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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.





PREMIER *(Howard 17)*

Stands Supreme as an Early Money Making Variety

NOTWITHSTANDING all the good varieties on our list, which includes both old standard varieties, as well as our new introductions, we feel that we must give PREMIER the place of Honor on our list.

In over thirty years in growing and shipping strawberries I have never found a variety to give the universal satisfaction that Premier has given as an early variety.

First—Premier has never failed, to my knowledge, in any section of the country to produce a big paying crop every year.

Second—It is a hardy grower, does well on any rich garden soil.

Third—It is a long season variety, beginning to ripen with the earliest, and continuing until most varieties are gone.

Fourth—Outside its great frost resistance, it seems to be immune from the general strawberry diseases such as Blight, Rust, and subject to insect pest like black beetle. Nothing seems to hinder it from growing and producing its large crop of good quality berries every year.

Fifth—It is a general favorite in all markets, as it stands up well under most conditions as a general market variety.

Sixth—Larger profits have been reported from Premier than any other variety we know of.

Seventh—When any variety has reached a point where eighty-five per cent of all varieties planted are planted to this one variety, it is certainly worth considering from a beginner's standpoint.

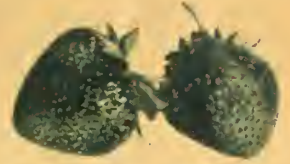
For the past ten years the Townsends Nurseries has made this variety a specialty. This season we have grown more than twenty millions of as fine Premier plants as we have ever grown or seen grown, and are offering them at a lower price than we have been able to offer them before. You will make no mistake in ordering Premier plants this year. And positively no mistake in placing your order with Townsend. We are able to offer special prices to large growers and associations. No order too large for us to handle. And plants can be shipped just when you are ready to plant. Every plant guaranteed strictly true-to-name, and a strong healthy, vigorous plant.

E. W. TOWNSEND & SONS

GROWERS OF HIGH GRADE

Strawberry Plants

and Other Small Fruits



SALISBURY, MD.

Dear Folks:

I have just finished writing this, my 28th Catalogue. And I want you to receive the entire 32 pages as a personal letter to you. For just such has it been written. I have tried to tell you the plain truth on every page in my plain old fashioned way.

One thing I know, you will all rejoice with me on the fact that we have been able to grow for you the largest and finest crop of strawberry plants that it has ever been my pleasure to grow. And to offer them to you at a very big saving in cost.

Hundreds of our good customers, from all parts of the country have visited our nurseries this year, and have seen with their own eyes just what we are offering them here. It is my greatest wish tonight that everyone of you could have done the same thing.

More than fifty millions of strawberry plants alone have been grown on our farms this year, and every plant, every row, strictly clean, healthy, and productive. Grown on the finest soil that could be selected, in this the most favored spot on earth for the growing of nursery stock.

It would be impossible to build more quality into plants than we have done this year. Our seasons have been the best from start to finish. Our plants have not wanted for moisture or nourishments of any kind. We are actually putting more dollars into the quality of the plants we sell than any other concern in the business. And for that reason our customers should expect to receive more for their money when they send an order to us than any where else.

I want to thank every one of our customers for their co-operation last year. For you made this the banner year of our history. Thousands of orders were received stating that you had recommended our plants and our service. This service is naturally mutual, for we are able to hand it back to you in the way of lower prices and still better service.

In closing I want to say that if there has been a single customer that has not been fully satisfied I am never too busy that I can not find time to keep you a satisfied customer and a friend, who will always say a good word for us when you can.

As stated in the beginning this book is my letter to you. I would like to receive a letter in return from every one of you whether you send an order or not. And would like to have as many of you as possibly can visit us. The latch string is always open. Wishing every one a most successful year I am yours,

Sincerely,

E. W. Townsend.

President

TOWNSEND'S PLANTS HOLD THE WORLD'S RECORD FOR HARDINESS AND PRODUCTIVENESS

(Copyright 1927 by E. W. Townsend & Sons)



STRAWBERRIES



Alphabetical List of VARIETIES of STRAWBERRIES

From Extra Early to Very Late in Season with

Short descriptions of the leading standard varieties, and true descriptions of the newer varieties, as we have found them on our own trial grounds, together with the descriptions sent in to us by our thousands of customers, and the various Experimental Stations, throughout the country.

Extra Early Varieties

EXCELSIOR (per) This was at one time the most popular extra early variety. Fruit very small and very sour. Its only value being its earliness and good shipping quality. Sold in small lots only to those who want this old extra early sort.

GOVERNOR RITCHIE (per) Ripens very early, fruit medium to large, very productive of irregular size and shaped fruit, quality only ordinary. One of the most beautiful, and easily grown plants, does best on heavy soil.

Improved Klondyke (per) Same as the old standard variety Klondyke except improved through plant selection. One of the most valuable market varieties for the Southern half of the country where a real market variety is wanted. Our select strain of plants produces much larger crops today than they did when

first originated. Requires good soil to do its best. But will yield fairly good returns on medium poor soil and with as little attention as any variety. We are headquarters for this grand variety. And have millions of plants this year grown on light virgin soil.

LORD-SALISBURY (per) This variety was introduced by us three years ago under our guarantee that it prove as represented or money would be refunded. We sent Lord Salisbury in to practically every state and have never been asked to return a penny. But have received many good reports from all sections and especially the South. This variety begins to ripen very early and continues to fruit over a long time. Fruit of the Klondyke shape and appearance more firmer than Klondyke, and will yield much more fruit under same conditions. Eating quality very mild and sweet, one of the most hardy plants grown. And a variety sure to please the commercial growers, especially in the



50 ACRE FIELD
of
PREMIER
Photo Sept. 1st



Southern and Eastern States, where shipping quality is necessary.

MISSIONARY (per) Townsends Missionary, is without exception the best known variety of strawberries in existence. And is more largely planted than any



FORD, The Universal Strawberry

other in Florida and other Southern states. A strong, hardy grower, and very productive of medium to extra large firm bright red berries with excellent quality.

We have specialized on this variety for twenty years and today have it more perfect than at any time since we have been growing it. Townsends Select Missionary is the Ideal early strawberry for the South. And always remember Townsends Nurseries are headquarters for Missionary plants. We grow these plants by the millions on new light soil and can always make shipment during winter months.

Besides we ship every fall commencing Oct. 15th, many millions to the Florida growers. Our stock is fully up to the standard. And prices reasonable. If it's Missionary plants you want don't fail to send Townsend your order. Such Growers as the Plant City Growers Assn., Plant City, Fla., will have nothing else. There must be a reason:

Mitchells Early (per) This is an old time favorite. One of the finest for home use as an early berry, where small size is not objectionable. It is more like the wild strawberry in taste than any other berry on the market today.

PREMIER (per) It would take a book ten times as large as this to tell one-half the good things that might be said about Premier.

As an early variety, Premier stands in a class by itself. And it is hardly worth taking the space to say much about it here, for nearly every one

of our customers knows just what it is. 85% of all the strawberry plants we sold in the Northern half of the country last season was this variety. Our sales amounted to nearly ten million Premier plants. For the new beginner, we will say Premier is very early, of extra large size, bright red in color and excellent quality and one of the most productive varieties grown. Season starts with the earliest and lasts until most varieties are gone. Has never been known to miss a crop in any section on account of late frost. Plant Premier and you have the biggest money maker and crop insurance.

Our present crop is more than 20 millions of plants of this grand variety.



Townsends Plants in New England

PRINCE (per) For the Southern half of the country the Prince is a grand early variety nearly as good as Premier is for the Northern

half. Season very early. Large size and good quality, very productive and frost proof. Not recommended for the North.

ST. LOUIS (per) We heard so much talk of the St. Louis as an early berry that we sent South last year and got a supply of plants. In season it is as early as Excelsior, or the very first to ripen. Fruit at the beginning is as large as pullet eggs and same shape. Color very light red and flavor mild and sweet. It is a clean grower, and will please most growers wanting an extra large and extra early berry for home use.

HAYERLAND (imp) In some sections Haverland is still planted largely, it is a strong grower of medium size, long pointed berries of very ordinary quality. I cannot see how any one would plant Haverland when they could get such varieties as Premier.

LADY THOMPSON (per) Season early to mid-season, planted only in the Southern States at this time, produces a fair crop of only ordinary quality fruit, not as good as Missionary.

Mid-Season to Late Varieties

AROMA (per)
One of the best medium late standard varieties.



*Picking and Cultivating Mastodon
OCTOBER SCENE on Townsend's Plant Farms*

Not recommended as a general market variety as the color is against it.

Success (per) In some sections this is a favorite, season very early, fruit medium to large, not firm enough to ship far. Quality very good for home use.

