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FALL

TRADE LIST

1913

# Roses - Cannas - Shrubs

and Miscellaneous Plants



Can You Imagine  
Anything More  
Triumphant  
For Easter  
Bloom or for  
Outside Growth  
than  
"EXCELSA"  
or  
Red Dorothy  
See description below

**DOROTHY PERKINS**

**EXCELSA or RED DOROTHY PERKINS.** The fact that this is a Dorothy type in productiveness, form and rapid climbing habit is an excellent reason why this rose is sure to come to the front as one of the leading hardy climbers. In color it is entirely different from Dorothy Perkins as it is an intense crimson maroon with top of the petals tinged scarlet. The flowers are large and double and produce thirty to forty on a stem. Almost every eye on a shoot makes clusters of bright blossoms. 2 3/4 pots, \$4.00 per 100. Fld. grown plants, 1 year, \$7.50 ; 2 year, \$12.50.

**The Conard & Jones Co., West Grove, Pa.**

Large Field Grown Plants

# ROSES

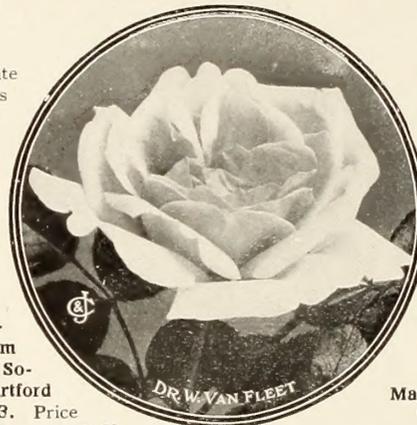
Hardy Climbers  
Wirchurianas, Etc.



Variety	Size	100
<b>American Pillar.</b> The finest single hardy climber in existence. See illustration page 6.	1 year	\$ 6.00
	2 year	15.00
	3 year	22.50
	Extra 3 year	35.00
<b>Dorothy Perkins. Pink.</b> Blooms in time for June weddings.	1 year	5.00
	2 year	10.00
<b>Dorothy Perkins. White.</b> A pure white sport of Pink Dorothy.	2 year	10.00
	2 year	10.00
<b>Evangeline.</b> A single Wirchuriana. White with petals tipped pink.	2 year	10.00
	2 year	10.00
<b>Farquhar.</b> Somewhat like Dorothy Perkins in bloom. Splendid for Easter work.	1 year	6.00
	2 year	10.00
	3 year	20.00
<b>Gardenia.</b> "The Hardy Marechal Niel." The finest hardy yellow climbing rose yet produced. Color is deep rich golden yellow, passing to creamy white. Flowers borne in great profusion.	1 year	7.50
	2 year	12.50



**Dr. W. Van Fleet.** (see cut). Has won immediate recognition as an extra fine climber. The flowers in the bud resemble the exquisite pink Sour. de Pres. Carnot, of remarkable texture with round shiny dark green foliage and red stems. Price per hundred, 1 year, \$7.00; 2 year, \$20.00; 3 year, \$35.00.



**Excelsa. Red.** Dorothy Perkins habit. The color is deep cerise or crimson, with tips of the petals tinged scarlet. Flowers are large and double, and produced in rich full clusters with dazzling effect. **A Sure Winner.** Won Highest Award (from American Rose Society) at Hartford Park, 1913. Price per hundred, 1 year, \$7.50; 2 year, \$12.50. See front page.



Variety	Size	100
<b>Hlawatha.</b> Bears large clusters of brilliant scarlet flowers; bright and effective with other colors.	1 year	\$ 7.00
	2 year	10.00
<b>Lady Gay.</b> Flowers (in large loose clusters) are of a delicate cherry pink color fading to soft tinted white. (see cut).	1 year	7.00
	2 year	10.00
<b>May Queen.</b> Clear Pink. Flowers large and double. Very sweet. Makes big bushes.	2 year	10.00
	3 year	15.00
<b>Minnchaha.</b> Pleasing double satiny-pink flowers, distinct from other shades of pink. Very attractive.	1 year	6.00
	2 year	10.00
<b>Miss Messman. (Climbing Baby Rambler).</b> A sport of the every-blooming crimson Baby Rambler.	2 year	15.00
<b>Northern Light.</b> Bears masses of pink-and-white roses of many different shades.	1 year	7.00
	2 year	10.00
	3 year	12.00
<b>Ruby Queen.</b> Rich, ruby red roses with clear center. Very free bloomer.	2 year	10.00
	3 year	15.00
<b>Tausendschon. (Thousand Beauties).</b> Colors of every imaginable shade, from pure white to deep pink. Almost thornless. An exceptionally beautiful rose.	2 year	12.00
	2 year	12.00
<b>Universal Favorite.</b> The double pink Memorial Rose. Perfectly double flowers borne in large clusters.	1 year	8.00
	1 year	8.00
<b>Violet Blue.</b> A distinct novelty. Reddish or rosy lilac when opening, changing to amethyst or metallic blue. Bears semi-double flowers of medium size in large bunches. A vigorous, tall growing climber.	1 year	8.00
	2 year	12.00
<b>White Rambler. (Thalia).</b> A very vigorous grower, producing clusters of pure white flowers.	2 year	10.00
	2 year	10.00

