

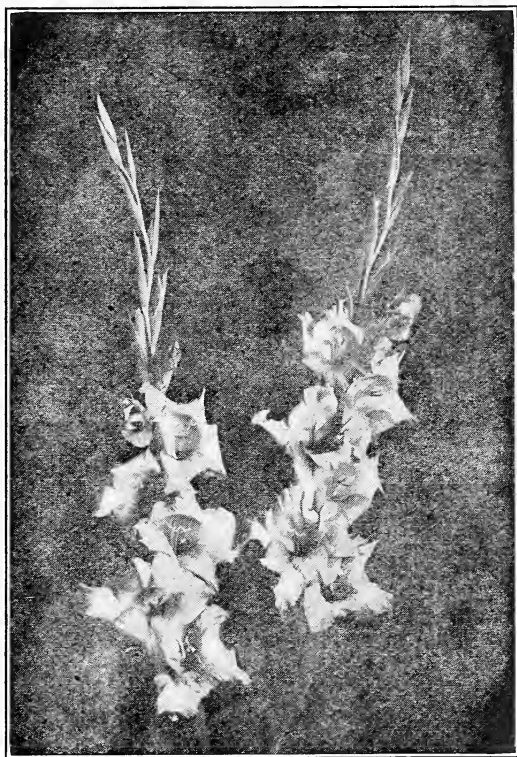
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GLADIOLUS OUR FORTIETH ANNIVERSARY



GOLDEN SWALLOW

OUR GLADIOLUS TRIAL GROUNDS

Is a passage-way where New Originations enter, are tested and passed on.

Always something new to offer in the trial ground list.

AUSTIN TRIAL GROUNDS

MR. AND MRS. A. H. AUSTIN, PROPRIETORS

356 NORTH FREEDOM STREET

RAVENNA,

::

OHIO

**“Brighten life’s way
With a Glad. today.”**

(Austin Slogan.)

MARCH TRADE LIST

ALL VARIETIES DESCRIBED IN RETAIL CATALOGUE

PRICE PER 100. 10 BULBS AT 100 RATE. 15% DISCOUNT ON 1000 OR MORE.

	No. 1	No. 2	No. 3	No. 4	No. 5	No. 6	Bulblets per	
	1 1/2 in	1 1/4 - 1 1/2	1 - 1 1/4	3/4 - 1	1/2 - 3/4	1/4 - 1/2	100	1000
Elizabeth Tabor_	\$10.00	\$ 8.00	\$6.00	\$4.50	\$3.00	\$2.50	.40	\$3.00
Illuminator_____	12.00	10.00	8.00	6.00	4.00	3.00	.50	4.00
Mona Lisa_____				2.50	2.00	1.50	.30	2.00
Pink Wonder___	6.00	5.00	4.00	3.00	2.00	1.50	.30	1.50
Rose Ash_____				2.50	2.00	1.50	.30	1.50

Minuet (Coleman), large bulb \$10.00, small \$5.00, bulblets each \$1.00, 6 for \$5.00

Rita Beck (Fischer), large bulb \$10.00, small \$5.00, bulblets each \$1.00, 6 for \$5.00

Ruffolace (Kemp), large bulb \$25.00, bulblets each \$2.50, 6 at dozen rate.

OUR MIXTURE

is composed largely of seedlings of all colors and types, and a small per cent of named varieties. \$3.00 per 100. 10 bulbs at 100 rate.

AUSTIN TRIAL GROUND PRODUCTIONS

Read detailed descriptions and testimonials in retail catalogue.

GOLDEN SWALLOW

Varieties without lines or blotchings are rare, and it required many hand crossings to produce this variety of pure soft yellow that is absolutely free from throat markings. Its beauty is enhanced by its artistic form. SEE ILLUSTRATION.

	No. 1	No. 2	No. 3	No. 4	No. 5	No. 6	Bulblets per	
							100	1000
Per 100 Bulbs___	\$12.00	\$9.00	\$8.00	\$6.00	\$5.00	\$4.00	\$.30	\$2.50

10 Bulbs at 100 rate.

TYCKO ZANG

Salmon Pink blooms, five inches and over in diameter, with, usually, four petals per large bloom, averaging two inches in diameter. Spike 53 inches tall. This phenomenal growth from planting stock late in the fall when flowers are scarce, brings this variety into great value for cutting.

	Large 1 in. up	Medium 3/4 - 1	Small 1/2 - 3/4	1/2 in. and less
Each_____	\$ 2.00	\$ 1.00	\$.60	-----
Per 100_____	75.00	60.00	45.00	30.00

10 Bulbs at 100 Rate.

Bulblets \$2.50 per 100; \$20.00 per 1000.

"TYCKO ZANG from bulblets made a better growth than any of the fifty or sixty varieties I have. The stalks looking as if they had been grown from No. 1 bulbs. Many of them bloomed and I measured some flowers which went as high as six inches. It is certainly a good one."

"C. R. Hills," Ohio.

TEST PRICES

To enable growers to test our new originations at low prices we offer the following varieties in No. 1, No. 2 and No. 3 sizes assorted, by the dozen at one half the retail price

Helen Howard, sizes 1, 2, 3, assorted, _____ \$5.00 per dozen.

Rose Mulberry, sizes 1, 2, 3, assorted, _____ 15.00 per dozen.

Gold Eagle, sizes 1, 2, 3, assorted, _____ 50.00 per dozen.

