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GLADIOLUS



A. H. NICHOLS
SANTA MARIA BULB GARDENS
Santa Maria, Santa Barbara County, California



1932

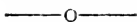
A. H. Nichols

Santa Maria Bulb Gardens

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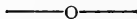
MEMBER
AMERICAN GLADIOLUS SOCIETY
CALIFORNIA GLADIOLUS SOCIETY



Have you ever thought of *Gladiolus* bulbs as birthday or Christmas gifts or for prizes?

We put up boxes of any bulbs you may select, each variety named of course, and enclose a card which you send us or a suitable one we select and mail them for the proper day. In the parts of the country where it is not well to ship during the winter we send a card to arrive when you desire saying: "At proper planting time we will send, etc., the gift of—" then later when we send the bulbs we enclose a card saying "These are the bulbs you have been expecting, the gift of—".

We are glad at any time to send a catalogue to any of your friends or if you have finished with this one we would appreciate your giving it to some one who is a flower lover.



GLADIOLUS

1932

A GAIN the time has come to send out another catalogue to those who are interested in Gladiolus. Many of you are old customers who have grown into friends and we wish to tell you we enjoy having you come in and tell us about your gardens and how the bulbs grew and we thank you for all the wonderful things you said about the way our bulbs "did" in your gardens.

We hope those of you who visited us this past season will recall as you read this the marvelous beauty and colors of the flowers, like living tapestry laid across the fields. They are gone but in their place we have fine healthy bulbs to make those wonderful spikes of bloom in your garden next season. Not only do they win blue ribbons for us at the shows, but many of our customers have written us of awards they have taken on flowers grown from our bulbs.

We feel that the long growing season—we plant in February—the equable summer, the long pleasant fall, all go to make bulbs of fine texture, high crowned and full of vitality—more so than if we planted late and dug early to avoid rains and frosts. Then too we dig very carefully to avoid bruising the bulbs, cure them in our

mellow sunshine, store them in our specially built store-rooms until they are shipped to you.

**Growing Habits
Are Thoroughly
Proven**

No variety is catalogued until a thorough trial has been given it to prove its growing habits, keeping qualities when cut, clearness of color and productivity, for unless it has these qualities it is too bad to waste space, water and time on it. There are too many fine varieties to be had at little expense. We often wonder why some gardens have mediocre sorts when the rest of the place shows selection.

In our out-of-doors showroom, during the blooming season, we keep single spikes of each variety as well as arrangements in baskets and as our many visitors comment on them we have, by the end of the season, a check on the popularity of each one. Then, too, visitors are able to make color comparisons as they could not do out in the field.

You and your friends are always welcome even when there are no flowers to show. We like to have you inspect our store rooms and talk over garden subjects. Our gardens are directly on the Coast Highway—U. S. 101, one mile south of Santa Maria. We will also be glad to give you any help we can in making a choice of bulbs, for try as we may, catalogue descriptions do not always seem to convey the colors with their infinite variations—such as the use of “striped” to tell you of the lovely dashes of scarlet on the pink of Mrs.

Leon Douglas, or the wonderful blend on the petals of W. H. Phipps, "marbling" as an English woman put it.

**Planting Time
Depends on
Climate**

When to plant is largely a matter of where you live, for *Gladiolus* do not like cold ground. The best time is when the weeds start, for pests that they are, they know when growing time comes. In Southern California plant any time of year if you have bulbs that have been dormant two months or longer.

If you have heavy soil, sand will help, not sandy soil, but sand such as builders use. If you can prepare the place where you expect to plant the bulbs ahead of time, bonemeal, the finer ground the better, or any good fertilizer can be mixed with the earth but be sure it is well mixed or particles of it may be washed against the bulb and burn it. Do not use fertilizer at planting time unless you scatter a light dressing over the top of the earth, to be dissolved by the time the bulbs are up and the roots ready to use it.

Do not use manure near any bulb unless old and well decayed. Plant away from trees and shrubbery as *Gladiolus* like sunshine. It is a temptation to plant among shrubbery with the picture in mind of the bloom stalks coming up among the greenery, but the roots of the strong plants use much of the moisture and it is hard to withdraw moisture and ripen off the bulbs.