## RUGOSAS

<b>Alice Aldrich.</b> Large double flowers of clear bright pink. Very sweet.	2 year	12.00
<b>Sir Thomas Lipton.</b> (see cut). The best double white Rugosa. Blooms at intervals all summer.	2 year	12.00

Rugosa Rose.—Sir Thomas Lipton



# TRADE PRICES FOR C. & J. CANNAS

⚡ indicates varieties introduced by The Conard & Jones Co. All kinds will be found fully described below or on the foregoing pages. Prices named are for Dormant Roots until stock is sold. If no price is named the retail rate applies.

Variety	Height	Color	Prices			Variety	Height	Color	Prices		
			10	100	1000				10	100	1000
Alsace	3½ ft.	Creamy White	.30	\$ 1.75	\$ 15	King Humbert	4 ft.	Scarlet	.80	\$5.00	\$ 40
Beacon, 1912 Novelty	3½ ft.	Cardinal	\$1.00	6.00	50	Louise	5 ft.	Rose Pink	.30	1.75	15
Black Beauty, Improved	5 ft.	Red	.60	3.50	30	Louisiana	7 ft.	Vivid Scarlet	.50	3.00	25
Black Prince	5 ft.	Maroon	.50	3.00	25	Loveliness	3 ft.	Ruby Carmine	See	over	
Black Warrior, Improved	3½ ft.	Dark Maroon	.40	2.50	20	Luray	4 ft.	Bright Pink	.40	2.50	20
Blanche Wintzer	3½ ft.	Perfect White	See	over		Maid of Orleans	4½ ft.	Cream & Pink	See	over	
Brandywine	3½ ft.	Red	.50	3.00	25	Martha Washington	3 ft.	Pink	1.40	2.50	20
Brilliant	4 ft.	Yellow	.60	3.50	30	Mephisto	4 ft.	Maroon	1.60	10.00	
Burbank	4½ ft.	Variegated	.50	3.00	25	Meteor (Wintzers)	5 ft.	Red	4.00	25.00	
Buttercup	3 ft.	Yellow	1.00	6.00	50	Minnehaha	4 ft.	Flesh Pink	.60	3.50	30
California	4 ft.	Orange Gold	.60	3.50	30	Mont Blanc, Improved	3½ ft.	White	.40	3.00	40
Chautauqua	4 ft.	Scarlet	.50	3.00	25	Mount Etna	4 ft.	Crimson	.40	2.50	20
Compte de Bouchard	4½ ft.	Golden Yellow	.40	2.50	20	Mrs. A. F. Conard	4 ft.	Salmon Pink	3.00	20.00	150
Compte de Sachs	4 ft.	Scarlet	.50	3.00	25	Mrs. Carl Kelsey	6 ft.	Orange Scarlet	.80	5.00	40
Conowingo, 1912 Novelty	4 ft.	Scarlet	3.00	20.00	150	Mrs. Geo. A. Strohle	6 ft.	Red	.30	1.75	15
Dr. Nansen	2½ ft.	Yellow	.40	2.50	20	New York	6 ft.	Carmine	.60	3.50	30
Duke of Marlborough	4 ft.	Crimson	.40	2.50	20	Niagara	3 ft.	Variegated	.60	3.50	30
Eastern Beauty	4 ft.	Pink	.40	2.50	20	Olympic	5 ft.	Oriental Red	See	over	
Egandale	4 ft.	Cherry Red	.40	2.50	20	Panama	3 ft.		See	over	
Eldorado, Improved	3½ ft.	Variegated	.40	2.50	20	Patrie	4 ft.	Crimson	.40	2.50	20
Elizabeth Hoss	3½ ft.	Variegated	.30	1.75	15	Philadelphia	3 ft.	Crimson	.40	2.50	20
Evolution	4 ft.	Pink	.40	2.50	20	Pillar of Fire	6 ft.	Scarlet	.40	2.50	20
Florence Vaughan	3½ ft.	Variegated	.40	2.50	20	Rosea Gigantea	4 ft.	Rose Pink	1.50	8.00	75
George Washington	3½ ft.	Crimson	.40	2.50	20	Shenandoah	4 ft.	Rosy Pink	.40	2.50	20
Giant Crimson	5½ ft.	Crimson	.50	3.00	25	Souv. de A. Cozy	2½ ft.	Variegated	.50	3.00	25
Gladiator	5 ft.	Variegated	.60	3.50	30	Splendor, 1912 Novelty	3½ ft.	Intense Scarlet	3.00	20.00	
Gladiolora	3½ ft.	Variegated	1.50	8.00	75	Triumph	6 ft.	Crimson	.40	2.50	20
Halley's Comet	4 ft.	Variegated	1.50	8.00	75	Uncle Sam	6 ft.	Red	1.00	6.00	50
Indiana	6 ft.	Golden Orange	.50	3.00	25	Venus	4 ft.	Variegated	.60	3.50	30
Italia	4 ft.	Red	.40	2.50	20	Wabash, 1912 Novelty	4 ft.	Carmine Pink	3.00	20.00	
Jennie Walls Fahline	4½ ft.	Variegated	.60	3.50	30	Wawa	3 ft.	Soft Pink	.80	5.00	40
Jupiter	6 ft.	Red	.60	3.50	30	West Grove	4½ ft.	Coral Pink	.40	2.50	20
Kate F. Deemer, 1912 Novelty	4 ft.	Oriole Yellow	4.00	25.00		Wm. Saunders	4½ ft.	Scarlet	.80	5.00	40
						Wyoming	7 ft.	Orange	.40	2.50	20
						Zenith	5½ ft.	Pink	.80	5.00	40

