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GLADIOLUS

PUGET SOUND GROWN

Produced in the finest bulb raising section of the world
under ideal conditions of soil and climate.

WHOLESALE LIST

SPRING 1928



FRED L. DELKIN

Hunts Point

Bellevue, Washington

TERMS

Free packing and delivery:-

We prepay delivery to any part of the world on orders amounting to \$2.50 or more. No charge for packing.

Payment:-

Net cash before shipment or 25% down, balance C. O. D. Customers pay C. O. D. charges. A 25% deposit will hold orders for later shipment.

Discounts:-

All discounts are figured in the prices quoted which are the lowest consistent with the quality of stock we send out. One set price to all our customers is our business policy.

25 bulbs at the hundred rate.

250 bulbs at the thousand rate.

1000 bulbs at nine times the hundred rate.

No orders accepted for less than \$2.00.

Guarantee:-

All our bulbs are guaranteed true to name and if they prove otherwise will be replaced free or the money will be refunded. We ship nothing but healthy, clean, state and government inspected stock. If for any reason bulbs are unsatisfactory, return them at once and your money will be promptly refunded. Bear in mind that you are dealing with a firm that holds reliability above everything else.

Substitutions:-

It is impossible to have on hand at all times all varieties in all the sizes listed, or is it possible for us to keep all our customers informed as to the depletion of certain stocks. We would, therefore, suggest that customers writing from a distance inform us if there are substitutions that will be acceptable to them.

We make no substitution of varieties unless requested to do so.

We will, when out of a size, substitute the next larger or smaller unless asked not to do so.

Safe Arrival:-

We guarantee safe delivery to your post office, but will not ship Eastern orders during December, January and February unless customers assume all liability for freezing. Pacific Coast orders can be shipped at any time.

Prices quoted and orders accepted subject to prior sale.

PREPAID PRICES

VARIETY	Per 100							Bulblets	
	No. 1 1½ Up	No. 2 1¼-1½	No. 3 1-1¼	No. 4 ¾-1	No. 5 ½-¾	No. 6 ¼-½	1000	Quart	
AH (K), cream and apricot				2.00	1.50	1.00		2.00	
Albania (Kemp), best large white	3.50	3.00	2.00	1.75	1.25	1.00	1.00	3.00	
Alice Tiplady (K), orange saffron	3.50	3.00	2.00	1.50	1.00	.75	1.00	3.00	
Angola (K), salmon, prim.	3.00	2.50					.50	2.00	
Anna Eberius (D), dark purple			2.00	1.75			1.00	3.00	
Arden (K), orange red, prim.		2.50	2.00				1.00	3.00	
A. W. Hunt, mammoth orange				4.00	3.00	2.00	2.00		
Blue Lily (K), good lavender-blue	4.00	3.00	2.50			1.00	2.00	4.00	
Bobolink (K), salmon and gold prim.	3.50	3.00	2.50				2.00	5.00	
Butterfly (Burbank), orange, dark blotch .....							.50	2.00	
Capt. Boynton (Boynton), huge lavender									
Costa Rica, ruffled lavender							1.00	3.00	
Diana, best commercial red			2.75	2.25	1.50	1.00	1.00	4.00	
Dr. F. E. Bennett (D), huge scarlet	24.00	20.00	16.00	11.00	8.00	5.00	8.00		
Duchess of York, dark purple	9.50	8.00	6.25	4.75	3.50	2.25	3.00		
Elora (Burbank), white, pink throat	3.50	2.50	2.00				.50	1.50	
Giant Nymph (C), tall light pink	8.00	7.00	5.00	4.00	3.00	2.00	3.00	8.00	
Gold (Decorah), clear yellow	5.00	4.00	3.00	2.00	1.50	1.00	1.00	4.00	
Golden Measure (Kelway), tall yellow	5.00	4.00							
Golden Swallow (Austin), ruffled yellow	6.00	5.00	4.00	3.00	2.00	1.00	4.00	10.00	
Jack London (D), tall salmon	4.00	3.00	2.50				1.00	3.00	
Jacoba Van Beijren (Van Deursen), large violet self color	6.00	5.00	4.00			1.00	3.00	8.00	
Jenny Lind (Decorah), pink and yellow	8.00	7.00	5.00	4.00	3.00	2.00	3.00	8.00	
Jewell, prim., pink and yellow	4.00	3.20	2.50	2.00	1.00	.50	1.00	3.00	
Katherine S. Hess (D), tall salmon	6.00	5.00	4.00	3.00	2.00	1.00	1.50	6.00	
Los Angeles (H), "cut and come again glad."					4.25	3.50	2.75		
Lucette (Bill), large open white, pink throat lines..	3.50	3.00	2.00	1.75	1.25	1.00	2.00	5.00	
Ming Toy (K), buff and yellow	5.00	4.00	3.00				1.00		
Miss Spokane (K), salmon pink	5.00	4.00	3.00	2.00	1.00	.75	1.00	4.00	
Mr. H. A. Hyde (D), large white, pink flaked							2.00	6.00	
Mrs. F. C. Peters (Fischer), large lavender	6.00	5.00	4.00	3.00	2.00	1.00	1.00	4.00	
Mrs. J. K. Armsby (D), giant pink, flaked	9.00	7.00	5.25	3.75	2.25	1.00	1.25		
Mrs. Leon Douglas (D), begonia rose	8.00	6.50	5.25	4.00	2.50	1.50	1.75	5.00	
Mrs. Newell Vanderbilt (D), salmon pink	6.00	5.00	4.00	3.00	2.00	1.00	1.00	4.00	
Odin, salmon, red blotch				1.75	1.00	.75	.50	2.00	
Opalescent (Bill), large rosy lavender					2.00	1.00	2.00	6.00	

