. . . . .	\$0.60	\$4.00	\$35.00	
4 to 5 ft., extra heavy . . . . .	.75	6.00	50.00	
<b>LONICERA japonica aureo-reticulata.</b>		<i>Yellow-net Japanese Honeysuckle</i>		
Flowers yellow. Foliage veined yellow.				
	Each	10	100	
2-yr. . . . .	\$0.30	\$2.25	\$15.00	
<b>heckrotti.</b>		<i>Everblooming Honeysuckle</i>		
Flowers carmine with golden apricot center. An unceasing bloomer.				
2-yr. . . . .	\$0.35	\$3.00	\$25.00	
<b>morrowi.</b>		<i>Morrow Honeysuckle</i>		
One of the most attractive berried bushes grown. Fine for screens or backgrounds to other shrubs. Yellow flowers followed by brilliant, long-lasting scarlet berries.				
3 to 4 ft. . . . .	\$0.30	\$2.25	\$18.00	
● <b>pileata.</b>		<i>Privet Honeysuckle</i>		
Dwarf evergreen shrub. Requires protection in cold regions.				
2¼-in. pots, for lining out . . . . .		\$1.50	\$10.00	
6 to 8 in., 2-yr. . . . .	\$0.35	3.00	25.00	
<b>Red Coral.</b>		<i>Red Coral Honeysuckle</i>		
Flowers coral-red.				
2-yr. . . . .	\$0.25	\$2.25	\$18.00	
<b>tatarica alba.</b>		<i>Tatarian Honeysuckle</i>		
A most adaptable shrub. White flowers followed by translucent berries.				
3 to 4 ft. . . . .	\$0.30	\$2.25	\$18.00	

Plant more in the Fall, you've more time

# WHOLESALE PRICE LIST

FALL, 1927

**LYCIUM chinense.** *Chinese Matrimony Vine*  
 Small, rosy purple flowers, followed by brilliant  
 scarlet berries. Each    10    100  
 2-yr. . . . . \$0.25    \$2.00    \$15.00

**NANDINA domestica.** *Nandina*  
 One of the handsomest broad-leaved Evergreens in  
 the South. Foliage is light in effect. Beautiful fall  
 coloring. Red berries.  
 3-in. pots . . . . . \$0.25    \$2.00    \$15.00  
 5-in. pots . . . . . .35    3.00    25.00  
 6-in. pots . . . . . .45    4.00    35.00

**PHILADELPHUS, Avalanche.** *Dwarf Mock Orange*  
 Large, fragrant, white flowers on arching branches.  
 1½ to 2 ft. . . . . \$0.20    \$1.75    \$15.00  
 2½ to 3 ft. . . . . .35    3.00    25.00

**Bouquet Blanc.** *White Bouquet Mock Orange*  
 Low, dense habit. Large white flowers, borne in  
 immense quantities.  
 2½ to 3 ft. . . . . \$0.35    \$3.00    \$25.00

**Manteau d'Hermine.** *White Mantle Mock Orange*  
 A dwarf variety with very small leaves.  
 2 to 2½ ft. . . . . \$0.30    \$2.50    \$22.50

● **splendens.** (New.) *Splendid Mock Orange*  
 1½ to 2 ft. . . . . \$0.30    \$3.50    \$20.00  
 2½ to 3 ft. . . . . .45    4.00    30.00

● **Virginal.** *Virginal Mock Orange*  
 (New.) A marked advance over older kinds. Very  
 free-flowering, all-summer bloomer. Flowers 3 inches  
 across and richly fragrant.  
Each    10    100    1,000  
 2½ to 3 ft. (cut p. 3) . \$0.40    \$3.50    \$30.00    \$250.00  
 3 to 4 ft. . . . . .50    4.50    40.00    350.00

● **Virginal argentine.** (New.) *Silver-leaf Virginal Mock Orange*  
Each    10    100  
 2 to 2½ ft. . . . . \$0.40    \$3.50    \$25.00  
 2½ to 3 ft. . . . . .45    4.00    35.00

● **Virginal Glacier.** (New.) *Glacier Virginal Mock Orange*  
 2 to 2½ ft. . . . . \$0.40    \$3.50    \$25.00  
 2½ to 3 ft. . . . . .45    4.00    35.00



*Viburnum plicatum* planted spring, 1927 with our famous 3-in. pot stock; now (August 10, 1927) 1 to 1½ ft. and nicely developed.

