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TOWNSEND'S

20TH CENTURY

E.W. TOWNSEND JR.
SECRETARY TREASURER

E.W. TOWNSEND
PRESIDENT

L. SHERMAN TOWNSEND
VICE PRESIDENT

CATALOGUE

STRAWBERRIES

AND HOW TO GROW THEM.

E.W. TOWNSEND & SONS. SALISBURY, MARYLAND.



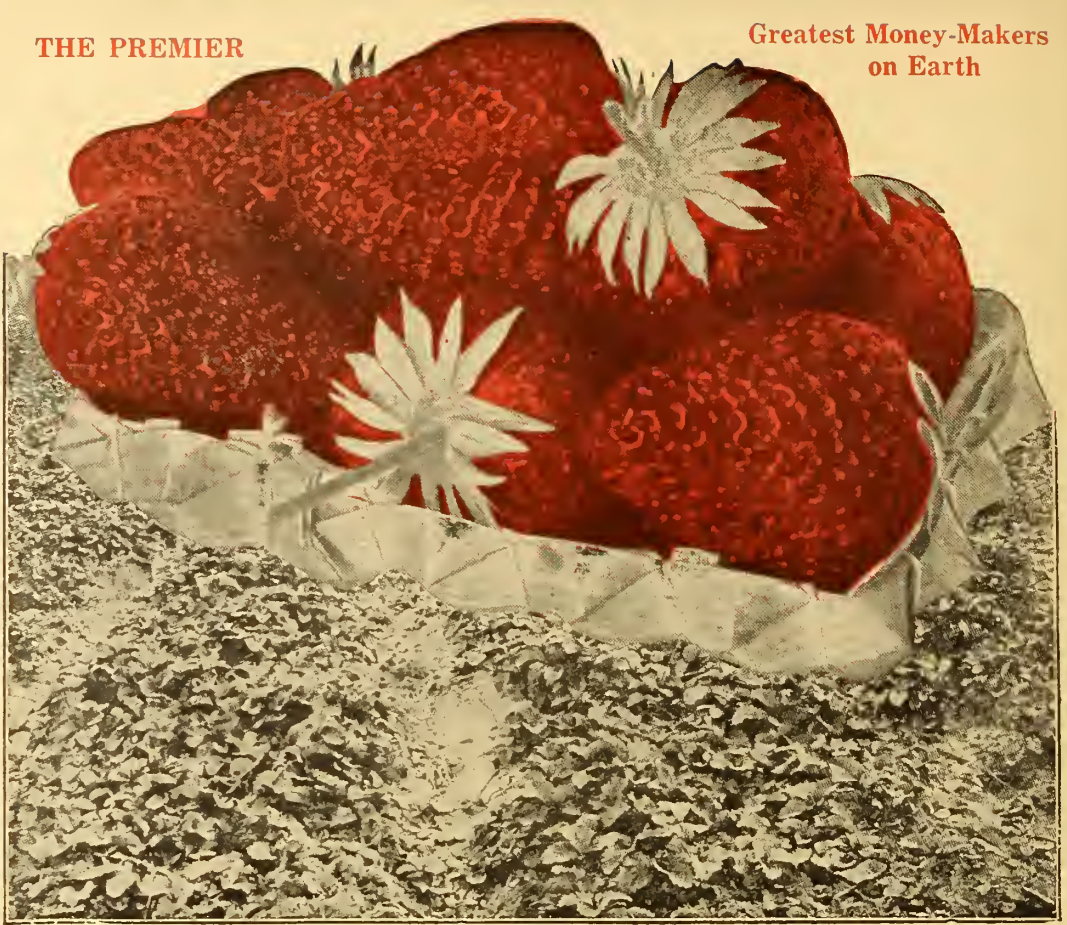
THE PREMIER

Greatest Money-Makers
on Earth

Mr. Donald Coon of Columbia Co., N. Y., picked nearly 600 bushels from a little over two acres, in a dry season.

Mrs. Scott Walther of Ontario Co., N. Y., sold \$184.00 worth of berries from one-tenth of an acre.

Mr. Taylor C. Lyford of Upton Co., Mass., picked 1200 quarts from 1000 plants and sold the berries at 5c to 10c per quart more than other varieties



PREMIER THE GREATEST EARLY STRAWBERRY

PREMIER has taken first place with the most successful strawberry growers. No other strawberry will make as much money for the average grower as the Premier. There is greater demand for Premier strawberry plants than any other variety, and this demand is steadily increasing every year. The variety is now so well known that it seems useless to publish any long description again. For those who have not yet grown Premier and who have not already all the money they need, I can truthfully say that there is no quicker or more satisfactory way to get it than by growing Premier strawberries.

Howard 17--Premier. It seems unfortunate that this grand variety must be known under two names. The fact has been established that the Howards, of Belchertown, Mass., were the originators of this berry, and hence a great many growers know it by the name of Howard 17. We list it under the name of Premier as that is the first name it was introduced by.

One of our customers says: If you have half an acre or ten acres of land that is not producing anything but taxes, plant it to Premier and you will make the best investment that you ever made. He states that he is making twenty times as much money per acre as he ever made by growing any other crop. If your land is not bringing you in \$500.00 per acre net profit every year, grow Premier strawberries, is what another customer says. A widow lady stated to the writer a few days ago while on a visit to our nurseries, that she sold from one acre the past season over \$1,500.00 worth of berries. She was firmly sold on the Premier. If I were to publish all the praise that I have ever heard about this variety in the last five years it would take a book more than a hundred times the size of this to tell it.

Premier succeeds everywhere (except possibly a few sections in the far South). In plant growth it is perfect

on any soil; will make a full matted row if allowed, and will yield larger crops than any other variety under this system; grown in hills or stools it will out-yield all others. The plants are extra strong and vigorous, with extra large crowns, and a perfect root system. The plants are entirely free from any leaf spot or fungus.

As a commercial berry and long distance shipper. The largest shipping associations in the country are growing it by the hundreds of cars every year with perfect satisfaction. Not only does it carry well but demands the very top price on any market. Its uniform size and attractiveness is always sure to attract the very best trade.

One of the greatest frost resisters. We have yet to hear a customer say, any year in any part of the country, that he ever lost a crop by late frost or freezing. Not only a frost proof variety, but one of the greatest drouth resisters. The roots are large and extra long and if there is any moisture within a foot of the top of the ground they will get it. I have seen other varieties planted by its side dry up to a crisp when Premier was showing the effects very little.

For the past eight years we have made a specialty of this variety and have grown and sold more Premier plants than any other two concerns in the country. Our loose new ground soil grows these plants to perfection. The demand on us for these plants is so enormous that it is impossible for us to grow as many as we can sell. Every year finds us sold out late in the season, so take this tip and get your order in early, as you sure do not want to miss getting this variety if you are intending to grow strawberries. We have never grown any finer quality than we have to offer you now.

THE PRINCIPLES OF THIS BUSINESS



E. W. TOWNSEND
Founder and President of the Townsend Nurseries
More Than A Quarter Century of Square Dealing

Are the Same Yesterday, To-day and To-morrow

WE are trying to conduct this business along absolutely fair lines, for two reasons. 1st--- Because we believe in the principles of fairness. 2nd--- Because it pays in dollars and cents. In the beginning we discovered that we must have the confidence of our customers or the business would not succeed. There was no way of meeting all our customers face to face, of establishing confidence by personal contact, so the simple plan was adopted of gaining their confidence by conducting our business so fairly that confidence would come to us by our acts. For twenty-six years the Townsend Nursery have stood by their guns.

No business concern of its kind in the country has a larger or better satisfied class of buyers than the Townsend Nursery. We do not claim to be able to please everyone who has sent us an order. We are only human beings, just like ordinary farm folks. We make some mistakes, of course, just like

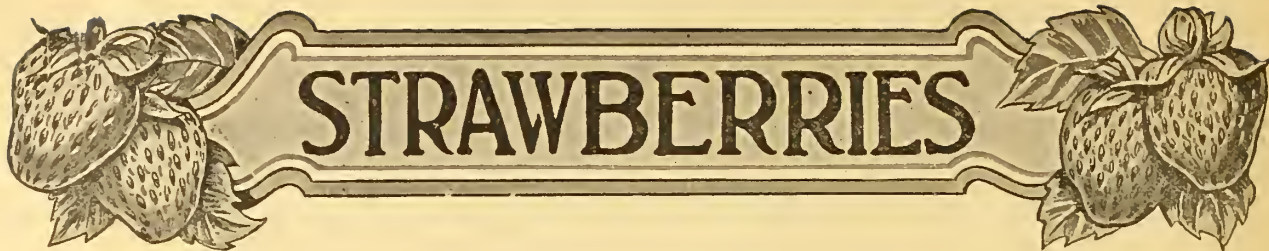
you do; we have our "up-and-downs" in our business - the dry years and the wet years, the cold and the hot. It takes an enormous amount of labor to run our plant farms, to grow the millions of plants that we are called on to supply every year. In order to handle a business of this kind we must figure to take advantage in every way possible in the way of improved machinery in clearing the land (as we must be continually clearing new land in order to grow the best plants it is possible to grow). We believe we are up-to-date in handling this proposition, we have two tractors and large heavy disc plows made especially for this work, to tear the rough woodland to pieces as fast as the trees are cut. These tractors and plows are kept going the year 'round. Enormous quantities of lime is used on this land as it is being broken up and when the soil is in fine condition to set plants it has everything that nature intended it should have in order to grow the best quality plants.

At this time we are cultivating around 1000 acres of land, most of which we have cleared from the brush. Our principal crops are Strawberry, Blackberry and Raspberry Plants, Grape Vines and Asparagus Roots, with Flower Bulbs being added every year. With our organization and means at hand, it would be impossible for the average plant man to grow and sell the same quality plants that we do at any thing near the same price.

For this one reason our customers should expect to receive more for their money when the order is sent to us than they could expect from the average plant grower. We are plant growers in every sense of the word, not plant peddlers or dealers. When placing the order with us you get first-hand plants, grown and packed the proper way; plants that are grown on virgin soil, that have a long growing season and have developed into strong robust vigorous healthy plants. Just the kind that it pays best to grow.

Don't Fail to Place Order Early in Season and Have Plants Shipped Early as You Can Possibly Work the Land

Once in a life-time probably, strawberry plants can be set after the weather gets hot, and made to grow. But why take all this chance? It costs no more to order and set plants at the proper time. No plants grown in the United States are as hardy as those grown on the Eastern Shore of Maryland. They are tough and winter-hardened in the open fields and will stand handling and transporting better than any plants we have ever received from any section. But even our strong hardy plants will not thrive and do their best unless planted at the proper time. Planting in May is dangerous in any State. February for the South, March for the middle States and April for the North is proper planting time. Late Spring and Summer planting is a waste of time and money. See brief cultural directions further on in the book.



DESCRIPTION OF VARIETIES

It will be my aim in writing the description of varieties which we are listing in this our 27th Annual Catalogue, to make them as brief as possible and at the same time to make every description as truthful and plain as possible as the variety has behaved on our farms and trial beds together with the reports received from our customers and the Experiment Stations thruout the Country. It will be impossible for me to write descriptions of all that will compare with yours, as but few varieties do the same in all localities. Here I want to insist once more on the importance of every strawberry grower having every year a test plot of New varieties to be tested out with the best old standard sorts. No business ever gets beyond an experimental stage, and the Strawberry business is no exception. It is only by planting and testing on our own grounds that we can expect to keep up with the procession. The best investments I have ever made has been by buying and testing new varieties. Although I have spent hundreds of dollars in time for worthless seedlings, and expect to go on doing the same as long as I live and able to do business, as there is no other way for me to know whether I am growing the best or not except as I test them on my own soil.

TOWNSEND'S SELECT MISSIONARY

Townsend's Select Missionary is the one ideal variety for the Southern Grower. It is early in season, a variety that is adapted to practically all soils. A strong hardy grower and very productive of large fancy berries that has but few equals as a long distance shipper. This variety is shipped every year from the far South by Express and solid cars to every market in the country. In most of the large berry growing sections in the South and East the Missionary has taken the lead over all other early varieties, and as far north as strawberries grow it is a safe variety to plant. For the past nineteen years The Townsend Nurseries have made this va-

riety one of their specialties, and our select strain of Missionary plants is known and appreciated by practically all large growers and Associations thruout the country. Our sales on this variety run in to many millions of plants every year. Some Associations alone using regularly every year more than a million plants. For fifteen years the Plant City Growers of Plant City, Fla., have used Townsend's Select Missionary, and will have nothing else. Write for special prices on orders for 100,000 and up. Every plant absolutely guaranteed true to name, and to be the very highest in quality that it is possible to grow.



A New Ground Field of Townsend's Select Missionary Plants

AROMA (Per)

One of the best late standard varieties. The Aroma has been grown in all sections of the country for a good many years. Some of the largest Associations plant only this one variety.

Aroma is a clean plant, a good strong hardy grower on most soils, fruit is large, firm and of good quality. Until the last few years the large growers in the East did not plant heavy to it, but every year finds the Eastern Grower planting more heavily of this grand variety. Notwithstanding that we plant a very large acreage to it, we seldom have enough plants to go around. For this reason, we advise those wanting Aroma plants, to place order early in season. We have been selecting breeding stock with special pains for several years and believe that we have the most productive strain of Aroma Plants to be found in the country.

Our customers in the Aroma belt of Kentucky claim our plants will produce at least 2000 quarts per acre more than the native plants. Growers there pay us from \$2.00 to \$3.00 more per 1000 for our plants every year than they could get home grown plants for, and when, as they state our plants produce 2000 more quarts per acre they are really making lots of money by doing this. It is a known fact to thousands of our customers that our plants cost them really nothing as compared to the ordinary strawberry plants.

Missionary, Klondyke and Aroma are the three leading Southern varieties, and these varieties need closer selection, and must be produced under a more scientific system than any varieties we know of in order to keep them fully up to their standard. Each one of these varieties will run out in a few years if not properly grown until the yield will be less than half of what it should be. Every mother plant set in our fields is carefully selected by an experienced man for its highest breeding qualities. After this they are grown only on new virgin soil with plenty of room to grow to perfection. We have built up a trade on these varieties in the Southern States that is amazing. Once a customer grows our selected stock they never grow anything else, and this trade has all been received through the merits of our plants alone as we have never done any advertising to speak of in the Southern half of the country. We commence shipping plants in the South, October 1st and continue until April 15th, usually we can ship all winter.

IF IT'S TOWNSENDS SELECT MISSIONARY, or AROMA, remember they are our Specialty, AND ALWAYS WORTH MORE THAN WE ASK FOR THEM.

SENATOR DUNLAP (Imp)

One of the most popular early to medium varieties for the Northern half of the country. Easy to grow, and easy to make money with.

HAVERLAND (Imp)

Season early to medium, a very strong grower and an old time favorite for the North. Can always be depended upon to produce a good crop when fruited with Dunlap.

THE COOPER (Per)

The Cooper is a mid-season variety with us. A maker of large stalky plants that make runners moderately. Just about enough plants for a good fruiting row. Fruit is large to extra large, rich bright red, with fine quality. A Cooper plant loaded with ripe fruit is a beautiful sight, the berries while large, are held fairly well off the ground by the heavy fruiting stems. Nearly every berry matures to full size; while we have heard some complaints from this variety as sent out by the Michigan growers, we believe that Cooper will be found a paying variety on most soil. We have planted a good acreage to Cooper this year and have grown a good supply of nice strong well rooted plants. We advise our friends to test it out, and believe they will not go wrong if they set a large acreage to this variety.

CRAWFORD 25 (Imp)

This variety was introduced by us season 1924. In size and productiveness, it has been all we claimed for it. Surely there is no berry that will surpass it in production. Season is late to very late, a strong hardy grower. The only fault with the Crawford 25 is its very ordinary quality. If any one wants quantity and not quality, then plant this one.

THE KLONDYKE (Per)

The Klondyke has stood the test of time, and still the most planted of any early berry in a good many sections of the South and Southwest, and as far North as Maryland. It takes around fifty acres of Klondyke plants every year to supply our trade, and we take great pride in keeping the Townsend Strain of Klondyke up to perfection. We practice both selection and restriction methods in growing and keeping our strain more than up to date, and we say without fear of contradiction that we have the most fruitful strain of Klondyke plants in the country. Hundreds of our regular customers will verify this statement. Every Klondyke plant is grown on new rich virgin soil. It costs us more to grow a thousand plants the Townsend way, but they are worth many times the difference in price. Mr. Wells writes us from Teachey, N. C., that he had rather pay \$10.00 per 1000 for Townsends Klondyke than have others given to him free. Mr. Blackstone from Chadbourne, N. C., harvested three times as many quarts of fruit from Townsends plants, as those from another Nursery. Mr. Duffield of Texas wrote us it paid him to send across the Continent to get Townsends plants. Mr. Drufield of Ky., wrote our plants worth more than we asked for them, as they produced enough more fruit to pay the difference several times. I could write of hundreds that say practically the same thing about our strain of plants, but as we cannot grow as many as we sell at our reasonable price for quality plants, it is useless to say more.

