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62.25

Price 11¢ 25¢

GLADIOLI

Retail Quantities at Less Than Wholesale Prices

Goshen, Ind., March 15, 1923.

DEAR FLOWER FRIEND:—

For the past several years I have been supplying seedsmen and commercial growers with my new Gladioli, but my extensive and rapidly increasing business direct with private homes has decided me to discontinue the wholesale business and again give my individual patrons my undivided and full attention. Therefore I have decided to give my own direct mail order patrons the advantage and benefit of less than wholesale prices for the remainder of the season on retail quantities to close out quickly what stocks I have left.

From the following lists you may select whatever varieties you should like at way below the wholesale prices; but please order at once, as this surplus will soon be sold out.

You cannot afford to miss this chance to fill your garden with these wonderful new Gladioli the coming summer. They are so easy to grow and will give you greater pleasure from the investment than any other flower you can buy.

The varieties listed on the following pages will cost you only one-half the prices given here, plus one-half cent for each bulb for transportation charges.

Following each name I have given the page in my 1923 catalog on which descriptions are given. Please read carefully the instructions on page 7 of this list before ordering, to help avoid any mistakes or disappointment.

Thanking all my friends and patrons for their many kind words, and orders, which have been so helpful in carrying the fame of these wonderful new Gladioli to every quarter of the world, I am

Sincerely yours,

A handwritten signature in cursive script, reading "A. E. Anderson".

The Originator of the Ruffled Gladiolus

LAVENDER SHADES AND MAUVE

	Price, Each		Price, Each
MARY FENNELL—Page 23	\$0.20	RUTH HUNTINGTON—Page 7	.75
ONEGA—Page 10	.50	RARITY—Page 27	.50
OTHELLO—Page 25	.25	YOUELL'S FAVORITE—Page 12...	.20
PURPLE SPOT—Page 27	.35		

The above may be purchased separately at one-half of prices given, or
Collection No. 301—containing 7 Lavender Shades and Mauve, value \$2.75—for \$1.68,
plus postage.

SALMON, ORANGE AND SAFFRON

	Price, Each		Price, Each
AEOLIAN—Page 8	\$0.75	ORANGE GLORY—Page 10	.35
ALTON—Page 8	1.00	PRIDE OF LANCASTER—Page 11.	.50
ALICE TIPLADY—Page 36	.25	PAREXCEL—Page 26	.20
ALTAIR—Page 36	.25	REMEMBRANCE—Page 11	.35
ANGOLA—Page 36	.15	SALMON PLUME—Page 31	.35
ARLON—Page 36	.25	SAGINAW—Page 38	.35
DREAM—Page 9	.50	SALMON BEAUTY—Page 39	.25
GOLDEN GLEAM—Page 38	.50	SALMON BUFF—Page 39	.50
HELGA—Page 21	.25	UNIQUE—Page 32	.30
MISS SPOKANE—Page 25	.75		

The above may be purchased separately at one-half of prices given, or
Collection No. 302—containing 19 Salmon, Orange and Saffron Shades, value \$7.80—
for \$3.90, plus postage.

SMOKY SHADES

	Price, Each		Price, Each
ADRIATIC—Page 17	\$0.50	OLD GLORY—Page 25	.35
ASHBURN—Page 17	.20	OLD SMOKY—Page 25	.25
ATHERTON—Page 17	.25	RED COPPER—Page 27	.35
EBONY—Page 19	.50	ROMANCE—Page 30	.75
LOELLA—Page 23	.35	ULYSSES—Page 32	.35
MESSENGER—Page 25	.20		

The above may be purchased separately at one-half of prices given, or
Collection No. 303—containing 11 Smoky Shades, value \$4.05—for \$2.03, plus postage.

YELLOW AND FAWN

	Price, Each		Price, Each
BOBOLINK—Page 36	\$0.75	GIANT FAWN—Page 20	.50
DRAGON—Page 36	.35	PRIMROSE BEAUTY—Page 26....	.20
EL CAPITAN—Page 20	.15	YELLOW GEM—Page 32	.25
ELBERTON—Page 37	.15		

The above may be purchased separately at one-half of prices given, or
Collection No. 304—containing 7 Yellow and Fawn, value \$2.35—for \$1.18, plus postage.