GOLD EAGLE SPECIAL

Eighteen bulbs, No. 1, No. 2, No. 3, No. 4, No 5, No.6, **assorted, \$50.00**

Twelve Gold Eagle bulbs, in the above six sizes, assorted, _____ **35.00**

Six Gold Eagle bulbs, in the above six sizes, assorted, _____ **18.00**

No bulblets offered.

Only a few sets of the above lots will be released this spring as we are short of small sizes. Note tests of Gold Eagle made in various parts of the country given in our retail catalogue.

TERMS—Cash with order, or 25 per cent deposit; balance C. O. D. at time of shipment. No orders accepted for less than \$1.00. We pay delivery charges. Address all orders to

AUSTIN TRIAL GROUNDS

MR. AND MRS. A. H. AUSTIN, PROPRIETORS

356 NORTH FREEDOM STREET

RAVENNA, OHIO

Through the years

Yes, 1927 marks the fortieth anniversary of our gladiolus growing, and, as some people have expressed an interest in how it came about, the following quotation will explain:

From the "Flower Grower"—

"Mrs. Austin started the business as an independent worker. Mr. Austin assisted by humoring her hobby, as such a new undertaking would naturally be called, by preparing the soil for the growing of gladiolus.

"Mrs. Austin hired neighboring women to assist her in the planting, weeding and cleaning the corms. She conducted the business independently until it assumed large proportions, when Mr. Austin gradually gave up his farming and became interested in the business. Mrs. Austin, however, conducted the business in her own name some years after it had grown to large proportions, and the A. H. Austin Co., Wayland, Ohio, became one of the largest growers of gladiolus in the country.

"It is as a hybridizer or originator of varieties that Mrs. Austin is best known, for Austin Originations are well and favorably known wherever the gladiolus is grown."



Mr. and Mrs. A. H. Austin when in attendance of one the shows of the American Gladiolus Society many years ago.



Residence of Mr. and Mrs. A. H. Austin, Ravenna, O.

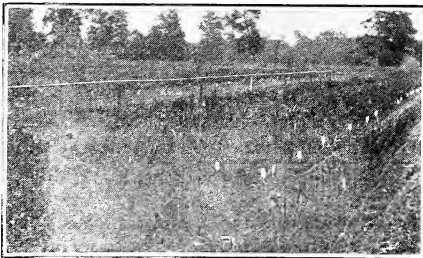


Because of the illness of a member of the family, several years an invalid, we left Elm Hill Farm in 1916 and removed to Ravenna, Ohio, seven miles west, but our wholesale plantings have been carried on at our Elm Hill Farm under the management of a partner.



Austin Trial Grounds, Ravenna, Ohio

From the first we have conducted a test plot and still are testing new varieties and raising seedlings from hand pollenized seed at our home in Ravenna which we have named Austin Trial Grounds.



Austin Trial Grounds

During the years we have developed new forms, new colors, and new traits, and our offerings in this year of our fortieth anniversary again are in the lead.

Forest Sprite, our new variety, is strikingly beautiful with its unusual tip markings of white on crimson.

Rose Mulberry changes its colors so quickly from the time its buds show color that it also is in the class of unusuals.



Both the above varieties have shown an entirely new trait as both, occasionally, produce bulblets on the spike above the bulb as shown in the illustration.

In each instance the cormel produced is larger than the average size produced from bulbs.

This shows another step in the line of progression, which may be yours to carry into a greater development.

Gold Eagle, the result of years of painstaking hybridizing, is an epoch-marking production; the long sought pure deep yellow, the first of its color and form, and very early.

Like the Evelyn Kirtland, our production of years ago, it is an Austin Origination that has come to stay and it is well to get an early start in this variety. (Note our **Gold Eagle Investment offer**.)

Believing in accuracy, the yardstick has had a prominent place in our gladiolus business from the first; well do we remember those early years of grading bulbs to diameter size by placing bulbs on a yard stick for patterns of exact measurement in the various sizes.

We introduced our Evelyn Kirtland with accurate yardstick description. It became popular and the variety as well as the "yardstick picture" became known the world over. That variety stands as an ideal of gracefulness attained through special plant breeding.

We now have another yardstick picture to show the height of High Nye, our latest tall one. Its height being a dominant character, it is valuable for the hybridist, so we are showing it in seed instead of bloom, as proof of its seed-producing trait. Every gladiolus hybridist should have this variety.



Evelyn Kirtland

Veiled Brilliance too, is something new and different with its very large blooms having a veiled effect through tints of blue on pink. This has never been exhibited in the East, but in the West won a first prize for best novelty, and second for best spike of any variety at show, in Portland, Oregon. (Read Testimonials.)

Tycko Zang, our introduction of 1924, may also be classed with the unusual ones. We have tried to be careful to not over-estimate this variety, but its strong growth and large blooms from planting stock late in fall when flowers are scarce surely brings this into great value for cutting.

While we have never advertised its "cut and come again" trait, yet we know that Tycko has it to some extent. (See Testimonials.)

The years have roled on, filled with the delight of accomplishment, encouraged with the attainment of ideals and the pleasure of interesting others to make a start toward a competence from the garden.

We have enjoyed promoting interest in our favorite and other flowers through Gladiolus Societies and Garden Clubs and by articles contributed continuously to monthly magazines for many years.

We are happy in fulfilling the various offices with which we have been honored and greatly appreciate and enjoy that of Supervisor of Judges with which the American Gladiolus Society has honored Mrs. Austin.

Another of our great enjoyments is that of the world-wide friendships we have made through our flowers, and when the purpling twilight comes, life will still be sweetened with happy memories of friends, many of whom we know only by their signatures.