On account of their free-blooming qualities, we strongly recommend the following varieties for planting in beds: **Brilliant, Buttercup, California, Compte de Bouchard, Gladiator, King Humbert, Mrs. A. F. Conard, Pillar of Fire, Pres. McKinley, Venus, Wyoming.** We recommend planting beds all one color for best effect.



Original Native Canna

C. & J. New Seedling Lilly-Canna

### Supreme Court Decision

After exhaustive Tests, our National Government at Washington, D. C., planted in the most visited grounds in the U. S. (around the public Buildings) solid beds of Meteor, Rosea Gigantea, Olympic, Mrs. A. F. Conard, Gladiator and other C & J. sorts. By rigid tests our government has for its own use sifted out the "Largest and Best obtainable."

### Were You at Minneapolis ?

The S. A. F. & O. H. Judges of the outdoor exhibit gave C. & J. Improved Cannas special mention. They said:—

"Conard & Jones Co., West Grove Pa.—A very fine and interesting display of standard varieties of Cannas, including Meteor, a startling red, in the opinion of your judges the best Canna in its color shown on the grounds, Also Panama, a giant salmon; Blanche Wintzer, pure white; Olympic, rosy crimson: Beacon, flaming scarlet; these, with many other sorts, forming a splendid set of novelties."





# THE CONARD & JONES CO.—CANNAS



A Bed of C. & J. Rosea Gigantea in front of Department of Agriculture Building, Washington, D. C., where "Only the Best are wanted"

## 1913 Novelties

‡ Originated and introduced by The C. & J. Co.