WHITE, WHITE WITH MARKINGS AND CREAM COLORS

	Price, Each		Price, Each
AVALON—Page 8	\$0.35	NORTH POLE—Page 25	.35
ADORA—Page 17	.50	NOXALL—Page 25	.40
CULEBRA—Page 9	.50	OAK PARK—Page 25	.15
CINCINNATUS HEINE—Page 18..	.30	OZARK—Page 25	.35
DEFIANCE—Page 19	.35	PANTHEON—Page 26	.50
ELATE—Page 20	.25	RED, WHITE AND GOLD—Page 11	.50
ESTA—Page 20	.35	SENATOR KNOX—Page 31	.75
FAIREST WHITE—Page 20	.50	SNOW BOY—Page 31	.25
FROLIC—Page 20	.25	SNOW FLAKE—Page 31	.25
GIANT WHITE—Page 21	.15	THOTH—Page 39	.75
GLORIOUS—Page 9	.50	VENTURA—Page 12	.35
KILIMA—Page 22	.25	WHITE BELLE—Page 12	.35
LA CREAM—Page 23	.35	WHITE DELIGHT—Page 12	.25
LA VANGE—Page 10	.50	WHITE GLORY—Page 12	.35
LILLIAN—Page 10	1.00	WHITE KING—Page 12	.10
LILYWHITE—Page 23	.25	WHITE ORCHID—Page 32	.25
MISS U. S. A.—Page 24	.25	WHITE PLUME—Page 32	.50
MOON BEAM—Page 25	.20	WHITE BUTTERFLY—Page 39...	.50
MRS. A. E. KUNDERD—Page 25...	.15	ZULEMA—Page 32	.50
NAMPA—Page 10	.35		

The above may be purchased separately at one-half of prices given, or Collection No. 305—containing 39 White and Cream Colors, value \$14.70—for \$7.35, plus postage.

RED FROM BRIGHTEST TO DARKEST SHADES

	Price, Each		Price, Each
ALHAMBRA—Page 17	\$0.35	IDA VAN—Page 22	.10
ALICIA—Page 17	.30	I EXCEL—Page 22	.25
BIG BLACK—Page 17	.35	INDIAN—Page 22	.50
CINNAMON BEAR—Page 8	.25	JULIA—Page 22	.35
CHALLENGER—Page 18	.25	JOE COLEMAN—Page 9	.25
CHEER—Page 18	.25	LUSTRE—Page 23	.25
COLORS—Page 18	.35	NORUMBEGA—Page 10	.50
CORUNNA—Page 18	.35	RED KNIGHT—Page 30	.35
CYMBALINE—Page 19	.15	RED PLUME—Page 30	.35
CAPELLA—Page 36	.25	SCARLANO—Page 11	.50
DIXIE—Page 19	.15	SCARLET PRINCEPS—Page 31...	.35
ENIGMA—Page 20	1.00	SUMMER DAY—Page 31	.50
FAIRLAND—Page 9	.50	SUNSHINE—Page 31	.50
FLAMING VALE—Page 20	.50	SURPRISE—Page 31	.20
FIRE FLY—Page 37	.25	UHLAN CHIEF—Page 31	.75
GYPSIE QUEEN—Page 9	.50	VENETA—Page 32	.35
GOLD THROAT—Page 21	.25	VERNON—Page 32	.30
GOV. HANLY—Page 21	.15	VILLA—Page 32	.30
HILO—Page 21	.20		

The above may be purchased separately at one-half of prices given, or Collection No. 306—containing 37 Reds from Brightest to Darkest, value \$13.00—for \$6.50, plus postage.