CORSICAN (Per)

Corsican, N. Y., Uncle Jim, Ryckman, and etc., is a medium to late variety of enormous size. Mild sweet flavor, a heavy producer, and a strong grower. Suitable for home use or fancy nearby market.

THE GIBSON (Per)

Northern Growers find the Gibson very profitable, but with most of the Strawberry sections, it is a very poor choice. Fruit deteriorates rapidly after being picked, making it almost impossible to get it in market, in good condition. Fruits large crops of large berries, never fails to grow on most soils. We grow every year a fine lot of these plants for our Northern customers who claim our strain is superior to any strain of Gibson plants they can get. Strong healthy New Ground plants at reasonable prices. Special prices on large quantities.

PARSONS BEAUTY (Per)

Parsons Beauty is considered one of the best varieties for canning, it being too soft in texture for a commercial use. Large luscious berries produced in great profusion. One of the very hardiest plants and grows everywhere to perfection.

MARSHALL (Per)

This variety is an old favorite that requires good soil and good attention to do its best, but where this is done a fine berry can be grown and usually the extra attention given is fully compensated for. By some of our customers statements, one would think Marshall was the only real strawberry. But it is just like this: they love the variety, they know what it will do when given the proper attention, and they never fail to get results. Most popular in the North Atlantic and New England States. Can supply only in small quantities.

"THE TOWNSEND BIG LATE" (Imp)

Townsend's Big Late was originated and introduced by E. W. Townsend, President of the E. W. Townsend & Sons Nursery. Was found growing wild along a hedge row in the Spring 1906 by E. W. Townsend, Jr. A single plant was taken up and transplanted to the field in May 1906. In 1911, the variety was introduced to the public. Experimental Stations, and growers throughout the country were furnished these plants in Free Samples. In a few years a tremendous demand had grown for this variety, and today it is one of the best, if not the best Imperfect variety on the list. We have always claimed that Townsend Big Late was the aristocrat of all the standard varieties as to quality. There is absolutely no variety that outshines it in beauty. The plants grow tall, with heavy stems that hold the fruit up from the ground like cherries. Berries are bright scarlet red with a coating like varnish. No flavor was ever added to strawberry more satisfying than in this one.

In firmness it is all that can be asked for. In production it is great, and if there is a better imperfect variety on the market I have not seen it. Plant it with FORD, first choice, and you have a pair to draw to. We have sold millions of these plants to be fruited with Ford and have seldom had a complaint. Recommended for all sections, either for home use or distant market.

PAUL JONES (Per)

We consider Paul Jones a safe variety for most growers to plant. It is not as large as some of the fancy varieties, but it is a sure cropper, and the way it turns out the quarts is a mystery. Fruit medium to large, bright red and firm, recommended for commercial use. Ripens in midseason and should be fruited with such varieties as Dunlap, Eaton or Gibson.

THE CHESAPEAKE (Per)

The Chesapeake is about as well known at this time as any late berry on the list. It is among the highest quality berries for home use or market, is a highly profitable variety when the soil suits it.

It is not much use to plant Chesapeake on high sandy soil, it requires a good rich loam to do its best, but will make heavy yields on heavier rich soil. Makes about enough plants for a fruiting row. Notwithstanding the fact that there are being introduced every year many good late varieties, Chesapeake still grows in demand, and every year we are forced to return orders late in the season.

We have grown ten acres of Chesapeake this time, which at this writing promises to be one of the best fields we have ever grown.

THE GANDY (Per)

One of the old late sorts that is pretty well known throughout the country. Gandy is a high quality berry, grows best on heavy springy soil. Never plant on high sandy soil. Some varieties make more fruit, but Gandy always sells at top price and is sure to please all who handles it. And if a late berry is wanted, and the soil is suitable, we recommend Gandy to fill the bill.

THE LUPTON (Late) (Per)

Lupton is a medium late variety, that has made a great hit with commercial growers. Lupton is one of the most beautiful berries, averages large in size, deep red color, and one of the firmest on the list. A good strong grower on practically any soil, fairly productive, in fact will average well up to most late varieties in production. The beauty with Lupton is, it can be grown on any soil, where with a good many varieties of the late class, nothing but springy soil may be used. From the sales of plants we are making every year, and the way



A Quart Of Townsend's Big Late

we have to increase our acreage, we would think Lupton was coming to the front as a commercial variety.

THE MASCOT (Per)

The Mascot is about the latest variety to ripen that I know of, and if there is much larger berries when given proper care, than Mascot, I have failed to see them. Fruits a big crop every year, makes a clean, healthy plant, and produces a good lot of fine quality fruit. Mascot will last every season until the Everbearing is coming on, thus insuring a steady supply of berries from May 1st until November 15th in most sections, when the Everbearing are planted for summer and fall use together with the early spring varieties.

THE WM. BELT (Per)

For years Wm. Belt headed the list as the best quality variety, and we consider it still a safe variety to plant. It is a good grower, has clean healthy plants, and always produces a fine crop of high colored and high quality berries. If you want something fine, plant two rows each, Pearl and Wm. Belt throughout the patch.

THE WORLDS WONDER (Per)

Worlds Wonder has gone unchallenged for a good many years as being the largest berry grown. We have never grown anything to quite equal it in size, berries often measure six and seven inches around, and have received letters from customers stating that they had beat this. We have seen seven berries fill a quart box heaping full. It is not only large in size, but one of the most productive sorts, recommended where one wants something unnatural. I think it too large to be a real fancy berry. On some soil, berries are very smooth and round, while on other soils, they are inclined to be irregular in form. One of the surest plant makers and a sure cropper. Plants sold in small lots only.

THE PRESIDENT HARDING (Per)

We consider President Harding one of the best of recent introductions of the late varieties. It is wonderfully productive, of large size high quality fruit. Color very rich dark red to center, has no core or green tips. Has a real aroma strawberry flavor. Firm enough to carry well, and good enough to sell to the local trade or use on the home table. Every year it gains in popularity, and we must again offer our plants in small lots only.

THE FORD (Per)

The Ford is a Townsend introduction, and one which we are proud of. Ford has more than made good every claim that we have ever made for it. It is a medium to late variety and a universal strong hardy grower and a prolific yielder of extra large size well colored, top shaped berries of extra good quality. Texture is very firm and the flavor is mild and sweet. Will stand long distance shipping as well as the Premier, and in fact is practically the same in quality every way as Premier. It takes an expert to tell the difference in the two berries after being picked. We have sold this variety for a number of years in practically every state. It is a variety that has given universal satisfaction wherever planted. Like Premier, "The Ford" is frost resistant. It has never failed to produce a bumper crop in all the years we have been growing it. Ford will grow well on most any ordinary soil, and produce an enormous crop.

Plant "The Ford" and you have all the frost insurance that is necessary to protect your crop. Ordinarily, its season is about a week to ten days later than Premier, and lasts until the Premier is gone.

Mr. Wm. Potter writes: I have been growing your Ford plants for four years, and they have never failed to produce a big crop of extra fine berries. Next to Premier, I consider this the best variety I have ever grown.

Geo. Matsuoki, of California, says: Ford is the best money making berry we have tried here. It beat Nic Ohmer three times over. We are picking our second crop now and wish you could see the large round solid berries. We get three to five cents more per quart for Ford than any other we have.

Mr. Ned Warren, of Md., stated that he picked Ford berries for four weeks, and that the yield was at the rate 12,000 quarts per acre. That the Ford sold on the local market for dollar per crate more than the best Chesapeake.

Mr. H. Johnson, of N. Y., states: I had three other varieties in stock last spring. The late frost and dry weather got most of the others, but Ford produced an extra fine crop that brought me out of the hold.

The demand for Ford plants increases every year, and we have sold customers regularly every year for the past six or seven years, which shows its general popularity. We have about 2,000,000 extra fine plants for this season and hope to be able to furnish all our customers; but would advise placing order early.

LORD SALISBURY (Per)

Lord Salisbury is destined to become one of the leading standard varieties. Season early. Was originated by Mr. Henry Parsons, of Wicomico County, Md. After watching its behavior for several years we contracted with the originator to introduce it to the trade. We describe it as follows: Uniform in size and color, medium to large, one of the firmest and best shipping berries on our list. Quality is mild and sweet, exceedingly productive, and one of the very hardiest and prolific plant growers. Does best on loose sandy soil. On account of its extra quality for home use, it should be grown in every garden, and wherever a long distance shipper is wanted it will fill the bill, as it will carry for a week or ten days in good condition. Don't fail to put this one in your testing plot this season.

EARLY JERSEY GT. (Per)

A perfect flowering variety that ripens early in season. Fruit medium to extra large, bright red, firm and sweet. A strong plant grower on all soils. Not as good as Premier, or Prince.

THE PEARL (Per)

At the request of a number of our customers we have



FORD

A Universal Variety That Never Fails To Please

added the Pearl to our list. The Pearl is supposed to be one of the latest varieties of strawberries grown. Is of good size, firm and of good quality. We have only a small supply of plants and will be sold in small lots only.

THE DELICIOUS (Per)

The Delicious is a medium early variety that hails from Michigan, very productive of medium sized berries of the Dunlap quality. Fruit firmer than Dunlap, otherwise it could not be told. A rapid plant maker, and grows well on most soils, quality same as Dunlap. The originator and introducers claim it to be one of the most profitable varieties grown. We have a fine stock of plants at very reasonable prices.

Marvel—Discontinued owing to the fact that it proved disappointing to a great number of our customers.

Prize—Discontinued. Not as good as Townsend Big Late.

Collins—Discontinued. No better than Sen. Dunlap.

McALPINE (Per)

McAlpine is a variety that is almost sure to grow if given half attention. Does well on all soils and will produce a crop under very unfavorable conditions. The berries are medium to large, brilliant scarlet in color, and unexcelled in quality. It is highly recommended for either home use or market, as it is firm enough to make a long distant shipper. Plant McAlpine with Townsends Big Late and you have a good pair. While McAlpine will grow on all soils and under unfavorable conditions, we do not recommend this treatment for such a fine variety. We urge every one to give it the same attention they would any other good variety and they will be amply rewarded.

THE DR. BURRILL (Per)

Dr. Burrill, originated by the late Dr. Reasoner, claimed to be a cross between the Dunlap and Crescent. We have never seen any difference between Dr. Burrill and Senator Dunlap. We think it a seedling that developed true to type of the Dunlap. As the old Senator Dunlap is probably better known than most any variety on the list it seems unnecessary to write a lengthy description here. Will say that if one has had no experience in growing berries, that they can never go wrong in planting Dunlap or Dr. Burrill. They are sure to grow and yield a good crop of fine flavored berries if given half a chance. We have the Dr. Burrill strain kept separate for those who want it, and grow every year a good supply of plants on our rich new soil.

THE BIG JOE "FOR BIG PROFITS" (Per)

Big Joe is a medium to late large fancy berry. A strong hardy grower and does well on most soils and nearly all sections of the U. S.

Big Joe is one of the first extra large berries to ripen, thus it can be readily seen that it always meets a ready demand at top of market prices. No varieties grown average a better price than Big Joe. Not a long season variety, as it comes a week after Premier and is gone before Premier is. But while it lasts it produces the quarts. We have known of several instances where it produced from 15,000 to 20,000 quarts per acre. For Home use or Market, you cannot afford to miss Big Joe. Quality good enough for a king. And ships well to distant markets. Buy your plants from A BIG JOE SPECIALIST, who grows them by the millions. Our strain of Big Joe is unsurpassed.

GOVERNOR RITCHIE (Per)

Early, Productive and of Good Quality.

Governor Ritchie hails from Somerset County, Md., and was introduced by one of the largest strawberry growers in that County. Three years ago we were asked to visit the farm where it was in fruit and compare it with the Premier and other early varieties. We certainly were pleased with the showing. 1925 we planted out a trial plot which fruited on our own grounds the past season, again it made a favorable showing with others of the best early sorts. In season it is one of the very earliest, in plant growth I have never seen any variety more ideal. Plants are taller than any variety on our list, foliage clean of all spots and not a sign of fungus or disease, makes plenty plants for a good fruit-

ing row and ones strong enough to hold the fruit well off the ground. I cannot see how any plant could produce any more fruit per plant than does the Ritchie. Fruit is well colored all over, perfectly firm and of the very best quality. I surely believe that in a few years that it will become a standard variety in all sections as it is now in the county where it was originated. We have grown a fine supply of these plants and will be pleased to furnish them to any of our customers wanting to test an early variety and believe that they will be highly pleased with it. One of the parties who has been growing it for three years stated that he had not found any variety for his soil that would produce as many berries, and that he had received the very highest prices at the loading stations. The Introducer sold every plant he had to spare to the growers in his County the last two years at \$10.00 per 1000. The buyers of these plants knew what they were getting as they had seen the plants in fruiting season. Don't fail to try Governor Ritchie, it may be just the berry you are looking for. Prices very reasonable for such a valuable new variety.

NIC OHMER (Per)

Nic Ohmer, is a medium late popular in the western part of the country, also does well in various other sections. It has been on the market a long time, and lots of growers will have no other late sort. Quality ranks with the very best, fruit medium to large and firm.

THE JUDITH (DeLues) (Per)

De Lues Judith is a perfect flowering variety, mid-season. Strong hardy grower and very productive of good quality fruit large in size. Hails from New York State, where it is a growing favorite.

LEADING EVERBEARING VARIETIES

LUCKY STRIKE (Per)

Has always been our favorite everbearing strawberry. There are none that can touch it in quality. For this reason one of our customers named it the Aristocrat of the everbearing family.

Fruit is a rich bright red, firmer than any other fall bearing variety, with a quality all its own. Produces heavily early in season during July and first part of August, takes a month's rest and produces another heavy crop in October and first half of November. Makes a good number of plants, but like all other everbearing varieties should be grown in hills only. Even in matted rows the fruit will average much larger than Champion or Progressive, and when in hills, will compare favorably with the best spring varieties. Produces another good crop in early spring.



WORLD'S CHAMPION (Per)

We believe this to be an improved strain of Progressive, in appearance of fruit and plants it is almost the same, the only difference it seems is in the size of the fruit. It is sure to produce a full crop of fruit during the summer and fall months when weather condi-

tions are favorable, either in hills or matted rows, but does best in hills. Fruits a full crop in the spring, but fruit is usually small.

Same description applies to Progressive.

MASTADON (Per)

Mastadon made a great showing on our grounds this year, and we are more than pleased with it. In size it has them all beat. It is fair in quality, and firm enough to be a good commercial variety. Like all other everbearing strawberries it should certainly be grown in hills. Plants should be set in rows three and half feet apart and plants set eighteen to twenty inches apart, and a circle runner cutter used to cut off all runner plants that make outside this circle. If grown this way, they will certainly prove a gold mine. 100 plants properly grown will furnish a good size family all the berries they can use. And 1000 plants will give the Madam and children lots of spending change, an acre or two will soon pay for a nice home and make anyone independent. We have grown a good supply of plants on our rich new soil for our customers who want to give them a trial, and have priced them within the reach of all. Like Lucky Strike we will sell these in dozen lots to those who just want to test them out or have only small space.

We have been exhibiting the Mastadon at the County Fairs this summer and have taken every first prize offered. Nothing in the exhibition halls has attracted as much attention as these Mastadon strawberries, and we have been booking orders all summer from those who have seen the fruit. If every one of our customers had seen with their own eyes these big delicious Mastadon this summer, it would take 5,000,000 plants to fill our orders this time. At this writing we are receiving fifty cents per quart for every quart we have to sell and cannot fill our orders.

Last but not least—you get a full crop of extra large berries the following spring.

Brief Descriptions of Dewberries, Raspberries, Etc.

AUS-LU

This is a cross between the Austin and Lucretia. Has the habits of both parents. One of the largest and sweetest dewberries grown, as well as the most productive. Easy to grow and very hardy in the northern states.

LUCRETIA

The standard variety for the South. Also largely planted in the North as it is very hardy. Fruit very firm and of good quality.

AUSTIN

This variety is largely grown in Maryland and Delaware. Not firm enough for the South.

RED RASPBERRIES

THE NEW KATHERINE

✓ **THE NEW KATHERINE**—The best red Raspberry that we have grown. Like its parent (the St. Regis), it is a persistent producer from early spring until late fall.

ST. REGIS

ST. REGIS—One of the old standard everbearing reds.

ERSKINE PARK

ERSKINE PARK—This is another everbearing, but not as prolific as Katherine, neither is it hardy.

CUTHBERT

CUTHBERT—An old time standard of good quality, large size.