Plant from three to four inches deep, large bulbs deeper than small ones, and about six inches apart, a

bit deeper if the soil is sandy than on heavy. Staggered in a trench like a checker board, three rows * * * * wide gives a better appearance than a single * * * row and helps make staking unnecessary, * * * * but the tall sorts with many open at once, if you are not cutting them will need support. A stake at each end of the row with twine or wire stretched between and the single spike tied to this shows very little and gives good support. Over-fertilizing will tend to make them "flop" too. But the better sorts have fine straight stems that stand up well.

Use Some Fertilizer for Large Flowers

If you wish to increase the size of your flowers work in some fertilizer around the plants when they are eight or nine inches high and again when the flower spike begins to show. Plenty of water is necessary too. We have found that a plant has seven leaves before the bloom spike shows and it is then about three weeks before the flowers are at their best. But remember that large florets are bred in the variety and no amount of fertilizer or care can make the flower of a smaller typed sort grow to the size of the newer large sort. It will improve the spike a lot but size is in the variety.

When cutting flowers use a knife with a small blade, leave at least four leaves or else you damage the bulb for next year. With a little practice you can run your knife blade down along the stem and get a long one and

not cut a leaf. In fact it is better to cut the flower spike carefully than to let the flower bloom clear out and the stalk ripen seed. If you do not use the flower for cutting, top it later to keep it from forming seed.

You will find all flowers keep better if cut when first open and the spike put in water in the dark for a while before arranging.

Bulbs Must Have Chance To Ripen

We are often asked: "How long shall I water after the bulbs bloom"? If you will examine a plant you will find this is when the new bulb makes most of its growth. So water for a month or more, in fact, until the leaves begin to turn brown, then withdraw water if you can and let the new bulb and bulblets ripen. Some varieties ripen more quickly so it is hard to give any set rule, but it is best to dig before they die clear down, **never pull the tops off or the bulbs up**, dig them. If other things need heavy watering or the space is needed you may dig somewhat green and the bulbs will be all right.

Cut the stem off half an inch from the bulb, spread out to dry in the sun (cover lightly with the old tops to avoid any danger of sun burn) for a week or ten days. They should then be cured enough for the old bulb to be easily removed, otherwise let them dry out some more; never pry the old bulb away. Some people leave their bulbs in the ground more than one year, but you will have better flowers and earlier bloom if they

are dug and allowed to cure and become entirely dormant; they also decay easily if left in the wet ground.

**Care After
Digging
Bulbs**

Dig your bulbs carefully, store in a cool place in open boxes, but do not have the bulbs more than three inches deep. In frostless climates dampness and heat must be avoided. Where there is danger from frost or freezing any place where canned fruit could be stored will be suitable. A dark place retards sprouting. Much has been written about bulb diseases but by starting with clean bulbs, carefully dug, well stored the chances of trouble will be few.

The bulblets which you find on the roots of the bulb will flower like the bulb from which they came. It is a good plan to soak them two or three days before planting and sow them like peas in a trench, about two inches deep. Some will bloom the first year. They require more water than the larger bulbs. Where space and water are at a premium it is well not to put in too many bulblets and wait so long for a really worth while spike, except in the case of rare or expensive varieties.

**New Ground
Is Not
Necessary**

We find some people make the mistake of thinking *Gladiolus* must be planted on absolutely new ground each year. Commercial planters must do this in order that their stock will be true to name and color, as the small bulblets that are left in the ground at

digging time would grow the second year and mix the varieties so they could not be sold by name.

We are often asked concerning the pronunciation of our flower . The American Gladiolus Society voted to use the word Gladiolus, both for singular and plural and most of the growers are so doing. (Glad-e-c'-'lus).

Also people inquire how many bulbs they will get from the bulb planted. This varies, but you get one for each bloom spike, some bulbs throw one, some two and we have had five and six. Of course there is always the bulblet increase too, but even if you have many bulbs there is always a thrill about new varieties. A garden is like a house. It gets out of date in these days of so much improvement along every line.

Following the list of varieties you will find some special offers and if there are any questions you would like to have answered, we shall be glad to have you write us.

Most sincerely yours,
A. H. NICHOLS.

Before ordering turn to page 21.

List Of Varieties

ADA DE POY

Large 12 for 75c;

Medium 12 for 50c.

A very beautiful primulinus of clear bronzy apricot, long graceful spikes of well placed florets. An elegant exhibition or cut flower. Fine for bowls on the table as the individual flowers are of such a beautiful shape. For this use we recommend using the medium sized bulbs. In Sunroom Mixture.