*Imagine more calls than ever for stock—be prepared*

# The CONARD-PYLE COMPANY

ROBERT PYLE, President



You'll have hundreds of places for these *Spiraea Anthony Waterer* (1½ to 2 ft.), to edge off plantings, for individual specimens, and for hedges

**SALIX caprea.** *Pussy Willow*

A quick-growing, shrub-like tree which produces silvery, fur-like catkins in early spring.

	Each	10	100
4 to 5 ft. . . . .	\$0.35	\$3.00	\$25.00

**SPIRÆA, Anthony Waterer.** *Waterer Spirea*

The perpetually blooming Red Spirea. It makes nice shapely bushes 2 to 3 feet high and bears flat clusters of rich, rosy red flowers throughout the summer.

	Each	10	100	1,000
1½ to 2 ft., very bushy	\$0.25	\$2.25	\$18.00	\$150.00
2 to 2½ ft. . . . .	.35	3.00	25.00	225.00

**prunifolia.** *Bridal Wreath*

Handsome, dark green, shining foliage turning orange in autumn. White flowers freely produced in May.

	Each	10	100
2½ to 3 ft. . . . .	\$0.30	\$2.50	\$20.00
3 to 4 ft. . . . .	.40	3.50	25.00

**thunbergi.** *Thunberg Spirea*

Slender, arching branches, clothed with pure white flowers. Small, feathery, light-green leaves.

	Each	10	100
2 to 2½ ft. . . . .	\$0.30	\$2.50	\$20.00
3 to 4 ft. . . . .	.40	3.50	30.00

**vanhouttei.** *Van Houtte Spirea*

Most popular hardy Spirea. Pure snow-white flowers all over the plant.

	Each	10	100	1,000
2½ to 3 ft. . . . .	\$0.25	\$1.50	\$12.00	\$100.00

**SYMPHORICARPOS racemosus** *Snowberry*

Conspicuous white berries; attractive foliage. Succeeds well in shaded locations.

	Each	10	100
2½ to 3 ft. . . . .	\$0.25	\$2.00	\$16.00

**SYRINGA persica rubra.** *Persian Red Lilac*

Purplish red flowers borne in great profusion all over the bush.

	Each	10	100
2½ to 3 ft. . . . .	\$0.40	\$3.50	\$30.00

**vulgaris.** *Common Purple Lilac*

Blooms in early May.

	Each	10	100
2 to 2½ ft. . . . .	\$0.25	\$2.00	\$15.00
3 to 4 ft. . . . .	.30	2.50	20.00

*Tackle some of your best customers for Fall planting jobs*

# WHOLESALE PRICE-LIST

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## VIBURNUM americanum (oxycoccus)

*American Cranberry Bush*

Makes brilliant scarlet fruits that remain all winter.

Flowers white. Each 10 100  
 2½ to 3 ft. . . . . \$0.45 \$4.00 \$35.00

## tomentosum plicatum.

*Japanese Snowball*

Fairly covered with great white balls of snow about Memorial Day. Heavy-ribbed, dark green foliage, peculiarly becoming. (Our reputation for lining-out stock of this shrub is well-known far and wide in the trade.)

Each 10 100 1,000  
 3-in. pots, for lining-out \$1.50 \$12.00 \$100.00  
 1 to 1½ ft. (cut p. 9) . \$0.30 2.50 20.00 180.00  
 1½ to 2 ft. . . . . .40 3.50 30.00 250.00  
 2 to 2½ ft. (cut below) .50 4.00 35.00 300.00

## WEIGELA candida.

*White Weigela*

Great clusters of pure white flowers in June and often during the summer.

Each 10 100  
 3 to 4 ft. . . . . \$0.40 \$3.50 \$30.00

## Eva Rathke.

*Red-flowered Weigela*

The Everblooming Weigela. Dark red flowers, marked white, and splendid foliage produce an effect not to be had in any other shrub; flowers continuously.