ORDER EARLY BEFORE STOCKS ARE DEPLETED

PREPAID PRICES

Per 100

VARIETY	No. 1	No. 2	No. 3	No. 4	No. 5	No. 6	Bulblets
	1½ Up	1¼-1½	1-1¼	¾-1	½-¾	¼-½	1000 Quart
Pollyanna (Decorah), fine ruffled yellow		4.00	3.50	2.00	1.50	1.00	4.00
Prince of Wales, salmon	3.00	2.50	1.75				.50 1.00
Rev. Ewbank, excellent blue .....							.75 3.00
Richard Diener (D), geranium pink	6.00	5.00		5.00	3.00	2.00	1.50
Romance (K), orange purple border				2.00	1.00	.75	.75 4.00
Shell Pink (K), huge pink prim.	5.00	4.00	3.00	2.00	1.50	1.00	2.00 6.00
Sibyl (Bill), mammoth pink prim.	10.00	8.50	7.00	5.50	4.25	3.50	5.00
Souvenir, deepest yellow prim.		2.50	2.00		1.00	.75	.50 1.50
Splendorra (K), darkest velvety red	5.00	4.00	3.00				1.00 3.00
Tycko Zang, Mrs. Austin's new wonderful pink ...	15.00	12.50	10.00	7.50	6.00	5.00	5.00 15.00
Yellow Prince (Vos), beautiful orange			3.00	2.00	1.50	1.00	1.00 3.00
Yellow Treasure (Austin), deep yellow prim.		3.50	2.50				1.00 3.00