PINK IN ALL SHADES

	Price, Each		Price, Each
ABERDEEN—Page 17	\$0.15	MYSTIC—Page 25	.15
AGATHA—Page 17	.50	MONA LISA—Page 10	.50
AH—Page 17	.50	NEUTRALITY—Page 25	.35
ARGO—Page 36	.25	NIGHTINGALE—Page 38	.35
BUCKEYE—Page 8	.50	PINK LILY—Page 11	.50
BUMBLE BEE—Page 18	.50	ROSE GLORY—Page 11	.50
DAINTY BLOSSOM—Page 19	.35	ROSE UNIQUE—Page 31	.25
EARLY PENDLETON—Page 19...	.30	SENTINEL—Page 31	.15
EPHEUS—Page 20	.35	SVEA—Page 39	.25
ESTELLA—Page 20	.15	TWILIGHT—Page 12	.75
E. J. SHAYLOR—Page 9	.50	TWINKLES—Page 39	.50
FLORAL TREASURE—Page 20....	.25	VINTON—Page 32	.25
MONON—Page 25	.30	WANETA—Page 39	.50

The above may be purchased separately at one-half of prices given, or
Collection No. 307—containing 26 Pink in all Shades, value \$9.60—for \$4.80,
plus postage.

AMERICAN BEAUTY ROSE COLOR, WINE REDS AND ROYAL PURPLES

	Price, Each		Price, Each
AL SHIRA—Page 17	\$0.50	RACINE—Page 27	.25
ANILINE—Page 17	.15	SPLENDORRA—Page 11	.25
CRESCENT QUEEN—Page 9	.25	UNUSUAL—Page 32	.25
MAGENTA—Page 23	.35	VISTULA—Page 32	.25
NEOGA—Page 23	.15	WILLIS E. FRYER—Page 32	.75
PURPLE GLORY—Page 11	1.50	WINE DROP—Page 32	.25
RUFFLED BEAUTY—Page 11	1.00		

The above may be purchased separately at one-half of prices given, or
Collection No. 308—containing 13 American Beauty Rose Color, Wine Reds and Royal
Purples, value \$5.90—for \$2.95, plus postage.

A \$2.00 COLLECTION FOR \$1.00, plus postage—COLLECTION NO. 201

MARY FENNEL—Page 23.	NEOGA—Page 23.
ELBERTON—Page 37.	SALMON BEAUTY—Page 39.
ASHBURN—Page 17.	OAK PARK—Page 25.
WHITE GLORY—Page 12.	GOV. HANLY—Page 21.
LILYWHITE—Page 23.	ESTELLA—Page 20.

Value \$2.00 for \$1.00, plus postage.

A \$4.00 COLLECTION FOR \$2.00, plus postage—COLLECTION NO. 202

LUSTRE—Page 23.	GOV. HANLY—Page 21.
ALICE TIPLADY—Page 36.	WHITE KING—Page 12.
FLORAL TREASURE—Page. 20.	MYSTIC—Page 25.
HELGA—Page 21.	HILO—Page 21.
VINTON—Page 32.	PAREXCEL—Page 26.
ORANGE GLORY—Page 10.	PURPLE SPOT—Page 27.
NEOGA—Page 23.	OZARK—Page 25.
ROSE GLORY—Page 11.	WHITE ORCHID—Page 32.

Value \$4.00 for \$2.00, plus postage.

A \$6.00 COLLECTION FOR \$3.00, plus postage—COLLECTION NO. 203

ROSE GLORY—Page 11.
HELGA—Page 21.
WHITE GLORY—Page 12.
WHITE BUTTERFLY—Page 39.
LUSTRE—Page 23.
DEFIANCE—Page 19.
PANTHEON—Page 26.
BIG BLACK—Page 17.
KILIMA—Page 22.
REMEMBRANCE—Page 11.

SALMON BUFF—Page 39.
ANGOLA—Page 36.
YOUELL'S FAVORITE—Page 12.
MESSENGER—Page 25.
MARY FENNELL—Page 23.
SALMON PLUME—Page 31.
ADRIATIC—Page 17.
NOXALL—Page 25.
NAMPA—Page 10.

Value \$6.00 for \$3.00, plus postage.