Early to Mid-Season Varieties

DR. BURRILL (per) The Million dollar strawberry, of the Dunlap family. Dr. Burrill is to the north and west what the Klondyke is to the South and East. Will stand lots of abuse and still grow a bumper crop of medium to large berries of excellent quality, for best results should be restricted in plant growth.

Senator Dunlap, Same description as Dr. Burrill.

Delicious (per) This variety is of the Dunlap family, and so far as I can see is no improvement over Senator Dunlap, although it is a distinct variety.

Seems to be adapted to most all soils and climates, more so than any other variety grown. Many of the largest Associations in the West plant nothing else.

Aroma is a clean plant and a very hardy grower. Fruit large size and excellent quality, ranks as one of the best shipping varieties. Fruit holds a uniform size throughout the season and is very productive. We grow Aroma plants by the million every year and our strain is considered the very best to be had. Special prices to large growers and Associations.

BURGESS (per) This variety originated in Alabama a few years ago, said to be a cross of Bubach and Aroma. It resembles the Aroma very much. Season late, a fine large berry that is very firm and excellent quality. It is highly recommended in the South and Southwest. Burgess is a great plant maker and for this reason should be restricted to narrow, matted rows or grown in hills. Does well on medium

high soil, fruit large to very large and good quality, very productive.

BIG JOE (per) For about twenty years Big Joe has been a leading medium late variety in the Eastern States and grows in popularity every year notwithstanding there are introduced most every year very promising late



for home use, as it is very thin skinned and will not stand shipping, flavor sweet and mild. Extra large and very productive. Not suited for the Southern states.

GIBSON (per) Gibson is a favorite in the Northwestern states, and was once popular in the East and known as the Parsons Beauty. But is seldom planted in the Eastern states any more. Fruit medium to very large, irregular in size and shape, quality very poor and too soft to be classed as a shipping berry. Grown mostly for the great quantities of fruit it produces and not for quality.

Glen Mary (per) Glen Mary is fast losing



More than 100 Acres in this Field of New Ground Plants

varieties. Big Joe is one of the most productive and one of the largest berries grown. And always brings top prices, quality good enough for a king.

COOPER (per) The Cooper is a midseason variety that ranks in size with the largest berries grown. It is somewhat misshaped and not as regular in size as Big Joe and lots of others. In quality it is very mild and sweet and is proving a great favorite with the local market gardeners, as the trade always comes back for more. Very productive and a good money maker for market gardeners.

DE LUES JUDITH (per) This is a very large and very productive variety suitable for home use or nearby market, of the New York family, quality very good. For home use will please you.

NEW YORK (per) There are at least a dozen names for this variety which shows its great popularity. Corsican, Uncle Jim Ryckman, are some of them. Specially recommended

out as there are so many more better varieties of same season. Only a very few growers in the East grow it any more. Medium to large in size, quality ordinary and moderately productive. Especially adapted to some soils.

Marshall (per) Marshall is fast disappearing from the markets, it was at one time the most sought for plant for home use. Not as productive as some varieties. But every berry is ideal in size and quality, and very pleasing to the taste. Sold only in small lots.

"MAY-QUEEN" (per) The Queen of Quality, and Quantity. See description, page 12.

"TOWN-KING" (per) The New Perfect Flowering late berry without a fault and the right mate for the MAY-QUEEN. See description, page 31.

Nic Ohmer (per) A very valuable variety for home use or market. Season medium to late, fruit large to very large and excellent quality. Not very productive.

Special Bargains in left over strawberry plants

JN filling the thousands of orders in the rush season it is impossible to dig the exact amount of plants every day to fill our orders.

For this reason we have left over after the day's pack several thousand good plants, that we had much rather make a low price on and clean up every day than to carry them over.

Other times in bringing in the plants from the fields the tag is lost off the basket bearing the name of the variety.

In selling these plants we do not guarantee labeled plants or any particular variety. While most of them will be labeled and true to name.

We do guarantee that they will be good fresh dug plants, and we will try our best to pick varieties when possible to suit your climate.

When ordering this stock just mention Surplus plants.

PRICES

500 surplus plants	\$2.00	5000 surplus plants	\$13.75
1000 surplus plants	3.00	10000 surplus plants	25.00

Mrs. Johns of Penn. writes that from the 5000 surplus plants purchased from us in 1925, she picked over 5000 quarts of the finest berries and realized 25c. per quart; that she was well pleased with her bargain plants.

Mr. Sampson of Conn. writes that when I sent you \$3.50 for 1000 surplus plants I did not expect to get such a bargain. I never saw finer plants than you sent me, and most of them are labeled and I know what they are. I truly am well pleased and feel like I ought to send you \$3.50 more for giving me such a square deal.

Parsons Beauty (per) Same as Gibson.

Paul Jones (imp). This is one of the most productive varieties, fruit medium in size and quality ordinary. But where a berry is wanted that will turn out the quarts it is hard to pass, grows well on most any soil, and a favorite in some localities in the Eastern States. Should be fruited with Big Joe, Cooper, Aroma or some such variety.

Sample (per) Sample is fast disappearing as a favorite; in some sections it is still planted and produces a good crop of ordinary quality. But there are certainly many others that are much better in every way. We still grow it, for some customers demand it.

Late to Very Late Varieties

CHESAPEAKE (per) One of the leading late varieties for home use or market, fruit large to very large and of excellent quality. Very productive when planted on good strong land. Makes just about enough plants for a good fruiting row. It takes mil-

lions of these plants every year to supply our trade. Never plant Chesapeake on high, sandy soil.

CRAWFORD 25 (per) If you are looking for quality fruit pass this by. But if you want quantity and large size and not particular as to quality then you can hardly beat Crawford 25.

FORD (per) The Ford is a Townsend Production and one that we are proud of. Ford has more than made good every claim we have made for it and is making big money for growers in every section of the country. A strong, hardy plant grower on all soils. Fruit large, firm and good quality. And ranks with the very best in production.

Gold Mine (per) We have been asked for this variety so many times that we have put it in stock. It greatly resembles the Gandy in plant growth and in fruit. Some of our customer's claim it is more productive than Gandy and grows better on lighter soil.

GANDY (per) A very late berry of excellent quality. Does best on low marshy or swampy land. (Never plant on high, sandy soil.)



E. W. T., Jr. and His Strawberry Garden

LUPTON (per) A very large handsome berry and an excellent shipper. Berries compare in size to such varieties as Chesapeake, Very attractive in appearance and a good seller on all markets. Not as productive as some varieties. But nearly every berry is perfect. Our sales increase every year on Lupton plants.

MASCOT (per) This is one of the latest, and one of the largest berries we have grown. Only surpassed in size by World's Wonder. And in quality it will please both for home use and market. Grows well on most any good soil in any state. And will prolong the shipping season over most late varieties a week to ten days.

McALPINE (per) A very valuable late variety for high, sandy soil, fruit medium in size, very prolific and excellent quality. Recommended for home use or market.

PEARL (per) This is supposed to be the very latest strawberry known to date. And is an excellent variety to prolong the season, a strong hardy grower on most soils and climates. Fruit large to very large, firm and sweet. Certainly a valuable variety where a late berry is in demand.

TOWNSENDS BIG LATE (imp) A Townsend Introduction introduced by us in 1911, found growing on our farms in 1906. It has been grown in practically every section where strawberries are grown and has proved itself a great money maker for the average grower. I have never tasted any berry that has a finer flavor. It is surely the aristocrat of the standard varieties for quality. Plant it with Ford, or Town-King and it will surely please you.

WM. BELT (per) For a good many years Wm. Belt has been known best for its good eating quality. Fruit large to very large and a good variety for home use or local market. Very productive. A great favorite in the Middle and Northern States.

WORLDS WONDER (per) Worlds Wonder has gone unchallenged for years as the largest berry grown. Frankly it is too large to be pretty. Very mild in flavor and a great favorite among market gardeners and home gardens. A wonderful product, takes but a few plants to furnish a large family with all the berries they can use. Will grow anywhere strawberries will grow.



A Field of
"TOWNKING" and "MAY QUEEN"

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.



E. W. Townsend, 3rd, and His Favorite Dish

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.



EVERBEARING STRAWBERRIES

"LUCKY-STRIKE" (per) Heads the list as there is no variety yet that can touch it for quality. For this reason one of our Customers has called it the aristocrat of the ever-bearing family.

Fruit very firm, rich glossy red of medium to large in size. Ripens a big crop in sixty days after plants are set and continues all summer and late fall. Makes plants freely when allowed to grow in matted rows, but should be restricted as all other ever-bearers and grown in hills for best results. The second year it produces a heavy spring crop of good size high quality berries and continues all summer and fall as first year. There is none to equal it for home use. We are the Originators of Lucky Strike, and for five years sold it at \$1.00 per plant. And the third year the demand was so great that we bought back every plant we could from our customers who had purchased it from us at the same price, \$1.00 per plant.