Each 10 100 1,000  
 1½ to 2 ft. . . . . \$0.30 \$2.50 \$22.00 \$180.00  
 2 to 2½ ft. . . . . .35 3.00 25.00 225.00  
 2½ to 3 ft. . . . . .40 3.50 30.00 275.00

## nana variegata.

*Variegated-leaf Weigela*

Dwarf, compact, grower. Soft pink flowers.

Each 10 100  
 2½ to 3 ft. . . . . \$0.35 \$3.00 \$25.00

## rosea.

*Pink Weigela*

Rose-pink flowers in great profusion. Vigorous grower.

3 to 4 ft. . . . . \$0.30 \$2.50 \$18.00

## WISTERIA frutescens alba.

*White American Wisteria*

Silvery white flowers.

3-yr. . . . . \$0.40 \$3.50 \$30.00

## frutescens magnifica.

*Yellow-eye Wisteria*

Lavender-blue flowers.

2-yr. . . . . \$0.30 \$2.50 \$20.00

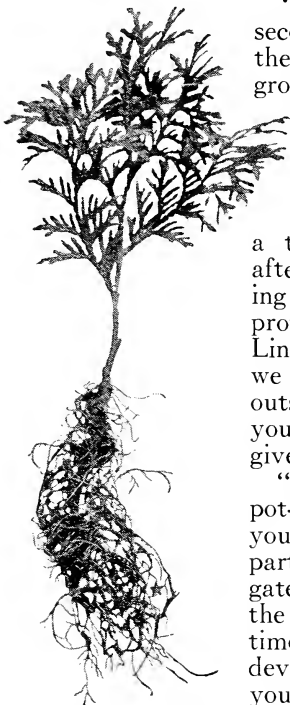


*Viburnum plicatum* (2 to 2½ ft.). Beautiful plants for specimens, to improve shrubby borders, and for floral work

What new stuff are you going to offer this season?

## Outstanding Evergreens

Headed by our famous well-rooted Lining-Out Stock from 2¼-inch pots, of which the Propagator says:



Look at the "business-end" of this husky young *Arborvitæ*! Photographed Aug. 10, 1927—two months yet to root!

"In a time when so much secondary stock is being put on the market by inexperienced growers, it is more than ever important to know your source of supply.

"After producing nursery stock of the very best quality for thirty years (nearly a third of a century), and after several seasons' pioneering with the method, now approved generally, of growing Lining-Out Evergreens in pots, we feel in position to furnish outstandingly better-rooted young plants, more certain to give solid, thrifty rows.

"You may be familiar with pot-grown stuff, but perhaps you are not aware that these particular plants are propagated with greater care than the average, and that ample time is allowed for full root-development. When set to your fields, the balls, which are well-preserved, protect the roots until they "catch." Thus you have a wonderful opportunity to get complete

stands and a perfect return on your investment.

"Really, you run no risk. The list of those who order and contract yearly is steadily increasing. You might as well get your share of the profits."

Decide to order now and have your plants set aside for *Spring delivery*. Make your selections from the following pages.

**Balling and Burlapping:** 5 cts. each for plants measuring up to and including 1 ft.; 10 cts. each for those up to and including 2 ft.; and 15 cts. each for all larger than these. *Examples:* 6 to 8 in., 8 to 12 in., etc., at 5 cts.; 1 to 1½ ft., 1½ to 2 ft., etc., at 10 cts.; 2 to 2½ ft., 3 to 4 ft., etc., at 15 cts.

**BUXUS sempervirens suffruticosa.** *True Dwarf Box*  
 Dwarf grower, with very dark green leaves. A most beautiful plant for edging walks and flower-beds. Hardy and may be trimmed any shape.

	10	100	1,000
4 to 6 in. . . . .	\$1.25	\$10.00	\$90.00

**CHAMÆCYPARIS lawsoniana, Triomphe de Boskoop.** *Triomphe de Boskoop Cypress*  
 A beautiful evergreen from the Far West. A rapid grower, columnar in shape; bluish green foliage.