Forty years does not seem long, still the hair that was light, and the hair that was dark have turned to silver, but our hearts are young and interest in the flower of our choice has not diminished.

Our years of experience and the Austin Strain of Gladiolus, possessing valuable dominant traits desirable for hybridizing, fits us for the work of our specialty, which is the production of new varieties of superior merit for your catalogue and your garden.

Our Trial Grounds will interest you and we will be pleased to see you.

Yours very truly,

MR. AND MRS. A. H. AUSTIN.



AUSTIN TRIAL GROUNDS, RAVENNA, OHIO

AUSTIN ORIGINATIONS OF RECENT YEARS

BUDDY WORDEN (New)—Capuchine Orange feathered rose doree with slight tinting of rose on tips of petals.

To those unacquainted with the Ridgway Color Chart, its color reminds one of the deeper tints of the Aaron Ward rose. We at first named it Artists' Favorite, because artists who have visited our garden have so admired its exquisite color. A favorite for the sun room. Blooms of medium size on a medium height spike. Unusually beautiful Primulinus Hybrid of open form.

Stout little Buddy with his golden hair, blue eyes and smiling face is well represented by the charming flower named for him.

Each 75c, 3 for \$2.00; Per Dozen, \$7.00.

FOREST SPRITE (Our 1927 Novelty)—Is an excellent and unusual variety, but we cannot give an accurate description as we had not expected to offer it. Memory pictures it as rich amaranth purple or perhaps more of a rose-crimson, a lovely color with conspicuous white marking on tips of petals.

Each \$5.00.

Stock very limited, not more than one bulb to a customer.

GOLD EAGLE—The blooms, which are of good size, are a deep, rich, pure yellow. The petals are of good substance, nicely ruffled and very resistant to heat. It is extra early and the spike, 51 to 54 inches tall, always straight, is slender, graceful and easy to handle. It increases well and the bulblets germinate quickly and bloom quite freely. Quite sure to be a leader for the cut flower trade when stock becomes plentiful.

Large 1¼ inch up \$12.00 each	Medium ¾ to 1¼ \$8.00 each	One large and one medium for \$18.00. No bulblets for sale.
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(Note our special Gold Eagle Investment offer.)

GOLDEN SWALLOW—It is natural for gladiolus to have lines, blotches or throat markings of some kind, and it required several years of hand hybridization to **breed out** the markings and produce the clear yellow bloom absolutely free from marking, and with the beautiful artistic form as shown in this flower which so resembles a flying bird, that we named it the Golden Swallow. Mr. Chas. E. F. Gersdorff reports on this variety as follows: "Test of Golden Swallow, in which score 90 is comparable with the old 4X. Exhibition, 95; Commercial, 90; Landscape, 92." He adds: "P. Golden Swallow is something worth while." (See illustration.)

Each, \$.30; per dozen, \$3.00.

HELEN HOWARD (New)—General color buff flushed coral with dainty dashes of peach red, and throat of purest amber. The blooms are wide open form and petals are daintily frilled. The spike is tall and with its well placed buds and blooms, many of which are open at one time, displays an aristocratic poise that quickly attracts attention.

**Each, \$1.00; per dozen, \$10.00; one bulb and six bulblets, \$1.50;
six bulblets alone, \$.90.**

July 21.

"High Nye is in bloom, 68 days, and very lovely."

July 22.

"I just want to say again that High Nye is lovely and why don't you say in your description that the color does not fade but grows more lovely every day. I've had my dollar's worth of pleasure now.

"P.S. Next day.

"It measures over four inches today.

"ELLA B. REID, Iowa."

HIGH NYE

"The clearest old rose that does not fade,
Tho' opening in sun or shade;
The tallest flower in my garden patch,
Gazes proudly 'round to find her match;
Spreading her petals more each day,
Oh lovely High Nye! Could you but stay.

"E. B. REID."

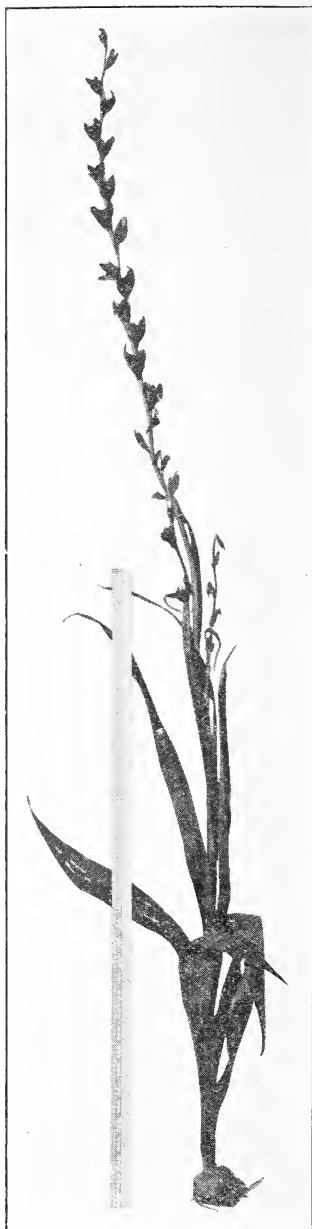
HIGH NYE—The Basket Glad—
Willow spikes five to six feet tall bearing a yard of bloom. Flower, four or more inches in diameter and nicely placed. Color, old rose, yellow throat with deeper rose lines. Has broad heavy foliage, the widest leaves often three inches in diameter and spreading away from the spike, thus allowing extra length for cutting. Spike very slender, always straight and presents a superb appearance in basket arrangement.