We have never been able to get a large stock of these plants, the demand being so great every year. And the price has necessarily remained high. This year we have about one hundred thousand Lucky Strike plants and advise placing orders early to secure some of them. If you will purchase 25 plants this spring and let them make runner plants you can set a large garden to them the following spring and nothing will satisfy you more than a garden of the luscious berries all the year.



LUCKY STRIKE

MASTODON (per)

For commercial purpose the Mastodon is the winner, it is the largest ever-bearer in size, and a great money maker for the market gardener. Mastodon is firm enough to market a good distance, where a home market is not near at hand to take all the berries you have. The plants are strong and healthy, and produce the entire season from sixty days after planting until hard freezing sets in. We have had thousands of folks



Genuine MASTODON

from all over the United States visit us this season and nothing we had to show them seemed to interest them like our fields of ever-bearing strawberries. We have fifteen acres planted to Mastodon alone, I wish it were possible for every one of our customers to have visited us and seen with their own eyes this wonderful field of plants. It is easy to grow Mastodon strawberries, and to make big money growing them. On ordinary rich soil one can easily expect from 5,000 to 6,000 quarts the first year plants are set and any market will pay from forty to seventy-five cents per quart for all you can grow and deliver. I know of no other crop that will pay so much money in such a short time. We figure our crop of Mastodon plants to be around 2,000,000 plants which will not be enough to last throughout the shipping season. And the only sure way to get these plants in this Spring is to place order as soon as you get this catalog. They surely will not be any cheaper, and you may not get them at any price late in season. This is the third year we have grown Mastodon. The first year it took us the whole year to weed out the mixed plants that were sent to us by the introducers. We have for three years gone over every row, time

and time again, and have weeded out until there is not a mixed plant in our fields. So now our friends who want this valuable variety can get the true Genuine Mastodon plants by sending their order to us and get them at the right price, and when they are ready to plant, by just sending the order early. We absolutely guarantee to refund any money you pay us for Mastodon plants that do not please you.

PROGRESSIVE (per) Is the first genuine ever-bearing strawberry that convinced the doubters that there was such a thing as strawberries all the summer and fall.

For the South it is still a good dependable variety and will fruit under most severe weather conditions. It is also very valuable for home garden. The fruit is small but good quality. Should be grown in hills.

WORLDS CHAMPION (per) Worlds champion is an improved Progressive in plant growth it is same, and fruit of same quality and appearance. The size of fruit will average larger and might produce more fruit. I would just add that if you can buy Lucky Strike or Mastodon, you will be better pleased. But if you can not possibly buy these then plant some Champion.

We have made over \$1,000 an acre several times from the Worlds Champion. But we expect to more than double this this year from Mastodon. Cost no more to grow Mastodon than Progressive, or Champion and your profits will surely be doubled.

Strawberry Plants Is Our Long Suit

But so many of our customers want other small fruit plants that we have been growing them for years in a much smaller way than we do strawberry plants. We have found that the best Raspberry plants in the country can be grown in the state of Ohio. We have a branch out there and practically all your orders are filled from this branch.

We can grow the best grapevines on the Del-Mar-Va, Pens., that we have ever seen and we grow these by the Millions. Blackberry and Dewberry plants we grow to perfection. Also Asparagus roots, flower bulbs, etc.

Currants and Gooseberry plants we have discon-

tinued owing to the drastic Federal laws that prohibit their being shipped into various states. Any of our customers can feel perfectly safe in placing any order for small fruit plants in our hands.

We contribute our success to the fact that we have always given our customers the best plants it was possible to grow. And at a live and let live price. That our location allows us to ship our customer's order at the proper planting time. This fact alone has been worth millions of dollars to our customers.

Every year we receive thousands of orders from new customers. To those who have received this catalog and have never sent us an order I want to say you will receive just exactly the same kind of plants and the same treatment that all those have received whose testimonials appear on these pages. We have no preference in our dealings. Every one at the first table. And every one served alike.



- No concern in America, can sell you better plants at any price.
- No concern can undersell us and give you anything like the same quality.
- No concern in America grows as many strawberry plants as we grow.
- No concern in America has any better soil than we have for plant growth.
- No concern in America has a more up-to-date system of growing the crop.
- No concern in America has a more loyal force of help to handle the crop.
- No concern in America will appreciate your order more than we do.
- And no concern in the World will try to give you better service.



WORLD CHAMPION



MY NEW QUEEN

(Name Copyrighted "MAYQUEEN")

WHILE "MAYQUEEN" is new to you, it has been thoroughly tested for five years. It is a scientific cross between PREMIER, and Townsends Big Late. When we consider for a moment its parentage it should naturally be expected that it should prove a most wonderful variety. "MAYQUEEN" has the characteristics of both its parents. In plant growth it resembles Townsends Big Late. Plants are beautiful, strong and healthy and hold the loads of fruit well off the ground. Like Premier, the plants produce several crowns, and every plant is loaded with the finest quality fruit. Berries are extra large top shaped and beautiful bright red in color, and when I tell you that it is more productive than either of its parents, I am merely stating the true facts. In a test plot, side by side, MAYQUEEN, produced one-fourth more berries than Premier. The quality is as near perfect as a strawberry can grow. The texture is very firm and will be classed as a long distance shipper. The flavor is mild and sweet, the bright red color runs to the center.

"MAYQUEEN" is as hardy in bloom as Premier. It is frost-proof. It has also proved a great drought resister. In the five years we have grown and tested it on every variety of soil we have, it has never failed to produce a perfect crop. In season it should be classed a late variety. Although it begins to fruit about midseason and lasts until most very late varieties are gone. It has an imperfect flower and should be planted with our "TOWNKING" for very best results. We consider this the Ideal mate and the two most Ideal strawberries we have ever grown or seen grown. Introduced this year under our usual guarantee that it prove just as described or money refunded. Remember we take all the risk of its pleasing you. And you have the chance to stock up on the best variety ever grown and tested by us.

We Offer You A Special Inducement!

These Well-Known Varieties

Every Garden On This Page Delivered To Your Door Prepaid At These Low Prices

AT COST!

Special Everbearing Garden, No. 1

100 Worlds Champion }
 100 Mastodon } **Only \$4.00**
 Catalogue Value \$4.25 } Free Delivery

Home Garden, No. 2

50 Dr. Burrill }
 50 Ford } **Only \$2.75**
 50 Delicious } Free Delivery
 50 Big Joe }
 25 Lucky Strike }
 Catalogue value \$3.00 }

A Garden of Big Berries No. 3

100 Premier }
 100 Aroma } **Only \$3.00**
 100 Dunlap } Free Delivery
 100 Cooper }
 Catalogue value \$3.50 }

A Garden Fit For A King, No. 4

All New and Valuable Varieties

100 Mastodon }
 100 Town-King } **Only \$10.00**
 100 May-Queen } Free Delivery
 100 Lord Salisbury }
 100 Prince (early) }
 Catalogue value \$10.30 }

Let's Resolve To Grow Our Own Strawberries!

If we should happen to meet each other face to face and I offered to give you just all the strawberries that you and your family could eat (no matter how large your family was) for two or three dollars, and that all you had to do was to unwrap a package and put the plants in the ground, and when you get up of a morning (when you had a feeling in your stomach that would make you think: "Oh, what's the use of eating?"), then go out and work around these growing plants, so that when you came in for breakfast the stack of hot cakes would look like a pile of dimes on the plate—you would not let me get away before you had contracted for two or three gardens. This is

just what we are offering you, no strings attached to this; there is only a 2c postage stamp between us. Drop us a letter for one of these gardens. We will do the rest of living up to the contract.

There is absolutely no profit to us in any of the above gardens, and our only object is to introduce our high-grade plants so that you will become regular customers and tell your friends how much you have enjoyed these Townsend Strawberry Gardens. If any of the Gardens are too small just double the amount of remittance and we will send two gardens instead of one.

Grow Townsend's Plants The Townsend Way—And You Will Never Complain About Your Strawberry Crop

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 \$.50 }
 50 Delicious50 } **Our Special Price to**
 50 Everbearing 1.50 } **You, \$2.25**
 Catalogue Price \$2.50 } **Free Delivery**

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 \$.90 }
 100 Aroma90 } **Our Special Price**
 100 Dr. Burrill90 } **\$4.25**
 100 Chesapeake 1.00 } **Free Delivery**
 100 Ford90 }
 Catalogue Price \$4.60 }

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. } **Our Special Offer**
 2 Best Red Grapes, 2 yr. } **Price, \$2.25**
 2 Best White Grapes, 2 yr. } **Free Delivery**
 Catalogue Value \$2.70 }

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 } **Our Special Price**
 100 Best Medium to Late } **\$4.00**
 100 Best Late } **Two Collections**
 100 Best Very Late } **1000 Plants \$7.00**
 Catalogue Value \$6.00 } **Free Delivery**



THE SEVEN WINNERS

COVER THE SEASON
FROM EARLY TO LATE

NEEED no lengthy description, as they have all been tried and tested—in the home garden, by market gardeners and large planters. Their popularity is still growing every year. We offer special low prices as listed below.