A \$10.00 COLLECTION FOR \$5.00, plus postage—COLLECTION NO. 204

RARITY—Page 27.
GOLDEN GLEAM—Page 38.
PRIDE OF LANCASTER—Page 11.
ADRIATIC—Page 17.
MISS SPOKANE—Page 25.
LUSTRE—Page 23.
GIANT FAWN—Page 20.
FAIREST WHITE—Page 20.
GLORIOUS—Page 9.
LA VANGE—Page 10.
WHITE BUTTERFLY—Page 39.

ROSE GLORY—Page 11.
WANETA—Page 39.
WILLIS E. FRYER—Page 32.
WINE DROP—Page 32.
MAGENTA—Page 23.
ANILINE—Page 17.
SALMON PLUME—Page 31.
ULYSSES—Page 32.
UNIQUE—Page 32.
ALTON—Page 8.

Value \$10.00 for \$5.00, plus postage.

A \$15.00 COLLECTION FOR \$7.50, plus postage—COLLECTION NO. 205

RARITY—Page 27.
GOLDEN GLEAM—Page 38.
PRIDE OF LANCASTER—Page 11.
ADRIATIC—Page 17.
MISS SPOKANE—Page 25.
LUSTRE—Page 23.
GIANT FAWN—Page 20.
FAIREST WHITE—Page 20.
GLORIOUS—Page 9.
LA VANGE—Page 10.
WHITE BUTTERFLY—Page 39.
ROSE GLORY—Page 11.
WANETA—Page 39.
WILLIS E. FRYER—Page 32.
WINE DROP—Page 32.

MAGENTA—Page 23.
ANILINE—Page 17.
SALMON PLUME—Page 31.
ULYSSES—Page 32.
UNIQUE—Page 32.
ALTON—Page 8.
ROMANCE—Page 30.
RARITY—Page 27.
THOTH—Page 39.
ALHAMBRA—Page 17.
ALICIA—Page 17.
CORUNNA—Page 17.
ALTAIR—Page 36.
ENIGMA—Page 20.
FLAMING VALE—Page 20.

Value \$15.00 for \$7.50, plus postage.

A \$20.00 COLLECTION FOR \$10.00, plus postage—COLLECTION NO. 206

RARITY—Page 27.
GOLDEN GLEAM—Page 38.
PRIDE OF LANCASTER—Page 11.
ADRIATIC—Page 17.
MISS SPOKANE—Page 25.
LUSTRE—Page 23.
GIANT FAWN—Page 20.
FAIREST WHITE—Page 20.
GLORIOUS—Page 9.
LA VANGE—Page 10.
WHITE BUTTERFLY—Page 39.
ROSE GLORY—Page 11.
WANETA—Page 39.
WILLIS E. FRYER—Page 32.
WINE DROP—Page 32.
MAGENTA—Page 23.
ANILINE—Page 17.
SALMON PLUME—Page 31.
ULYSSES—Page 32.

UNIQUE—Page 32.
ALTON—Page 8.
ROMANCE—Page 30.
RARITY—Page 27.
THOTH—Page 39.
ALHAMBRA—Page 17.
ALICIA—Page 17.
CORUNNA—Page 17.
ALTAIR—Page 36.
ENIGMA—Page 20.
FLAMING VALE—Page 20.
AH—Page 17.
BUMBLE BEE—Page 18.
TWILIGHT—Page 12.
RUTH HUNTINGTON—Page 7.
PURPLE GLORY—Page 11.
ONEGA—Page 10.
SALMON BUFF—Page 39.

Value \$20.00 for \$10.00, plus postage.

A \$30.00 COLLECTION FOR \$15.00, plus postage—COLLECTION NO. 207

RARITY—Page 27.
GOLDEN GLEAM—Page 38.
PRIDE OF LANCASTER—Page 11.
ADRIATIC—Page 17.
MISS SPOKANE—Page 25.
LUSTRE—Page 23.
GIANT FAWN—Page 20.
FAIREST WHITE—Page 20.
GLORIOUS—Page 9.
LA VANGE—Page 10.
WHITE BUTTERFLY—Page 39.
ROSE GLORY—Page 11.
WANETA—Page 39.
WILLIS E. FRYER—Page 32.
WINE DROP—Page 32.
MAGENTA—Page 23.
ANILINE—Page 17.
SALMON PLUME—Page 31.
FLAMING VALE—Page 20.
AH—Page 17.
BUMBLE BEE—Page 18.
TWILIGHT—Page 12.
RUTH HUNTINGTON—Page 7.
PURPLE GLORY—Page 11.
ONEGA—Page 10.
SALMON BUFF—Page 39.
RUFFLED BEAUTY—Page 11.
BOBOLINK—Page 36.
SENATOR KNOX—Page 31.

