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A Good Name—Well Known

D. N. Shoemaker.
JAN 16, 1922

LILLY'S
FRANK LECKENBY, Vice-Pres.
FARWELL P. LILLY, Vice-Pres.
H. P. CHAPMAN, Manager

W. C. Harbert, Sales Manager
A. L. Jones, Wholesale Seed Mgr.
C. W. Hubbard, Mgr. Foreign Dept.
C. F. Williams, Publicity Mgr.
F. D. Ford, Mgr. Bee Supplies
H. J. Adams, Seed Analyst
Miss Sadie Lough, Mail Order Dept.
C. W. Heberling, Mgr. Wapato Br.

H. A. CUSHING, Vice-Pres.
WILMOT H. LILLY, Treasurer
J. A. TAYLOR, Secretary

H. A. LAWRENCE, Alaskan Manager
ALF. CHRISTIANSON, Field Supt.
A. W. SPRAGUE, Garden Seed Dept.
J. BOHL, Manager Seattle Store
F. W. MECHENER, Mill Supt.
I. W. LEE, Branch House Mgr.
C. W. PLETT, Portland Branch
W. F. GOUGH, Print Shop Manager
O. W. SOLIBAKKE, Mgr. Ellensburg Br.

THE CHAS. H. LILLY CO.
Established 1885
SEATTLE—MILL AND GENERAL OFFICES. 1647 WEST HANFORD.
SEATTLE UPTOWN STORE—FIRST AVE. AND YESLER WAY
PORTLAND, OREGON—FIRST STREET, N. E. COR. YAMHILL
YAKIMA, WASHINGTON—14 SOUTH FIRST STREET
ELLENSBURG, WASHINGTON
WAPATO, WASHINGTON
"All the World's a Stage" where men are either selling goods or declaring a message. Behind every successful business is a dominant idea expressive of some form of service.