All Money-Makers—Big Crops of Big Red Berries Which Will Sure Bring The Profit

Premier	Dr. Burrill
Aroma	Big Joe
Ford	Chesapeake
May Queen	

SPECIAL PRICES:

100 each these 7 fine varieties, post-paid.....	\$7.00
250 each these 7 fine varieties, post-paid.....	14.00
500 each these 7 fine varieties, express collect.....	20.00
1000 each these 7 fine varieties, express collect.....	35.00

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 pleases 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.

Our Lady Friends Make Big Money Growing Townsend's Strawberries

What just a few have done

Mrs. Hester McDougal, of Missouri, made \$150 from 1,000 Mastodon Plants.

Miss Josephine Dewy, Scranton, Pa., made \$120 from 800 plants first year.

Mrs. Gladys Taylor, L. I., N. Y., made \$267.50 from only 2,000 plants.

Mrs. Georgie Moore, from Connecticut, writes she made more money from less than half acre berries than her husband did from a forty-acre field of other farm crops. She netted nearly \$800.

Miss Joes, a school teacher from New Hampshire, made \$450, from an ever-bearing garden on plants set out in May first year.

Mrs. Carrie Townsend, of Maryland, states she is making \$15.00 per week from her ever-bearing garden; has been picking berries since July 1st, and still picking strong October 1st.

WE could find thousands of letters by looking through our files, where our lady customers have written in telling of their pleasure and profit in growing our Strawberry plants.

Also, thousands of school children throughout the country are making plenty of money every summer in growing our Ever-bearing Strawberries. It is only pleasure for the "kids" to work with these berries, for in only a few weeks after the plants are set they have plenty of berries to eat, as well as to sell their neighbors.

One of our home boys has reported already this season over \$600 clear cash from Mastodon Berries.

They are easy to grow, and easy to sell, for everybody likes strawberries. And as I have stated many times before, please do not fail to set enough plants for the kiddies to have all the berries they can eat, even though you have not time to care for a larger patch.

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.

OUR CUSTOMERS WILL ANSWER FOR US, MANY QUESTIONS ASKED US EVERY YEAR

"Are your plants hardy enough for our cold climate?"

Tried plants from all over the country none as good as Townsend's.

From Bristol, Conn., 1927—You already know that I have been a long time customer of yours. Well there is only one reason for this. I have tried plants from all over the country and none does as well for us as your hardy eastern grown plants. Hundreds of folks who have seen your plants growing here have sent you orders. So Townsend's Plants are a living testimony for themselves. Wishing you every success, I am your pleased customer.

—Edward Themes.

No other plants as good as Townsends.

From Concord, N. H., 1927—Strawberry plants arrived in fine condition. We are more than pleased. They are all doing fine. No other plants seems to do as well here as Townsends.

—H. W. Libby.

Just our usual way of doing business.

From West Falmouth, Mass., 1927—Plants as usual received in fine shape and extra fine plants. Just your usual way of doing business.

—D. L. Pinn

Plants received in fine order.

From Chepucket, R. I., 1927—Plants received in fine order, fine plants and plenty of them. Thanks for your generosity.

—G. A. Colwell.

Townsends beat all others.

Springfield, Mass., July 6th, 1927.

E. W. T. & Sons.: I feel that I must write you about my order for plants last Spring. I was a newcomer here. But had used your plants in Pa. Folks around here stated I was foolish to send to you for plants. What I needed was home grown or more Northern Grown. I said well I have used them for years in Northern Pa. and have found them best I ever saw. So am going to try them here and if they do not succeed will try your plants. I ordered five thousand plants, Spring, 1926, as your books will show. They came in fine shape as usual April 20th. I set them out in a few days after arrival and before some of my neighbors' plants were set out my plants were well started. The results were I had the only real patch of plants in this section. And have picked more berries from my little patch than any other man here. You will receive many orders next spring from here and have already received a good many last spring after they had seen mine. Best wishes,

—O. M. Jelfrey.

Townsend plants always right and true to name.

From Manchester, Conn., July 10th, 1927—We have just finished picking an acre of your berries which produced over 9,000 quarts of the finest berries I ever picked. I always send my order for plants to you, because I know they are always right.

Signed—M. H. Warner.

Townking made fine showing.

From Bangor, Maine, Sept. 1st, 1927—I feel I must tell you about the wonderful "TOWNKING" Plants you sent me last year. These plants produced more than one quart of berries to the hill of the finest quality I ever saw. I want enough to set an acre next spring.

—G. M. Sargent.

Plants in fine shape May 21st.

Thomaston, Me., May 21st, 1927—Strawberry plants received today in elegant shape.

—O. A. Robinson.

From South Elliott, Maine, June 8th, 1927—I was recommended to you by an old customer here. And am more than pleased with your plants, they have started best I ever had any to do. You will get more orders from me.

—Edgar N. Brooks.

From Morrisville, Vt., 1927—For five years I have been growing your plants. They have always given perfect satisfaction. And I have found everything as described in your catalogues. I have found Townsends Nursery a very satisfactory place to deal and have turned many of my friends to you.

—R. J. Hourtin.

Plants arrived in perfect condition.

Middletown, Mass., April 27th, 1927—I am glad to report plants arrived in perfect condition and am well pleased. I shall be able to give you a much larger order next spring.

—Percy H. Williams.

Very best plants I ever bought.

Still River, Mass., Sept. 22d, 1927—Regarding the strawberry plants bought of you last spring I am very well pleased. Best plants I have bought in ten years. I shall advise my friends to deal with you.

—Joseph Stebbins.

Pottsville—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.

—C. F. Whitmore.

Newton, N. J.—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.

—Geo. Hursh.

Millville, N. J.—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.

—Chas. D. Andrea.

Cambridge, Mass.—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.

—H. Downing.

Picked 1170 quarts sold for \$184, and had plenty to eat from only 1000 Townsend's plants.

Mrs. Scott Walther of Naples, N. Y., writes us Jan. 11, 1926: We are more than pleased with the 1,000 plants received from you in May, 1924. From the 1,000 plants we picked 1,170 quarts of the nicest berries we ever saw, that we kept account of, and had berries on the table every day for three weeks, three times a day. We received \$184 for what we sold, and could have sold lots more if we could have had them. Look for another order soon.



TOWNSEND'S

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

FOR BIG CROPS AND BIG PROFITS, USE



TOWNKING

TOWNSEND'S BIG LATE

BIG JOE

COOPER

MCALPINE

16 BIG SPECIALS

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 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.

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

TOWNSEND'S HIGH-GRADE PLANTS

LORD SALISBURY

HAVERLAND

W. H. PHILA.



TOWNSEND'S

16 BIG SPECIALS

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

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

CHESAPEAKE

The PRINCE FORD

TOWNKING

TOWNSEND'S BIG LATE

BIG JOE

TOWNSEND'S MISSIONARY

PREMIER

COOPER

LUPTON

MCALPINE

AROMA

KLONDIKE

GANDY

LORD SALISBURY

HAVERLAND

PHILA



CULTURAL DIRECTIONS



“The Way to Grow Big Crops and Make Big Money”

AS I stated to one of my Visitors the other day. There is no secret about the way we grow big strong healthy plants and great crops of berries. We just grow them Nature's own way, using plain, common, every-day sense.

First we never plant out a crop of strawberries until the soil has been fitted to receive the crop. Fall plowing is very essential, although not entirely necessary. By fall plowing we get rid of a lot of insects that work on the plants; the most dangerous of these is the grub worm and ants. It is always best to prepare land at least a year in advance by heavy application of manure on some truck crop. The land should be worked again just as early in spring as possible, if it has been fall plowed. And no matter how rich the soil we find that a liberal application of pure raw bone meal is needed to grow a good, strong plant. This can be applied in different ways. We now use this method. Mark off our rows with a land marker, and follow the marks with a one-horse plow and apply 500 to 1,000 pounds down this furrow, the quantity depending on just how much we feel the soil needs the manure. This furrow is gone down with a cultivator with small teeth and the bone meal thoroughly stirred and mixed with the soil. The row is then made up by lifting the middle shank from a five-tooth cultivator and placing two large teeth on the outside shanks, this nicely fills the trench and leaves a slight ridge that will settle nearly level after plants are set. Makes the first cultivation easy, as you can follow the small trench at the side of the plants without covering the plants. After the row is gone over with the hoe the plants should be setting just level with the surface.