Originators—(K), A. E. Kunderd; (D), Richard Diener

ORDER EARLY BEFORE STOCKS ARE DEPLETED

New and Rare Varieties

PRICE PER BULB

	No. 1	No. 2	No. 3	No. 4	No. 5	No. 6	Bulblets
A. E. Kunderd (K), salmon rose	5.00		5.50		3.00		1 .50
Golden Dream (Groff), best yellow	3.50	3.00				1.75	10 3.50
Gertrude Errey (Aus.), large pink .....	.50	.40	.30	.25	.20	.15	100 3.00
Geraldine Farrar (D), clear lavender	1.75	1.50	1.25	1.00	.75	.50	10 1.25
Gladdie Boy (Bill), grenadine pink	1.00	.85	.70	.55	.40	.30	10 .75
Gold Eagle (Austin), deep yellow	3.00	2.50	2.00	1.75	1.50	1.25	1 .40
Golden Frills (K), ruffled yellow	3.00	2.40	1.80	1.40	1.00	.50	10 1.25
Golden Salmon (K), brilliant .....	.90	.75	.60				10 .90
Lacinatus (K), the \$1,000 glad. ....			.50	.25	.15	.10	10 1.50
Longfellow (Decorah) .....	.60	.50	.40	.30	.25	.20	10 .30
Mary Jane (K), silvery pink	4.00				2.00	1.00	1 .50
Mrs. Kr. Prestgard (Decorah), pure white .....	.75	.65	.55	.45	.35	.25	10 .60
Ruth Taylor (D), giant white							10 1.75
Sweet Rose (K), rose pink .....	.35	.30	.25	.20	.15	.10	100 3.50
The Orchid (Sprague)				1.80			10 3.00
Wm. Kent (D), ruffled golden ochre .....	.60	.50	.40	.30	.25	.20	10 .30
Yellow Wonder (K), early deep yellow	3.00	2.50	1.75	1.50	1.00	.75	10 2.00

10 bulbs 9 times single price

VARIETIES

A word to our customers and friends:-

In presenting this list we wish to call our customers attention to the fewer number of varieties we offer than heretofore. This means no reduction in our growing but a more careful selection of varieties best suited for commercial and exhibition purposes. Our plantings of these kinds has increased and it is with a feeling of pride that we can recommend to you, without restraint, any and all of the varieties herein listed.

Many cut flower growers who have relied solely upon the old stand-bys cannot realize the vast difference to be found in the newer kinds of proven merit in respect to productiveness, length of stem, size of flower, brilliancy of coloring, and substance. Many do not know that such varieties as Tycko Zang and Katherine Hess will produce larger and finer blooms from bulblets than lots of old kinds do from sizeable bulbs. Number four bulbs of the better kinds give finer and larger bloom in the fall, when gladiolus are in demand, than do number one bulbs of the old commercial varieties. The grower who is not improving the quality of his stock is slipping behind. Try such varieties as Jacoba Van Beijeren, Miss Spokane, Mrs. F. C. Peters, Mrs. Leon Douglas, Mrs. Newell Vanderbilt and let us prove our point.

For a commercial gladiolus of first water we cannot say too much about Jewell, a huge wide open prim. which often belies the fact that it belongs to the primulinus tribe. Souvenir needs no mention. It is the deepest yellow in glads. Unfortunately our stock of this variety is small this season.

Shell pink, one of the best things in glads. The originator calls it a prim but he will have to prove it. Its size, in comparison with any glad, is simply immense.

There may be a lot of argument about the best white, but not with us. Albania is pure white and remains so under most trying conditions. It is the most vigorous grower we have knowledge of. For Exhibition purposes try Mr. Hyde.

Among commercial yellows we must exclude all others except Pollyanna, Golden Swallow and Gold. Pollyanna has been our favorite and the favorite of the Seattle flower market for this season. It is yellow and has many blooms open at one time.

As for the more expensive novelties and new varieties, our stock is too limited and too much in demand to warrant more than a listing of what we have to offer. Let us have your order of these kinds as soon as possible.

Assuring you of liberal treatment and a desire to be of service to our customers, I am

Sincerely,

FRED L. DELKIN
Manager.

A Few Unsolicited Remarks Chosen at Random

October 8, 1927.—“I bought some gladioli from you last spring and they have just finished blooming. They were the largest and best bloom I ever had. There must be something in the air of Washington that makes gladioli larger and better than others.”—Claude W. Maxwell, Virginia.

August 21, 1927.—“We are just about thru cutting glads and the stock we got from you was the best we ever had and will have a good stock left for next year.”—Gourley Bros., Cut Flowers and Plants, New Jersey.

September 26, 1927.—“I am sure I got a 100% germination on all the bulblets I got from you and I have a lot of fine young bulbs this fall. I will have an order for you next spring.”—John Daniel, Missouri.

