

## Historic, archived document

Do not assume content reflects current scientific knowledge, policies, or practices.



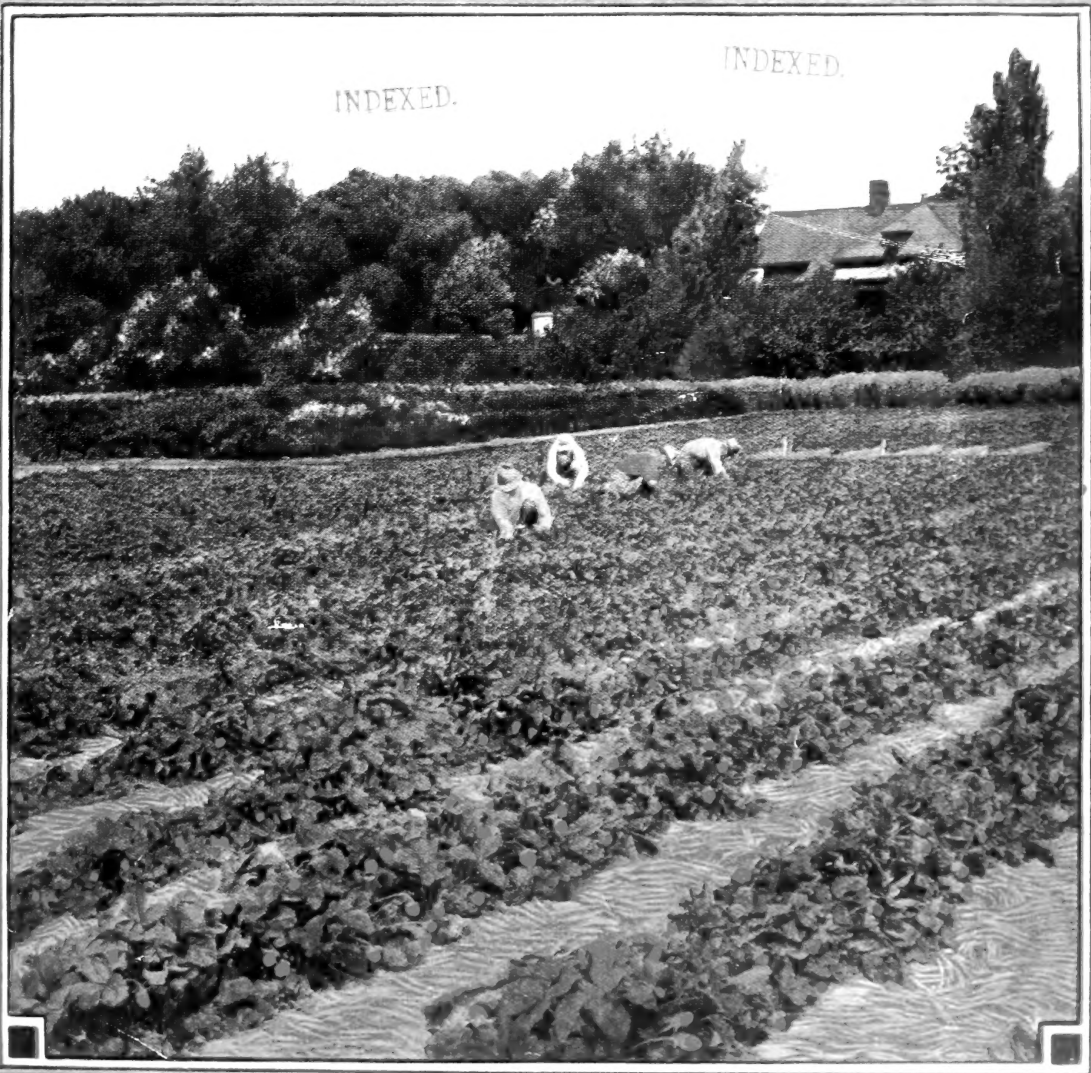
1915

RECEIVED  
AUG 31 1920  
Department of Agriculture

# TOWNSEND'S 20<sup>TH</sup>-CENTURY CATALOGUE No 25

1915

INDEXED. E. W. TOWNSEND  
STRAWBERRY SPECIALIST  
SALISBURY, MD.





Townsend's Late—(See Page 9)

## CATALOG NUMBER 25

What is known as "THE EASTERN SHO'" of Maryland is an old settled section. Some of the richest plantations of all time since America was settled have been right here, and the lands granted to Lord Baltimore by the King of England are now, as they were 200 years ago, the Cream of the Country.

Here is where I have spent my life, my father, grandfather and great-great-grandfathers on both my father's and mother's side.

This section of the country has been long called the garden spot of the world, and rightly so, I believe, for when everything is considered I do not believe that there is another spot in the world so pleasant. As the "Old Eastern Shore," Salisbury, Md., where our home and nursery are situated, is just half way between the Atlantic ocean and the grand Chesapeake Bay, we get the cool, sweet breeze from both. Our summers are long and cool. Our winters are short, and mild; zero weather is almost unknown here. The growing season extends from March until November. Two crops ripen on the same land, bringing double profit in one season.

Our land is light and level in most cases, especially around Salisbury. The above conditions are mainly the cause of the "Eastern Shore" of Maryland having the reputation of sending out the best nursery stock of any section in the world.