2¼-in. pots, for lining out . . .	\$3.00	\$25.00	\$225.00
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# WHOLESALE PRICE-LIST

FALL, 1927

<b>ILEX opaca.</b>	<i>American Holly</i>		
Does best in moist, partially shaded places. Rather difficult to transplant.	10	100	
2 to 2½ ft. . . . .	\$12.50	\$100.00	
<b>JUNIPERUS chinensis pfitzeriana.</b>	<i>Pfitzer Juniper</i>		
Highly recommended, and perhaps the handsomest green Juniper. Medium to large grower, dense in center, spreading to pointed, feathery, graceful foliage.	10	100	1,000
2¼-in. pots, for lining out . . . . .	\$2.00	\$16.00	\$140.00
1 to 1½ ft., transplanted . . . . .	17.50	150.00	
1 to 1½ ft. . . . .	10.00	75.00	
1½ to 2 ft. (see cut below) . . . . .	22.50	200.00	
<b>communis hibernica.</b>	<i>Irish Juniper</i>		
A very narrow pyramid. Useful for its spire-like effect.			
2¼-in. pots, for lining out . . . . .	\$2.00	\$14.00	\$120.00
<b>excelsa stricta.</b>	<i>Spiny Greek Juniper</i>		
Compact, well-shaped pyramid. Foliage gray-green. Most useful for formal effects.	10	100	
8 to 12 in., very nice . . . . .	\$12.50	\$100.00	
<b>sabina tamariscifolia.</b>	<i>Tamarix Savin</i>		
Flat, spreading growth, making compact but soft texture in low evergreen planting.	10	100	1,000
2¼-in. pots, for lining out . . . . .	\$2.00	\$16.00	\$150.00
8 to 12 in. . . . .	12.50	100.00	
<b>JUNIPERUS virginiana.</b>	<i>Red Cedar</i>		
Forms a dense column; deep green foliage purplish in winter. Useful in formal work, or mixed plantings.			
1 ft. . . . .	10	100	
	\$10.00	\$75.00	
<b>virginiana burki.</b>	<i>Burk Red Cedar</i>		
Said to be better than <i>J. virginiana glauca</i> .			
2¼-in. pots . . . . .	\$2.00	\$16.00	\$150.00
<b>virginiana glauca.</b>	<i>Silver Red Cedar</i>		
Probably the best variety of Cedar. Bluish gray foliage. A favorite for specimen work.	10	100	
1 to 1½ ft. . . . .	\$20.00	\$175.00	
2 to 2½ ft. . . . .	30.00	250.00	
<b>RETINOSPORA obtusa.</b>	<i>Hinoki Cypress</i>		
Graceful tree; foliage bright, clear green. Grows slowly and has a marked Japanese appearance.			
2¼-in. pots . . . . .	\$2.00	\$18.00	\$160.00



Visitors this summer pronounced these 1½ to 2-ft. *Juniperus Pfitzeriana* "mighty fine plants"

# The CONARD-PYLE COMPANY

ROBERT PYLE, President

<b>Retinospora obtusa gracilis.</b>	<i>Slender Hinoki Cypress</i>		
Beautiful, rare type of Retinospora, dense in habit; more erect and pyramidal in growth than the others.			
6 to 8 in. . . . .	10	100	1,000
	\$6.00	\$50.00	
<b>plumosa lutescens.</b>	<i>Dwarf Yellow Plume Cypress</i>		
Forms a low, broad, round-topped bush; bright yellow-tipped branchlets.			
2 1/4-in. pots, for lining out . . . . .	\$1.50	\$12.00	\$100.00
4 to 6 in. . . . .	6.00	50.00	
12 to 15 in. . . . .	12.50	100.00	
<b>pisifera.</b>	<i>Sawara Retinospora</i>		
Loosely pyramidal, with excellent feathery foliage. It is a hardy, graceful and rapid-growing evergreen.			
2 1/4-in. pots, for lining out . . . . .	\$1.50	\$10.00	\$90.00
<b>pisifera aurea.</b>	<i>Golden Sawara Retinospora</i>		
2 1/4-in. pots, for lining out . . . . .	\$1.50	\$10.00	\$ 90.00
10 to 12 in. . . . .	6.00	50.00	
1 to 1 1/2 ft. . . . .	11.50	100.00	
1 1/2 to 2 ft. . . . .	16.50	150.00	
<b>pisifera filifera.</b>	<i>Thread Retinospora</i>		
An elegant, drooping form. The thread-like, pensile branchlets are very graceful and are furnished with small, sharp-pointed, glossy green leaves.			
2 1/4-in. pots, for lining out . . . . .	\$1.50	\$12.00	\$100.00
9 to 12 in. . . . .	8.50	75.00	
1 to 1 1/2 ft., extra fine and bushy twice transplanted . . . . .	20.00	150.00	
<b>pisifera plumosa.</b>	<i>Plume Retinospora</i>		
Dwarf and dense-growing; branchlets slender and feathery.			
2 1/4-in. pots, for lining out . . . . .	\$1.50	\$9.00	\$75.00
10 to 12 in. . . . .	3.50	30.00	
1 to 1 1/2 ft. (see cuts) . . . . .	6.00	50.00	
1 1/2 to 2 ft. . . . .	12.50	100.00	
<b>pisifera plumosa aurea.</b>	<i>Golden Plume Retinospora</i>		
2 1/4-in. pots, for lining out . . . . .	\$1.50	\$12.00	\$100.00
1 to 1 1/2 ft., bushy . . . . .	6.00	50.00	
1 to 1 1/2 ft., transplanted; extra nice . . . . .	12.50	100.00	
<b>squarrosa sulphurea.</b>	<i>Sulphur Moss</i>		
A beautiful variety with sulphur-tinted shoots; quite distinct.			
2 1/4-in. pots . . . . .	\$2.00	\$15.00	\$130.00