AIDA

Large 25c each, 12 for \$2.00; Medium 12 for \$1.50.

Rich blue purple with a dusky violet-red blend in the throat. Suggests the old Baron Hulot but is a far finer flower. Very prolific and early.

ALICE TIPLADY

Large 12 for 75c;

Medium 12 for 50c.

We grow the "Improved" which is a little more pink than the older variety, a fine orange saffron. Tall straight spike, good sized flowers. In Sunroom Mixture.

ANGEL'S DREAM

Large 60c each;

Medium 40c each;

Bulblets 100 for \$2.00.

A most exquisite warm apricot pink, almost a self color. Many open at once, a wonderful spike of bloom from large bulbs. Should win many prizes. Created much admiration in our showroom.

APRICOT GLOW

Large 12 for 75c;

Medium 12 for 50c.

A good sized large flowered primulinus, very little hooded. Shades of apricot, lovely for table or cutting, it is a warm soft color.

ANNA EBERIUS

We have discontinued growing this as Charles Dickens is so much finer in the same color class.

BABY MINE

Large 12 for 75c;

Medium 12 for 50c.

A tall growing pink primulinus with a white throat, six to eight graceful flowers open at once. Early, in Santa Barbara it proved a good winter bloomer.

BETTY NUTHALL

Large 25c each, 12 for \$2.50; Medium 12 for \$1.50; Bulblets

100 for 50c.

One of the most popular everywhere. This orange pink, with its soft yellow throat and beautifully penciled lines of a darker color is a blue ribbon winner on all the shows. Tall, beautifully ruffled and such a producer of bulblets. A writer says "Betty Nuthall is one of the finest varieties in existence."

CHARLES DICKENS
Large 12 for \$1.00;
Medium 12 for 75c.

If you like the warm tones you will like this red purple variety, soft wine red under light. Tall, well placed, velvety texture. Multiplies rapidly. Arrangements of yellow flowers with this add to its beauty.

**COMMANDER
KOEHL**

Large \$1.00 each;
Medium 60c each;
Small 35c each;
Bulblets 10 for \$1.00.

This huge dark red of Pfitzer's with its bronze spike certainly will win many prizes.

CORAL PRIM

Large 12 for 75c;
Medium 12 for 50c.

A clear coral pink of the smaller flowered type, fine in bowls or where the more graceful spikes are desired. In Sunroom Mixture.

CORYPHEE

Large 40c each, 3 for \$1.00, 12 for \$3.00;
Medium 20c each, 12 for \$2.00; Bulblets 50 for \$1.00.

A camelia like flower of clearest soft pink, no words can describe its waxy beauty; the white throat is an added charm. It won a First Prize for us as "The best light pink" at the Gladiolus Show at the Biltmore in June. The ruffled buds add much to its beauty.

DON OF PERALTA

Large 12 for 75c;
Medium 12 for 50c.

A tall showy crimson red with straw-yellow blotches. Fine for Spanish gardens. Cut it with any clear yellow, you will like the combination.

**DOROTHY SIMP-
SON**

Large 12 for \$1.50;
Medium 12 for \$1.00.

A very ruffled lilac pink with beautiful throat markings in yellow and dull red, a fine combination of pastel shades.

DR. F. E. BENNETT

Large 12 for \$1.00;
Medium 12 for 50c.

The well known flame red, vivid, tall and vigorous. Best in its color class. It has won many prizes.

DR. MOODY

Large 25c each, 12 for \$2.00; Medium 12 for \$1.50.

A good early lavender, a little more pink than Minuet, and it blooms earlier, so by planting both varieties you will have this beautiful color in your garden over a long season. Many flowers open at once.