LATHAM

LATHAM—Said to be one of the hardiest varieties for the North. Fruit large and good quality.

EARLY KING

EARLY KING—Extra early, sweet, good quality, very hardy.

VICTORY

VICTORY—A new introduction said to be similar to Cuthbert.

BLACK RASPBERRIES

PLUM FARMER—We consider this to be one of the best standard Black caps.

CUMBERLAND—Is a standard variety the country over.

HONEY SWEET—Practically same as Plum Farmer, very sweet.

STRAWBERRY RASPBERRY OR TREE

STRAWBERRY

This is one of the greatest novelties in small fruits. No garden should be without a dozen plants. The plants stand up twelve to eighteen inches high and produce a load of choice fruit that resembles both the Strawberry and the Raspberry. One plant will often produce a quart at one picking. Plants are easy to grow; each fall the old plant dies down and comes up in early spring when the strawberry buds are putting out and produces the crop in a short time about the time of Raspberries.

CAREFUL BUYING

It is the usual way with careful buyers of Nursery stock and seeds, to first select an old reliable house with standing to place their orders. When the Seabrooks Farm Company a few years ago wanted to plant more than 60,000 fruit trees, and to set out between the rows of these trees Chesapeake Strawberry plants, what did they do? First they called their Superintendent in to consultation and instructed him to go out and visit the various nurseries throuout the country and to place the order where he was satisfied he could purchase the very best stock obtainable regardless of cost. What was the results?

The Stark Brothers Nursery Co., of La., one of the oldest and most reliable nurseries in this country received the order for the fruit trees, and E. W. Townsend & Sons Nurseries of Salisbury, Md., received the order for the 300,000 Chesapeake strawberry plants to be set out between the rows of trees.

The Seabrook Farms at Seabrook and Bridgeton, N. J., are probably the largest truck farms in the world.

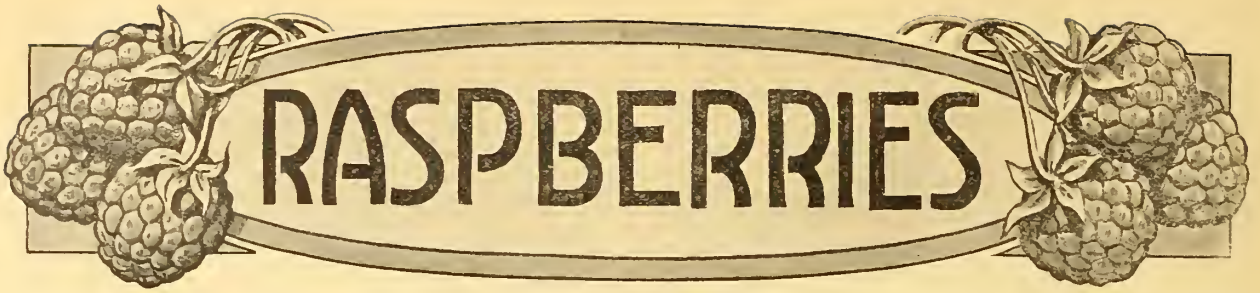
When T. E. Trotman, of Churchland, Va., several years ago decided to put Norfolk County, Va., on the map as a strawberry producing country, what did Mr. Trotman do? He called a meeting of all the important growers of truck crops in his section and a committee was appointed to visit the various plant nurseries throughout the country, and to satisfy themselves where the very best grade of strawberry plants could be secured. And they were instructed after making their report to place the entire order with the Townsends

Nurseries. This blanket order given at that time was probably the largest order ever given any one concern for strawberry plants. What was the results? Just as long as T. E. Trotman lived, we received the orders for plants every year from that section. And today are enjoying the full confidence of every grower in that County.

When the Plant City, Florida Strawberry Growers Association was formed more than ten years ago, the manager of that Association was instructed to place all orders for Strawberry plants to be purchased with E. W. Townsend & Sons Nurseries. We understand that this Association now has a membership of over half a thousand members. And only a few months ago, we received a letter from Mr. R. M. Anderson, its manager, that he had never sent an order to anyone for strawberry plants except E. W. Townsend & Sons.

It takes millions of plants every year to supply these growers. This is probably the most prosperous Association of its kind in the United States, and Mr. Anderson, in his late report stated that they contributed no small share of their success to the High Grade Plants they had received from the Townsends' Nurseries all these years. He also stated that in all his dealings that there had been but one small mistake made in filling all these orders, and that we had adjusted that more than satisfactory to his member.

MORAL—If it pays such organizations as the above to deal with our firm, won't it pay the average grower just as well to deal with us?



RASPBERRIES

Guaranteed to be extra fine and best varieties grown. Carefully packed, and shipped direct from our Ohio Branch, where the soil is especially adapted for the growing of extra fine Raspberry and Blackberry plants.

Raspberries	12	25	50	100	250	1000
Columbian Purple	\$1.00	\$2.00	\$3.50	\$6.00	\$12.00	\$40.00
Cardinal Purple	1.25	2.50	4.50	7.00	14.00	50.00
Haymaker Purple	1.25	2.50	4.50	7.00	14.00	50.00
Cumberland (black) .....	.75	1.25	2.25	4.00	8.00	25.00
Black Diamond .....	.75	1.25	2.25	4.00	8.00	25.00
Greeg. Black .....	.75	1.25	2.25	4.00	8.00	25.00
Munger Black	1.00	2.00	3.50	6.00	12.00	40.00
Kansas Black .....	.75	1.25	2.25	4.00	8.00	25.00
Ohio Black	1.00	2.00	3.50	6.00	12.00	40.00
Plum Farmer Black .....	.75	1.25	2.25	4.00	8.00	25.00
Scarff Black	1.00	2.00	3.50	6.00	12.00	40.00
Cuthbert Red	1.00	2.00	3.50	6.00	12.00	40.00
Erskine Park (red)	1.00	2.00	3.50	6.00	12.00	40.00
Herbert Red	1.00	2.00	3.50	6.00	12.00	40.00
Honey Sweet (black)	1.50	3.00	5.00	7.50	15.00	50.00
June Red	1.50	3.00	5.00	9.00	20.00	60.00
Red King	1.00	2.00	3.50	6.00	12.00	40.00
Latham Red	1.00	2.00	3.50	6.00	12.00	40.00
St Regis Red	1.00	2.00	3.50	6.00	12.00	40.00
Louden Red	1.00	2.00	3.50	6.00	12.00	40.00
La France Red	1.50	3.00	5.00	9.00	20.00	60.00
Victory Red	1.00	2.00	3.50	6.00	12.00	40.00
Katherine E. B. Red	2.50	4.50	7.50	10.00	.....	.....
Golden Yellow	2.50	4.50	7.50	10.00	.....	.....
Strawberry Raspberry	1.50	3.00	5.00	7.50	15.00	50.00

Blackberries—Plants from Root Cuttings

Ancient Brittan	1.00	2.00	3.50	6.00	12.00	40.00
Black Diamond	1.00	2.00	3.25	6.00	12.00	40.00
Crystal White	1.50	3.00	5.00	9.00	.....	.....
Early Harvest	1.00	2.00	3.50	6.00	12.00	40.00
Eldorado	1.00	2.00	3.50	6.00	12.00	40.00
Erie	1.00	2.00	3.50	6.00	12.00	40.00
Ice Berg	1.50	3.00	5.00	9.00	20.00	60.00
Ward	1.50	3.00	5.00	9.00	20.00	60.00
Macatawa	1.50	3.00	5.00	9.00	20.00	60.00
McDonald	1.50	3.00	5.00	9.00	20.00	60.00
Mersereau	1.00	2.00	3.50	6.00	12.00	40.00
Snyder	1.00	2.00	3.50	6.00	12.00	40.00
Wilson Early	1.00	2.00	3.50	6.00	12.00	40.00
Himalaya Giant	1.50	3.00	5.00	9.00	.....	.....
Loganberry (trans.)	4.00	8.00	15.00	25.00	.....	.....
Aus-Lu (Dewberry)	2.00	4.00	7.50	10.00	20.00	60.00
Austin (Dewberry) .....	.75	1.00	1.50	2.50	4.00	15.00
Lucretia (Dewberry) .....	.75	1.00	1.50	2.50	4.00	15.00

Currants

	Each	12	25	50	100	250	1000
Victoria	\$.25	3.50	6.50	12.00	20.00	45.00	160.00
Wilder .....	.25	3.25	6.50	12.00	20.00	45.00	160.00
Red Cross .....	.25	3.25	6.50	12.00	20.00	45.00	160.00

Gooseberry

Houghton .....	.25	3.25	6.50	12.00	20.00	45.00	160.00
Downing .....	.25	3.25	6.50	12.00	20.00	45.00	160.00
Pearl .....	.25	3.25	6.50	12.00	20.00	45.00	160.00
Selselyn .....	.50	6.00	12.00	24.00	40.00	.....	.....

Parcel Post rates on Raspberries, Blackberries, Currants, Gooseberries.

	zone 1-2	zone 3	zone 4	zone 5	zone 6	zone 7	zone 8
12 plants	10c	14c	21c	28c	35c	49c	50c
25 plants	15c	21c	33c	42c	50c	65c	75c
50 plants	20c	32c	45c	55c	60c	75c	90c
100 plants	35c	50c	60c	70c	80c	90c	1.25

Over 100 plants go cheaper by Express.



STRAWBERRIES AND HOW TO GROW THEM

STRAWBERRIES.—Will thrive in almost any soil that is not too dry or water-soaked, and no crop will respond more quickly to good cultivation. Strawberries require a great deal of moisture at fruiting time.

PREPARING THE SOIL.—Strawberries should follow some truck crop, or late sowing of peas, soy beans, and etc., on new cleared land. We consider land that has just been cleared and well rotted out to be the ideal site. But of course this can not always be at hand, and the next best, is to follow such crops as above stated. Fall plowing is always desirable for strawberries, breaking the land at least eight to ten inches in depth.

As early in the spring as it is possible to work the soil, disc or cultivate the land over until it is thoroughly worked up on the top; not necessary to work deep in the spring.

If land is not considered rich enough to grow a good crop, and plenty of barnyard manure is at hand, broadcast the land over during the winter months before spring preparation is started. If barnyard manure is not at hand the following mixtures will be safe: Chicken manure and acid phosphate, broadcast three parts chicken manure to one part acid phosphate. Two tons per acre can be safely applied and thoroughly worked in just before setting plants; or two tons per acre of pulverized sheep manure broadcast and worked in before planting.

One ton per acre of raw bone meal broadcast and worked in is good. Wood ashes is always desired as a broadcast during winter, and may be spread between the rows during growing season with good results and worked in with the cultivator.

Fertilizer may be used in the drill and mixed with the soil before planting, but never use a fertilizer with any potash directly under the plants. Such fertilizers as bone meal, tankage, dried blood, sheep manure, or ground fish will not injure the roots if worked in good but will insure a good growth of plants even on very thin soil when good cultivation follows. Strawberries should be cultivated at least once a week during the growing season, starting as soon as the plants are set and continue as long as any grass and weeds grow.

Twenty cultivations are usually necessary to grow a good crop, the last ten usually requires but once in a row. The hoe to be used often enough to keep the earth stirred around the plants and all grass cleaned out. Ants seldom injure a field of strawberries that are kept well cultivated and well hoed.

TIME TO PLANT.—The fall from November 1st to March 30th in the Southern States; in the Middle States March and April are the best months to set plants, and in the North just as early as they can possibly be set. This depends a great deal on weather conditions in the North. Some years we ship 75% of our plants to Northern States, including all the New England States, during the first half of April. Other years they can not use them before April 20th to May 1st. But every grower of strawberries will find it to be the best plan to always set plants the first week possible. Frosts and freezes do not injure strawberry plants after being set in the field. We commence to set our fields directly after January 1st and nearly always find our first plants to be our best fields.

SUMMER PLANTING.—We do not recommend summer planting, but will ship plants after September 15th at purchaser's risk, on prices to be agreed upon at the time.

SETTING PLANTS

After the soil has been worked to a fine mulch on top, take any handy marker and mark off the rows the desired width, the width of the rows will depend on what system you desire to use. If for hill culture or narrow matted rows three feet apart is about right, or if the plot is to be worked each way the rows should be marked off in check, thirty inches one way and three feet the other. For matted beds the rows should be four feet apart in order to leave a good alley between the rows for the pickers.

We have found a good strong plant dibble, (or garden trowel) the best tool to use in setting plants. Some prefer a spade, this is all right where the land is close, on the clay order, and the roots are long, as it is always best to set the roots down straight, and just the same depth as they grew in the soil. If the roots are left curled up at the end, the plant is most surely to die. Some planters use a tong and paddle, the plant is picked up with the tongs and placed in proper position and the paddle placed on the tip of the roots and pushed in the soil, and the soil pressed around the plant with the foot.

This method is wrong from the start, as it is impossible to get the roots down straight all the way, for whatever portion of the paddle is on the roots that much of the roots will certainly remain in a crumpled position, and if the plant roots are short the plant will nearly always die or remain stunted. This method may "save

the back" but will never be satisfactory.

Some large planters use the regular horse-drawn transplanter. We have yet to see our first good stand of plants put out with a transplanter. While if the planting is done very early in the spring, a fairly good stand may be expected if the droppers are careful.

HILL SYSTEM.—The hill system seems to be growing in favor, especially in the North. This system requires more labor under the old rule, as it was tedious work cutting off the runners the first two months after plants were set. Thanks to one of our customers a tool has been invented and is now on sale by us that does away with this tedious work of cutting runners with the hoe.

The runner cutter (as shown on page 14 is made in a circle with a sharp edge with handle so that with one stroke every runner is cut around the mother plant, and the task is done just as fast as you can walk down the row.

At the price this tool can be purchased it will pay for itself in the first days' use, and we figure will be extensively used by the majority of growers after they have seen it in use.

ADVANTAGES OF THE HILL SYSTEM.—Strawberry plants are no different in many respects from any other plant or tree that produces fruit. In order to obtain the best results the plant first must have plenty of air space around it to develop its crown and branches. If the necessary space is not given it means a small stunted plant at the best. Strawberry plants can not grow on top of each other and at the same time build up a strong fruiting system. Neither can a well developed plant be grown when the roots are crowded. It requires the same space for the root growth as it does for the top.

This is reasonable logic. I have taken strawberry plants up under the stool or hill system, and found that the roots had taken up the whole space allotted to the hill, ten inches on either side of the plant was a mass of roots. Without saying much more on the subject I believe that everyone can understand that the hill system is the only way to grow a perfect crop of strawberries.

It requires about 6,000 plants to set an acre 36 inches by 30 inches (this distance apart the plants can be worked each way), or it requires about 10,000 to set an acre rows 36 inches and plants set 18 inches in the row. This is the most desirable way to grow in hills; at least a quart of berries can be expected to each plant and often two quarts are averaged, and besides the fruit is much larger and of better quality and color and sell for much more per quart.

THE NARROW MATTED ROWS.—Mark the row about 42 inches apart and allow the first runners to set about the desired width and well spaced in the bed. After sufficient plants have rooted, the remainder of runner plants are kept cut off. This is best done by a sharp disc placed on the side of the cultivator, as it is necessary to cut off the runners instead of covering them up with the cultivator teeth, as the lateral runners will root under the soil if covered up and at the end of the growing season will be a mass of small plants on each side of the bed to keep out air and moisture from the main plants.

MATTED ROW.—This is the way most of the strawberry fields of the South and Southwest is grown, and in fact I believe that 90% of all strawberries are grown at this time by the matted row system. Nevertheless, in my opinion, thousands of dollars are being lost in every community that practices this method, and many a good variety is lost because of not being given a chance to grow.

Such varieties as Premier, Big Joe, Chesapeake, Lupton, Cooper, and a few others can be grown fairly well under the matted row system, as they do not crowd the row with so many plants if allowed to take their course. On the other hand there are many varieties that seldom are given a chance to do their best, as they make entirely too many runner plants and the bed is crowded too thick—small nobby fruit is the result, and the variety discarded, when at the same time it may be one of our very best varieties if given the proper chance to grow and develop a crown and root system.

MATING OF VARIETIES.—Strawberry plants are divided into two sexes—male and female—or perfect and imperfect blossoms, as the varieties are listed in our books. The perfect flowering varieties will produce just as well without the imperfect variety, but should you fail to set sufficient male, or perfect flowering varieties with your female or imperfect varieties you would indeed have a very poor crop of fruit. For this reason alone a good many growers are planting mostly of the perfect flowering varieties. This is a sad mistake and no grower will do this after they are used to proper mating of their varieties. As often the female or imperfect flowering variety is one of the very best yielders when properly mated.