Each, 75c; per dozen, \$7.50.

(No Bulblets for Sale.)

MINDWELL (New)—Large heavy blooms on tall strong straight spike. A handsome variety of bright strawberry pink.

Each, \$1.25.



MISS DEMURE (New)—White with tips of petals tinted La France pink and throat plumed eosine pink. One of the most delicate and beautiful color combinations. Blooms of medium size on tall graceful spike.

Each, \$.75; 3 for \$2.00.

ROSE MULBERRY (New)—To say this is coral-pink flushed Ageratum violet only approaches the description, for words cannot describe the unusual and unique beauty of this variety. Blooms are over four inches in diameter, often quite irregularly placed, which does not detract from its beauty, as it lends itself especially well for bowl, table and various uses, where, with fine foliage or flowers such as Statice, it has great decorative value.

Size 1½ in. \$3.00, 1¼ in. \$2.50, 1 in. \$2.25

One of each size for \$7.00

THE FLIRT (New)—A hybrid Primulinus in a pleasing shade of garnet-red with buds and back of bloom shaded to blackish maroon. Blooms of medium size. Its coquettish form and the jaunty trimness of the entire spike give it its name.

Each, \$.75.

TYCKO ZANG—Salmon-pink blooms five inches and over in diameter with, usually, four petals per large blooms averaging two inches in diameter, and rounding at the tips. The throat is white, faintly dotted deep cerise. The spike is straight and under good cultivation averages about fifty-three inches tall. Has broad heavy foliage and is a good propagator. Blooms well from small sizes. Winner of first prize at American Gladiolus Society Show, Rochester, N. Y., 1926.

Large	Medium	Small
1 in. up	¾ to 1 in.	½ to ¾ in.
\$ 2.00 each	\$ 1.00 each	\$.60 each
20.00 per dozen	10.00 per dozen	6.00 per dozen

Bulbets, \$.70 per dozen.

One of each size, \$3.10.

Two of each size, \$5.00.

VEILED BRILLIANCE—Bright pink blooms with creamy throat, tinted grayish-blue, having the appearance of being thinly veiled. Double row of well placed flowers five to six inches in diameter, with as many as ten open at one time. Increases well. Although our stock of this variety still is quite limited, we are offering a few bulbets for germination testing.

Price, one bulb and three bulbets for \$7.00.

No bulbets sold separately.

YELLOW TREASURE—Its beautiful ruffled blooms somewhat resemble yellow roses. Blooms so freely that a row presents an appearance of continuous bloom.

Each, 15c.

WE RECOMMEND the following varieties of which we have sold the entire stocks:

Mary-o-Mine, to Dr. B. R. Bales; Rozan, to A. G. Britsch; Gallant Leader, Tresseau Fink and Ravenna Cream, to Le Gron Floral Co.



SOME INTERESTING COMBINATIONS

DUCHESS OF YORK AND GOLDEN SWALLOW—Purple Blue and Light Yellow, make a fine color contrast.

Price per bulb, \$.30 each.

Six of each variety, 12 bulbs, for \$2.75.

DANGER! DANGER!

Here comes the Flirt and Miss Demure,
One breaks your heart for the other to cure,
It takes two Demures to cure the hurt
Inflicted by the saucy Flirt.

1 bulb, The Flirt, 2 bulbs, Miss Demure:

Price, per bulb, 75c each; the 3 bulbs for \$2.00.

HIGH NYE AND BYRON L. SMITH

Some people say that High Nye is Byron L. Smith grown up, which of course is not true, but they do harmonize beautifully when arranged together. Just so you can try it, we make a special price of

6 High Nye, \$4.50; 12 Byron L. Smith, \$1.00; 18 bulbs for \$5.00.

SPECIAL GOLD EAGLE INVESTMENT

This variety, introduced at a very reasonable price considering its quality, seems to have about all the points of excellence in its make up, and believing an investment would bring good returns to our customers, we are making a

Special Gold Eagle Investment Offer

of fifteen good strong bulbs, 1½ inch up, for \$100.00. Not less than fifteen bulbs sold at this rate, and only one lot to a customer.

Read what a noted gladiolus grower of Minnesota says:

“Your way of starting out at a reasonable price and just gradually lowering it, as you did with Tycko Zang, is bound to win out, and make friends.”