The Lilly trademark is the emblem of achievement and has behind it over thirty-five years' experience in practical growing of Seeds, manufacturing and selling Fertilizers, Bee Supplies, Spray Materials and Poultry Supplies. It identifies the products of The Chas. H. Lilly Co., and stands for the best obtainable anywhere.
SELECTING HEADS FROM ONE OF OUR CROPS OF EARLY JERSEY WAKEFIELD CABBAGE
A CONTRACT CROP OF EARLY JERSEY WAKEFIELD CABBAGE IN BLOOM
EARLY JERSEY WAKEFIELD—A CONFERENCE BEFORE ROGUEING OUT
TEN ACRES DRUMHEAD CABBAGE ONE MILE EAST OF LACONNER
JERSEY WAKEFIELD GROWING ON LACONNER RANCH
EIGHTEEN ACRES OF CABBAGE AT LACONNER RANCH
AN OCEAN OF LATE FLAT DUTCH CABBAGE—AVON RANCH
COVERING CABBAGE FOR WINTER AT BURLINGTON RANCH
METHOD OF TRANSPORTING CABBAGE SEED TO THRASHING MACHINE
FINE SPECIMENS OF LATE FLAT DUTCH CABBAGE—WHITNEY RANCH
CORNER OF TESTING GROUNDS NEAR SEATTLE SHOWING LETTUCE AND CABBAGE TRIALS
TRIAL GROUNDS—THE ESSENTIAL OF EVERY UP-TO-DATE SEED HOUSE
ANOTHER VIEW OF LILLY’S TRIAL GROUNDS—SEATTLE. BEANS AND CABBAGE
WHERE OUR STOCKS AND THOSE OF OTHERS ARE TESTED
A CABBAGE PLOT IN A CORNER OF OUR TESTING GROUNDS
ANOTHER SECTION OF TRIAL GROUNDS
ALL IN A ROW—FINE SPECIMENS OF LILLY'S EARLY JERSEY WAKEFIELD CABBAGE
EARLY ALL HEAD AS GROWN ON PUGET SOUND
CHARLESTON WAKEFIELD—SHOWING TRUE TYPE OF HEAD
HALF SUGAR MANGEL GROWN ON PUGET SOUND
A LOAD OF LILLY’S PUGET SOUND CABBAGE SEED—VALUE $10,000.00
A CORNER OF THE SEED CLEANING ROOM
A VIEW OF NO. 9 WAREHOUSE. THESE FLOORS CARRY A LOAD OF 1000 POUNDS TO THE SQUARE FOOT. THE BUILDING CONTAINED 2,500 TONS AT TIME PHOTO WAS MADE.
A CORNER IN THE SEED PACKETING ROOM
THE TERMINAL FLOOR OF MAIN CONVEYOR BELT. THIS BELT IS 26 INCHES WIDE AND 1,100 FEET LONG AND WILL HANDLE 30 TONS PER HOUR EITHER IN SACKS OR BULK
RECEIVING ROOM FOR STOCK AFTER BEING TAKEN FROM
SEED CLEANERS
SECTION OF SEED CLEANING ROOM SHOWING SOME OF THE UNUSUAL MACHINES NECESSARY TO CLEAN AND GRADE SEEDS
FRED MILL MACHINERY SHOWING CORN CRACKER, BARLEY ROLL, ATTRITION MILLS AND GRAIN SEPARATOR
FLOUR ROLLS AND STONES
ON LILLY'S DOCK. FOUR TRANSCONTINENTAL RAILROADS MEET DEEP WATER SHIPPING
FOREIGN AND COASTWISE CARGOES ARE DISCHARGED DIRECT FROM SHIPS TO BELTS AND TO STORAGE TANKS
LILLY'S DOCK WILL ACCOMMODATE ANY TRANS-PACIFIC LINER
LILLY'S GARAGE AT MAIN PLANT
ADDITIONAL CONCRETE STORAGE TANKS DURING CONSTRUCTION, ESPECIALLY DESIGNED FOR SEED STORAGE
The House of Lilly needs no introduction in so far as the production of high grade Cabbage seed for the trade is concerned. For over nineteen years we have made a special study of the selection and growth of all the leading varieties and today we justly claim and are recognized to be not only the pioneers of the industry on Puget Sound but the largest bona fide growers on the American continent. It has been recorded that over 75% of the entire Cabbage seed crop of the United States is produced on Puget Sound. As a result the locality has earned for itself the apt title "The Cabbage Country of America"—The house of Lilly has made it so.

The illustrations depicted on the opening pages of this brochure are from our own photographs. They speak for themselves and justify our claim to be actual growers of the seeds we offer. Are these facts not sufficient to justify our expectancy of YOUR inquiries and orders for choice Cabbage seeds whenever you are in the market? To have other than the best when the best is to be had is the wisdom of the unwise.
TABLE BEET AND MANGEL SEED

We have been growing Beet and Mangel seed in the Puget Sound country for many years for our local trade, both for private gardeners as well as for market gardeners. We have also tried our Puget Sound Grown seed in comparison with seeds of like varieties grown in other parts of this country and in Europe, and our seed has not suffered in the comparison; but on the contrary it has produced a more uniform stand and truer type of roots.

Fields planted with our Puget Sound grown Beet Seed very rarely run to seed the first year—in fact it is practically unknown. We have taken particular pains to keep the varieties from deteriorating by selecting only the most perfect roots for seed, using only the medium size and true type. We firmly believe that with our experience and close attention given to seed production of Beet and Mangel, we can be depended on to furnish that high grade quality of seeds which the best trade requires.

In addition, our soil and climatic conditions on Puget Sound are ideal for this particular seed culture.

We will be pleased to receive your inquiries for present delivery and on contract, and are equipped to grow from your stock seed if desired.
PUGET SOUND GROWN PEAS

It should be more generally known among the trade that practically all the leading varieties of Garden Peas are being grown successfully for seed on Puget Sound.

As growers we have naturally interested ourselves in the development of this trade with the result that after many years' practical experience we are in a position to state that our climatic and soil conditions are particularly suited to growing Peas for seed and it has been repeatedly proved that PEAS ARE A MUCH SURER CROP IN THIS SECTION than many others, while quality is equal, indeed better than has been usually produced in the so-called exclusive Pea sections.