It is usually the rule to set four rows of the imperfect and

(Continued on page 14)



CHESAPEAKE

The PRINCE FORD

TOWNSEND'S MISSIONARY

LUPTON

AROMA

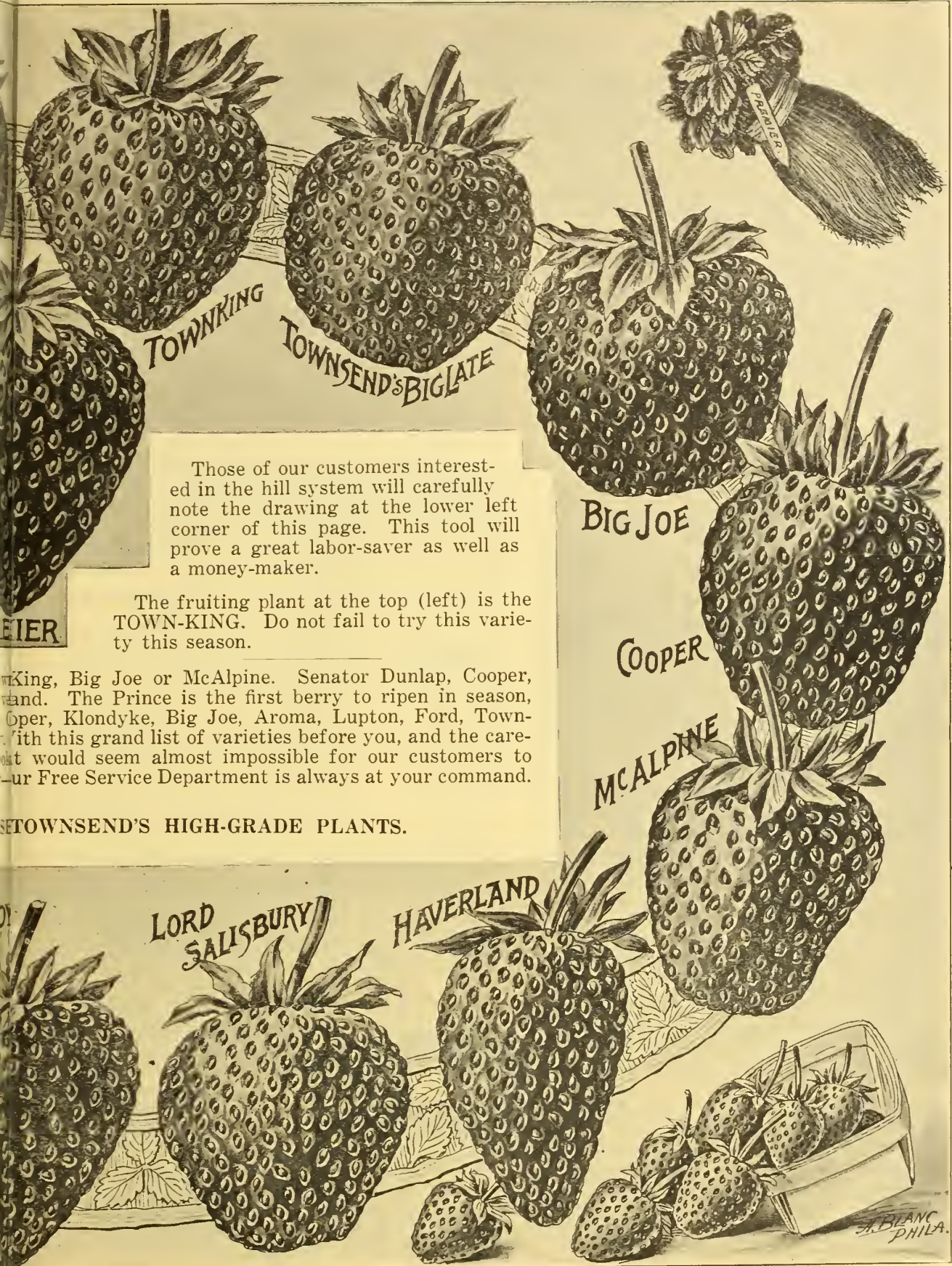
KLONDIKE

GANDY

TOWNSEND'S
16 BIG SPECIALS

The sixteen varieties illustrated here are made from actual Photos, and represent the CREAM of the list of standard varieties of Strawberries. With the exception of the Townsend Big Late and Haverland, each variety represented here is perfect flowering, and needs no other varieties to mate them. When planting Townsend's Big Late use such varieties as Ford, Chesapeake, Townsend's Lord Salisbury, or Missionary will make a good mate for Haverland, followed by Missionary, Premier, Lord Salisbury, Haverland, Townsend's Big Late, Town-King, Chesapeake, and Gandy. Fully written descriptions on the other pages of this book will make a mistake in placing their order. But remember—

FOR BIG CROPS AND BIG PROFITS, USE TOWNSEND'S



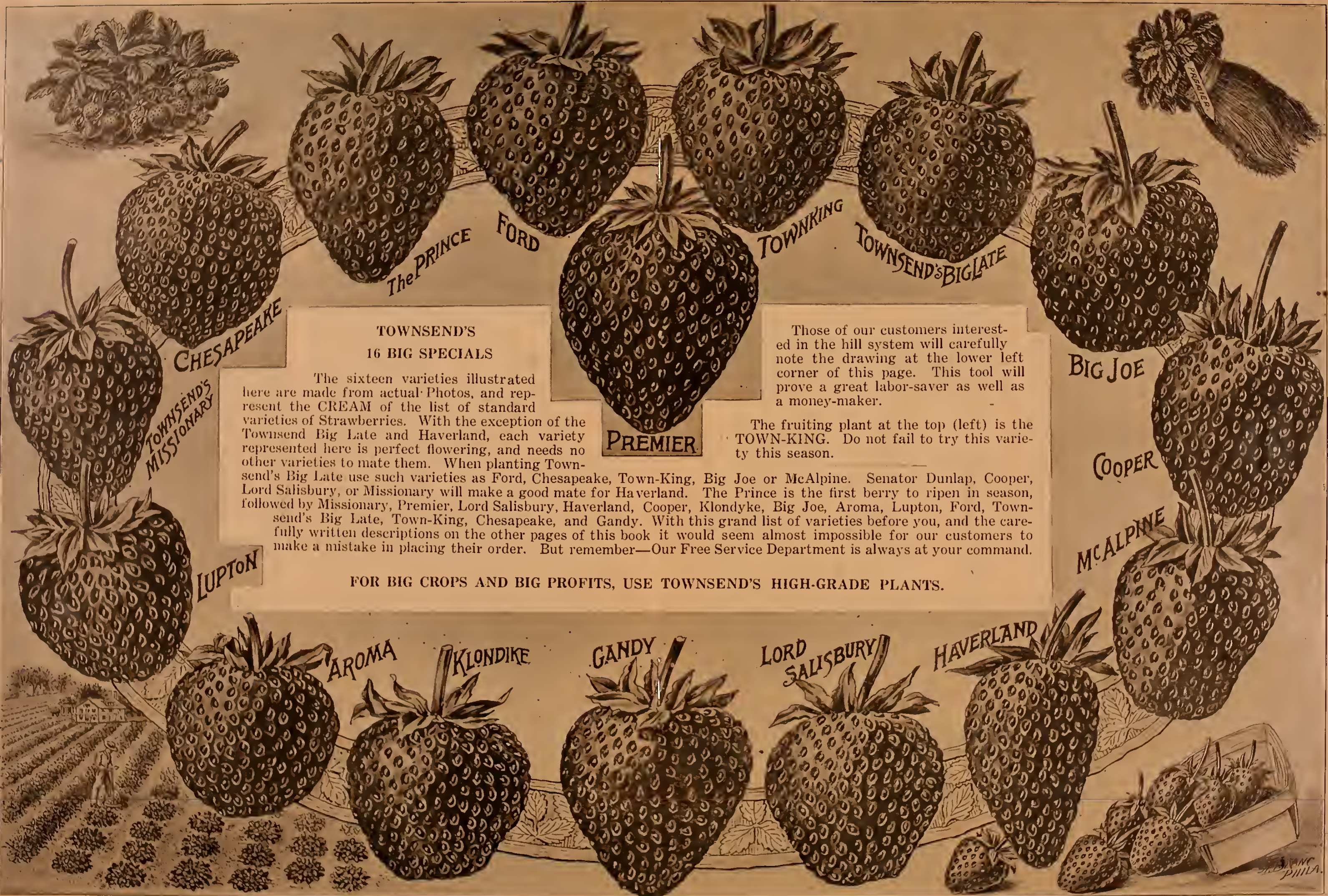
Those of our customers interested in the hill system will carefully note the drawing at the lower left corner of this page. This tool will prove a great labor-saver as well as a money-maker.

The fruiting plant at the top (left) is the TOWN-KING. Do not fail to try this variety this season.

King, Big Joe or McAlpine. Senator Dunlap, Cooper, and. The Prince is the first berry to ripen in season, Cooper, Klondyke, Big Joe, Aroma, Lupton, Ford, Town- with this grand list of varieties before you, and the care- what would seem almost impossible for our customers to -ur Free Service Department is always at your command.

SETOWNSEND'S HIGH-GRADE PLANTS.

J. BLANC
PHILA.



**TOWNSEND'S
16 BIG SPECIALS**

The sixteen varieties illustrated here are made from actual Photos, and represent the CREAM of the list of standard varieties of Strawberries. With the exception of the Townsend Big Late and Haverland, each variety represented here is perfect flowering, and needs no other varieties to mate them. When planting Townsend's Big Late use such varieties as Ford, Chesapeake, Town-King, Big Joe or McAlpine. Senator Dunlap, Cooper, Lord Salisbury, or Missionary will make a good mate for Haverland. The Prince is the first berry to ripen in season, followed by Missionary, Premier, Lord Salisbury, Haverland, Cooper, Klondyke, Big Joe, Aroma, Lupton, Ford, Townsend's Big Late, Town-King, Chesapeake, and Gandy. With this grand list of varieties before you, and the carefully written descriptions on the other pages of this book it would seem almost impossible for our customers to make a mistake in placing their order. But remember—Our Free Service Department is always at your command.

Those of our customers interested in the hill system will carefully note the drawing at the lower left corner of this page. This tool will prove a great labor-saver as well as a money-maker.

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FOR BIG CROPS AND BIG PROFITS, USE TOWNSEND'S HIGH-GRADE PLANTS.

J. B. PHILA.

CULTURAL DIRECTIONS

(Continued from page 11)

two of the perfect, throughout the plot, when it is desired to use more of the imperfect variety. This will insure proper mating if both varieties bloom at the same time. A very good plan is to set half and half of each. The following perfect flowering varieties are good pollinizers for imperfect sorts. Sen Dunlap, Gibson, Big Joe, Ford, Premier, Chesapeake, Delicious, Eaton, Aroma, Lupton, Wm. Belt.

In selecting proper varieties for fruiting if you will be guided by the varieties listed as early varieties in the price list, need no other to plant with any of them, being all perfect bloomers. In the Early to Mid Season varieties you will find a few Imperfect sorts, and any of the varieties marked (Per) under this heading will pollinize the imperfect sorts satisfactorily, and so on with the Medium to Late, and Late to very Late. All the varieties of ever-bearing we are listing need no pollinizing, as they are all perfect bloomers.

For instance, TOWNSEND'S BIG LATE is (Imp) and needs Ford, Lupton, or Chesapeake planted with it, either variety mentioned will do, and Townsend's Big Late is one of the best if not the best late berries, regardless of sex, on the list.

REMOVING BLOSSOMS.—It is very important to remove the blossoms or young green berries from all young plants. With the standard sorts this means only one time, but with the ever-bearing it is necessary in order to have the mother plant make a good strong plant before fruiting to cut the blossoms two to three times. Outside of this ever-bearing varieties are grown in the same way as standard varieties.

CULTIVATING AND HOEING.—Cultivating should start soon after plants are set and continued every week or ten days as long as weeds grow, and by all means cultivate very shallow near the plant just allowing a dust mulch to form.

The middle of the row may be kept worked a little deeper than next to the plant. The hoe will keep the beds clean, and the ants away.

Often cultivation has saved a many strawberry patch from ruin during a drouth. Too many growers stop the cultivators in the berry field because there is no grass growing in dry weather. **DON'T DO THIS.** Dry weather is the most important time of all, to give often cultivation. Every three days during a long drouth will save the field.

AS TO SPRAYING.—We are not subject to plant disease here

on the Eastern Shore and are not capable of recommending the right sprays for plant disease. We have in sections here what is known as a strawberry beetle that eats the stem off while the berry is in bloom. A dust of 15% arsenic of lead and 85% dry sulphur has been found to rout these beetles. A low down spraying machine (small duster) with a motor driven spray that is set on a low down platform with small wheels about eight inches high is made for this purpose. The bed is raked first with a weeder and the spray applied early in the morning, or late in the afternoon. Rows sprayed each way, the dust is driven under the leaves and into the old trash just before the blossoms open so the beetle can get in his work. I am informed by one of my Delaware customers that he saved his entire crop when neighbors lost practically all. Write Rochester Spray Pump Co., Rochester, N. Y.

CARRYING OVER AN OLD BED.—There are many ways to handle an old bed, as the seasons are different no best way can be laid down that I know of. I have had good success and bad in several ways. Our way is to plow up the whole bed as soon as we are through picking, and plant to another crop.

As I had rather set out a new bed every spring than care for the old bed, and often find it much cheaper. I know of neighbors who allow the patch to stand all summer as they leave it after fruiting season, and early in the fall cultivate out the middle good, pull the weeds from the plants and haul them out, give an application of fertilizer and two or three cultivations, and have a fairly good patch for another season. But if the summer has been dry this will not work very well, as most of the plants will die wanting for moisture. Some bar plow the rows as soon as fruiting season is over, pull out the grass and weeds, fertilize them and hoe and cultivate all summer; this is about as good as any, except it is expensive.

Some growers run the mowing machine over the beds directly after fruiting, as soon as the burnt dies set it on fire catching the wind plowing strong and burn the patch over. Then cultivate and hoe balance of the summer.

The above is about the way I see the farmers throughout Maryland, Delaware and New Jersey handle their fields. But many do as we do on our farms, plow up and plant to another crop as soon as possible. As the fields are usually manured for the berry crop we can grow a good crop of potatoes, corn, soy beans, cow-peas or most any other crop.

NUMBER OF PLANTS REQUIRED TO SET AN ACRE AT A GIVEN DISTANCE APART

Rows 24 inches apart plants 12 inch in row	20,000
Rows 30 inches apart plants 12 inch in row	17,000
Rows 36 inches apart plants 12 inch in row	14,000
Rows 42 inches apart plants 12 inch in row	12,000
Rows 36 inches apart plants 18 inch in row	9,500
Rows 42 inches apart plants 18 inch in row	8,000
Rows 48 inches apart plants 18 inch in row	7,000
Rows 48 inches apart plants 24 inch in row	6,000
Rows 48 inches apart plants 36 inch in row	5,000
Rows 24 inches apart plants 24 inch in row	11,000
Rows 30 inches apart plants 30 inch in row	7,000

For hill culture rows should be either 24 inches, or 30 inches or 36 inches and plants set 18 inch in the row.

For matted row system, rows should be either 42 inches or 48 inches and plants set 18 inch to 24 inch in row.

A Strawberry Garden of Merit

Sure Producer of Big Red Berries

25 RITCHIE.....	\$1.00
25 DR. BURRILL.....	.30
25 FORD.....	.50
25 MASTADON (Everbearing).....	2.00

Catalogue Price.....\$3.80

Our Special Price.....\$3.25

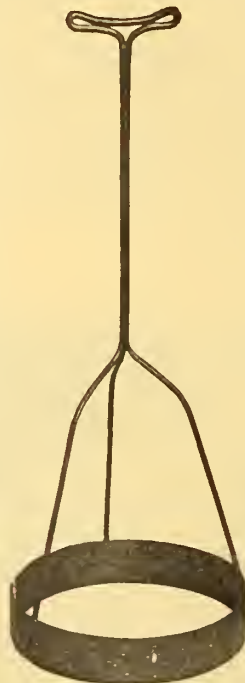
Mr. C. F. Whitmore, Pottsville, says: Enclosed order for 8,000 plants. The last plants received from your nurseries were extra fine, and the crop of berries we received from them made the old-timers sit up and take notice. Have advised all my friends interested in strawberries to purchase Townsend's plants.

GROWING STRAWBERRIES IN HILLS Made easy by the use of our circle runner cutter.

It simply cuts all runners off around the hill at one operation. Only takes a few hours to cut the runners from an acre. Strawberries grow much larger in hills, have better color, better flavor, and bring more money. Hundreds of our customers practice this method and report the largest yields of any system used.

We make the cutter in 12" and 14" inch diameter. Price \$8.00 each, F. O. B.