Extremely pleasing specimens of *Retinospora plumosa*. For photograph of an individual plant see next page (1 to 1 1/2-ft. stock)



# WHOLESALE PRICE-LIST

FALL, 1927



An average specimen of *Retinospora plumosa* selected from the lot pictured on page 14

<b>Retinospora squarrosa veitchi.</b>	<i>Veitch Moss Cypress</i>
Silvery blue foliage, soft and extremely graceful, gives woolly appearance. Broad, pyramidal outline in young plants.	
	10      100      1,000
2¼-in. pots, for lining out . . .	\$2.00   \$15.00   \$130.00
6 to 8 in., bushy . . . . .	4.00   35.00
8 to 10 in. very bushy . . . . .	6.50   50.00
<b>TAXUS cuspidata.</b>	<i>Spreading Japanese Yew</i>
Extremely hardy. Spreading, bushy habit. Rich, deep green leaves. Valuable for foundation planting.	
2¼-in. pots, for lining out . . .	\$2.50   \$20.00   \$180.00
10 to 12 in. . . . .	15.00   125.00
1½ to 2 ft. . . . .	27.50   250.00
<b>cuspidata nana.</b>	<i>Dwarf Japanese Yew</i>
Often called "cuspidata brevifolia." One of the richest and most handsome dwarf evergreens and typically Japanese in its beauty. The spreading branches are thickly clothed with short, dark green needles.	
2¼-in. pots, for lining out . . .	\$2.50   \$20.00   \$180.00
8 to 12 in. . . . .	17.50   150.00
1 to 1½ ft. . . . .	30.00   250.00
<b>THUJA occidentalis.</b>	<i>American Arborvitæ</i>
Splendid hedge plant of columnar, compact habit. Of merit for formal use.	
	10      100
3 to 4 ft. . . . .	\$30.00   \$250.00
<b>occidentalis compacta.</b>	<i>Parsons Arborvitæ</i>
Dwarf, dense grower, almost globe-shaped. Bright green foliage. Handsome.	
	10      100      1,000
2¼-in. pots, for lining out . . .	\$1.50   \$12.00   \$100.00
6 to 8 in. . . . .	4.00   35.00
1 ft. . . . .	8.50   75.00