- DR. NELSON SHOOK** Tyrian Rose, warm American Beauty color with lighter throat, not so large a flower but well ruffled and many open at once.
 Large 12 for \$1.00;
 Medium 12 for 75c.
- EMILE AUBRUN** A very large wide open flower, unusual and hard to describe. Fuchsia shades—gray overtone, brilliant cherry blotch. Might be called a red smoky, decidedly different and a good keeper.
 Large 12 for \$1.00;
 Medium 12 for 50c.
- ETENARD** Golden yellow with a pink flush, velvety crimson blotches. Very showy.
 Large 12 for 75c;
 Medium 12 for 50c.
- ETHELYN** A fine bronzy yellow primulinus, tall and graceful. Used alone or combined with other colors it is very good. In Sunroom Mixture.
 Large 12 for 75c;
 Medium 12 for 50c.
- FRANK J. McCOY** A tall large flowered rose pink with strong spike, fine for large baskets. Reminds one of the older Evelyn Kirtland but has many more open at once.
 Large 12 for \$3.00;
 Medium 12 for \$2.00.
- FREDERICK CHRIST** Sold out for 1931-32.
- GAY HUSSAR** A clear orange with shades of orange throat. Tall well placed large flowers.
 Large 12 for \$1.00;
 Medium 12 for 50c.
- GERALDINE FARRAR** The well known soft iris blue, same growth as Rose Ash.
 Large 12 for 75c;
 Medium 12 for 50c.
- GLORIANA** Well named clear salmon of a lovely shade, many open, good spike. Good in every way, rather early and we have been told it forces well.
 Large 12 for \$1.00;
 Medium 12 for 75c.
- GOLDEN AMBER** A lovely yellow that its name suggests, some of the spikes will crook, but its amber shading makes it a charming color.
 Large 12 for 75c;
 Medium 12 for 50c.

GOLDEN DREAM
Large 12 for \$1.00;
Medium 12 for 50c.

A tall daffodil yellow. Many flowers open at once, not as large in size as Primrose Princess, about the same color as Souvenir but flowers later from same sized bulb, if planted at the same time.

GOLDEN FRILLS
Large 12 for 75c;
Medium 12 for 50c.

The ruffled frilly "sassy" golden yellow prim with pink lines in the throat. A vase of sunshine. In Sunroom Mixture.

HEAVENLY BLUE
Large 12 for \$1.50;
Medium 12 for \$1.25.

A clear light lavender blue with darker lines in the throat, in some climates it is almost too light a shade but like the little girl with the curl when its good it is very good.

HELEN WILLS
Large 12 for \$1.00.
Medium 12 for 75c.

A large white that opens with a canary flush, but blooms out a clear white. Very popular and lilylike. With us the most useful white.

JOERG'S WHITE
Large 12 for \$1.50;
Medium 12 for \$1.00.

An extra large flowered creamy white with red throat lines. Fine for exhibition.

JOHN T. PIRIE
Large 12 for 75c;
Medium 12 for 50c.

This is also hard to describe. It is well liked in our showroom. Mahogany brown, shading to mauve; butterfly markings of red with gold outlines. The florets are of medium size. The spike is fine.

**KIRCHHOFF'S VIO-
LET**
Large 12 for \$1.00;
Medium 12 for 50c.

The color of wood violets with darker throat of the same color, velvety texture. Good spike. This is the earliest blooming of the so-called "blues". Not as fine a flower as Veilchenblau but much earlier.

**KIRCHHOFF'S NEW
VIOLET**
Large 12 for \$1.50;
Medium 12 for \$1.00.

This warm red violet is like velvet, in fact it is the color you often see in Italian velvets. Opens flat like a clematis flower. Tall, early and productive. Popular with our visitors.

LOS ANGELES
Large 12 for 75c;
Medium 12 for 50c.

The well known shrimp pink with orange tones. Popular cut flower largely because it is early and easy to grow.

MAGNA BLANCA
Large \$2.00 each;
Medium \$1.00 each
Small 50c each;
Bulblets 15 for \$1.00.

This huge exhibition white has a sulphur yellow blotch on lower petals. Wins many prizes. In our garden we had seven and eight foot spikes "strange as it may seem". Many huge flowers open at once.

MAMMOTH WHITE
Large \$1.00 each;
Medium 50c each;
Small 25c each;
Bulblets 10 for 50c.

Very large, finely formed alabaster white, no markings; heavy substance, many six inch flowers open at once. Beautiful for exhibition, good grower. Outstanding.

MARIETTA
Large 12 for 75c;
Medium 12 for 50c.

Tall salmon pink with soft red blotches, opens flat and makes fine baskets.

MARMORA
Large 25c each, 12 for \$2.00; Medium 12 for \$1.50.

A tall stately lavender gray with petunia purple blotches on three lower petals, opens wide and many at a time. Most unusual; makes you think of gray georgette, no description does it justice. It is a clear color, not a smoky.

MINUET
Large 20c each, 12 for \$1.50; Medium 12 for \$1.00.

A winner at shows, in the garden, or as a cut flower. This large flowered clear orchid lavender is a joy to grow, with its beautiful placement and waxy texture. It blooms later than Moody from same sized bulbs.