E. W. Townsend & Sons are sole distributors of the Krueger runner cutter.



Mr. Geo. Hursh, Newton, N. J., says: I have recommended your plants to several of my neighbors who are wanting to order from a reliable house. We can always give your firm a good name as plants that we have purchased have always been satisfactory and good count.

TOWNSEND'S GARDEN COLLECTIONS

In order to introduce our Strawberry gardens into more homes this year, we are making exceptionally low prices to you. We have received so many good reports from our friends who have ordered these collections in the past, that we really feel it a very great honor to help in making these selections that will fit into every back yard garden, supplying plenty of fruit for the table with a good surplus for canning. Many of our good customers report astounding figures that they have derived from selling their surplus berries. Gardens are also backed by our Guarantee to please you and do just what we say they will under favorable conditions. Kindly order these Collections by name if you please, as it greatly helps us in booking your orders during the rush season.

OUR SMALL FAMILY GARDEN

This fine Garden will supply a small family with all the Big Red Berries that they wish throughout the season. Are perfectly hardy and will grow in a close or shady place in the back yard.

- 50 Missionary\$.55
- 50 Dr. Burrill55
- 50 Big Joe75
- 50 Ford75

Catalogue Price\$2.60

Our Special Price to you -----\$2.45

Mr. O. Weeks, Clinton, N. C., says: Your address has been given to me by the Chamber of Commerce as a grower of small fruit plants and reliable. Kindly forward catalogue as I wish to purchase plants in the near future.

Mr. E. N. Cheney writes: Plants bought of you were the finest that I have ever seen. Will speak a good word for you whenever I can as you certainly deserve it.

OUR SPECIAL ALL SEASON GARDEN

This Garden consists of varieties that will produce a wonderful crop of Big Red Berries from early in the spring, and will also give you extra fruit on the Everbearing the following fall. An extraordinary value. Perfectly hardy, will fruit anywhere.

- 50 Premier\$.75
- 50 Delicious75
- 50 Everbearing 1.65

Catalogue Price \$3.15

Our Special Price to you -----\$2.75

Mr. C. Bigelow, Seranton, Pa., says: You have been recommended to me by Mr. Cleland of Waverly as a place to secure good strawberry plants and get prompt service. Will you kindly forward catalogue of varieties and prices.

Mr. Robt. Johnson, Newton, N. J., says: My dad bought plants of you some time ago and they were remarkable. He advises me to purchase the plants from you. Forward me your catalogue and prices on Big Joe and Premier.

A PROFIT MAKING GARDEN

Will furnish you with all the fruit that you wish for table and canning, with an extra surplus to sell. These varieties are noted for their producing qualities, fruiting from early to late.

- 100 Premier\$1.00
- 100 Aroma90
- 100 Dr. Burrill90
- 100 Chesapeake 1.25
- 100 Ford 1.00

Catalogue Price\$5.05

Our Special Price -----\$4.45

OUR SPARE TIME GARDEN

We have combined these fine varieties for the man or woman who has a little spare time during the day for out door work. With a little attention and proper care, one can realize a tremendous profit from this garden, and will in no way interfere with your regular work.

- 200 Premier\$1.75
- 200 Delicious 1.75
- 200 Ford or Aroma 1.65
- 200 Townsend Big Late 1.75
- 200 Wm. Belt or Gandy 1.75

Catalogue Price\$8.65

Our Special Price -----\$7.70

Mr. Chas. Perfect, Savannah, Ga., says: Strawberry plants arrived last week and were fine and healthy. Am very much pleased with your way of doing business and prompt service.

OUR SPECIAL VINEYARD COLLECTION

Each and every home should have a few grape vines; and to help anyone who is not familiar with the varieties, we will select vines for you that will prove satisfactory in your section.

- 2 Best Black Grapes, 2 yr.
- 2 Best Blue Grapes, 2 yr.
- 2 Best Red Grapes, 2 yr.
- 2 Best White Grapes, 2 yr.

Catalogue Value\$2.70

Our Special Offer Price -----\$2.25

Mr. Minnich, Laura, Ohio, writes: Enclosed find check for more plants. The plants purchased from you last year are fine.

TOWNSEND'S OWN CHOICE STRAWBERRY COLLECTION

We are making this collection of 500 Plants owing to the fact that thousands of our customers each year send in their order and leave the selection to us. We at all times give extra value in making these collections, selecting varieties adapted to their soil and climate, saving our customers a considerable amount of money each year. Where no special varieties are wanted, we advise this collection for all. Kindly advise us if for home use or market purpose, or both.

- 100 Best Extra Early
- 100 Best Early
- 100 Best Medium to Late
- 100 Best Late
- 100 Best Very Late
- Catalogue Value\$6.00

Our Special Price -----\$4.00

Two Collections, 1000 plants -----\$7.00



GRAPE VINES

TOWNSEND'S HARDY SELECTED GRAPE VINES

The Grape is one of the most healthful of all fruits and is most highly esteemed for its many varied uses. Grapes can be grown by anyone who has a small garden or back yard. The vines can be trained up the side of a building or a garden fence, or over an arbor. But the most profitable way where there is room is to train to a wire trellis. Where grown for field culture, the most up-to-date growers are now spacing the rows 12 feet apart and planting vines 6 feet apart in the rows. This gives room for driving a wagon between the rows to haul out the loads of fruits, and also ample room for spraying.

Bone meal and wood ashes are two very good fertilizers for the grape, but it responds wonderful to most any good fertilizer or barnyard manure. Grapes succeed in every state in the union, even the dry spots, where it is impossible to grow other fruits, grapes have been known to produce well.

PRUNING—Annual and careful pruning is essential to the production of good grapes. If the vine is called upon to bring forth too much wood they can not bring to maturity a fine crop of the best fruit. The pruning should be done between November and March 1st, while the vines are entirely dormant. **CONCORD** grapes are decidedly the most popular American grapes, and more largely grown than all other varieties. But there are other good ones, and especially so for family use. We like a good selection of colors, and think the white varieties are among the best for home use. Also there are many good Red varieties among them the **CACO**.

No other department of our nursery has grown faster in the last five years than our grape vine department. The Eastern Shore of Maryland is especially adapted to grape plants. There is no disease here, and besides our seasons are long, the cuttings are put in the fields early in the year and grown until November or later. Thus our one year old vines are often larger than the two year old Northern vines. All this means a great saving, and besides an insurance that you will be getting the best vines money can buy by dealing with us.

BLACK GRAPES

CONCORD—One of the most popular and reliable varieties, bunches large and compact, good strong grower and a heavy yielder, berry large and round, almost black, juicy and very sweet. Keeps well in cold storage.

MOORE'S EARLY—Large black grapes of good quality, ripens a little earlier than Concord. Recommended for home use as it is very mild and sweet.

WORDEN—Seedling of the Concord, which it greatly resembles and I doubt if there are very many persons who could tell the difference.

CLINTON—The Clinton is one of the hardiest varieties in cultivation and is especially recommended in close corners, and on very light soil. Never fails to grow and does well no matter where planted. Fruit medium in size, very good in quality, long slender bunches, keeps well in storage.

HUBBARD—This is the second time we have been able to offer this new Black grape. We had the pleasure of seeing the fruit this summer, and without any ex-

ception it is the best quality Black grape we have seen for home use. Extra large in size and large bunches, and seems to bear out the description given by the introducer. The Hubbard was awarded the "Wilder Silver Medal," American Pomological Association, in competition with California's best varieties. Only a small stock, sold in small lots only.

WHITE GRAPES

THE CRYSTAL WHITE—The color is a greenish white, and so crystal like that you can see the seed plainly. One of the mildest and sweetest of all the white grapes. Extra large in size, and large bunches. Should be in every garden. Season very early and continues several weeks. Recommended every where as it is particular hardy in all soils and climates.

NIAGARA—This is one of the old popular white grapes, and is surely a good one. Size medium to large when fully pruned. Medium long bunches, medium in season. Good for home use or market, stores well.

DIAMOND—White Diamond is a clear white grape when commencing to ripen, shading to a cream when fully ripe. Very good grower. Mild sweet.

EMPIRE STATE—Is a new one we put in stock at the request of our customers, who make great claims for it as a home use variety. Claimed to be very sweet and a heavy producer.

POCKLINGTON—Pocklington, is highly recommended as a home use variety. Very prolific, large size, and large bunches.

RED VARIETIES OF GRAPES

THE CACO—Said by all who have grown it to be the best red grape on the market. Extra large in size, and extra large bunches, very firm and sweet. A strong hardy grower. Said to be a cross between the Concord black and Catawba red, if so it certainly has good parentage. We have been limited with this variety for plants as we could not get as much planting stock as we needed. We set a good lot this season and have a fine stock of one year old plants, also a small stock of two and three year old, which we carried over to accommodate our customers who wanted the older vines. Caco, is perfectly hardy every where. Season very early.

AGAWAM—Deep red large bunches with rich aromatic flavor. Season late.

DELAWARE—The old standard red grape, but owing to its small fruit is giving away to other varieties, which is larger in size. Delaware is very good in quality and highly admired.

CATAWBA—One of the old time favorites, especially for wine purposes. Large in size, very juicy and a strong grower.

BRIGHTON—A medium size grape, very firm and sweet.

Newer varieties of grapes that we are testing. Some have been grown a long time, but new in our list. **SALEM, MARTHA, DIANNA, ELVIRIA, WUTCHES, IVES, WYOMING RED.**

PRICE LIST OF GRAPE VINES

	Each	5	10	15	25	50	75	100	250	500	1000
Black Grapes											
Concord, 1 yr. No. 1.....	\$.10	\$.50	\$.90	\$1.35	\$2.00	\$3.75	\$5.25	\$6.50	\$15.00	\$25.00	\$40.00
Concord, 2 yr. No. 1.....	.15	.75	1.35	2.00	3.00	5.00	7.50	9.00	22.50	37.00	60.00
Concord, 3 yr. No. 1.....	.30	1.50	2.70	4.00	6.00	10.00	15.00	18.00	45.00	75.00	120.00
Concord, 1 yr. No. 2.....	.07	.35	.60	.90	1.50	2.50	4.00	4.50	10.00	20.00	30.00
Concord, 3 yr. bearing size..	.50	2.25	4.00	5.50	8.00	15.00	22.50	30.00	.....	.....	.....
Moore's Early, 1 yr.....	.15	.75	1.35	2.00	3.00	5.00	7.50	9.00	22.50	.....	.....
Moore's Early, 2 yr.....	.30	1.50	2.70	4.00	6.00	10.00	15.00	20.00	.....	.....	.....
Worden, 1 yr.....	.15	.75	1.35	2.00	3.00	5.00	7.50	9.00	22.00	.....	.....
Worden, 2 yr.....	.30	1.50	2.70	4.00	6.00	10.00	15.00	20.00	.....	.....	.....
Hubbard, 1 yr.....	.30	1.50	2.70	4.00	6.00	10.00	15.00	20.00	.....	.....	.....
Hubbard, 2 yr.....	.60	3.00	5.40	8.00	12.00	20.00	30.00	40.00	.....	.....	.....
Hubbard, 3 yr.....	.75	3.50	7.00	.....	.....	.....	.....	.....	.....	.....	.....
White Grapes											
Crystal White, 1 yr.....	.30	1.50	2.70	4.00	6.00	10.00	15.00	20.00	.....	.....	.....
Crystal White, 2 yr.....	.60	3.00	5.40	8.00	12.00	20.00	30.00	40.00	.....	.....	.....
Niagara, white, 1 yr.....	.15	.75	1.35	2.00	3.00	5.00	7.50	9.00	22.50	37.00	60.00
Niagara, 2 yr.....	.30	1.50	2.70	4.00	6.00	10.00	15.00	20.00	.....	.....	.....
Diamond, 1 yr.....	.30	1.50	2.70	4.00	6.00	10.00	15.00	20.00	.....	.....	.....
Diamond, 2 yr.....	.45	2.25	4.50	6.00	9.00	15.00	22.50	30.00	.....	.....	.....
Empire State, 2 yr.....	.45	2.25	4.50	6.00	9.00	15.00	22.50	30.00	.....	.....	.....
Pocklington, 2 yr.....	.30	1.50	2.70	4.00	6.00	10.00	15.00	20.00	.....	.....	.....
Red Grapes											
"The Caco," 1 yr.....	.50	2.50	5.00	.....	.....	.....	.....	.....	.....	.....	.....
"The Caco," 2 yr.....	.75	3.50	7.00	.....	.....	.....	.....	.....	.....	.....	.....
"The Caco," 3 yr.....	1.00	5.00	10.00	.....	.....	.....	.....	.....	.....	.....	.....
Agawam, 1 yr.....	.15	.75	1.35	2.00	3.00	5.00	7.50	9.00	22.50	37.00	60.00
Agawam, 2 yr.....	.30	1.50	2.70	4.00	6.00	10.00	15.00	20.00	45.00	90.00	175.00
Delaware, 1 yr.....	.20	1.00	2.00	3.00	5.00	10.00	15.00	20.00	.....	.....	.....
Delaware, 2 yr.....	.30	1.50	2.70	4.00	6.00	12.00	18.00	24.00	.....	.....	.....
Catawba, 1 yr.....	.20	1.00	2.00	3.00	5.00	10.00	15.00	20.00	.....	.....	.....
Catawba, 2 yr.....	.30	1.50	2.70	4.00	6.00	12.00	18.00	24.00	.....	.....	.....
Brighton, 1 yr.....	.20	1.00	2.00	3.00	5.00	10.00	15.00	20.00	.....	.....	.....
New Varieties											
Salem, 1 yr. (red).....	.20	1.00	2.00	3.00	5.00	10.00	15.00	20.00	.....	.....	.....
Martha, 1 yr.....	.20	1.00	2.00	3.00	5.00	10.00	15.00	20.00	.....	.....	.....
Dianna, 1 yr.....	.20	1.00	2.00	3.00	5.00	10.00	15.00	20.00	.....	.....	.....
Elvira, 1 yr. (white).....	.20	1.00	2.00	3.00	5.00	10.00	15.00	20.00	.....	.....	.....
Dutchess, 1 yr.....	.20	1.00	2.00	3.00	5.00	10.00	15.00	20.00	.....	.....	.....
Ives, 1 yr. (black).....	.20	1.00	2.00	3.00	5.00	10.00	15.00	20.00	.....	.....	.....
Wyoming Red, 1 yr.....	.20	1.00	2.00	3.00	5.00	10.00	15.00	20.00	.....	.....	.....

We ship grape vines in 100 lots or less by Parcel Post. Larger lots Express or Freight Collect.

PARCEL POST RATES ON GRAPE VINES

	zone 1-2	zone 3	zone 4	zone 5	zone 6	zone 7	zone 8
1 Vine	\$.07	\$.08	\$.09	\$.10	\$.11	\$.13	\$.14
3-6 " .....	.09	.12	.17	.22	.27	.33	.38
6-12 " .....	.11	.16	.25	.34	.43	.53	.62
12-20 " .....	.16	.26	.45	.64	.83	1.03	1.22
20-25 " .....	.21	.36	.65	.94	1.23	1.53	1.82
25-35 " .....	.26	.46	.85	1.24	1.63	2.03	2.42
35-50 " .....	.36	.66	1.25	1.84	2.43	3.03	3.62
50-75 " .....	.46	.86	1.65	2.44	3.23	4.03	4.82
75-100 " .....	.56	1.06	2.05	3.04	4.03	5.03	6.02

PRICES OF ASPARAGUS ROOTS

	25	100	250	1000
Mary Washington, 1 yr.	\$1.00	\$3.00	\$6.00	\$20.00
Mary Washington, 2 yr.	1.50	4.00	10.00	30.00
Mary Washington, 3 yr.	2.50	5.00	12.00	40.00
Martha Washington, 1 yr. ....	.75	2.50	5.00	17.00
Martha Washington, 2 yr.	1.00	3.00	6.00	20.00
Palmetto, 1 yr. ....	.75	2.00	4.00	10.00
Palmetto, 2 yr.	1.00	2.50	5.00	15.00
Barrs Mammoth, 1 yr. ....	.70	2.00	4.00	10.00
Barrs Mammoth, 2 yr.	1.00	2.50	5.00	15.00
Conover's Colossal, 1 yr. ....	.75	2.00	4.00	10.00
Conover's Colossal, 2 yr.	1.00	2.50	5.00	15.00

50 plants at the 100 rate, 500 or more at the 1000 rate.
Ask for Special Prices on lots of 3000 or more

Mr. Chas. D. Andrea, Millville, N. J., says: The two thousand plants ordered last year were great, and my neighbors said that they had never seen such good quality plants before. You may expect some nice orders from them.

Mr. H. Downing, Cambridge, Mass., says: Your house was well recommended to me by Mr. Geo. Doe of Wakefield, N. H., as having good stock of plants. Will you kindly forward catalogue with full information as to best varieties for this State.