A. J. ANDERSON.

NEWER STANDARD VARIETIES

	Each
ALICE TIPLADY—Lovely orange saffron.....	\$.10
ANNA EBERIUS—Wine-red10
ARABIA—Blackish maroon, a novelty. Mr. Hinkle's latest introduction and a good one.....	1.00
BREAK O' DAY—A very popular new early pink variety originated by "Gladiolus Bill" that is now priced within the reach of all glad fans. Do not fail to include this variety with your order. Each.....	4.00
BYRON L. SMITH—A beautiful orchid lavender.....	.10
DR. R. T. JACKSON—Deep dark red.....	.10
DUCHESS OF YORK—Purple-blue. Fine tall spike with bloom well placed30
ELIZABETH TABOR—A large, beautiful pink flower resembling Mrs. Frank Pendleton, but larger and much earlier, having been known to come into bloom in 42 days. It has a very graceful, slender spike and because of its earliness is one of the very best for early cutting. Is especially valuable for roadside sales, its large blooms at once attracting attention. (Write for wholesale prices.).....	.25
GLORIANA—Mr. Betscher's beautiful golden-salmon. One of the best in existence	1.00
GOLDEN DREAM (Groff)—Good deep yellow, plain petal. Large.	
1½ inch up.....	12.00
1¼ to 1½.....	10.00
HENRY FORD—Rhodamine purple, large flower.....	.40
ILLUMINATOR—Carm'ne-red with suffusions of French blue. One of the best drought resisting varieties.....	.30
JACOBA VAN BERIEN—Fine beautiful violet, self color, on a tall spike....	.20
JEWELL—Mr. C. Zeestraten's beautiful prim. Lovely pink with golden throat15
JENNY LIND—Apricot-pink. A darling.....	.20
LACINATUS—Mr. Kunderd's beautiful rose-pink creation.....	.40
LOS ANGELES—The "cut and come again" gladiolus, so called because a fair proportion of them send up a second growth spike from the old stump after the first is cut. The lovely blooms are an orange-pink with deeper throat blotch. Delicately ruffled. Our stock came direct from Mr. C. Houdyschel, the originator, and is especially desirable....	.50
3 for.....	1.25
LOUISE—A lovely pure lavender with darker blotch.....	.10

MINUET—Many large blooms of pure sparkling lavender well placed on a tall graceful spike, well describes this splendid new variety. It increases well and is desirable in every way. Mr. Coleman won an A. G. S. silver medal with this beautiful variety.	
	Large\$10.00
	Small 5.00
MISS MADISON—A very bright pink overlaid on white, and is of good size. Many open, good reproducer. Winner of Award of Merit A. G. S. Show at New York and 4X at Canadian Test Gardens.	
	Large\$.40
	Medium30
MONA LISA—Pale rose-pink, nicely ruffled and very beautiful.....	.15
MRS. F. C. PETERS—Large blooms of beautiful rose-lilac with purplish blotch in throat.....	.20
MRS. WM. E. CLARK—Shell-pink with garnet blotch.....	.15
MURIEL—Light lilac-blue, with small dark violet spot in throat.....	.15
ODIN—Similar to Prince of Wales with larger flowers. Very early.....	.10
Dozen75
OPALESCENT—Large blooms of pale rose-lavender.....	.25
ORANGE QUEEN—Bright copper-orange self color. Greatly admired....	.25
101 BLUE—Upper petals beautiful clear blue shading lighter at the base. Lower petals darker blue at edges with blotch of rich purplish crimson. A good size flower and slender graceful spike. One of the early ones. Stock limited.....	.30
PEARL OF CALIFORNIA—Mr. Kingsley's contribution to the World's better glads is truly outstanding. Twenty-six to thirty-two large blooms of clear La France pink, being well placed on a graceful spike. Is well worth the A. G. S. Award of Merit bestowed on it in Rochester..	10.00
PINK WONDER—Very large blooms of lovely La France pink on tall strong spikes.....	.15
Dozen	1.00
PURPLE PERFECTION—A rich pure purple. Lovely shade and very desirable. Stock limited.....	.35
RITA BECK—This lovely new pink variety of Mr. Fischer's origination is creating a sensation in the East. Very little stock is available as yet. Can spare a few. Early orders get them.....	15.00
ROSEMARY—Tall spikes with good sized flowers. Ground color white with finely marked hair lines of lavender, giving it the effect of being a lavender color. Each.....	1.00

ROSE ASH—Corinthian red, shading to ashes of roses. One of Mr. Diener's unusual and beautiful productions.....	.15
RUFFOLACE—Mr. Kemp's beautiful lacinated variety. A very good pure white. Introduced at \$100.00 per bulb, but increase in stock now permits sale at reduced price. Get yours early.....	25.00
SUNNYMEDE—Charming shade of coppery-orange.....	.50
3 for	1.25
TWILIGHT—Exquisite sea-shell pink of lovely ruffled form.....	.15
WHITE CITY—Large pure white blooms.....	.20
WM. G. BADGER—Extra fine large pink on tall spike.....	.40

(Dozen at 10 times the "each" price, half dozens at 5 times.)

OUR MIXTURE:

Is composed largely of seedlings of all colors and types, and a small per cent of named varieties.

One party who bought of our mixture exhibited from it several fine large blooms which were prize winners under strong competition. It is well worth the price asked.

Per dozen, \$.50; 30 for \$1.00.

TESTIMONIALS

"August 17th, 1926.

"If possible I would like to get your prices for 1927 on the Gladiolus 'Veiled Brilliance'. It was one of the best spikes shown at the Gladiolus show held in Portland, August 13th and 14th.

"E. D. GREENE, Oregon."

"Gold Eagle in bloom today and it is fine. It seems to be early and if so will be a very welcome addition to the early kinds."

(Later)

"It gives me pleasure to write that your Veiled Brilliance took first for best novelty and second for best spike any variety in our exhibition held August 13th and 14th at the Multnomah Hotel, Portland, Oregon. This was held under the auspices of Oregon Florists Club and American Gladiolus Society. This is very pleasing after the fine showing that Gold Eagle made in the garden. Unfortunately, Gold Eagle was too early for either of our shows. High Nye is now in bloom and upholds the fine record of your originations.

"ARTHUR C. PERRIN, Oregon."

"Gold Eagle is one of the finest—the clearest large yellow we have ever seen. The bulblets you sent us germinated 100% and we believe that this is indeed a real super glad.

"Veiled Brilliance did not please us quite so well, altho it is one of the largest blooms we have seen with the exception of our own Coronado, which sometimes is seven inches in diameter.

"THE BRIGGS FLORAL CO., California."