MOTHER MACHREE
Large 75c each;
Medium 40c each;
Small 25c each .

Another hard to describe. Light gray with flashes of grenadine pink, sunset colors, yellow throat that makes it look as if lighted within. Fine spike and beautifully shaped and placed flowers. Very different.

**MRS. FRANK PEN-
DLETON**
Large 12 for 75c.

The well known pink with red blotch. The one you see in every florist's window.

MRS. JOHN S. WOOD

Same as Mrs. Leon Douglas.

**MRS. LEON DOUG-
LAS**
Large 12 for \$1.00;
Medium 12 for 50c.

Huge begonia rose, splashed scarlet. Many times winner as "Largest flower in the Show". Should be in every garden. Tall, showy and good. Blooms ahead of Phipps, so you need them both.

MRS. VAN KONYN-ENBURG
Large 12 for \$1.50;
Medium 12 for 75c;
Small 12 for 50c;
100 mixed top three sizes for \$6.00.

Pronounced Ko-9-N-burg in case you do not know—(we did not). This is the soft violet blue that has twice won for us at the Biltmore Show. Maybe you saw the big basket with its blue ribbon and bronze medal this year. Even the last flowers on the spike are a lovely color (try them in a bowl with ferns). Very popular.

OLIVE GOODRICH
Large 12 for 75c;
Medium 12 for 50c.

White with the petals tipped a lovely pink, throat tinted a soft yellow. Fine spike and a charming dainty flower.

ORANGE BUTTER-FLY
Large 12 for \$1.50;
Medium 12 for \$1.00.

A new orange primulinus, really tangerine shading through orange to yellow down in the throat. As many as eight or more butterfly-like flowers open at once on a long graceful bronzy spike. A decided "hit" with our visitors. In Sunroom Mixture. If you can cut it with purple leaved plum you will enjoy it.

ORANGE QUEEN
Large 12 for 75c;
Medium 12 for 50c.

A large flowered primulinus of a beautiful soft orange, a larger flower than the above. Has red lines in the throat, is always admired.

PATRICIA CARTER
Large 12 for \$1.50;
Medium 12 for \$1.00.

This is the first year we have listed this lovely shell pink primulinus, of medium size. It is beautiful.

PAUL PFITZER
Large 12 for \$1.25;
Medium 12 for \$1.00.

A vivid purple violet, darker and more blue in tone than Charles Dickens. Very velvety.

PERSIA
Large 12 for \$2.00;
Medium 12 for \$1.50.

Deep red, dark enough to appear almost black, in fact the buds are like black velvet. Not so tall as some varieties. Very popular with our masculine visitors.

PFITZER'S TRI-UMPH
Large 12 for \$1.50;
Medium 12 for \$1.00;
Small 12 for 75c.

A giant flower on a giant spike. Orange red with small darker orange spot on lower petals. The huge flowers are well placed, open flat and keep well. Very good.

PHIPPS

See W. H. Phipps

PRIDE OF PORT- LAND

Large 3 for \$1.00, 12
for \$3.50; Medium 12
for \$2.00.

Rose Doree or pure begonia rose—someone said flamingo pink—with a white throat. The white bloom stalk adds to its beauty but its leaves are green.

PRIMROSE PRIN- CESS

Large 12 for \$1.00;
Medium 12 for 50c.

The finest yellow we grow. Neither daffodil nor yet pale yellow but in between. The florets are large, well placed, with an attractive throat and amber shading. Has side shoots for extra cutting. You will like its Regal beauty. Prolific.

PURPLE GLORY

Large 12 for 75c;
Medium 12 for 50c.

Not purple at all but a velvety crimson, darker throat blotches. Tall. Always a favorite.

QUEEN OF BREM- EN

Large 12 for \$1.00;
Medium 12 for 50c.

A beautifully shaped flower, rose to lavender-pink on a white ground, soft yellow way down in the throat. Makes a lovely bowl but is a different shade from any other pink.

QUAKERESS

Large 12 for \$1.00;
Medium 12 for 50c.

A very tall gray flower with a creamy throat, much grayer than Rose Ash.

RED GLORY

Large 12 for \$2.50;
Medium 12 for \$2.00.

A sport of Purple Glory, same ruffled flower only a fine red, but without any scarlet.

REVUE

Large 12 for \$1.00;
Medium 12 for 75c.