Shallow and often cultivation is necessary. All weeds and grass should be taken out with the hoe before it gets a start, and better still never let it get started at all. We find by working a field of plants always before they need it, we save lots of time and money.

About further manuring. If the soil is rich or moderately rich, it will not be necessary to use any more manure for the first year's crop. But if the soil is thin during the summer months we give an application of well balanced fertilizer directly on the row of plants using a brush to clean the plants after the fertilizer is applied, and always applying it when plants are dry and

the ground is moist, and never in a very dry time. Just before a rain is the ideal time if you can catch it so. This summer application is much better than the old time spring application. As it helps to grow a large strong plant and that is what is needed to grow a big crop of berries. The spring application only puts on extra foliage and causes the fruit to be soft. Directly after the first crop is off, we recommend a heavy application of balanced fertilizer, 4-8-4 is good. Just before the field is cultivated or plowed this application will put new life in the plants that have just fruited, extra crowns will soon shoot up and new runners put out. We take out some of the old plants that have fruited and let some new plants form. The above is the Townsend way. We of course start with good plants. Heavy fruitful plants always come first, because you cannot possibly take a small run down plant and make a fruitful plant out of it. You are wasting time and money trying to do that.

What we call a good fruitful or productive plant is a plant that has been bred right from the start. Selected from a strain that has proved to be fruitful. Grown on new virgin soil with plenty humus to feed it throughout the growing season. Grown in a climate where it had



Roots 12 to 18 Inches

plenty time to get its full strength and fully matured.

You can not always tell a good fruitful plant at sight. Any more than you can tell good seed by looking into the bag. Nor any more than you can tell the laying quality of the chicken by looking at the egg.

A Strawberry plant may be large enough in size and at the same time be a weakling. Any strain of plants that is grown for years and years without restriction and the whole bed taken up and reset year after year, will soon run down in productiveness until they are almost worthless. This running out question is all uncalled for. No variety ever runs down in productiveness if it is properly handled under the rule of proper restriction. But on the other hand there are but few varieties originated that cannot be made more fruitful by proper restriction and handling.

The careless plant breeder has two reasons for not caring for his stock. First, ninety percent of the growers do not know how to preserve the productiveness of a plant, or how to increase its productiveness. Second, a productive strain of plants will not increase or multiply as fast as the common run down strain. As quantity is what they are after they get more of it from the run down strain than from the bred up strain. They just simply talk quality plants and grow them the easiest way possible. Sorry to say it. But it is a fact nevertheless. There are a majority of strawberry growers in the country that care more for price than quality. How any grower can go on year after year without seeing this mistake is more than I can explain.

The fact that the average yield per acre, taking the country as a whole, is less than 2,500 quarts, is proof of my statement.

If every grower would use the best productive plants and grow them the ordinary way, just as they are growing them now. The yield would come up to at least double the present average, or 5,000 quarts per acre.

To make doubly sure that all our standard varieties are being kept up to the standard in quality and productiveness. We make yearly tests in fruiting plots. And not a single variety we are growing but what is producing larger crops today than they did years ago when we first fruited them. To illustrate our yield on Klondyke (counted a shy bearer) last season was 6,500 quarts per acre. This was about 2,500 quarts better than it was ten years ago. This was under just ordinary culture. No acre of Klondyke properly grown on good soil an average year should produce less than 6,500 quarts. We have found this variety to run down very fast if allowed to go that way. Some varieties will hold up longer than others without proper breeding. But all need proper attention and

proper selection every year to do their best. And it pays any grower big dividends to know that he is getting the best productive strain money can buy. As it costs no more to grow an acre of the best strain than an acre of the poorest. And certainly the profits will be more than doubled. The first cost of plants should be the least consideration.

After the Crop is Grown Another Very Important Point is to Make Your Berries as Attractive as Possible.

By making the berries attractive, I do not mean to put all the big ones on top. This method is one of the biggest mistakes any grower ever made. He is only fooling himself.

The proper way to make an attractive pack, is to put just as good berries in the bottom layers and in the bottom of the basket as on top. This kind of a pack will soon attract buyers. The dealer will soon gain confidence in you and will pay you more money. His trade will call for your berries and be willing to pay most any price to get them. An honest pack is your best advertisement.

Any one who has good garden soil, and is near enough to a good market can make big money growing strawberries if they will follow these simple rules. The great DEL-MAR-VA Peninsula, of which our plant farms are a part is the largest strawberry section in the World. Although there are practically every kind of a truck crop grown here successfully. We find that the most prosperous farmers here are the ones who stick to growing berries and put most their time to this occupation. In talking to a crate manufacturer the other day he stated that he did not mind advancing credit to a strawberry grower for crates. For he was always sure to get his money.

I will say this much, in thirty years in growing strawberries, I have never failed to make a profit any year. I cannot truthfully say this of any other crop.

Mrs. Sargent makes over \$1,000.00 from half acre. Mrs. Mary Sargent of Vermont writes—I was about all done with strawberries until I received your catalogue several years ago and read it over. I concluded to try it once more. I had half acre prepared according to your instructions and set one-half or 2,000 plants of it to your ever-bearing plants and balance of 2,000 plants to your Premier. Last year I picked and sold to my neighbors and local store 2,400 quarts of strawberries from the ever-bearing, at an average price of 25c per quart, receiving \$600 for the crop. Last spring I picked from the 2,000 Premier plants over 2,500 quarts and received over \$400. My ever-bearing plants are now coming into bearing again and look just as good as they did last summer, and my customers are just waiting for the berries to come along.

Mr. McKinley of Penn. makes big money from Townsend's Plants. I am writing to tell you what a wonderful crop of berries I had this season. The 2,500 plants you sent me in 1926 produced over 1,500 quarts of the finest berries that ever went into our market. Everybody wanted them. I followed your instructions the best I could and am well pleased with results.

Mr. and Mrs. C. H. Opitz of North Car., well pleased with Townsend's Premier. Very sorry I did not learn about your plants, and especially the Premier sooner. Plants I bought two years ago are still fruiting heavily, and best berries I ever saw.

Mr. McCloskey of Pa. writes us again—We have just finished picking our crop of berries. We could never hope to have finer crop and prices were good. We use just as much pains in picking and packing our berries as we do in growing them. We stamp our name on every box and try to make every box just the same. We were getting 30 cents per quart when our neighbors were getting only half that much and theirs went dragging while we had to turn down orders. We never plant anything but Townsend's plants and always recommend them to our friends.



**Plowing Under Tons of Humus
Keeping Our Soil Rich**

My next choice of the standard varieties is about equally divided between several varieties, namely:

**AROMA, CHESAPEAKE, TOWNSENDS,
BIG LATE, FORD, BIG JOE, LUPTON,
COOPER, GANDY and WM. BELT.**

If I had my own say I would not grow any more varieties for my Northern or Eastern customers.

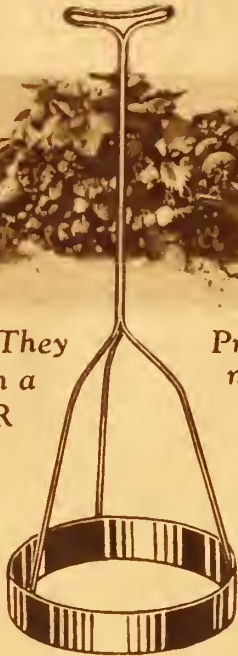
Mr. Weaver asked, what about the best ever-bearing for commercial growing?

I said Mr. Weaver, I have but one choice of a commercial ever bearer and that is the **MASTODON**. It will be a long time before we get a better one. Mastodon, is a wonderful variety and a wonderful hardy plant. A variety that fruits well on any soil the entire season and is sure to produce a paying crop. I know of no variety that will make more money for any grower if properly handled. Mastodon will fruit twelve months out of twenty-four, counting five months first year plants are set. And seven months the second year. And a paying crop all the time. Fruit larger than the average variety and very good in quality.

I then took Mr. Weaver out to our field of Mastodon plants and said here they are, now judge for yourself. After spending half an hour in the field of Mastodon, Mr. Weaver said, "Well I am like the boy who went to the circus and after seeing the giraffe, said 'Darned if I believe there is any such animal.'" He says I am delighted and I do not mind riding three hundred miles to see such as you have shown me. I expect to give you an order for enough Mastodon to set an acre next spring.



**The Way They
Look When a
KRUEGER
RUNNER
CUTTER
is Used**



**Price of Run-
ner Cutter
\$8.00 Each
or GIVEN
FREE with
a \$50.00
Order**

Our Select List of Best Money Making Varieties

For the Northern Half of the United States.

I am giving here the same list of varieties as my preference that I gave one of my New York customers today who asked me personally in my office to name him my choice money makers.