If you are interested in having any variety grown from your own stock seed we are confident we can make you an attractive proposition. The Peas grown by us for many leading houses in recent years have yielded so well that the same concerns anxious to have us grow for them again write us early each year in order to secure the best acreages. We cordially invite inquiry from you.
IN ADDITION

to the hundreds of acres devoted to Cabbage culture we grow choice strains of

MANGEL
TURNIP
RUTABAGA
BEET
SPINACH
RADISH
KALE
GARDEN PEAS

If you are looking for stocks that are pre-eminent in their respective classes we cordially invite enquiry.

Puget Sound Grown Seeds
are the Standard of America

The fact that we are getting more business than other seed houses implies that we deserve it. It simply reflects the earning power of quality.
This brochure has been compiled to give our customers and others a brief description and photographic reproduction of what we and our special Puget Sound strains are doing for the wholesale trade.

If these few words of ours and the preceding illustrations prompt you to weigh more carefully the question of QUALITY in seeds in the future, each and everyone of your customers will benefit by it and we will get our share. We believe we have convinced more than one seedsman that it pays to put QUALITY FIRST. Good seeds cost money and they are worth it.
WE INVITE YOU

Our main offices and plant are situated at West Hanford and Waterway on what is locally known as Harbor Island, about three miles out of the city, and it is our personal pleasure to conduct visitors during all working days through our plant, where much of interest is to be seen.

Few realize the magnitude of our business and the extent of our operations in seed cleaning and our extensive warehouses which cover over three acres is a revelation to those who visit us. We cordially invite customers and others to look over our plant.
REASONS WHY PUGET SOUND SHOULD CLAIM YOUR SERIOUS ATTENTION
AS A SEED PRODUCING COUNTRY AND SEATTLE AS A PORT OF SHIPMENT

It seems to us that it should be more generally known that PUGET SOUND is favorably situated for the production of that HIGH GRADE QUALITY in Garden seeds which the trade requires.

1. The climatic conditions of PUGET SOUND are very similar to the seed producing countries of Europe.

2. Experience has proved that seed crops are MORE DEPENDABLE here than in any other section of the United States.

3. The varieties chiefly grown are CABBAGE, TABLE BEET, SPINACH, TURNIP, RUTABAGA, RADISH, KALE and GARDEN PEAS.

4. The port of Seattle is admirably situated for shipment to all points and has REGULAR DIRECT SERVICE with Liverpool, Copenhagen, New Zealand, Australia, South America, Japan and Russia.

5. SEATTLE is served by FIVE TRANSCONTINENTAL RAILWAYS and has exceptional facilities for quick service overland.

6. SEATTLE with its population of NEARLY HALF A MILLION compares favorably from a commercial standpoint with the leading cities of Great Britain. It has the FINEST HARBOR ON THE PACIFIC COAST. It has MORE COMMERCE, MORE MANUFACTURING, MORE RAILWAYS and MORE POPULATION than any other city in the Pacific Northwest, being second only to New York in exports and imports.

7. Seed growing has made such rapid strides during the last decade, and Cabbage seed in particular is produced in such enormous quantities that the locality has earned or itself the apt title, "THE CABBAGE COUNTRY OF AMERICA." The house of Lilly's has made it so.

8. AFTER NINETEEN YEARS practical experience in Cabbage seed growing and selling we know and are able to state as a positive fact that seventy to eighty per cent of the Cabbage seed produced in the United States COMES DIRECTLY OR INDIRECTLY FROM PUGET SOUND.

9. A glance at the map will show that the Puget Sound country where our Cabbage and other seeds are grown is situated up in the Northwest corner of Washington state SEVERAL HUNDRED MILES FURTHER NORTH THAN LONG ISLAND.

10. LAST BUT NOT LEAST, The Chas. H. Lilly Co., ESTABLISHED IN 1885, are the PIONEER seed growers on Puget Sound.
Leadership, once established, is strengthened and confirmed by its followers and imitators. Lilly's leadership is proclaimed by the largest rearguard that ever followed a leader.

Verb. Sap.
Every Great Institution is the Lengthened shadow of a single man.  
*Emerson*