Make your nursery plantings keep pace with your sales

# The CONARD-PYLE COMPANY

ROBERT PYLE, President

<b>Thuja occidentalis elegantissima.</b>	<i>Golden-tipped Arborvitæ</i>			
Rich, lustrous green foliage; branches tipped with yellow.				
		10	100	1,000
2¼-in. pots, for lining out . . .	\$1.50	\$12.00	\$100.00	
6 to 8 in. . . . .	4.00	30.00		
1 to 1½ ft. . . . .	20.00	150.00		
<b>occidentalis globosa.</b>				<i>Globe Arborvitæ</i>
Naturally globe-shaped. Useful for formal work.				
2¼-in. pots . . . . .	\$1.50	\$12.00	\$100.00	
12 to 15 in. . . . .	12.50	100.00		
<b>occidentalis pumila.</b>				<i>Green Globe Arborvitæ</i>
Dwarf; globe-shaped.				
2¼-in. pots, for lining out . . .	\$1.50	\$12.00	\$100.00	
6 to 8 in. . . . .	4.00	35.00		
8 in. . . . .	8.00	75.00		
1 ft., bushy . . . . .	11.50	100.00		
<b>occidentalis pyramidalis.</b>				<i>American Pyramidal Arborvitæ</i>
A choice narrow, columnar tree that grows from 20 to 30 feet high. Stays bright green in winter. Excellent for accents and formal planting.				
2¼-in. pots, for lining out . . .	\$1.50	\$12.00	\$100.00	
10 to 12 in. . . . .	6.00	50.00		
1½ to 2 ft. . . . .	17.50	150.00		
<b>occidentalis sibirica.</b>				<i>Siberian Arborvitæ</i>
Compact, pyramidal habit; constant in color; fine for hedges and screens.				
2¼-in. pots, for lining out . . .	\$1.50	\$10.00	\$90.00	
4 to 6 in. . . . .	6.00	50.00		
6 to 8 in. . . . .	8.50	75.00		
8 in., bushy . . . . .	11.50	100.00		
<b>occidentalis vervæneana.</b>				<i>Vervæne Arborvitæ</i>
Graceful, bronze, mottled tree for many uses.				
2¼-in. pots, for lining out . . .	\$1.50	\$10.00	\$90.00	
10 to 12 in. . . . .	4.00	35.00		
3 to 4 ft. . . . .	35.00	300.00		
<b>occidentalis vervæneana aurea.</b>				<i>Golden Vervæne Arborvitæ</i>
6 to 8 in. . . . .	\$4.00	\$35.00		
<b>occidentalis vervæneana variegata.</b>				<i>Variegated Vervæne Arborvitæ</i>
2¼-in. pots, for lining out . . .	\$1.50	\$10.00	\$90.00	
10 to 12 in. . . . .	6.00	50.00		
<b>(Biota) orientalis.</b>				<i>Oriental Arborvitæ</i>
Tall and slender. Rich dark green. Fine for formal work.				
2¼-in. pots, for lining out . . .	\$2.50	\$18.00	\$150.00	
<b>(Biota) orientalis aurea conspicua.</b>				<i>Gold-spire Arborvitæ</i>
Has a conspicuous golden color in summer and is peculiarly shaded in winter. Pyramidal shape.				
2¼-in. pots . . . . .	\$2.00	\$18.00	\$150.00	
<b>(Biota) orientalis aurea nana.</b>				<i>Berckman's Golden Arborvitæ</i>
Very pretty dwarf form with yellow-tinged foliage, changing to bronze.				
2¼-in. pots . . . . .	\$2.00	\$18.00	\$150.00	
<b>(Biota) orientalis sieboldi (orientalis compacta).</b>				<i>Siebold Arborvitæ</i>
A type with compact, broad cone-shaped growth. Similar in shape to Berckman's but having a good green color. Has its place where the pyramidal forms would be too large.				
2¼-in. pots . . . . .	\$2.00	\$18.00	\$150.00	
<b>TSUGA canadensis.</b>				<i>Canada Hemlock</i>
Most graceful and adaptable, the spreading horizontal branches making effective shadow effects. Useful for hedges and informal planting.				
		10	100	
1 to 1½ ft. . . . .	\$11.00	\$100.00		

"Your Young Evergreens produced the best stand we ever had."—J. H. B.

# WHOLESALE PRICE-LIST

FALL, 1927

## ★ ROSES

### Hardy Climbing Roses

These are offered as two-year, first-grade, dormant plants, for delivery after November 1 and will be shipped with tops trimmed in the usual fashion, except that patrons who require all branches uncut are asked to specify when ordering and remit \$2 extra per 100.