I said Mr. Weaver, Our New Berry the "May Queen" when properly fruited with such a berry as "Town-King" (plant three rows May-Queen and one row Town-King) is without exception the greatest money maker on the list. It has every point of character that goes to make a perfect strawberry.

Now Mr. Weaver, My Next choice as a money maker is the Premier. I say this because 85% of all the strawberry plants sold by us last season in the Northern half of the country was Premier, and because I have never known it to fail to make money for any one who has planted it.

Bigger Profits in Growing MASTODON Strawberries than any other crop and a chance to win \$50

Hundreds of our customers ask us just what they may expect from an acre of Mastodon strawberries.

I have figured out a very conservative estimate on one acre of Mastodon, as follows—

One Kruegers, runner cutter free—	
Cost of 10,000 Mastodon plants	\$180.00
Cost of Fertilizer	20.00
Preparing land and setting plants	20.00
Cultivating and hoeing	50.00
Picking 10,000 quarts	300.00
Crates and baskets	200.00
Hauling to market	50.00
Cost first year	\$820.00
Sales 10,000 quarts at 20c per Qt.	\$2,000.00
Net profit, \$1,180.00	

Cost carrying over plants for second year—	
Fertilizer	\$ 30.00
Mulching and spreading	100.00
Picking 5,000 quarts at .03c	150.00
Crates and baskets	100.00
Hauling to market	25.00
Cost second year	\$405.00
Sales 5,000 quarts at 20c per Qt.	\$1,000.00
Net profit, \$595.00	
Total net profit on the two crops in one year	\$1,775.00

Cultural directions—Plant in rows three feet apart and 18 inches in the row, as early in spring as you can work your land.

As soon as several runners have started to form around the plants go over the plot with a Kruegers' runner cutter, making one cut over each plant as fast as you can walk. This operation is needed several times during the season first year, as it is important to keep off all surplus plants. The circle left around the hill will allow from six to ten plants to form and bunch up, allowing plenty air space for both fruit and plants, and it is an easy thing to get an average of one quart per plant first summer and fall, and half a quart the following spring. Note that we give one Kruegers runner cutter free with every 10,000 plants sold at list price.

I know that many of you will net much better returns than I have quoted above. And some of you may not get that much. But I figure the average grower will do that well or better.

And in order to try and help every one who orders this acre of plants to do their very best, I am going to offer \$50.00 for the best report that is sent in by July 1st, 1929.

The only requirement is that you mention when sending in your order that you wish to enter the Club.

And that when you send in your report you will give the number of quarts produced and sold, and the price received for the fruit. In order that no one will have any cause for a kick please have two or three friends sign your report.

Remember that it is only necessary to take the blossoms off the Mastodon one time, same as you do the regular spring varieties, and you start picking berries in two months after plants are set and will continue to pick all summer and fall until hard freezing weather sets in. Not a few small berries, but lots of large fellows, in fact much larger than you have ever seen grow unless you have seen the Mastodon before.

P.S.—If you want to enter the contest with only 5,000 plants you will stand same chance in winning the prize, \$50.00, if your net profits are more than half as much as the highest 10,000 plant member.

(Signed)
E. W. TOWNSEND, Pres.

PARCEL POST RATES ON STRAWBERRY PLANTS

	Zone 1-2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
100 strawberry plants.....	\$0.10	\$0.14	\$0.21	\$0.28	\$0.35	\$0.43	\$0.50
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
1,000 strawberry plants.....	.41	.76	1.45	2.14	2.84	3.53	4.22
2,000 strawberry plants.....	.56	1.06					

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



When Buying Townsend's Raspberry Plants

YOU get only fresh dug stock direct from the fields—no cold storage stock is sold by us; which insures our customers of getting plants of the highest vitality; which will surely produce a profitable crop if given half the chance.

Our stock of plants are being grown and shipped direct from our Ohio branch; where the soil and climate is ideal for the growing of selected cane stock; with a wonderful growth of fibrous roots which start off quickly after transplanting. We will be glad to book your order at any time for this stock; and ship just when you want them; assuring you that you will be well pleased with the plants when you receive them; our Guarantee of satisfaction or your money refunded is back of every plant.

Townsend's Selected Stock Red Raspberries

The Red Raspberries fill in very nicely on the small fruit farm. Coming into bearing just after the Strawberry crop is over; and before the Black caps start; they are very easily grown. With rather stiff land their home; where they will produce great quantities of berries the following summer after set. Plants should be set 3 feet in the row

spacing the rows 6 feet apart; where they may be allowed to make a hedge like growth; producing more fruit each year as the new canes form. One setting is good for several years.

CUTHBERT—An old standing variety that can be depended on for a good crop of fine fruit; in most sections of the country. Bushes hardy and vigorous; does best in sandy loam. Berries retain the brightness long after picked; therefore affording long distance shipping.



Some Eastern Growers are Making Over \$500.00 Per Acre Growing This Variety

KATHERINE
Ever Bearing Red Raspberry

HERBERT—Rich highly flavored berries; being recognized as the most hardy variety ever introduced; being grown extensively in the Northern States.

JUNE RED—An early variety; of good quality; for the Home Garden; berries large and juicy; but will not stand long distance shipping.

LATHAM—A new Red Raspberry that is winning great merits wherever grown. Its merits having spread throughout the Middle and Eastern States. The high yielding ability due largely to its resistance to Mosaic and other raspberry diseases. It is known for its hardiness and producing an abundance of the highest quality fruit; ripening evenly and holds up well throughout the season. Every one interested in raspberries should give this variety a trial, as the Northern Agricultural colleges speak very highly of it.

LOUDEN—A good variety for the market gardener; fruit being of high quality and attractive color holding up well after picking.

RED KING—One of the earliest varieties of the Red's, plants very hardy and a wonderful producer of firm red berries of the highest quality; very easily picked and ripens about one week ahead of any other variety. Going into the market when prices are at their highest. A profitable variety to plant.

Everbearing Red Raspberries

KATHERINE—(Recently Introduced) — The best Red Everbearing Raspberry that we have ever grown, like its parent (The St. Regis), it is a persistent producer from early Spring to late Fall. Berries very large and of firm quality.

(See photo on page 22)

ST. REGIS—Market gardeners and fruit growers are making plenty of money from St. Regis, which will produce a crop 80 days after setting, and also another fine crop in September. It succeeds on all soils. Light or heavy. Canes, absolutely hardy, producing large quantities of delicious fruit; a valuable variety for market or home garden.

GOLDEN QUEEN—A yellow variety desirable both as a novelty and for the home garden. Resembles Cuthbert in every way, with exception of color. Is not an everbearing variety.

Townsend's Selected Varieties Black Raspberries

Fresh Dug and State Inspected; Guaranteed to Be Free From All Diseases

Black raspberries will produce an abundance of delicious high quality berries on any soil that

will produce good farm crops. Coming into fruiting at a time of the year when all other small fruits are off the market. If you are not a grower it will pay to add raspberries to your list, while 25 to 50 plants will furnish the back yard gardener with beautiful fresh fruit throughout the season, at a very small cost, our free cultural directions with every order, will show you how to produce an abundance of berries the second summer after setting, and continue for several years without resetting.

CUMBERLAND—In hardness and productiveness it is unexcelled by any other variety; in spite of the enormous size the fruit is very firm and will stand long shipments. Bush very healthy and vigorous, well adapted to supporting their large crop of berries; midseason variety.

BLACK DIAMOND—Very hardy and prolific northern variety grown extensively for local markets owing to its high quality flavor, and attractive fruit.

GREGG—This variety is an old favorite of the market gardener, producing very glossy fruit; coming into bearing about one week after the Cumberland.

HONEY SWEET—Best variety for home use; fruit large and of a sugary flavor.

KANSAS-BLACK—Fruit ripens early, very juicy and of good quality; canes make an upright growth and very thrifty, a variety of good merit.

OHIO—Berries large, firm, and ripen early; fine for table use and canning purposes. You will be satisfied with Ohio.

PLUM FARMER—Considered by large growers to be the best early Black Cap Variety. Strong, vigorous, upright grower; healthy and very productive. Will withstand drought and cold. Berries very juicy, large and attractive. This variety will please you.

Purple Raspberries

The Purple Raspberries are produced in the same way as the Black Caps and are grown extensively in the home garden, as they are unexcelled for canning, making jams or serving fresh for dessert.

CARDINAL PURPLE—This new variety is not only a novelty but a berry of great merit. It has a growth of 10 feet and produces in proportion, pure flavored berries of a choice purple. We recommend this for every back yard grower, you will be pleased.

COLUMBIAN PURPLE—Leading commercial variety of the purple type berries, fairly firm, dark purple, and a sprightly flavor; vigorous and productive.