Mr. J. Porter, Killingly, Conn., says: Please forward prices on Fall shipment of plants, as the ones that I purchased from you this Spring are doing fine. Your plants and service please me very much.

Mr. I. Terrell, New Haven, says: The plants I ordered from you arrived safely and in fine condition, and overcount. Thanks for your promptness in handling our order, as we don't get such service every day.

GLADIOLI BULBS



America—Soft shell, pink flowers, extra large, very popular. 3 bulbs 15; dozen 50c.

Alice Tiplady—Orange saffron, one of the finest *Primulinus* types. Each 15c; six 70c; dozen \$1.25.

Anna Eberius—A rare shade of purple, a new variety of great merit. Each 15c; six for 75c; dozen \$1.25.

Baron Hulot—Deep blue, finest of this color, extra good cut flower variety. Each 10c; dozen \$1.00.

Chicago—Popular early white, lilac blotch on lower petals. Each 10c; dozen \$1.00.

Crimson Glow—Rich crimson with large open flowers, one of the best reds. Each 15c; six 75c; dozen \$1.00.

Early Snowflake—Extra large creamy flower, tinted yellow in throat. Each 25c; three 60c; dozen \$1.75.

Evelyn Kirtland—Rosy pink, brilliant scarlet blotches on lower petals, a wonderful variety. Each 10c; dozen \$1.00.

Golden Measure—Clear yellow, deepening at throat, a wonderful true yellow variety with no other markings. Each 30c; six \$1.50; dozen \$2.75.

Glory of Kennemerland—Large flowers of true rose pink, lower petals purple blotched on a creamy yellow ground. A leader for cut flowers. Each 20c; three 50c; dozen \$1.50.

Gretchen Zang—Beautiful soft shade of pink lower petals, blending to scarlet, spikes tall and graceful. Each 10c; three 25c; dozen \$1.00.

Halley—One of the largest and earliest pinks grown; a variety of wonderful quality and admired by every one who sees it. Each 10c; three 25c; dozen \$1.00.

Le Marechal Foch—Beautiful shade of light salmon, winner of many prizes as cut flower. Each 10c; three 25c; dozen \$1.00.

Le Immaculee—A pure white of fine quality and form, with extra long spikes. Each 10c; three 25c; dozen \$1.00.

Maiden Blush—Beautiful flower of delicate pink shading to light pink at throat, very early and a choice variety for cut flowers. Each 10c; three 25c; dozen \$1.00.

Lily White—Pure white, very early and a favorite. Each 10c; three 25c; dozen \$1.00.

Mrs. Dr. Norton—One of the most beautiful Glads grown. Creamy pink, deepening on edge with rich creamy throat; admired by all who has seen this wonderful variety. Each 10c; three 25c; dozen \$1.00.

Niagria—Light yellow, splashed with bright pink, very large and graceful. Each 10c; three 25c; dozen \$1.00.

Herada—Large blooms of pure mauve, slightly tinged in throat; spikes are graceful and well formed. Each 15c; two 25c; dozen \$1.50.

Mrs. Frank Pendleton—Rosy pink with dark carmine blotch, a wonderful color and no finer variety grown. Each 10c; three 25c; dozen \$1.00.

Orange Glory—Large ruffled type of Glad; color rich orange with a lighter throat; flowers very attractive and a good grower. Each 15c; six 75c; dozen \$1.35.

Peace—Pure white with pale lilac stripes on lower petals. Spikes very tall and graceful; a fine late variety of merit. Each 10c; three 25c; dozen \$1.00.

Pink Beauty—An extremely early variety, rose pink shading to pale pink at throat; with light crimson blotches. Each 20c; three 50c; dozen \$2.00.

Panama—A popular variety of rose pink flowers very large on graceful stems. Each 10c; three 25c; dozen \$1.00.

Prince of Wales—Delicate shade of salmon pink; very early and a handsome variety. Each 10c; three 25c; dozen \$1.00.

Schwaben—Large soft canary yellow with carmine blotch in throat; 12 to 14 flowers open at one time on spikes; very attractive. Each 10c; dozen 85c.

War—Deep brilliant red large open petals. Each 15c; two 25c; dozen \$1.50.

White Wonder—Pure white flowers of extra large size with several opening at one time. Each 25c; three 70c; dozen \$2.50.

Wilbrink—Early variety of creamy pink soft even blotches on lower petals. Each 10c; three 25c; dozen \$1.00.

Yellow Hammer—Pure yellow with slight crimson markings in throat; fine for cut flower and very attractive in the garden. Each 15c; Two 25c; dozen \$1.50.

SPECIAL CUT FLOWER MIXTURE OF GLADS.

50 Bulbs of assorted colors, un-named.....\$2.15

100 Bulbs of assorted colors, un-named..... 4.25

The above collection will give blooms from early to late, and a variety of colors.

Express or Parcel Post Collect.

If bulbs are wanted by Parcel Post, add 2c extra for each bulb up to 12. Over 12 bulbs, 1c each.

DAHLIA BULBS

NEW INTRODUCTION OF DECORATIVE DAHLIAS

Colossal Pink—An ideal Dahlia of Clear Pink tinting lighter at tips. For exhibition its a winner. Blooms early, and vigorous grower. Each \$1.50.

Dream Girl—An exquisite new variety with entirely new combination. Pale Lemon yellow at base, shading to rosy red at tips. Flowers large and of good form. Each \$1.00.

Ella May Rankin—One of the largest of all Dahlias. Center rich rosy red brightening into a clear rose; an excellent variety. Each \$3.00.

Gladys Peacock—Lemon Yellow at base, shading to rose. Each \$3.00.

Helen Rankin—Deep cerise pink; of large size and good form. Each \$1.50.

Isabel Street—Bright rose red; with white tips; reflex pale pink; large size; good exhibition with wonderful keeping qualities. Each \$1.00.

Jane Hall—Color buff yellow with bronze suffusion on the outer petals; which sets off the bright full center; very fine. Each \$1.00.

Leo Niessen—Brilliant cardinal red with a glistening sheen. Strong grower and continuous bloomer. We recommend this Dahlia as the best red for exhibition. Each \$5.00.

Lily Lawrence—Light yellow; outer petals suffused and overlaid jasper red; flowers large, borne on long stiff stems. Each \$1.50.

Sarah Harley—A superb new variety that has made a place for itself in the cut flower market and garden. Color clear rose pink; tipped white; fine form and borne erect on long stems. Each \$1.00.

Senator Baird—A noble flower of immense size; color richest glowing red; very full to the center; good foliage and a sturdy grower. Each \$1.50.

DECORATIVE DAHLIAS OF MERIT

Aibonita—Yellow tipped suffused rosy mauve; size 7-8 inches on good stems. Each \$1.00.

Alexander Walde—Creamy ground; overlaid with delicate salmon pink; splendid flower with good stems. Each \$1.00.

Bashful Giant—Color Golden Apricot, shaded darker; very large and a good exhibition variety. Each \$1.00.

Bonnie Brae—Cream shaded blush pink; flowers very large and attractive. Each 75c.

Breeze Lawn—Dazzling vermillion; of immense size; perfect form, early bloomer. Each 50c.

Carmencita—Clear yellow; spotted; penciled and striped bright red; flowers very large. Each \$1.00.

C. Wilcox—Soft pink on outer petals with deep carmine center; strong grower; flowers of good size and form; a beauty for the garden. Each 75c.

Dr. Millspaugh—A splendid rich deep red of very large flowers; produced on long stems. Each \$1.50.

Darlene—Clear pure pink, extremely early and a profuse bloomer. Each 35c.

Delice—Lovely shade of bright luminous pink; flowers held facing well, above the foliage on strong stiff stems. Each 35c.

Dr. Tevis—Bronzy old gold shaded and suffused violet rose, an attractive color; flowers borne on long erect stems fine for exhibition. Each 50c.

Glory of Argonne—Most beautiful pink and white dahlia grown. Delicate violet rose, shading to white at center; one of our best for exhibition. 50c.

Hortulanus Fiet—Large pure white with good stems one of the best. \$1.00.

Insulinde—Color rich saffron yellow shaded russet orange. The finest and most artistic dahlia, with twisted and curled petals; stems two to three feet long, and flowers 9 to 10 inches across. A good exhibition variety.

Jersey Beauty—Most perfect pink ever originated. Flowers very large and a perfect decorative type; borne

on long stiff stems; has been admired by every one who has seen this wonderful Dahlia. \$2.00.

Laddie—Color soft yellow shading orange; flowers large and a distinct type. 75c.

Millionaire—Very large full lavender pink tinting to white at center 75c.

Mt. Hood—Large full form, pure white, borne on long stiff stems. 50c.

Mrs. James A. Babbitt—Very large rich golden yellow reverse red; fine form and good stems. Each \$1.00.

Mrs. J. Harrison Dick—Citron yellow at center, outer petals suffused and overlaid salmon pink; a wonderful grower and a profuse bloomer. 35c.

Mrs. Ide Ver Warner—Large mauve pink Dahlia produced on extremely long stems; a dahlia with few equals; good for exhibition purposes. \$1.00.

Mina Burtle—Rich cardinal red, strong vigorous grower flowering freely. 35c.

Patrick O'Mara—Soft and pleasing shade of orange-buff; slightly tinged with Neyron rose. Was a Gold Medal winner at the American Dahlia Society; flowers very large and produced on long strong erect stems. 75c.

Queen Mary—A grand variety that has proven its merits for the best deep pink for all purposes; color clear, silver cerise pink; strong healthy grower. 35c.

Ruth Roland—Sulphur yellow; tipped and suffused mauve rose; very large. 50c.

Shellkoff—A splendid large deep garnet flower of great beauty; producing freely. 75c.

Sulphurea—Clear light sulphur yellow of large size and splendid form. 50c.

Snowdrift—Immense pure white free bloomer and one of the best. 75c.

Stunner—Very large soft yellow of finest form, borne erect on strong stems. 75c.

Tommy Atkins—Large pure red with somewhat pointed petals. A beauty. Each \$2.00.

NEW AND RARE CACTUS DAHLIAS OF RECENT INTRODUCTION

C. B. Githens—An ideal Cactus, strong grower, free bloomer. Each \$2.00.

Elizabeth B. Fittler—A new variety that appeals. Color a true purple; foliage dark green and a free bloomer. 5 feet. Each \$2.00.

Katherine Donges—The Greatest of all yellows; flowers 9 to 10 inches; stems 2 to 5 feet long, a Dahlia of beautiful form and soft color. Each \$2.00.

Laura Entriken—A giant Hybrid Cactus of Deep rose pink, reflex pure rose white. Strong grower; extra good foliage. 4 feet. Each \$1.50.

Mrs. Robert Groff—Best Pure White Cactus. Petals long, narrow and beautifully curled. An ideal flower for garden and cutting. Each \$1.50.

Mae Grefe—Colossal Cactus. Largest Pink Cactus in existence. Color Rose Pink shading to light pink at center. 5 feet. Each \$2.00.

RAINBOW DAHLIA GARDEN MIXTURE

During the rush packing and storing season there is occasionally clumps from which name has become detached, and we therefore cannot send them out under named varieties. We are passing these fine well developed bulbs along to our customers, and assure them that the same guarantee goes with them as our higher priced ones as every bulb is a strong healthy division and will produce the same results. This offer should not be overlooked by anyone who is not really particular about named varieties. We offer them at the following prices as long as the supply lasts.

12 Tubers.....	\$1.00	100 Tubers.....	\$ 6.50
25 Tubers.....	2.00	500 Tubers.....	25.00
50 Tubers.....	3.75	1000 Tubers.....	45.00

All Dahlia Bulbs will be sent Prepaid at above Prices.

DAHLIA BULBS---(Continued)

CACTUS DAHLIAS

Attraction—Large flower, clear lilac rose, long stems, good keeper. 75c.

Ballet Girl—Orange; tipped with white markings. Large Flower "Good Bloomer." \$1.00.

Betty Austin (Hybrid Cactus)—Flowers measuring 7 inches in diameter, yellow base blending to rose carmine. A fine one for the garden. 75c.

Claire Kulp—Largest of all reds; free bloomer; flowers on long stiff stems. \$1.00.

Cockatoo—Clear yellow tinted fawn; tipped white, good form, profuse bloomer. 35c.

Cigarette (Hybrid Cactus)—Creamy white, heavily edged with red long petals inclined to roll, forming a large deep flower on long stems.

Frances Lobdell (Hybrid Cactus)—Pink, shading to white center; very large, a wonderful distinct variety of the newer type. Each \$1.50.

F. W. Fellows—Large deep orange, almost a scarlet; good for exhibition. 50c.

Florid—Bright scarlet, beautiful flowers with long narrow petals. 35c.

Frances White—Large white cactus with twisted petals, early and good bloomer. 25c.

Geo. Walters—Rich copper old gold tinting to buff at center, large flowers. 75c.

Electric (Hybrid Cactus)—Charming variety; color rich canary yellow tipped white, incurved. 35c.

Graphic—Richest crimson, tipped white, long incurved petals. 25c.

Gladys Bates—Immense blooms of contrasting shades incurved petals of tan with reverse of rose; a good grower and a wonderful bloomer. \$1.00.

Jenny Wren—Yellow suffused and overlaid pink. Exhibition variety. 35c.

Kalif—Pure scarlet red; strong plant producing giant flowers. 75c.

Lawine—Large white lightly suffused pink; Strong grower, good bloomer. 25c.

Mary Dorr—Bright tyrian pink blending to white at center; flowers freely on long stiff stems; most beautiful of all cactus. Very large. \$1.00.

Mrs. Leo Niessen—Scarlet red blending to peach red at center. Profuse bloomer, strong grower, best cactus dahlia of its type and color. 50c.

Mrs. F. Bergholz (Hybrid Cactus)—Splendid form of beautiful clear pink; flowers very large and a profuse bloomer; will stand forcing for exhibition. \$1.50.

Mrs. Edna Spencer—Silver lilac shading to bright orchid pink. Large size form and a free bloomer. 75c.

Norman—Immense size, long narrow petals of rich crimson. \$1.00.

Reine Cayeux—Rich golden, cardinal red, early and profuse bloomer. 35c.

Rube Girl—Color soft yellow; tipped coral red; long slender stiff stems. 35c.

Sophy Morey—Giant cactus, fine form, long stiff stems, color white, lightly suffused and overlaid phlox purple; excellent for exhibition. \$1.00.

Suset Glow—Yellow at base of petals, outer part overlaid flame scarlet; tipped yellow; large and a splendid variety for exhibition; wonderful variety. \$1.00.

Verna Fowler—Light yellow, penciled and tipped pink and carmine; a bright and effective cut flower splendid for the garden; long and graceful stems. \$1.00.

PEONY FLOWERED DAHLIAS

This is one of the newer types also called the art of Artistic Dahlias; the true types resemble Japanese Peony, although some of the most popular varieties differ from the true type.

Ann Duskin—Large rich maroon fading to jet black at center as flower opens. 75c.

Brilliantine—Light pink suffused carmine; profuse bloomer and a very brilliant color. 35c.

Canada—Largest of all white peony dahlias; a con-

tinuous bloomer. 50c.

Dr. John Lane—Yellow; suffused gold orange at base of petals; shading to scarlet. 50c.

Diemont Von Bystein—Large white suffused and shaded blue lilac. 35c.

Fackel—Lovely color combination, rich golden scarlet, tipped yellow. 50c.

Mme. J. Coissard—Flowers large and distinct, inner half white outer half vivid carmine. 75c.

Phenome—Large rich salmon; a strong plant and a free bloomer. 35c.

Polar Star—Large pure white of fine form on long stems. 50c.

Pink Perfection—Silver pink of large size and splendid form. 50c.

Tyrrel Austin—Rich carmine red on outer peals; inner petals shades of yellow and pink; the petals are twisted and whorled which adds to its beauty. 50c.

Rodman Wanamaker—Recent introduction of great beauty; flowers are extremely large measuring as much as 13 inches in diameter, being produced on long straight stiff stems; color entirely distinct; buds being pale lemon yellow as it first expands; but quickly develops into a gold bronze salmon pink; finally into a beautiful shade of salmon. One grower speaks of it as the Largest and Best Dahlia in the World. Each \$5.00.

BALL TYPE DAHLIAS

A. D. Livonia—Clear cerise pink, quilled petals, free bloomer and a favorite. 25c.

Crimson Globe—Bright crimson, a profuse bloomer. 25c.

Dorothy De La Mare—Delicate pink outer petals, reflexing to the center; flowers very large, borne on stiff graceful stems; vigorous grower. 50c.

Dorothy Peacock—One of the best pink of this type. 35c.

Gold Medal—Deep golden yellow tipped with oriental red; very attractive. 50c.

Kissimmee—Yellow gold blending; with reflex amaranth pink petals quilled. \$1.00.

Miss Helen Hollis—Large bright red with petals quilled; one of the best. 50c.