August 22, 1927.—“I bought several (20) half size gladiolus bulbs of you last spring. They are now blooming and we are all raving over their beauty. Now, are you going to let me have more at the same rate next spring?”—Miss F. Hansburg, Colorado.

Delkin's Puget Sound Bulbs received highest award for finest display of gladioli at the Western Washington Fair, 1927.

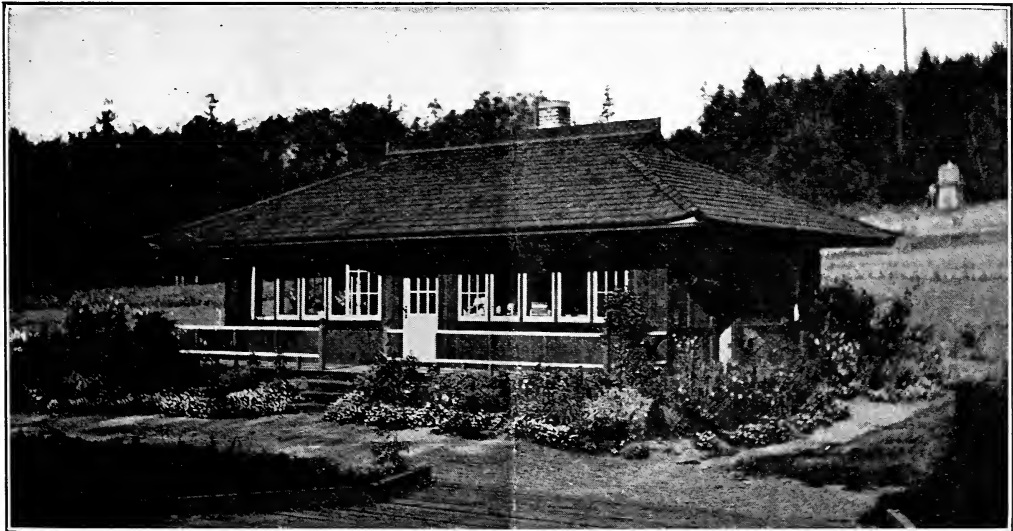
Delkin's Puget Sound Bulbs

WHAT ARE THEY?

Delkin's Puget Sound Bulbs are bulbs grown under the personal supervision of Mr. Fred L. Delkin, in the world famous Puget Sound basin of Western Washington. It is in this region, now recognized as having no equal as a bulb raising section, that the United States Department of Agriculture has long maintained its bulb experiment station. It is here that Mr. Delkin, for many years instructor in science, is devoting his entire time to the scientific production of a superior quality of bulbs.

The Delkin Bulb Farms are located on the paved boulevard on the east shore of Lake Washington, opposite the city of Seattle. They comprise a sloping hillside of virgin sandy loam rescued from the mighty forests of Douglas fir that still surround them on the north and east. Here in a moisture laden atmosphere rarely reaching a temperature of 85° on the hottest summer day, or falling below freezing for any period of time during the coldest part of winter, flowers and bulbs are developed to an ideal state of perfection.

On the Delkin Farms a complete system of overhead irrigation supplements any deficiency in the summer rains and gladiolus are kept in a continual healthy growth until late in the fall. This long period of growth produces bulbs of unusual vitality and is one of the reasons why Delkin's Puget Sound bulbs have won prizes for our customers in flower shows throughout the country and have prompted unsolicited praise from friends everywhere.



Salesroom and Bulb Storage House, Lake Washington Boulevard near Medina.

Our bulb warehouse is of unique architectural structure and is well designed for the use to which it is put. Due to the mildness of climate, cellar construction is unnecessary and the bulbs are stored in a long room insulated from the outside air by double floor and triple wall construction. Bulbs are stored in wire bottom trays set in racks on either side of the room, reaching from floor to ceiling. Ventilation is maintained through two windows located at opposite ends of the room so that a strong circulation of air passes through the center of the room. The capacity of the storage room is 5,000,000 gladiolus bulbs. In the front of the building is the drying room and the office and salesroom. The drying room is provided with heat. Here the bulbs are received from the field, are dried, cleaned, graded and sent to the storage room to await the demands of our customers.