A beautiful primulinus of a soft yellow or tea color, about the last fourth of each petal is shaded a soft rose pink. To add to its charm it has blue anthers. Frenchy and attractive. Sunroom Mixture.

ROSE ASH

Large 12 for 75c;
Medium 12 for 50c.

The well known ashes of roses Gladiolus, pastel shades. Tall growing and well liked.

ROSE MIST

Large 12 for \$1.00;
Medium 12 for 50c.

Color rose-red, but more rose than red. The very edge of each petal and even the leaves are edged neutral gray. A lovely exotic spike.

SALBACH'S PINK A long graceful spike with six to eight flowers open at once. Clear geranium pink with soft carmine markings in the throat. A very much taller Richard Diener.
Large 50c each, 3 for \$1.25; Medium 25c each; Small \$1.50 for 12.

SARABAND Velvety bordeaux blended almost blue with cream center, much like the weave of an oriental rug. This large flowered variety was beautifully shown at the Spring Flower Show in Santa Barbara last March.
Large 12 for \$1.00; Medium 12 for 50c.

SCARLET BEDDER True manderin red, lacquer red, large flowered primulinus. Loosely arranged on a bronzy stem. Try them in a brass bowl. In Sunroom Mixture.
Large 12 for 75c; Medium 12 for 50c.

SENIORITA A different shape, new, very large wide open orange flowers with a salmon tinge, and carmine throat markings a flower of frills and thrills.
Large 12 for \$2.00; Medium 12 for \$1.50.

SHEBA Large grenadine pink with red lines in throat. Warm peach pink tones.
Large 12 for 75c; Medium 12 for 50c

SOUVENIR Daffodil yellow primulinus, popular cut flower. Early and always good. Grown everywhere for the florist trade. In Sunroom Mixture.
Large 12 for 75c; Medium 12 for 50c.

SUNROOM MIX-TURE This collection of small flowered varieties from yellow to coral, in the warm sunny shades is put up in answer to requests for smaller typed flowers suitable for cutting and for table use where the more graceful spikes are desired, and the large flowered sorts would be too heavy.
Large 12 for 75c, see specials for quantity lots; Medium 12 for 50c.

THE ORCHID Name describes it. Very long narrow ruffled petals. Lavender pink marked amaranth purple. Dainty, like an orchid. With fern it makes a beautiful corsage.
Large 12 for 75c; Medium 12 for 50c.

VEILCHENBLAU
Large 12 for \$1.50;
Medium 12 for \$1.00.

A dark violet-blue large flowered, lighter in throat, fine spike, darker than Mrs. Van Konynenburg, so you need both. Won for us at the Biltmore show both as a single spike and in a basket.

VICTOR
Large 12 for \$2.00;
Medium 12 for \$1.50.

New with us this year and well liked. A striking blood red flower with large pure white blotches on three lower petals, white mid-rib on two upper. Award of Merit, British Gladiolus Society.

VIRGINIA
12 for 75c;
100 for \$3.50.

The well known spectrum red, popular cut flower, rather short spike but fine and early.

W .H. PHIPPS
Large 12 for \$1.00;
Medium 12 for 50c;
100 for \$4.00.

Last on the list but one of the best, has often been called "The Wonder Glad". Soft salmon-pink blended a little darker shade of the same color. No pink ostrich plume is any more beautiful. More flowers open at once than any other Gladiolus, in fact the whole spike may have fourteen or more open at once. Always a winner.

Agapanthus Umbellatus—(Blue Lily of the Nile). In response to inquiries we are listing this fine plant for California gardens. Once planted it forms large clumps of evergreen strap-like leaves and during the summer produces heads of lily-like flowers of a beautiful shade of blue on a long strong stem; makes a fine cut flower and a beautiful blue accent in the garden. Strong roots 50c each postpaid.

Special Offers

In answer to many requests we are making several special offers this year, combinations of bulbs at special prices.

Offer "A". Our most popular color combination:

6 Mrs. VanKonynenburg	
6 Minuet	30 bulbs in three top sizes.
6 Veilchenblau	\$2.25 postpaid
6 Primrose Princess	
6 W. H. Phipps.	

Offer "B". Blue Mixture, all so called blues, large bulbs.

3 Veilchenblau	
3 Mrs. VanKonynenburg	18 large bulbs \$1.85
3 Heavenly Blue	36 large bulbs \$3.25
3 Geraldine Farrar	
3 Kirchoff's Violet	
3 Kirchoff's New Violet.	