"We purchased from you last January one bulb of Gold Eagle and planted it about one week after Halley, Foch, and Mrs. F. King. In all we grew 515 named varieties and Gold Eagle was the first one in bloom. The one bulb made us two No. 1 bulbs and 52 bulblets. To show our appreciation of this most wonderful new yellow, will say. enclosed find our check, \$150.00, for which book our order for as large a quantity of Gold Eagle bulbs it will buy. Sizes to suit yourself.

"LE GRON FLORAL CO., Ohio."

"My 'Golden Eagle' has bloomed and is beyond my expectations. It is much earlier with me than Halley, and is a 'Glad' that has a future and will fill a long felt vacancy. Yellow, with its deep richness of color, its good spike and so many flowers open at a time, will sure be a welcome friend to the florists. As a florists' flower it far excels Golden Measure, as it is much more refined in appearance.

"ARTHUR H. BAKER, Ohio."

"Gold Eagle has every one bloomed from bulblet. I had it planted next to Golden Measure, which did not improve the yellow of Golden Measure a bit. If large bulbs do as much better, Gold Eagle will be by far my best yellow next season.

"R. L. HUTTO, Indiana."

"Your Gold Eagle is a wonder.

"LEONARD BUTT, Toronto, Can."

"Gold Eagle pleases me more and more as each bloom unfolds. Have two main spikes from each bulb, also side spikes, and there are several well placed florets open at one time.

"(MRS.) STELLA M. ANTISDALE. Ohio."

"From one bulb and five bulblets of Gold Eagle I had an increase of over one hundred bulblets. Its deep color, good placement and extreme earliness makes for it a great future.

"JOE COLEMAN, Ohio."

"Bulblets of Gold Eagle bloomed in 3 months, 20 days, from early planting; best yellow I have seen. Let me have your list as soon as out, I want more of your kinds.

"FRED W. GRAY, West Virginia."

"This year the first glad to bloom was your 'Gold Eagle'. 'Gold Eagle' sure is a real yellow.

"GEORGE W. SMITH, Washington."

"Before I forget it, I'll write and tell you about Gold Eagle. The bulbs did not arrive until May 26, which was a little after we had most of the bulbs planted. I cut the larger of the two bulbs (owing to your generosity, there was another bulb besides the one I ordered) and have five strong stalks. In just seventy days, four days less than the next earliest variety, we had two fine spikes of bloom. The color is equal to Golden Measure, in my opinion, and it is much ahead of that variety for earliness, productiveness (the bulblets germinate almost 100% for us) and the spike is far ahead of that variety for decorative use. And it is ruffled.

"Everyone with whom I have talked has spoken of this variety as the outstanding yellow. We all believe it has a wonderful commercial future, and I think the demand will be very great. I surely congratulate you on having produced such a fine variety, and hope that it may prove out as well as we think it will.

"As soon as you can, I wish you would quote me on whatever stock you wish to spare this season, large or small. I wish to get more of it.

"G. W. THACKER, Michigan."

"I think you might be interested in the general behavior of your 'Gold Eagle' in California. The bulb was planted on March 20th and made three spikes, the first bloomed on June 11 (83 days), being 40 inches tall, the second spike was about the same size and the last to bloom was thirty-six inches; the largest flowers were 4 inches in diameter, the others about 3½ inches. but the color was

what got everybody who saw it—it was the deepest, clearest yellow I have ever seen in a glad, with the possible exception of Souvenir; the substance of the flower is excellent and it stood some unusually hot weather without burning or even fading.

“As the bulblets started blooming before the larger spikes were gone, we had Gold Eagle blooms from June 11th to July 24th, 43 days, from one bulb and three bulblets; I think that is quite a record.

I suppose I would of got more increase if I had cut the spikes, but the color was so good and the flower stood the heat so well that I decided it should brighten its own corner as long as it could.

“With cooler weather it might have lasted longer, but the thermometer ran all the way from 84 degrees to 102 degrees in the shade every day while we had Gold Eagle in bloom.

“W. H. KINGSLEY, California.”

(Note the cut and come again trait of Tycko Zang.)

“This is a somewhat belated appreciation of your fine origination ‘Tycko Zang’ of which we planted 1,000 bulblets the past season. I believe 90 per cent grew and a goodly portion developed into first size bulbs. The increase in bulblets was excellent.

“The large bulbs gave wondrous blooms. We noted a “**cut and come again**” tendency in this variety. The large bulbs gave two extra spikes after the main spike was cut. These secondary spikes were not so large as the first ones, but could well be utilized in floral designs.

“Would be pleased to have your current trade list.

“PAUL B. VAN WINKLE, Ohio.”

“The bulbs I bought of you last season all grew and the flowers were just fine. Tycko Zang grew so thrifty and strong and even made extra spikes. The extras starting right out where the first one was cut. So I think you should claim the “**Cut and come again**” slogan for Tycko as well.

“MRS. W. L. LAUGHLIN.”

"I beg to advise that I regard Tycko Zang as one of the finest of the recent introductions and have been recommending it just this way to my buyers and in all personal letters. I saw your exhibit at the Rochester Show this season and then I had some bulblets make 5½-inch flowers and it is certainly a wonderful Glad.

"J. H. HEBERLING, Illinois."

"I planted out the Tycko Zang bulbs I purchased from you the 15th of March and I received some very nice blooms and I consider it one of the best. Also planted 75 bulblets you sent and each one germinated and several are in bloom now, five months from p'anting. Mail your lists when ready.