Asparagus

Being the first vegetable to come in the Spring always brings a high price on the markets. Stocks being delicious and very healthful, every garden should have a generous supply, and when properly set and cared for will last a life time. Set in trenches 10 inches deep and $4\frac{1}{2}$ feet apart; spacing in rows by spreading out 12 to 15 inches apart, cover with about 4 inches of soil and work additional soil around plants as they grow out. Very easily grown and any surplus can readily be sold to the neighbors. Big profits are being made on beds of no more than $\frac{1}{2}$ acre. (5000 plants will set an acre.)

MARY WASHINGTON—A strain selected from the Washington variety; much heavier stocks and greater producer than the original Washington variety. Is practically rust resistant.

MARTHA WASHINGTON—A heavy yielding strain producing uniform long tender shoots, grows very rapidly. An excellent variety for market gardener or home use.

PALMETTO—An old variety; preferred by many commercial growers; stocks very large, tender and juicy.

BARR'S MAMOTH—A variety of exceptionally fine quality. Stocks of great size, very juicy and of excellent flavor.

Choice Rhubarb

People are just beginning to realize the great amount of profit in the growing of Rhubarb for the market, owing to the fact that it is one of the earliest Spring vegetables that we have, being produced in the fields, or forced in the winter under glass at a very small cost, yielding enormous profits, it is well worth considering.

MYATT'S LINNAEUS—Large tender and fine, one of the very best to plant; makes good sauce and pies. Plants 15 cents each. \$1.25 dozen. \$7.00 per 100.

QUEEN—Extra strong grower of large stocks of a pink color; for cooking in any way its quality is unsurpassed. 15c each. \$1.25 dozen. \$7.00 per 100.

Selected Varieties of Dewberries

Folks are just beginning to realize the great value of dewberries both for profit and home consumption. Their large size and sweet flavor combined with their soft texture makes them unexcelled. They can be planted in any soil, but prefer light sandy soil; placing them in rows 4 feet apart spacing them 3 feet down the rows. They have a trailing habit, but can be cut off each year after fruiting and will produce new wood each year, which will increase in production for several years after setting with very little attention.

AUS-LU—This is a cross between the Austin and Lucreatia made on our farms and has the habit of both parents. One of the largest and sweetest dewberries grown as well as the most prolific. Easily grown and with a light mulch; is hardy in the Northern states. Ripens very early.

AUSTIN—This variety is earlier than the Lucreatia but somewhat softer; is a good variety for the market gardener, bringing the attractive early prices. Fruit very large and productive.

LUCREATIA—The standard variety for the South also largely planted in the North as it is very hardy; fruit large and firm; will stand long distance shipping. Ripens one week later than the Austin.

Blackberries

Blackberries should be planted in rows 6 feet apart and spaced 3 feet apart in rows. 2100 plants will set an acre. Cut out old wood as soon as the canes have done bearing to give more vigor to the younger ones. We offer only strong plants from root cuttings, which is far superior to sucker plants and will fruit much earlier. Our stock is well rooted and will please you.

ALFRED—Recent introduction; midseason fruiting; extremely large big black berries, practically free from seeds and coreless, very sweet and juicy.

BLOWER—A grand berry of large size. Quality good, flavor slightly acid. Ripens early. For many years a favorite with large growers.

CRYSTAL WHITE—Fruit creamy white; plant some of these in your garden—you will be delighted with them.

EARLY HARVEST—Earliest to ripen and most productive of the early varieties, and demands the top of the market. We offer only selected strain of this variety.

ELDORADO—Most valuable variety for market or home use. Rich flavor with but little core. The finest quality of the blackberry family.

ERIE—Large fruit very firm and hardier than Early Harvest.

MACATAWA—The large jet black berries are sweet, juicy, entirely coreless and almost seedless; plant this variety for highest quality. For home use or market. Produces over a very long season.

MCDONALD—Ripens midseason, coal black in color and nearly thick as long.

MERSEREAU—Early, very hardy, needs no protection whatever; canes strong and upright in growth; exceptionally sweet in flavor; without core. Not quite as early as the Early Harvest.

SNYDER—One of the old favorites that is popular on account of its high quality and early ripening.

Prices for Blackberry, Dewberry, Asparagus, see Page 27



GRAPE VINES



Plant Grape Vines For Pleasure and Profit

OF all the fruits, the grape takes first place in making itself at home everywhere. The grape is easily grown, and takes up but little room, and produces the largest returns for the time and effort expended. Comes into bearing early, usually the second year, on one- and two-year-old vines, and where bearing age vines are planted in the fall, you get a crop the first season planted. No home is complete without a grapevine or two. And lots of ready cash can be picked up by planting a thousand vines in some out of the way place that is not paying expenses now. Just try it.

A Word About Varieties

There are a number of good grapes; but there are good, better, and best, and we are trying to grow and list the best.

CONCORD, comes first with everybody. It is a sure, hardy grower, and a great producer on any soil or climate. You can make no mistake in planting largely to Concord. If you are in a hurry to grow some grapes, order some of our

bearing age Concord, and you will have only a few months to wait. Color blue, bunches very compact, second early. The most extensively planted grape in America.

AGAWAM—Red. A large grape, ripening with Concord. Sweet, with rich aromatic flavor. A rank grower, and very productive. One of the most reliable of Rogers Hybrids.

CLINTON—Black. A prolific and profitable market grape, used mostly for wine and preserving. Bunches small and compact, very juicy and spicy. A rank grower, and hardy everywhere. Plant three-year-old vines, and pick lots of grapes following year.

DELAWARE—Red. The standard of excellence. Bunch and berry medium compact. Flesh juicy, very sweet. Ripens early. Vines very hardy and productive. Requires good, rich soil.

MOORE—Black. A seedling of the Concord, but ripens a little earlier. Bunches very large. Will equal Concord in quality. Valuable for garden and vineyard.

NIAGARA—White. A magnificent grape and very valuable, for both garden and vine yard. Berries large, with tough skin, quality very good. Ripens fairly early. A rank grower and very productive. Popular North and South.

WORDEN—Black. A Concord seedling. Ripens a little ahead of Concord. Good quality and productive. Extra good for home use.

CATAWBA—Red. One of the latest grapes, and for this reason should be planted in every garden and every vineyard, to prolong the season. Size large, firm and sweet.

CACO—Red. The average person can tell no difference between this and Catawba. It is a highly advertised grape, and we have paid a big sum to get in stock, but do not believe it any more valuable than the standard red grapes.



This is "DOTT DEAN" and her favorite dish of CONCORDS



25 GLADS \$1.25
Postpaid

Dahlia Collection

We have a long list of named Dahlias; will be glad to send you one.

Rainbow Dahlia Garden Mixture

During the rush packing and storing season there are 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 bulbs, 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:

Parcel Post Prepaid

- | | |
|----------------------|----------------------|
| 12 Tubers.....\$1.15 | 50 Tubers.....\$4.00 |
| 25 Tubers..... 2.25 | 100 Tubers..... 7.00 |

Gladioli Collections—A Big Saving and a Real Value

Collection Selected—Named Varieties

In making up our collections nothing but large, flowering size bulbs are used; each variety in this

collection will be of the highest type and labeled true to name. We are putting in for good measure at least one bulb in each collection of Los Angeles, Capt. Boynton, Gold, or Ford, which last year retailed at from 50c to 60c each, and bear in mind that every bulb will be a different variety, and will afford much pleasure in comparing each variety when in bloom.

- | | |
|-------------------------------------|--------|
| 12 Selected Varieties, prepaid..... | \$1.45 |
| 24 Selected Varieties, prepaid..... | 2.75 |
| 36 Selected Varieties, prepaid..... | 3.60 |
| 48 Selected Varieties, prepaid..... | 4.30 |

(We guarantee a big saving and a big surprise to you.)

Special Cut Flower Mixture of Glads.

- | | |
|--|--------|
| 25 Bulbs of assorted colors, unnamed.... | \$1.25 |
| 50 Bulbs of assorted colors, unnamed.... | 2.35 |
| 100 Bulbs of assorted colors, unnamed,
prepaid..... | 4.35 |

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

Gladioli Color Collection

We will forward you your choice of three colors, Pink, White, Red, Blue, Yellow, or Orange, with color attached to each package.

Prepaid

- | | |
|--|--------|
| 12 Bulbs, your selection, 3 choice colors... | \$0.85 |
| 24 Bulbs, your selection, 3 choice colors... | 1.35 |
| 48 Bulbs, your selection, 3 choice colors... | 2.45 |



DAHLIA RAINBOW COLLECTION

TOWNSEND'S PRICES

Raspberry Plants

	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
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
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
Cuthbert 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
Katherine E. B. Red	2.50	4.50	7.50	10.00	.....	.....
Golden Yellow	2.50	4.50	7.50	10.00	.....	.....