NOXALL—Page 25.
CULEBRA—Page 9.
ZULEMA—Page 32.
AL SHIRA—Page 17.
SPLENDORA—Page 11.
SCARLANO—Page 11.
INDIAN—Page 22.
ULYSSES—Page 32.
UNIQUE—Page 32.
ALTON—Page 8.
ROMANCE—Page 30.
RARITY—Page 27.
THOTH—Page 39.
ALHAMBRA—Page 17.
ALICIA—Page 17.
CORUNNA—Page 17.
ALTAIR—Page 36.
ENIGMA—Page 20.
I EXCEL—Page 22.
UHLAN CHIEF—Page 31.
ADORA—Page 17.
EBONY—Page 19.
HELGA—Page 21.
RED, WHITE AND GOLD—Page 11.
E. J. SHAYLOR—Page 9.
OLD SMOKY—Page 25.
DREAM—Page 9.
IDA VAN—Page 22.

Value \$30.00 for \$15.00, plus postage.

A \$60.15 COLLECTION FOR \$30.00 NET, plus postage—COLLECTION NO. 208

One each of every variety in all of the above collections (159 bulbs in all),
Value \$60.15, for only **\$30.00**, plus postage.

Please Read These Notes Before Ordering

This offer does not apply to orders sent previously.

Send orders early to be more certain of getting all varieties wanted. Late orders coming during our planting season may be delayed a few days. Please use the blue order blank enclosed for ordering from this list. I will appreciate this.

Add one-half cent per bulb for bulbs ordered from this list for transportation charges. Safe arrival of bulbs is guaranteed to any point within the United States and Canada.

Remittances must accompany all orders. Send bank draft, express or postal money order, or, if more convenient for you, we will accept your personal check. Unused U. S. stamps will be accepted in payment of orders amounting to less than \$1.00. Remittances for more than \$1.00 cannot be accepted in stamps. If sent, I will be obliged to return them.

REFERENCES. Those who may not know me, I refer by special permission to the following Goshen banks: The City National Bank and the Salem Bank and Trust Co. Also see R. G. Dunn & Co. and Bradstreet's Commercial Reports.

SUBSTITUTION. If any varieties are out of stock when your order is received, I will substitute a similar or more expensive variety. If this is not satisfactory, please advise when ordering.

SUBSTITUTION IN COLLECTIONS. I reserve the right to substitute when out of a variety offered in any of the collections. The stocks are not of the same size and late in the season some may be entirely exhausted when your order arrives.

Do not hesitate to send small orders, even if but for a single bulb. I want to help the smallest grower or beginner.

QUALITY. As the originator of the Ruffled Gladioli, I am in a position to offer my customers a far larger and better collection of these beautiful new types than any other grower whose varieties of this form have been produced from mine. As all the varieties listed are good to very good propagators, my customers can be assured of full value. Even though you may think some of the prices a little high, the increase, if cared for, in two years makes the first cost insignificant.

Don't forget that the children will enjoy a few of our wonderful gladioli for their garden. Have you thought of teaching them the art of making the home and its surroundings beautiful? It will prove very valuable to them later in life.

Please do not order any varieties not included in this list on the terms of this offer. Varieties not contained herein and listed in my general catalog can only be furnished at regular catalog prices. If your order contains any such, we will substitute something else instead of same or greater value.

For cultural directions, see pages 51, 52 and 53 of general catalog.

Orders not accompanied by cash cannot be answered, as my time does not permit, being rushed at this season with thousands of orders, correspondence, etc.

Address order with remittance to

A. E. KUNDERD, GOSHEN, INDIANA, U. S. A.