- ‡ **Blanche Wintzer.** 3½ ft. One step nearer the perfect white Canna; whiter and larger than Mont Blanc, which for ten years has been the best. Mr. Wintzer looks upon "Blanche Wintzer" as one of his greatest triumphs, so exquisitely white and pure are its glistening petals. A rather dwarf grower, with green foliage, fine for bordering beds, for individual specimens, and for indoor bloom. Florists' Exchange, September 28, 1912, says, "This is the finest white Canna, undoubtedly, the world has ever seen." Strong plants, \$5.00 each, prepaid.
- ‡ **Loveliness.** 3 ft. The color of this exquisite Canna is most difficult to describe, but we think that "bright ruby carmine" will convey to our customers the entrancing loveliness of this most charming variety. The blooms are formed on large heads, which are borne erect, well made petals, are of the new "Gladioflora" type, introduced, and the individual flowers with firm, well made petals are of the new "Gladioflora" type, introduced by us. The foliage is delicate green, which harmonizes perfectly with the beautiful flowers. The plant is very robust and will produce quantities of flowers in a season. Strong plants, \$2.00 each, prepaid.
- ‡ **Tennie Walls Fahline.** 4½ ft. This glorious combination of pink and primrose arouses enthusiasm always on account of its dainty coloring and unique markings. The lips of the petals are flashing carmine pink, which shades towards a throat of soft primrose, delicately dappled pink. Each petal is faintly edged with gold. Effect is dainty, artistic and fascinating. Strong plants, \$2.00 each, prepaid.
- ‡ **Panama.** 3 ft. The color of this splendid Canna is unusual, being an attractive rich orange red with a well-defined edge of bright golden yellow. The flowers are very large, the petals being almost round and as broad as they are long. Strong plants, \$2.00 each, prepaid.
- ‡ **Maid of Orleans.** 4½ ft. Ground color is rich cream, over which is shaded and mottled in beautiful fashion an attractive pink. The flowers are very large, and the foliage is probably the richest of any of the green leaved kinds, being a soft olive green with the edges tastefully crimped and distinctly marked with bronze. Strong plants, \$2.00 each, prepaid.

**OFFER W1.** The above 5—1913 Novelties—  
one of each—for \$10.00

‡ Best by Government Test

## Ten Winners

‡ Originated and introduced by The C. & J. Co.

- ‡ **Rosea Gigantea.** 3½ ft. A prodigious bloomer with great flower heads of soft rose to carmine-pink. It has received the highest award accorded any Canna. (The Award of Merit from the Horticultural Society of England.) 30 cts. each, postpaid.
- ‡ **Wabash.** 4 ft. Bronze foliage. Well described as "Bronze-leaved Rosea Gigantea," for this flower has the same great size and carmine-pink color as that famous novelty. 35 cts. each, postpaid.
- ‡ **Olympic.** 5 ft. Rich orient-red with center lighter shade and dappled carmine. Individual blossoms are of the largest size, and make heads that are simply immense. \$1.00 each, postpaid.
- ‡ **Beacon.** 4 to 4½ ft. Moderate sized flowers, borne in great impressive heads of rich cardinal red, which for color effect we think is unparalleled. 25 cts. each, postpaid.
- ‡ **Juniata.** 4 to 4½ ft. Looks like some rare tropical plant, with dark green foliage, strikingly veined and edged with bronze. Flowers are rich chrome yellow, very unique. 30 cts. each, postpaid.
- ‡ **Gladioflora.** 3½ ft. Remarkable for the unusual shape of the flowers, which look like large gladioli. Color is crimson, changing to carmine-rose, edged with gold. 25 cts. each, postpaid.
- ‡ **William Saunders.** 4 ft. Continues all season a blaze of bloom when others are "off show." The bright scarlet flowers harmonize perfectly with the beautiful bronze foliage. 25 cts. each, postpaid.

**OFFER W2.** The above 7 for \$2 50 Postpaid

- ‡ **Meteor (Wintzers).** 5 ft. The most solid mass of deep dazzling crimson bloom produced is spectacular. Undoubtedly our best red, and one that will always be in the front rank when a bright, brilliant crimson color is desired. 35 cts. each, postpaid.
- ‡ **Mrs. Alfred F. Conard.** 4 ft. This has become the most popular pink Canna ever introduced. Its exquisite salmon pink flowers are of largest size, so freely produced as to keep a superb showing for months. 35 cts. each, postpaid.
- ‡ **Kate F. Deemer.** 4 ft. Flowers open oriole-yellow, which changes to turkey-red in the center and throat, while the rest of the blossom turns almost white. 50 cents each, postpaid.