Blackberry Plants

Afred	1.50	3.00	5.00	9.00	.....	.....
Blower	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
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
Mesereau	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
Himalaya Giant	1.50	3.00	5.00	9.00	.....	.....
Loganberry (transplants)	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

Prices of Grape Vines Two-year old size

1 yr.	2 yrs.	CONCORD	1 yr.	2 yrs.	AGAWAM, CACO, CATAWBA, CLINTON, DELAWARE, MOORES, NIAGRA, WORDEN
1 vine	\$0.20	\$0.25	10 vines	\$0.80	\$1.00
2 vines	.30	.40	25 vines	2.00	2.25
3 vines	.40	.50	50 vines	3.50	4.00
4 vines	.50	.60	100 vines	6.00	7.50
5 vines	.60	.70	500 vines	25.00	35.00
6 vines	.70	.80	1,000 vines	45.00	60.00

Prices of Three and Four-year-old Bearing age vines is double the price of two-year-old vines. Ask for special prices in quantities over 1,000 vines.

Caco—Double the price in this column.

PARCEL POST RATES ON GRAPE VINES, RASPBERRIES, BLACKBERRIES AND ASPARAGUS

	Zones 1, 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
1 to 2 vines	\$0.07	\$0.08	\$0.09	\$0.10	\$0.11	\$0.13	\$0.14
3 to 6 vines	.09	.12	.17	.22	.27	.33	.38
6 to 12 vines	.11	.16	.25	.34	.43	.53	.62
12 to 20 vines	.16	.26	.45	.64	.83	1.03	1.22
20 to 25 vines	.21	.36	.65	.94	1.23	1.53	1.82
25 to 35 vines	.26	.46	.85	1.24	1.63	2.03	2.42
35 to 50 vines	.36	.66	1.25	1.84	2.43	3.03	3.62
50 to 75 vines	.46	.86	1.65	2.44	3.23	4.03	4.82
75 to 100 vines	.56	1.06	2.05	3.04	4.03	5.03	6.02

OVER 100 VINES SENT BY EXPRESS

PRICES OF ASPARAGUS ROOTS

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

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

TOWNSEND'S PRICES

SPRING 1928

Regular Shipping Season
Oct. 15th to May 1st

STRAWBERRIES

FALL 1928

Sept. Delivery, Add
50% to List Price

TOWNSEND'S SPECIAL WHOLESALE PRICES DIRECT TO GROWERS

More than a quarter century direct selling

One Price to all A square deal to every one

EXTRA EARLY VARIETIES

Excelsior (per)	\$5.00
Gov. Ritchie (per)	5.00
Klondyke (per)	4.00
Lord Salisbury	8.00
MISSIONARY (per)	4.00
Townsend's Select MISSIONARY	5.00
Mitchell's Early (per)	5.00
PREMIER (per)	5.00
PRINCE (per)	8.00
ST. LOUIS (per)	8.00
Success (per)	5.00

Marshall (per)	\$8.00
"MAYQUEEN" (imp.)	15.00
New York (per)	8.00
Nic Ohmer (per)	6.00
Parsons Beauty (per)	5.00
Paul Jones (imp.)	5.00
Sample (imp.)	6.00
BURGESS (per)	5.00

EARLY TO MIDSEASON

DR. BURRILL (per)	5.00
Dunlap (per)	5.00
Delicious (per)	5.00
Eaton (per)	6.00
Haverland (imp.)	6.00
Lady Thompson (per)	5.00

LATE TO VERY LATE

CHESAPEAKE (per)	5.00
Crawford 25 (imp.)	10.00
FORD (per)	5.00
Gold Mine (per)	5.00
Gandy (per)	5.00
LUPTON (per)	5.00
MASCOT (per)	8.00
McAlpine (per)	5.00
PEARL (per)	8.00
TOWNKING (per)	15.00
Townsend's BIG LATE (imp.)	6.00
WM. BELT (per)	5.00
World's Wonder (per)	8.00

MIDSEASON TO LATE

AROMA (per)	4.00
BIG JOE (per)	5.00
COOPER (per)	6.00
De Lues Judith (per)	6.00
Gibson (per)	5.00
Glen Mary (per)	8.00

EVER-BEARING

Lucky-Strike (per)	20.00
MASTODON (per)	20.00
Progressive (per)	10.00
World's Champion (per)	10.00

If less than 500 plants are ordered, prices must be carried out according to the following table. Each variety must be added separate. If correct amount is not sent we send only the amount of plants which you have paid for. Prices do not include transportation.

If priced at	\$4.00	\$5.00	\$6.00	\$8.00	\$10.00	\$15.00	\$20.00
	per	per	per	per	per	per	per
	1000	1000	1000	1000	1000	1000	1000
25 plants will cost	\$2.25	\$3.30	\$4.40	\$5.50	\$7.70	\$11.00	\$14.40
50 plants will cost . . . . .	.40	.50	.60	.80	1.00	1.50	2.10
75 plants will cost . . . . .	.60	.70	.80	1.00	1.25	2.00	2.80
100 plants will cost . . . . .	.70	.90	1.00	1.40	1.75	2.50	3.40
150 plants will cost . . . . .	.90	1.15	1.30	1.60	2.20	3.25	4.40
200 plants will cost	1.10	1.40	1.60	2.00	2.50	4.75	5.40
250 plants will cost	1.25	1.60	1.90	2.35	3.00	5.50	6.40
300 plants will cost	1.40	1.80	2.15	2.70	3.40	6.00	7.40
350 plants will cost	1.55	2.00	2.30	3.05	3.80	6.50	8.20
400 plants will cost	1.70	2.20	2.60	3.40	4.20	7.00	9.00
450 plants will cost	1.85	2.35	2.80	3.70	4.60	7.25	9.50
500 plants will cost	2.00	2.50	3.00	4.00	5.00	7.50	10.00
1000 plants will cost	4.00	5.00	6.00	8.00	10.00	15.00	20.00

10% CASH DISCOUNT

On all orders received before March 1st, when cash in full accompanies the order, we allow a cash discount of 10%. Orders will be booked when one-fourth cash is remitted with order. Balance to be paid before shipment is made, or we will send C.O.D. No order will be booked unless a cash payment is made. We have but one price—and the same terms to all.

"TOWN-KING"

(Copyrighted)

The New Perfect Flowering 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 stated when he gave us the entire stock of plants and the sole right to propagate it for sale.

For the past six years "Town-King" has been tested side by side by the most popular late varieties on the market. And in every section where strawberries are grown it has been sent out as a challenger. Every year we are receiving more and more, and better and better reports. Nothing but praise has ever been said of "Town-King."

I 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 productiveness it is all any one could wish for. For practically every berry is uniform in size and shape. The large stalky plants are weighted down with the extra large firm blood-red berries.

Tested by the side of Chesapeake. Proved equally as productive, and more uniform in size. Made better plant growth, and fruit sold for more money. Tested with Lupton, its closest competitor of the standard varieties. Plant growth the same. Quality of fruit same, except "TOWN-KING" better colored and produced one-third more fruit, and sold for more money. Tested with Big Joe—fruit better colored, more firm, yielded more quarts of perfect berries and sold for more money.

"TOWN-KING" has one real close competitor. They have been tested side by side. "MAY-QUEEN" won on points of production, as it produced more quarts to the row. In plant growth the two were about equal. In color and



TOWN-KING

size of fruit there were even test. "May-Queen" has been the only variety to hold down "TOWN-KING" on every point and to beat it on any point. And that a very valuable point, Production. For this reason we have named our new origination, and introduction. "MAY-QUEEN" and have selected it as a mate for the "Town-King."

These two varieties should be worth millions of dollars to the strawberry world. They stand as King and Queen over all standard varieties today. No matter where you are situated, I unhesitatingly recommend this pair to you. Either for home use, market gardening, or long distance shipping.

You will always be protected on these two valuable varieties, as they are copyrighted productions and no one is allowed to buy these plants to resell again, or give away, or dispose of them in any way, shape or form. You can buy them from the Townsends Nurseries only. And with their Guarantee that they prove as represented or money refunded.

**GENUINE MASTODON
EVER-BEARING
STRAWBERRY**

*Most Successful
Commercial Berry
on the Market*



MASTODON is the largest Ever-Bearing Strawberry grown. Is more productive than any other ever-bearing strawberry. The firmest and most beautiful berry with real strawberry flavor.

Order the Genuine Mastodon plants from Townsend's and save disappointment.

Our Stock is complete. And our Prices less than one-half of what this grand variety has been selling at. Every one of our Customers and Friends can now afford a real ever-bearing strawberry garden.

And we Absolutely Guarantee Every Mastodon Plant we sell to be the Genuine Mastodon. And a variety that you will be pleased with.

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

The text is arranged in a curved banner. On the left and right sides of the banner are illustrations of strawberries and strawberry leaves, some with small flowers.