	Each	10	100
<b>American Pillar.</b> HW. Brilliant crimson-pink. Becoming one of the most popular climbers . . . . .	\$0.40	\$3.00	\$20.00
<b>Bonnie Prince.</b> HW. White flowers of medium size. A white Tausendschön . . . . .	.50	4.00	30.00
<b>Dorothy Perkins.</b> HW. Too popular to need description . . . . .	.40	2.75	18.00
<b>Dr. W. Van Fleet.</b> HW. Pure apple-blossom-pink. Without doubt the best of all climbers . . . . .	.50	3.00	18.00
<b>Evangeline.</b> HW. Rosy white, tipped pink—a distinct color . . . . .	.40	3.00	25.00
<b>Excelsa (Red Dorothy Perkins).</b> HW. Scarlet-crimson . . . . .	.40	2.75	18.00
<b>Gardenia.</b> HW. Buds bright yellow; flowers cream. Hardest and most dependable of its type . . . . .	.50	4.00	25.00
<b>Heart of Gold.</b> HW. (New.) Dark purplish crimson, with white center and showy golden stamens . . . . .	.50	4.00	25.00
<b>Hiawatha.</b> HW. Brilliant carmine. The most dazzling red climber . . . . .	.40	2.75	20.00
<b>Jean Girin.</b> HW. Sprightly salmon-pink. Resembles Dorothy Perkins . . . . .	.35	2.50	18.00
<b>Mary Wallace.</b> HW. Very bright pink. One of Dr. Van Fleet's last and best creations . . . . .	.50	4.00	35.00
<b>May Queen.</b> HW. Clear bright pink. Early Van Fleet hybrid . . . . .	.50	3.00	18.00
<b>Ruby Queen.</b> HW. Ruby-red. A sister to May Queen . . . . .	.50	3.00	18.00
<b>The Beacon (Red American Pillar).</b> HW. (New.) Similar to the famous American Pillar but a vivid fiery red. A real novelty and bound to become popular . . . . .	.60	5.00	40.00
<b>White Dorothy.</b> HW. Creamy white . . . . .	.40	2.75	18.00
<b>Wichuraiana.</b> (Type.) Single white flowers. The trailing Rose; excellent for banks . . . . .	.40	3.00	25.00

### Roses for Lining Out

Well established plants from 2¼ in. pots. (For Spring delivery.)

	10	100
<b>American Pillar.</b> H. W. Single rosy pink . . . . .	\$1.00	\$7.00
<b>Dr. Van Fleet.</b> H. W. Rich shell-pink . . . . .	1.00	7.00
<b>Dorothy Perkins.</b> HW. Shell-pink. . . . .	1.00	7.00
<b>Excelsa (Red Dorothy Perkins).</b> HW. . . . .	1.00	7.00
<b>Heart of Gold.</b> HW. (New.) Dark purplish crimson, with white center and showy golden stamens. . . . .	1.00	7.00
<b>White Dorothy (White Dorothy Perkins).</b> HW. . . . .	1.00	7.00
<b>Wichuraiana.</b> (Type.) Single white flowers. Trailing habit. . . . .	1.00	7.00

*Hardy Climbing Roses are excellent subjects for Fall planting*

## ROSES, continued



Rosa Hugonis "Surprisingly better than any you can buy elsewhere"

## Hugonis

### "Golden Rose of China"

Three things, perhaps, have lifted Hugonis to the popular place it holds today with both retail and wholesale trade: its beauty, its dependability, and its usefulness.

Yellow has always been a favorite color with Rose-lovers, and this shrub-like variety not only presents *clear yellow* blooms like great golden hollyhocks, but it flowers exceptionally early, even in April or early May. The bush itself is an attention-getter, for when matured it is symmetrically handsome, and about 6 feet wide with corresponding height. The reddish maroon canes are in themselves most attractive, and the small acacia-like foliage turns purple in the fall.

Hugonis has proved remarkably hardy, even in extreme below-zero temperatures. It is, therefore, dependable, and will be found most useful for specimens or grouped in plantings of shrubbery. It also serves admirably for a fine flowering hedge.

For more than ten years the trade has looked this way for the greater part of its Hugonis, and it is a pleasure to announce that this season also finds us fully equipped to take care of the largest orders and the most exacting requirements. The quality of the plants surprises most buyers, and the price, for the present, is lower than ever before in our history. You will do well to order here, and we fully believe you will be entirely satisfied.