**OFFER W3.** The above 3 for 75 cts., Postpaid

**COMBINATION OFFER W4.**

The ten Cannas in this column for \$3.00, Postpaid

‡ Best red at the S. A. F. Convention

# THE CONARD & JONES CO., WEST GROVE, PA.

## 1 Year Roses

YOUNG PLANTS FROM 2¼ INCH POTS

### Famous C. & J. Quality

	12	100
<b>American Pillar</b> The greatest single, hardy climbing Rose. Has most exquisite flowers of charming pink with white centers and long golden stamens. The plant becomes covered with foliage and blooms from the ground up. The foliage alone is beautiful when the flowers are gone. See illustration below.		
<b>Count Zeppelin.</b> Similar to Tausendschon, but the color is vivid pink.	\$.60	\$ 4 00
<b>Daybreak.</b> A new Wichuraiana. Flowers deep, yellowish pink, shading lighter towards the center.	.60	4 00
<b>Dorothy Perkins.</b> Pink. The most famous double pink Rambler in existence. Color is shell pink.	.60	4 00
<b>Dorothy Perkins.</b> White. A sport from Pink Dorothy.	.50	3 00
<b>Dr. W. Van Fleet.</b> A most vigorous hardy climber with Wichuraiana foliage and exquisite large pink flowers. See cut on page 2.	.50	3 00
<b>Excelsa.</b> (The Red Dorothy Perkins.) A most charming companion for the pink or white Dorothy.	.75	5 00
<b>Gardenia.</b> (The hardy Marechal Niel.) The finest Hardy Yellow Climber. In great demand.	.60	4 00
<b>Hiawatha.</b> Brilliant scarlet flowers, borne in large clusters. Very effective.	.60	4 00
<b>Miss Messman.</b> (Climbing Baby Rambler.) A vigorous growing sport of the famous everblooming Baby Rambler.	.75	5 00
<b>Silver Moon.</b> A new Wichuraiana with large silver white flowers. Foliage does not mildew.	.75	5 00
<b>MRS. MCKINLEY. WEeping LANTANA.</b>		
This popular and charming Lantana is unsurpassed for planting in hanging baskets or for vases. The blooms are freely produced and the lovely lilac-pink flowers, on a well-established plant, almost cover the foliage.		
	.50	3 00



We have them for Easter Bloom as well

C. & J. PLANTS  
ARE RELIABLE

## Miscellaneous Plants

	12	100
<b>Browallia.</b> The most free-blooming, blue-flowering plant for indoor use. It blooms continually and is easy to grow. Flowers are deep violet blue.	\$.50	\$ 3 00
<b>The Lady Fern.</b> (Polystichum Setosum.) Has erect feathery growth. 2¼ in. pots.	.50	3 00
<b>Wilsonii Fern.</b> Makes an even growth all around, and the crested appearance is very attractive. 2¼ in. pots.	.50	3 00
<b>Silver Leaf Fern.</b> (Peter's Cretica.) Pea-green foliage with silver variegations. 2¼ in. pots.	.50	3 00
<b>Birds Eye Fern.</b> (Aspidium Tsussimense.) Beautiful finely-divided fronds. Lace effect. 2¼ in. pots.	.50	3 00
<b>Elegantissima.</b> (The Plumed Fern.) Both sides of the fronds are equally beautiful. 3 in. pots.	.75	5 00
<b>HIBISCUS.</b> Peachblow. Makes immense double blooms. Flowers pink, with carmine center. The finest Hibiscus in cultivation.		
<b>Hibiscus Grandiflora</b> Bright rose pink single flowers, very freely produced. Very beautiful.	.60	4 00
<b>Chinese Primrose.</b> (Primula Sinensis fimbriata.) Splendid, well-rooted plants, that will bloom beautifully all winter and spring. Four separate colors, Crimson, Pink, White and Blue.	.50	3 00
<b>Hardy English Ivy.</b> (Hedera Helix.) A hardy evergreen climbing vine, with dark glossy green leaves. A true evergreen that retains its leaves all winter. From 2¼ in. pots.	.60	3 50
<b>EUONYMUS Japonica.</b> Upright evergreen shrub with handsome foliage. From 2¼ in. pots.	.75	5 00
" 1-year field plants.	1.20	8 00
" <b>Radicans.</b> A dense evergreen vine, growing by aerial roots. Bears pretty fruits and does well in a shady situation. From 2¼ in. pots.	.75	5 00
" 1-year field plants.	1.20	8 00
" <b>Radicans Variegata.</b> Leaves variegated silvery white. From 2¼ in. pots.	.75	5 00
" 1-year field plants.	1.20	8 00



"AMERICAN PILLAR" IN BUSH FORM

It Will Bloom as Freely When Allowed to Climb and Will Grow 20 ft. in One Season.

### TERMS OF SALE

#### This List is for Florists, Nurserymen and Dealers Only

Not less than 250 plants of each variety are offered at thousand rate, 5 of a variety, and a total of 25 at hundred rate; 5 at 10 rate.

No order filled from plant list for less than \$1.00.

All goods are shipped by express, unless otherwise instructed. Shipments ordered sent by freight are at the risk of the purchaser. Unknown Correspondents will please send cash with order, or satisfactory reference.