Offer "C". Orange Mixture, all large bulbs.

5 Orange Queen	
5 Gay Hussar	25 large bulbs \$2.75
5 Orange Butterfly	50 large bulbs \$5.00
5 Senorita	
5 Don of Peralta.	

Offer "D". All large bulbs.

50 Sunroom Mixture (see list of varieties) \$2.50

Offer "E". Medium sized bulbs for low bowls, etc.

100 Sunroom Mixture \$2.50

Offer "F". Small flowered type in pastel shades.

4 Patricia Carter 12 large bulbs for \$1.00 postpaid

4 The Orchid 25 medium bulbs for \$1.25 postpaid

4 Ethelyn

The next offer is on 25 bulbs of one variety, in the three top sizes from inch to inch and a half. These planted at one time will give a long season of bloom. The special price includes postage but must be ordered as listed, 25 one variety.

Ada dePoy	\$1.25	Dorothy Simpson	\$2.50
Aida	\$3.00	Dr. Bennett	\$1.25
Alice Tiplady, Imp...	\$1.25	Dr. Moody	\$3.50
Apricot Glow	\$1.75	Emile Aubrun	\$2.00
Baby Mine	\$1.75	Etenard	\$1.25
Betty Nuthall	\$3.50	Ethelyn	\$1.50
Chas. Dickens	\$1.75	Gay Hussar	\$1.75
Coral Prim	\$1.25	Geraldine Farrar ...	\$1.75
Coryphee	\$5.00	Gloriana	\$1.75
Don of Peralta	\$1.75	Golden Dream	\$1.75

Golden Frills	\$1.50	Pride of Portland	\$5.00
Helen Wills	\$1.75	Primrose Princess ..	\$1.50
J. T. Pirie	\$1.50	Purple Glory	\$1.25
Kirchoff's Violet	\$1.75	Queen of Bremen	\$1.25
" New Violet.....	\$2.00	Revue	\$1.75
Los Angeles	\$1.00	Rose Ash	\$1.25
Minuet	\$2.50	Rose Mist	\$1.75
Mrs. Douglas	\$1.00	Saraband	\$1.25
Mrs. VanKonynen-		Scarlet Bedder	\$1.00
burg	\$1.75	Senorita	\$3.50
Orange Butterfly ...	\$1.75	Souvenir	\$1.00
Orange Queen	\$1.25	The Orchid	\$1.25
Patricia Carter	\$1.75	Veilchenblau	\$2.50
Persia	\$3.00	W. H. Phipps	\$1.35
Pf. Triumph	\$2.00	Virginia	\$1.25

General Information

Charges Prepaid All retail orders amounting to \$1.50 or more will be delivered postpaid to all points reached by parcel post. On orders of less than \$1.50 add 25c for packing.

Guarantee We guarantee all bulbs sent out by us to be first class stock, just as represented. Of course we cannot guarantee results of planting, etc., but should varieties not prove true to name, we will gladly make replacement. If shipment does not arrive in good condition please notify us.

Terms Cash with order or 25 per cent down and the bulbs will be sent balance C.O.D. but the postoffice asks a fee on all C.O.D. parcels. Important—In order to save all the red tape, at both ends on C.O.D. orders, we will give an additional 5 per cent of the value of the order in bulbs on all orders paid for in advance, this saves us filling out a long slip at our end and the fee for collecting at your end and gives you extra bulbs.

Shipping Date Bulbs will be ready for shipment about November 15, but to points where freezing weather prevails, shipments from December 1 to March 15 go forward at purchasers risk.

Sizes Large bulbs average 1½ inches while medium will be an inch or better.

We sell small bulbs and bulblets, prices on request, but we do not recommend them for the average garden where space is limited and where you want results quickly. In some of the new and higher priced varieties the planting of small bulbs will be profitable.

Prices Prices herewith cancel all previous quotations. Those who placed orders while visiting our gardens this summer may notice some slight changes in the prices of a few varieties which yielded a better crop than we anticipated. To those we will send extra bulbs in adjustment. We always send some extra count depending on the size of the order.

Order Early.—We suggest you place your order early, giving the date you wish them shipped. Each year customers who order late are disappointed because we are sold out. We do not substitute unless told to do so.

All orders accepted subject to prior sale.

Reference, Bank of America, Santa Maria.