"W. Z. PURNELL, Maryland."

"Tycko, small bulbs as they were, threw not some but all of the most beautiful spikes and blooms that have appeared in any garden in our small town, and were admired by everyone that saw them.

"H. O. ENGLAND, Massachusetts."

"Will you please inform me what price, retail, also wholesale, for Tycko Zang this fall? Have you a cut of this, it is a wonder, made a hit at our local fair. This and our 'Aflame' drew most attention.

"F. C. HORNBERGER, New York."

"I take pleasure in informing you of the growth of your Tycko Zang from bulblets, which made a better growth than any of the fifty or sixty varieties I have. The stalks looking as if they had been grown from No. 1 bulbs. Many of them bloomed and I measured some flowers, which went as high as 6 inches. It is certainly a good one.

"C. R. HILLS, Ohio."

"Just a line to let you know my success with Tycko this summer. I had one spike from a No. 4 bulb that measured 25 inches from the base of the lower bloom to the tip of the bulb, there were five blossoms out at that time that measured 15 inches long and 6 inches wide, a whole bouquet in itself. Another one from the same sized bulb when the first three blooms were out measured 10 inches long and 6 wide, larger than the whole spike of many of the other kinds and they were certainly beauties, I think that I would prefer it to W. H.

Phipps. The bulblets came good and made good growth, many of them would have bloomed if they had had time. The Gold Eagles all came up and two of the three bulblets bloomed for me, it is a fine glad and has a color distinct from any other yellow.

“SPENCER B. HUNT, New York.”

“Much pleased with the stock purchased from you. The Golden Swallow gave me fine flowers and No. 1 bulbs.

“C. C. WHITE, Pennsylvania.”

“Arabia was a sensation at the Seattle show.

“FRED L. DEKIN, Washington.”

“I must commend you for your fairness in allowing the growers that bot stock from you to increase their stock before you reduce prices, which I am sure you could do and make a big profit.

“WOODLAWN GARDENS, Illinois.”

“You people deserve a great deal of credit for pricing your new Originations within a reasonable limit that makes it possible to grow them at a profit. Last year we invested in new varieties at a bulb that is offered at this season. Unless such practice will react unfavorably to the originator or introducer, we surely have not improved in intelligence since Barnum’s time.

“A. J. ANDERSON, Minnesota.”

“I do not believe that anyone in the world could receive better treatment than I have received from Mr. and Mrs. Austin. Knowing them, of course, you could not expect anything but the most conscientious treatment and attention to orders placed, and I have always found them going just a little bit beyond the requirements of their orders.

“C. G. MORRIS, Indiana.”

“I saw your ‘Veiled Brilliance’ at the Portland Show. It is wonderful.

“MRS. O. H. MILLER, Washington.”

HOW TO PLANT AND HARVEST SMALL BULBS
SUCH AS ARE GROWN FROM
BULBLETS AND SEED

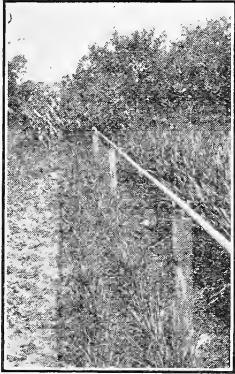


ILLUSTRATION No. 1

shows two rows of strong, thrifty seedlings grown in open ground the same as bulb-lets, only planted a little more shallow.

ILLUSTRATION No. 2

shows Mr. Austin digging the seedlings while they are still green so that the tops will not break off. He loosens and raises them up without turning them over.

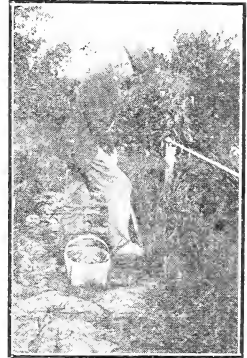
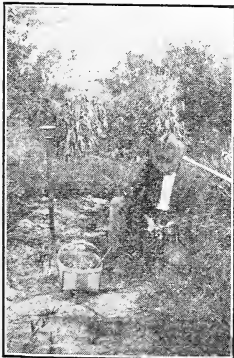


ILLUSTRATION No. 3

shows how they are lifted out of the ground, broken off by the handful and dropped into the basket. All quickly and easily done, and no loss of bulblets.



CULTURAL INSTRUCTIONS

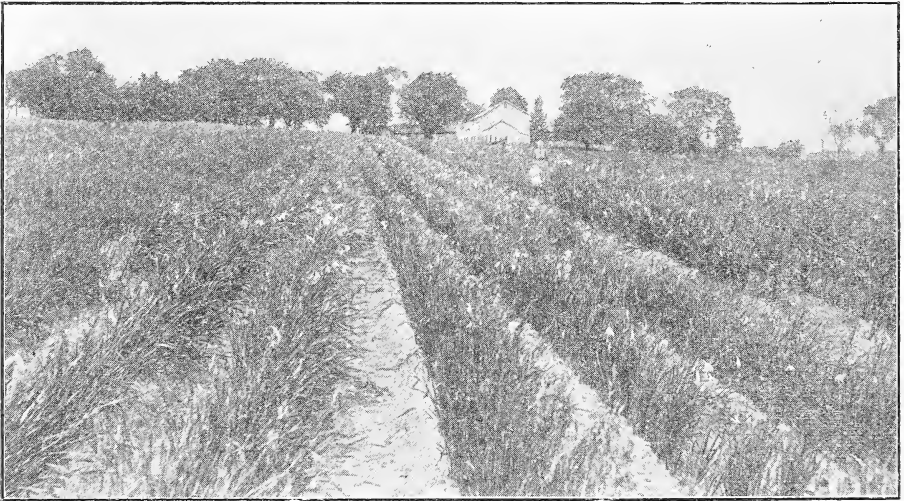
People now realize that it pays to have good strong bulbs and to grow them in the best manner possible.