COLLARETTE DAHLIAS

Distinct class or type which is becoming popular. Every collection should include some of these wonderful dahlias; the flowers are single with a smaller row of collar petals; they have outstanding form and color.

Albert Maumenc—Velvet crimson purple; white collar. 25c.

Banker—Rich scarlet collar petals, scarlet tipped yellow. 25c.

Dorian—Rich crimson; shaded maroon collar, white suffused crimson. 25c.

Marley—Clear light canary yellow, a fine cutting variety. 25c.

Prince Carnival—Very large and fine soft rosy red with light collar. 25c.

NEW SUPERB CENTURY AND SINGLE DAHLIAS

Gloxinia—In markings and brilliance of collar, resembles the Gloxinia. 35c.

Golden Century—Rich golden yellow suffused golden amber. 35c.

Giant Century—Large size, fine form; color yellow at base shading to crimson.

James Weller—The finest of all Century dahlias; rich golden yellow with each petal overlaid soft rosy red; a very striking variety. 75c.

Jessie—The greatest white single dahlia today; pure white, extra large. 50c.

Pink Century—Clear soft pink shading to clear deep pink. 25c.

Scarlet Century—Bright glowing scarlet; very attractive. 25c.

All Dahlia Bulbs will be sent Prepaid at above Prices.

CANNA BULBS

It is with pleasure that we can say that our Canna roots this year are the best that we have ever grown. These bulbs are full of life, extra strong, with thrifty eyes; awaiting the time for planting to unveil their gorgeous shades to the world. Our varieties are complete in color, height, and size of blooms. We cordially invite your order and assure you that it will have our careful attention. We are also fortunate enough to have some very rare varieties to offer our customers this year, in the most pleasing shades of pink lilac, rose, deep yellow, and dazzling crimson as well as primrose white. Our supply is limited and any one wishing these New Introductions should not fail to order early. The number after variety denotes height. All varieties have green leaves except where noted.



CANNAS OF NEW CREATIONS

Mrs. Pierre Du Pont—A pure Watermelon Pink with Large Head and Ruffled Petals. Extra Large Stems, Abundance of Foliage. One of the best ever introduced. 4 ft. Each \$2.00.

Cupid—Beautiful Lilac Rose, Wonderful Bloomer. 3 ft. Each \$1.25.

Edward W. Bok—Soft Light Rose with Creamed Edged Petals. Extra Large Flowers. 3 ft. Each \$1.25.

Golden Wedding—Large Yellow Flowers Standing well above Foliage. One of the very finest dwarf. 3 ft. Each \$1.25.

Golden Rod—Very Deep Yellow, flowers abundantly and heads are very large 3 ft. Each \$1.25.

Razzle Dazzle—Dazzling Crimson. Maroon and Yellow. An attractive variety. 4 ft. Each \$1.00.

Radio—Primrose White, very attractive with rich red varieties 4 ft. Each \$1.00.

CHOICE VARIETIES OF CANNAS

Apricot; 4—Buff yellow, extra fine. Each 20c; three 50c.

Austria; 4½—Rich canary yellow. Each 10c; three 25c.

Chas Henderson; 4—Rich crimson scarlet, very large. Each 15c; two 25c.

City of Portland; 3½—Beautiful glowing pink, good bedder. Each 15c; two 25c.

Egandale; 4—Currant red, large flowers, bronze leaf. Each 15c; two 25c.

Eureka; 4—Creamy white, very large flowers. Each 15c; two 25c.

Fire Bird; 3½—Pure glistening scarlet. Each 20c; three 50c.

Florence Vaughn; 4—Golden yellow, dotted crimson. Each 15c; two 25c.

Hungaria; 3½—Salmon pink and extra fine. Each 15c; two 25c.

Kate Gray; 4½—Yellow orange and a fine bedder. Each 10c; three 25c.

King Humbert; 4—Large flowers of vivid scarlet; bronze leaf. Each 15c; two 25c.

Mrs. Alfred Connor; 4—Pure salmon pink with wonderful foliage. Each 20c; three 50c.

Madam Crozy; 3½—Vermillion scarlet, narrow golden border. an attractive variety for the border. Each 10c; three 25c.

Meteor; 4½—Dazzling crimson, extra large flowers. Each 20c; three 50c.

Monta Blanc; 4—Pure white and one of the best of whites. Each 20c; three 50c.

Niagria; 3—Deep crimson, irregular wide golden border. Each 10c; three 25c.

Nokomis; 5—Large vivid crimson with silky sheen on foliage. (bronze foliage) Extra fine.. Each 20c; three 50c.

Olympic; 5—Rich oriental red, fine bloomer. Each 15c; two 25c.

Pennsylvania; 6—Scarlet, overlaid with orange. Vigorous grower and a free bloomer. Each 10c; three 25c.

Panama; 3—Orange red with attractive golden yellow border. Each 10c; three 25c.

Rosea Gigantea; 3½—Soft rose pink and a mighty fine bedding variety. Each 15c; two 25c.

Richard Wallace; 4—Rich clear canary yellow, a pleasing shade with pink or red. Each 10c; three 25c.

Shenandoah; 4—Salmon pink, attractive with its bronze foliage. Each 15c; two 25c.

The President; 4—A beautiful variety of rich crimson red; flowers extra large, foliage very vigorous and attractive. One of the best reds. Each 15c; two 25c.

Venus; 4—Rosy pink with yellow border, a very beautiful and attractive variety. Each 10c; three 25c.

Wintzer Colossals; 5—Enormous flowers of vivid scarlet. Each 15c; two 25c.

Yellow King Humbert—A most pleasing shade of yellow; flowers very large and attractive. One of the best yellows. Each 15c; two 25c.

Wabash—Dwarf bronze foliage, flowers carmine pink; new. Each 15c; two 25c.

Instructions for planting with every order.

If you wish to plant Cannas in a circular bed: Place one bulb in the center, 6 in the first circle, 12 in the second circle, then 18, 24, 30, etc., according to the size of the bed in the circle. Plants in the circle should be 18 inches apart. A 4 ft. bed in diameter takes 7 Cannas; a 6 ft. bed 19 Cannas; a 10 ft. bed 37 Cannas, and a 16 ft. bed 91 Cannas.

SPECIAL BORDER COLLECTIONS CANNAS

Egandale	Wintzer Colossal
Fire Bird	President
Hungaria	Yellow King Humbert
Kate Gray	Shenandoah
1 each above eight varieties.....	\$1.10
3 each above eight varieties.....	2.75
6 each above eight varieties.....	4.50

These eight varieties will bloom early and make a gorgeous display until frost.

SPECIAL BEDDING COLLECTION CANNAS

24 Canna roots un-named, specially selected for bedding as to color and height.	
1 collection of the above.....	\$2.55
2 collection of the above.....	4.75

If bulbs are wanted by Parcel Post, add 3c per bulb extra, up to 12. Over 12 bulbs, 2c each.

Townsend's Special Wholesale Prices Direct To Growers!

**SPRING
1927**

**More Than A Quarter Century Direct Selling
One Price To All - A Square Deal To Everyone.**

**SPRING
1927**

Early Varieties of Strawberries	25	50	100	200	250	300	400	1000	5000	10,000
PREMIER (HOWARD 17).....	\$.50	\$.75	\$1.00	\$1.75	\$2.00	\$2.20	\$2.70	\$6.00	\$27.50	\$50.00
GOV. RITCHIE	1.00	1.65	2.50	3.75	4.50	5.25	5.90	12.50	60.00	100.00
"The Prince"	1.00	1.65	2.50	3.75	4.50	5.25	5.90	12.50	60.00	100.00
MISSIONARY (Townsend Select)...	.30	.55	.90	1.60	1.75	1.90	2.20	5.00	22.50	.....
Missionary (Townsend) .....	.30	.50	.90	1.50	1.65	1.75	1.90	4.00	.....	.....
Early Jersey Gt.....	.50	.75	1.00	1.75	2.00	2.20	2.70	6.00	27.50	.....
KLONDYKE .....	.30	.55	.90	1.60	1.75	1.90	2.20	5.00	22.50	40.00
Early Mid-Season										
Lord Salisbury	1.00	1.65	2.50	3.75	4.50	5.25	5.90	12.50	.....	.....
Great Scott	1.00	1.65	2.50	3.75	4.50	5.25	5.90	12.50	60.00	100.00
SENATOR DUNLAP .....	.30	.55	.90	1.60	1.75	1.90	2.20	5.00	22.50	40.00
DR. BURRILL .....	.30	.55	.90	1.60	1.75	1.90	2.20	5.00	22.50	40.00
Delicious .....	.50	.75	1.00	1.75	2.00	2.20	2.70	6.00	27.50	50.00
Haverland (imp.) .....	.50	.75	1.00	1.75	2.00	2.20	2.70	6.00	27.50	50.00
Medium to Late										
AROMA .....	.30	.55	.90	1.60	1.75	1.90	2.20	5.00	22.50	40.00
Cooper	1.25	2.25	3.00	4.75	5.25	6.00	6.50	15.00	.....	.....
BIG JOE .....	.50	.75	1.00	1.75	2.00	2.20	2.70	6.00	27.50	50.00
Brandywine .....	.50	.75	1.25	2.00	2.35	2.75	3.25	7.00	.....	.....
De Lues Judith .....	.50	.75	1.25	2.00	2.35	2.75	3.25	7.00	.....	.....
Gibson .....	.50	.75	1.00	1.75	2.00	2.20	2.70	6.00	.....	.....
New York .....	.75	1.25	2.00	.....	.....	.....	.....	.....	.....	.....
Nic Ohmer .....	.50	.75	1.25	2.00	2.35	2.75	3.25	7.00	.....	.....
Parsons Beauty .....	.50	.75	1.25	2.00	2.35	2.75	3.25	7.00	.....	.....
Paul Jones (imp.).....	.50	.75	1.00	1.75	2.00	2.20	2.70	6.00	27.50	50.00
Pres. Harding	1.00	1.65	2.50	3.75	4.50	5.25	5.90	12.50	.....	.....
Marshall	1.00	1.65	2.50	3.75	4.50	5.25	5.90	12.50	60.00	.....
Late to Very Late										
"TOWN-KING"	1.00	1.50	2.50	5.00	6.00	7.00	9.00	20.00	90.00	160.00
TOWNSENDS BIG LATE .....	.50	.75	1.00	1.75	2.00	2.20	2.70	6.00	27.50	50.00
FORD .....	.50	.75	1.00	1.75	2.00	2.20	2.70	6.00	27.50	50.00
CHESAPEAKE .....	.50	.75	1.25	2.00	2.35	2.75	3.25	7.00	33.75	60.00
Crawford 25	1.00	1.65	2.50	3.75	.....	.....	.....	.....	.....	.....
GANDY .....	.50	.75	1.00	1.75	2.00	2.20	2.70	6.00	27.50	50.00
McAlpine .....	.50	.75	1.00	1.75	2.00	2.20	2.70	6.00	27.50	50.00
LUPTON LATE .....	.50	.75	1.25	2.00	2.35	2.75	3.25	7.00	33.75	60.00
Mascot .....	.50	.75	1.25	2.00	2.35	2.75	3.25	7.00	33.75	60.00
Wm. Belt .....	.50	.75	1.25	2.00	2.35	2.75	3.25	7.00	33.75	60.00
Pearl	1.00	1.25	2.00	.....	.....	.....	.....	.....	.....	.....
Worlds Wonder	1.00	1.25	2.00	.....	.....	.....	.....	.....	.....	.....
Ever-Bearing										
LUCKY STRIKE	2.00	3.50	6.00	10.00	12.00	13.50	16.25	40.00	190.00	375.00
MASTADON	2.00	3.50	6.00	10.00	12.00	13.50	16.25	40.00	190.00	375.00
Worlds Champion	1.00	1.65	2.50	3.75	4.50	5.25	6.00	12.50	.....	.....
Progressive	1.00	1.65	2.50	3.75	4.50	5.25	6.00	12.50	.....	.....

500 Plants at the 1000 rate.

REMEMBER 10 PER CENT DISCOUNT ON ALL CASH ORDERS RECEIVED BEFORE MARCH 1st.

On all orders sent direct to E. W. Townsend & Sons on or before March 1st, when cash in full accompanies the order, we will allow a 10 per cent discount. Order as soon as possible after receiving this price list, and take advantage of this big saving. 10 per cent will practically pay the transportation charges; a saving you cannot afford to overlook. Remember that the Discount date closes March 1st.

PARCEL POST RATES ON STRAWBERRY PLANTS

	zone 1-2	zone 3	zone 4	zone 5	zone 6	zone 7	zone 8
100 strawberry plants .....	.10	\$.14	\$.21	\$.28	\$.35	\$.43	\$.50
200 strawberry plants .....	.13	.20	.33	.46	.59	.73	.86
300 strawberry plants .....	.16	.26	.45	.64	.83	1.03	1.22
400 strawberry plants .....	.21	.36	.65	.94	1.23	1.53	1.82
500 strawberry plants .....	.26	.46	.85	1.24	1.63	2.03	2.42
600 strawberry plants .....	.29	.52	.97	1.42	1.88	2.33	2.78
700 strawberry plants .....	.31	.56	1.05	1.54	2.03	2.53	3.02
800 strawberry plants .....	.36	.66	1.25	1.84	2.44	3.03	3.62
900 strawberry plants .....	.38	.70	1.33	1.96	2.59	3.23	3.86
1000 strawberry plants .....	.41	.76	1.45	2.14	2.84	3.53	4.22
2000 strawberry plants .....	.56	1.06					

On all orders of 500 plants or more, the rate is cheaper by Express after the 3rd zone.

Owing to the fact that the Postoffice department demand a minimum charge for C. O. D. collection and money order fee of 17c it is found cheaper for our customers to remit the amount of postage with the order.

My Letter to You!

OFFICE OF THE
PRESIDENT

E. W. TOWNSEND & SONS NURSERIES
SALISBURY, MARYLAND

DEAR FOLKS:

I had so many good things to list in our catalog this time that my annual letter was crowded out. No, I have not used up the space with overdrawn pictures. You will find this book practically the same in this respect as all other editions I have ever sent out in the last 27 years. Just all Facts, as nearly as I can possibly write them. The Townsends Nurseries has been built on Truth and a Square Deal to every customer. This is the only way that I want to do business, and the only way I ever expect to.

Not very much style about us, just common every day farm folks. Every one here works in his shirt sleeves, and the President usually has his rolled up to the elbows. Our Family has grown until we now have more than fifty thousand good customers. If that ain't enough to make a fellow work hard and over-time then I don't know. Twenty-seven years ago I did not have a customer in the world and very few dollars. I was on "easy street". I wrote my first little catalog that year, the results were very discouraging. I had a partner in with me, and the start was so disappointing that he withdrew the first year. I never was a "quitter", and went in the second year with a strong resolution, and a determination to win. The year 1901 was a winner for me. Wherever I sold a small order in 1900 more orders came in. One instance I received more than a hundred orders--the results from only one small order shipped the first year. This one fact was the real starting point in my business life. It led me to believe from the start that if I sent out a good article that would please my customers, that more business would follow. And Friends, I want to repeat that the selling of good plants and good Honest Service to my customers has been the secret of my success all the time.

No, this business I am speaking of, is not all roses. It is hard work, but I like it. My Customers have made me a little "stuck up". Thousands of them write to me every year telling about the wonderful plants that we are sending them. How much our plants are beating plants received from other nurseries. How much better our services are than others and all of this and so much of it is sure to cause a fellow like me to work overtime. Well I just want to say this. I believe that we have just about the best bunch of customers on earth. When we have made mistakes you have been good enough to write us telling us about it. And always we have fixed it up to your own satisfaction. And when you have been more than pleased with our services you have told your friends, and recommended them to us. Failure is an impossibility with such co-operation. I would not trade my satisfied customer list for \$100,000 worth of farm journal advertising a year. It is natural we should work hard to please them, isn't it?

I welcome this opportunity to write a personal letter to you, because it gives me a chance to talk to you about some things that are always close to all of us. Nearly all of us like to buy wherever we can

Townsend's Quality Plants Will Produce Results For You

The success of our customers is always at stake when growing our plants for them each year and we spare no cost in growing the best plants possible to produce. Our wonderful climate, soil and up-to-date machinery all go to make our plants heavy budded with that long fibrous root system that means so much to the plant after setting. Our plants are producing wonderful results all over the country and we feel sure that they will give you the same results as they have been giving our thousands of customers in the past. The following testimonials will give you some idea as to what they are doing for others.

E. W. Townsend & Sons
Wales, Pa., August 24, '26.

Dear Sirs:—In the spring of 1925 I purchased 2,000 Premier and 2,000 Big Joe. Am sending you some pictures of the patch. We picked seven thousand two hundred and twenty-seven quarts of berries from these plants. Your plants certainly have got the producing qualities back of them.