#### Prices for dormant own-root plants, ready after November 1

	Each	10	25, 50, 100	250, 500, 1,000 up
2-year	\$0.55	\$0.45 ea.	\$0.40 ea.	\$0.35 ea.
Extra 2-year	.65	.55 ea.	.50 ea.	.45 ea.

Dr. E. H. Wilson, Keeper of Arnold Arboretum, says "Hugonis is the most popular species in America."

# WHOLESALE PRICE-LIST

FALL, 1927

ROSES, concluded



Those who travelled the Baltimore Pike this summer will remember having seen near West Grove, this large field of big, bushy Hybrid Teas on Multiflora.

## Hybrid Tea Roses

A special list of these will be prepared and mailed to all of our patrons a little later in the season. In the meanwhile, your Want List for quotations will receive careful consideration. Send it along!

## Miscellaneous Roses

Two-year No. 1 dormant plants

Max Graf. H. Rug. Showy pink. An excellent ground-cover . . . . .	10	100
	\$5.00	\$40.00
Rugosa Seedlings, Alba and Rubra, Mixed. Most desirable for hedges, shrubberies, and specimen plants . . . . .	2.50	20.00

## Hardy Phlox

One of the most popular Perennials

These are excellent one-year field clumps, really splendid plants, much better than the ordinary. The stock is carefully "rogued" and is highly recommended to those interested in adding a profitable side-line.

Price: \$1 for 10; \$7 per 100; \$60 per 1,000

**Champs Elysees.** Rosy purple; very effective.

**Europa.** White, crimson eye.

**Mrs. Jenkins.** Considered best pure white.

**Pantheon.** Bright carmine-rose.

**Prof. Schliemann.** Lavender or lilac-rose.

**Rijnstroom.** Beautiful rose-pink.

**Riverton Jewel.** Mauve-rose with carmine-red eye.

**Thor.** Salmon-rose, with scarlet glow.

PHLOX, Miss Lingard. <i>Early-flowering White Phlox</i>		
1-yr. field clumps . . . . .	10	100
	\$1.00	\$7.00

## Wise Words

"Your shipment of Roses came yesterday. I was very well pleased with the general appearance of these plants, particularly with the excellent root systems." A. C. F.

"I am certainly well pleased with the high quality of the stock received from you. I certainly would not send so far for stock, if the quality was not extra good." A.E., Toledo, Ohio.

# The CONARD-PYLE COMPANY

ROBERT PYLE, President

## Other Perennials

<b>ACHILLEA ptarmica alba, The Pearl.</b>	Bears 10	100
an abundance of pure white, perfectly double flowers, borne in graceful sprays.		
Field plants. . . . .	\$1.50	\$10.00
<b>IRIS, Bearded.</b>	Splendid field plants . . . . .	1.50 10.00
<b>Dr. Bernice.</b> Coppery bronze and dark crimson.		
<b>Loreley.</b> Deep blue, veined white and bordered sulphur-yellow.		
<b>PLATYCODON grandiflorum japonicum.</b>	<i>Japanese Balloon Flower</i>	
Violet-blue, bell-shaped flowers.		
2¼-in. pots . . . . .	\$1.00	\$7.00
<b>YUCCA filamentosa.</b>	<i>Adam's Needle; Common Yucca</i>	
A low-growing, tropical-looking plant; clusters of creamy white well-shaped flowers.		
1-yr. field . . . . .	\$0.75	\$5.00

## Miscellaneous

<b>BOUGAINVILLEA sanderiana.</b>	<i>Sander Bougainvillea</i>	
In great demand for Easter decorations. Bears masses of curious, reddish purple flowers and makes a vigorous growth.		
2¼-in. pots . . . . .	\$1.00	\$7.00
5-in. pots . . . . .	6.00	50.00
<b>HIBISCUS, Peachblow.</b>	<i>Large-flowered Chinese Hibiscus</i>	
Immense double flowers like great frilled pink roses. A splendid decorative plant.		
2¼-in. pots . . . . .	\$1.00	\$7.00



Here, in coldframes, is the way we "finish off" the young Evergreens pictured on the front cover. *Retinospora plumosa* in the foreground

THE CONARD-PYLE COMPANY

ROBERT PYLE, President

West Grove, Penna.