It is advisable to plant in rows for best cultivation and they may be eighteen to twenty inches apart, which would require hand cultivation; or twenty-eight to thirty, allowing the use of wheel hoe and cultivator, or three feet apart, which is wide enough to admit of horse cultivation. Assuming that the soil is rich and worked fine, for large bulbs make a trench six inches deep if in sandy soil, but of less depth if clay.

A good rule is to set the bulbs twice their diameter apart in the row. Cultivate well and always as soon as ground can be worked after rain.

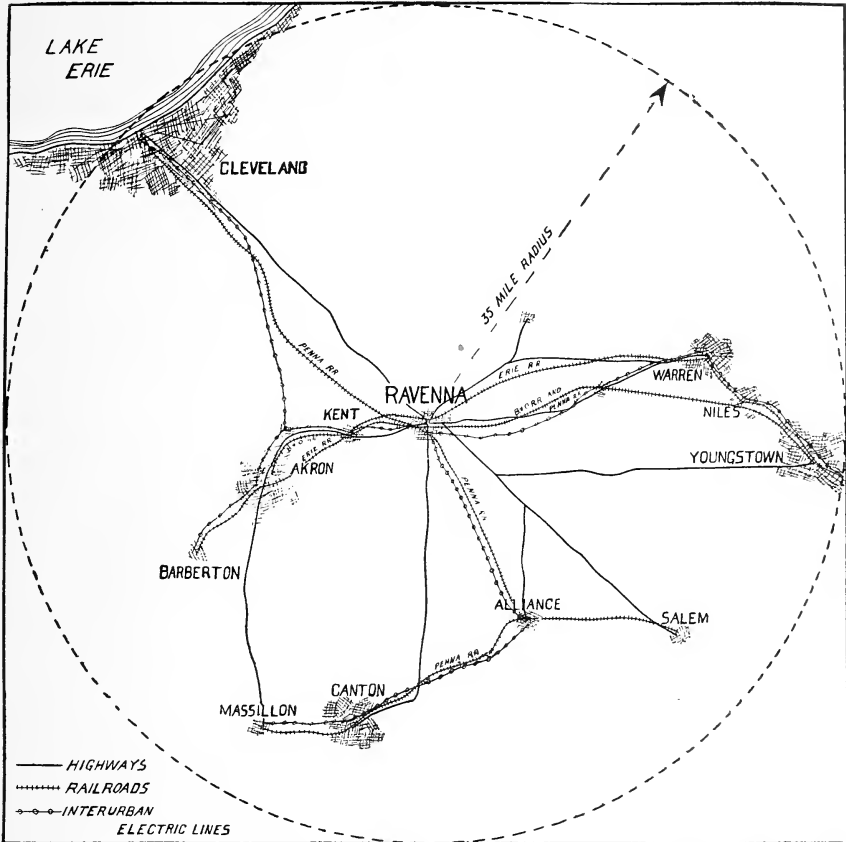
The spikes may be cut when first bloom is open, but not less than four leaves of foliage should be left to mature the bulb.

When the foliage begins to ripen, dig bulbs and cure in the sun if possible, then store in a frost-proof cellar.



A field planting at our Elm Hill Farm.

Home of Austin Trial Grounds.



The above map is drawn accurately to scale. Over a million and a half of people live inside the 35-mile radius. Note the steam, trolley and highway connections radiating from RAVENNA—the CENTER of "Industrial Opportunity."

CHAMBER OF COMMERCE.

In looking backward to the beginning of our gladiolus growing, with the exception of Mr. Matthew Crawford, who was known as the "grand old man" of the gladiolus world, we believe ourselves to be the Pioneer Commercial Growers of the noted 35-mile radius surrounding Ravenna, which is said to be the largest gladiolus growing section in the country and probably in the world.

Our early work with gladiolus first excited curiosity but as the venture proved successful it created interest, and plantings large and small came into existence. Now approximate millions of gladiolus wave their banners of loveliness in this world beauty spot, and its heart, where new improved varieties are originated, tested and sent forth, is the small planting of hybridized seedlings at the Austin Trial Grounds.

Numerous testimonials, a few of which we print, are proof of this assertion.

READ CAREFULLY

QUOTATIONS—made subject to prior sale.

CASH with order, or 25% deposit, balance C. O. D. at time of shipment.

NO order accepted for less than \$1.00.

POSTAGE STAMPS of one and two cent denomination and only for fractional part of a dollar, accepted.

ORDERS FILLED in rotation and shipped when weather permits.

WE PAY DELIVERY CHARGES.

If a Grower send for Wholesale List.

Keep this Catalogue, we may issue only a Supplement to it next year.

Join the American Gladiolus Society and get the help of its Monthly Bulletin. A magazine full of information for the Gladiolus Grower. Send \$2.00 to the Secretary, John C. Davis, 77 South Ave., Rochester, N. Y.

Peonies have been an interesting side line for many years and the planting at our Trial Grounds comprises very choice varieties. Ask for Peony catalogue.

Address all orders from this catalogue to

AUSTIN TRIAL GROUNDS

MR. AND MRS. A. H. AUSTIN, Proprietors

356 North Freedom Street

RAVENNA, OHIO