B. Heckler

E. W. Townsend & Sons
St. Albans, Vt., August 12, 1926.

Gentlemen:—From the plants purchased from you last year I picked on the average of 1 qt to the plant and sold them for not less than 35c a basket. Could have sold a lot more than I had. I had lots of telephone calls after my berries were gone for more berries. Not one plant died. Every one who has seen them wanted to know where those plants came from and I surely was only too glad to recommend your firm.

H. Wilder.

E. W. Townsend & Sons
Orchard Park, N. J.

Gentlemen:—Enclosing a picture of a quart box of Strawberries grown from your plants set out last year. This piece of ground was

50x60 ft. and I picked 1,000 quarts of fine berries from it. Very often 15 to 18 berries would fill a quart basket and people came fifteen miles to get some of them. Will always recommend your plants.

F. Wolfley.

(Note—This is at the average of 14,000 quarts to the acre.)

Oneida, N. Y., April 20th.

E. W. Townsend & Sons
Dear Sirs:—Enclosed find check for order Strawberry plants. The 600 purchased some time ago were as fine a lot of plants as I ever saw. From the 600 plants I picked six hundred quarts of berries and that would be at the rate of 10,000 quarts to the acre or about \$3,000. You have my best wishes for your success, as a firm sending out such quality plants, deserves it.

W. Randel.

Palmetto, Fla., February 7th.

E. W. Townsend & Sons
Gentlemen Enclosed find order for your Select Missionary plants. They are World heaters, took first prize at State Fair last year and this year. We have Missionaries that will measure 7 inches in circumference and 9 will cover a quart cup. Thanks for the fine plants you sent us as they are an improvement over the regular Missionary.

W. Fuch.

What Some of The Largest Growers in The Country Think of Our Plants

It takes millions of plants to furnish these growers, and we have been supplying them with planting stock for several years. We assure you that small orders are appreciated, and that the same quality plants are packed in small orders as larger ones. There is only one quality in Townsend's plants, and that is the best.

E. W. Townsend & Sons
Pennsylvania, April 28th.

The one hundred and twenty thousand plants received in fine condition are set out and growing fine. Have purchased another farm and will want to set ten acres more.

J. Henry.

E. W. Townsend & Sons
Florida, April 11th.

Gentlemen:—Our shipment of plants received Saturday. They were in perfect condition and looked like they had just been taken out of the ground.

E. Thomas.

(Note—Mr. Thomas' order was for 48,000 plants.)

E. W. Townsend & Sons
Maryland, April 24, '26.

Dear Sirs:—The four hundred and sixty-five thousand Strawberry plants arrived today. We wish to compliment your firm on the handling of this order and quality of the plants sent us as we are much pleased with them. Will have more orders for you within a few days.

F. S.

(We shipped this Association over one million plants this year. Letter is on file in office and will gladly forward address to any one interested.)

E. W. Townsend & Sons
Virginia, April 1st.

Gentlemen:—Enclosed find check for \$185.00, please forward these plants at your earliest convenience; the last forty thousand arrived in fine shape and promptly.

M. O. Johnson.

Plant City, Fla., Dec. 27, '26.

Gentlemen:—You certainly are giving us good plants and this has a great deal to do with the success our people are having here with berries. We never hesitate to recommend Townsend's plants.

Plant City Growers Association.

E. W. Townsend & Sons
Florida, April 6th.

Gentlemen:—Kindly forward us at once an additional ten thousand plants. You certainly are giving us good plants and prompt service.

J. Allen.

E. W. Townsend & Sons
Maryland, April 17th.

Dear Sirs:—The 40,000 Premier plants shipped me arrived in good order; let the other 40,000 come just as early as you can. Your plants are surely fine and see no reason why I should not have a good stand.

R. Phelps.

E. W. Townsend & Sons
New Jersey, June 13th.

Gentlemen:—Our records show that the shipments of strawberry plants arrived on April the 19th in good shape and from all reports from the planters that they have a 100 percent stand. Many thanks for your fine service and plants.

The Farmers Co-Operative Assn.

E. W. Townsend & Sons
Palmetto, Fla., February.

Gentlemen:—Please reserve for me 20,000 Townsend's Missionary Plants as we wish to keep fresh stock of your plants in our beds. The plants received from you last year produced the prize winning berries at the South Florida State Fair.

P. Devito.

Florida, February 23, 1926.

Gentlemen:—You can hook me for 20,000 of your Select Missionary Plants for delivery soon. Your plants produce the finest berries that come to this market and several more of the large growers who have seen my plants are going to purchase your stock. You certainly have got the quality back of your plants.

W. S. Shelton

get the best article for the least money. This is natural and no one should fault any of us for this fact.

I want you (and especially the New Customer) to read every word of this Catalog. I want you to expect when you make out the order for us, that you are going to receive better plants and better service than you could get elsewhere, that is exactly what we intend on selling you.

Not only the best plants that it is possible for us to grow in the most favored spot on earth, but at the lowest possible price that good plants can be grown in a wholesale way. Plants fresh from the virgin soil, solid fields of a single variety, where there is absolutely no chance for a mixture of varieties. Grown from the strongest and purest mother plants that it is possible for a strawberry specialist to select. Everything handled in the most scientific manner from the time plants are selected as mother plants and set in the fields until your order is packed for shipment and delivered to the Transportation Co.

As to varieties we are listing, we are trying to grow only those varieties that are pleasing our customers and making them the most money. There are a few back numbers on our list, but these are grown only in a small way and especially for a few of our customers in certain localities where the old time sorts seem to be favorites. You will find our choice leading varieties in BLACK FACE TYPE. These are grown by the Millions. The Premier (Howard 17) stands as the most popular variety on the list of Early sorts. The Missionary, Klondyke, and Aroma are the leading varieties for the South and Southwest. Big Joe, Chesapeake, Ford, Townsends Big Late, are the leaders in late varieties in the Northern half of the country, with "TOWN-KING" as the most promising New Late variety. MASTODON Everbearing is sure to be the leading commercial everbearing strawberry. It not only produces a large crop of extra large berries the first year planted, but it produces equal as good as the very best of Spring varieties. We have been two years building up a true strain of this variety. We have now a very fine stock of true-to-name Mastodon plants direct from the Introducer, and will be pleased to furnish any of our customers these plants believing it is the very best buy on the list. At this date, Nov. 1st, we are receiving \$18.00 per crate of sixty pints for every crate we are shipping to the Philadelphia market. Take my advice, get started quick with Mastodon, and use the Kruegers runner cutter so they will grow in hills and you have a gold mine in a few years. Never will there be enough strawberries grown in September, October, and November to glut the markets. But as I see it more fall berries will create a better market and cause higher prices.

I could not close this letter without saying something about our wonderful flowers. I am getting to be a crank on flowers, at least that is what my wife says. Well I just wish that you could have visited us, all of you, this summer and fall. Our Gladioli, Dahlia, and Canna fields were the show grounds for this part of the country. Just acres and acres of the finest show Dahlias, then Decorative, Cactus, Hybrids, of every shade and size from the very highest priced down to the old standards and up again. And then to the "Glad" fields with hundreds of varieties, shades and colors. It just seemed hard for night to come on so I could not see them longer, and last the beautiful Canna field with all its gorgeous glow; it just seemed really too much for one to look at at the same time. And while you will not find them all listed in colors, you will find them all listed (or the best of them) at very reasonable prices, and I want you all to enjoy them with me next summer.

Come and see us if you can, always glad to meet our friends. If you are too far away and can't come then write us often. Our Dear Old Uncle Sam, has made it possible thru the mail so we are only neighbors after all, and your letters and orders are always welcome. And you are all within the reach of us. Just write it with ink or pencil whichever is the handiest, we will be glad to receive it.

Sincerely yours,

E. W. Townsend, Pres.

All Orders Shipped Out Promptly On Date Wanted

Plants at the right time means success; one week delay in your order will probably mean failure. It has always been our policy to forward all orders on date booked to go. Our packing and digging force of over 200 well trained employees are working day and night, to live up to our policy; this prompt service goes with every order sent to us; no matter how small or large it may be. This service is appreciated by our customers, and we receive thousands of letters praising our prompt service, a few of which are given in the following.

May 3rd, 1926.

Mr. J. L. Wetzel, of Penn. Writes:

Plants arrived in fine shape. Want to thank you for sending such nice plants, and the promptness in handling my order.

Coatesville, Pa., May 4th, '26.

E. W. Townsend & Sons

Plants received today in fine condition; thank you very much for your promptness in sending them; will recommend your plants to my friends.

Daniel Fellenbaum.

Mr. Evans, of Kingston, Pa., states that plants were received three days after order was sent and certainly appreciates the good service that we have given him.

Tennessee, April 1st, '26.

E. W. Townsend & Sons

Plants came to hand in fine condition. They were the finest lot of plants that we have ever bought; thanks for getting my order off so promptly.

Maple Hill Nursery.

Dayton, Va., March 25, '26.

E. W. Townsend & Sons

Gentlemen:—Strawberry plants received Monday, all in good condition; many thanks for the extras and the prompt service.

L. Good.

Ludlow, Mass., April 28th, '26.

E. W. Townsend & Sons

Dear Sirs:—Plants arrived all O.K. Please accept our thanks for prompt service and fine plants, for we folks certainly appreciate the way you have handled our order.

A. Newman

Millville, N. J., April 7th.

E. W. Townsend & Sons

Dear Sirs:—Strawberry plants you shipped me on the 3rd arrived in fine condition. Many thanks for your prompt and careful attention.

Long Acre Farm.

Deleware, N. J., April 28th.

E. W. Townsend & Sons

Gentlemen:—The plants arrived at Vail today, they certainly came through in a hurry and I want to tell you that they are fine and in the best of condition due to your careful packing. Your service and good treatment is certainly appreciated.

Trapp, Pa., May 8th, '26.

E. W. Townsend & Sons

Gentlemen:—Strawberry plants came O. K. and are fine. Many thanks for prompt shipment and extra plants.

J. Wylie.

Pennington, N. J., May 10th '26.

E. W. Townsend & Sons

Forward us at once 4,000 Champion Everbearing. We forwarded order to..... April the 9th, and have not received them yet. Received several letters that they are shipping them; but up to the present time have not shown up.

H. S.

(Extract from letter received May the 27th, '26.)
Received the plants on May the 14th and put in Saturday; they are doing nicely and am more than pleased with your plants and service. The order we sent out on April the 9th to..... we received on May 25th; do not believe that we will save one half of them.

April the 5th. '26.

Mr. Henry A. Schakel, of Indiana, writes: Find enclosed order for more of Townsend's Plants, the ones purchased last year sure were fine and from the looks of the beds will have a bumper crop.

Noel, Mo., March 29th '26.

E. W. Townsend & Sons

Plants sent me arrived in good condition; want to express my thanks to you for your extra plants. Will speak a good word for Townsend & Sons when ever the opportunity presents itself.

A. Winkler.

Bristol, April the 3rd, '26.

Mr. R. C. Anderson, of Tenn., writes: Plants that I received from you some time ago arrived in the best of condition; never saw better plants in my life. Every one is growing, not one withered when set out. Far as quality is considered they can not be beaten at any price. Your method of packing is just as fine as could be, with generous count. Appreciate the way you do business. Will do all in my power to help you get business for you certainly deserve it.

East Hartford, Conn., March 29, '26.

E. W. Townsend & Sons

The plants I ordered from you some time ago have certainly done wonders in my garden where plants from..... were a failure. Enclosed find list of plants that I wish for this year.

April 15th '26.

Mr. John Crawley, of Easton, Pa., writes: Enclosed find an order for more plants. The ones that I ordered last year came in good condition and are looking fine; thanks for the generous count.

Little Falls, N. J., 4-22-'26.

Our friend, William Selle, writes us: We have received all of our plants in first-class order and wish to thank you for promptness and extra count.

Union, West Va., July 23rd.

E. W. Townsend & Sons

Dear Sirs:—This Spring we picked over one hundred bushels of berries that we kept count of off the 2,000 plants purchased from you some time ago. The berries were extra fine and brought a good price in town. Kindly send me your new catalogue when you get them as I certainly don't want to miss getting some more of your plants.

J. Walker.

Kingham, Kansas, December the 28th '25.

E. W. Townsend & Sons

The spring of 1924 I purchased a few World's Champion Everbearing plants from you. I set 4 square rods of ground in them. Besides what we ate, I sold the first year \$62.00 worth of berries from them; the second year I sold \$63.25. There is a good demand in summer and fall for berries here at 35c to 45c a quart. We highly recommend your plants and service.

I. Scott.

(Note—Mr. Scott purchased 150 plants.)

Hancock, Md., March 20th.

E. W. Townsend & Sons

Gentlemen:—The piece of land that I picked strawberries from last year was 30x30 ft. and the yield of this patch netted me \$55.00, after paying all expenses of picking. Enclosed find order for \$15.00 as I want to increase my setting this year, for you certainly can make money off of Townsend's plants.

W. Faith.

Monsey, N.Y., February 26th.

E. W. Townsend & Sons

Dear Sirs:—Had a fine stand of plants for picking this past spring. Off of a setting of 1,000 plants I picked four hundred and sixteen quarts at one picking. Find enclosed order for this year as we would not be without your plants.

A Messenger.

Chaney, Md., May 16th.

Dear Mr. Townsend:—Just started shipping Premiers Saturday. Have been getting \$12.00 per crate. Will get about 25 crates today. They are the finest berries I have ever seen and great yielders. Enclosed find check for part payment on 30,000 plants to hold for me until next spring. I do not want to be without your stock.

J. Chaney.

(Note—Mr. Chaney cleared at the rate of \$1800.00 per acre.)

RUSH THIS ORDER

From

P. O.

State

E. W. Townsend & Sons

PLANT FARMS

SALISBURY, MD.





DON'T OVERLOOK OUR RAINBOW DAHLIA GARDEN MIXTURE on page 19 of our catalogue; a real value for one who is not particular as to named varieties.

Selected Dahlias of Merit

IN offering our choice varieties of Dahlias listed in Catalogue we wish to state that after careful selection in the Trial Garden of over four hundred varieties, we have selected these varieties as being far superior in every way and will please our customers who purchase them. Practically every color is represented that go to make up a riot of colors in your Dahlia Garden. For exhibition you will find some of the largest varieties grown listed. We furnish large matured divisions or small clumps. **AND GUARANTEE THAT EVERY BULB PURCHASED FROM US WILL BE AS REPRESENTED and TRUE-TO-NAME; TO ARRIVE IN THE BEST OF CONDITION AND PROVE ENTIRELY SATISFACTORY.** If any should prove otherwise we will gladly replace them free of charge; you run no risk in ordering from us.

A Get Acquainted Collection Offer

An Offer of Extra Value
All Choice Decorative Dahlias

One Bulb each of the following varieties, sent Parcel Post Prepaid ----- **\$6.00**

Colossal Pink
Mrs. James A. Babbitt
Mrs. Ide Ver Warner

Bashful Giant
Snowdrift
Tommy Atkins

Catalogue Value \$7.25



“Town-King”



The New Perfect Flowering
Late Berry
Without
A Fault.



This Great Big Red Delicious
Strawberry Is Going To Be
Worth Millions Of Dollars To
The Strawberry World.

THIS is what Uncle Tommie Washburn told us when he gave us the plants and the sole right to propagate it for sale in the Spring of 1920. After

fruiting this variety on different soils for five years we have decided that Uncle Tommie was right in his prediction. We have never found a berry to compare with it for firmness in quality, for beauty in color, or shape. Has the most ideal plant of any variety grown—in this respect it is in a class by itself. In productiveness it is all that anyone could wish for. The large stalky plants that stand up above all others are simply weighted down with the extra large firm blood red berries.

The “TOWN-KING” will mean as much or more to the strawberry growers of the country as the Delicious apple meant to the apple growers. We have never introduced a new variety in greater faith than we are the “TOWN-KING”. We are pricing it so low that the most humble customer can secure some of these plants this season. **Prices: 25 plants \$1.00; 50 plants \$1.50; 75 plants \$2.00; 100 plants \$2.50; 250 plants \$6.00; 1000 plants \$20.00; 500 plants at the 1000 rate.** If wanted by parcel post prepaid, add 20c per 100; \$1.00 for 500.

NOTICE—In order to protect our customers who purchase these plants as well as ourselves, we reserve the right of sale on the “TOWN-KING”. No one who purchases these plants or has them given to them for trial will be allowed to offer them for sale under the name of “TOWN-KING” or any other name. “TOWN-KING” is a coined word, and a copyrighted production, and no one can use the word without violating the copyright laws of the United States. We felt that this was the only way we could protect the public against fraudulent use of this name and this grand variety which is sure to become a leader in a short time.



TOWNSEND'S
20th CENTURY CATALOGUE
STRAWBERRIES
And How to Grow Them.