It is here, under the most favorable conditions, that I am trying to grow for you the best stock that can possibly be grown. I am striving hard to keep pace with, and a neck ahead, of our very best and oldest growers. That I have pleased the greatest majority of my customers in the past I feel satisfied. And I promise you that I am working harder than ever to produce for you a still better grade of plants than I have been able to offer you before. While I have not grown the number of plants per acre this season, I feel sure that I have more than made up in quality. It has from the start been my endeavor to make a friend of every customer, for two reasons: it pays to live that way, and it pays to do business that way. I attribute a large portion of my success to my pleased customers.

I sincerely thank you all for your liberal patronage in the past and hope to merit a continuance of your favors.

Wishing you much success, I remain,

Yours very truly,

**E. W. TOWNSEND,**

**The Fair Dealing Nurseryman.**

## King of the Autumn (Everbearing)



Photo showing a section of a row of KING OF AUTUMN (Everbearing Strawberries.) Plant set May 1st, 1913, photographed September 29th, 1913. Note the young layer plants loaded with fruit and blossoms.

King of the Autumn is our favorite ever-bearer, for family use, and will be sold only for this purpose. Under no circumstances will I sell any plants to any nurseryman or plant grower for propagation purposes, and all sales are made with this understanding—that they are sold for fruiting purposes only. The above cut shows a section of a row of plants in fruit September 29th from plants set in the field May 1st, same season. In the five seasons that I have grown them they have never failed to produce a fine crop the entire season from May 15th to November. The size is large with a beautiful appearance, flavor good enough for a king. No more than one hundred plants will be sold to any one purchaser, with the understanding that he has no right whatever to sell or give away any plants that may be grown from this stock. The price is the same to every one—100 plants by parcel post, prepaid, for \$2.50. No matter if you live in a town or in the country you surely have room enough for 100 of these plants, and I assure you that nothing will give you more

pleasure or profit than 100 of these KING OF THE AUTUMN plants in your garden or back yard.

Think of it! Big, red, juicy strawberries six months in the year and fresh for your table every day. Not only this, but dozens of jars may be preserved and canned for the winter months. I will be able to furnish about one thousand of my customers with this grand offer. After that amount is sold I will be compelled to return your money. First come first served.

Just clip off the coupon at top of this page, sign your name and address, enclose a money order for \$2.50, and the plants will go by parcel post prepaid. Put this lot on your order before you go any further, for you will surely want this 100 plants whether you have room for any others or not. And remember, only 1,000 persons can be served this season. If your order is first received you will be the first to be served. Or they will be booked and kept for you. DON'T MISS IT.

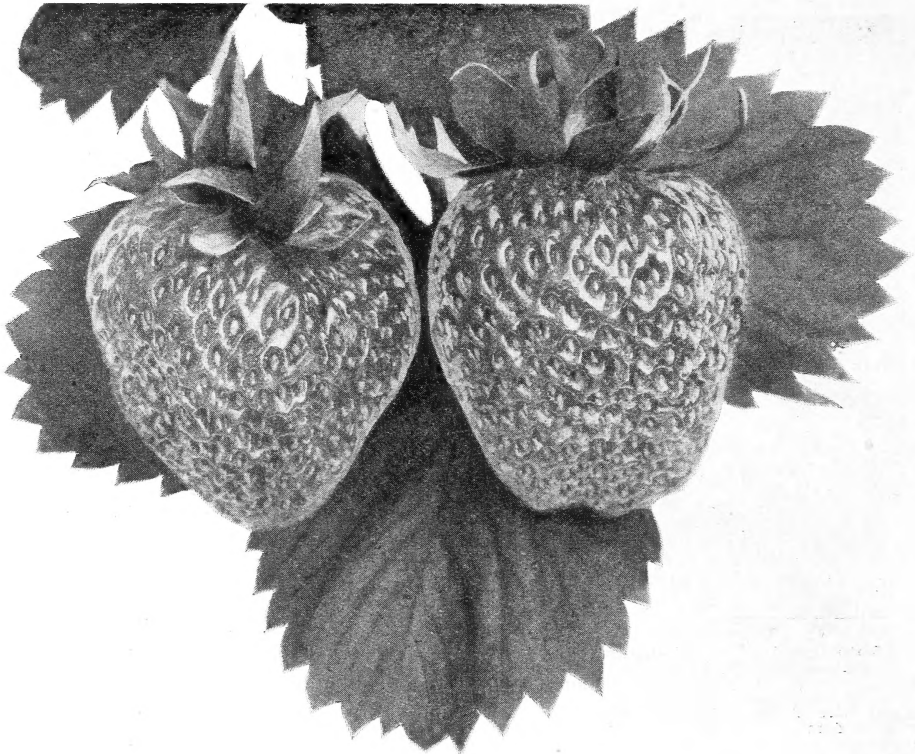
### Coupon

E. W. TOWNSEND,  
SALISBURY, MD.:

Please find enclosed \$2.50 for which send me 100 King of the Autumn plants which I promise not to sell or give away any of the plants which I may grow from this stock.

Name \_\_\_\_\_

P. O. \_\_\_\_\_ State \_\_\_\_\_



Aroma

## Describing Varieties of Strawberries

This is the catalog writer's hardest task in compiling the book, as there are so many varieties on the list with almost the same description and sometimes just the same description will answer for several varieties. It is my desire to make the descriptions as brief as possible, and give the true description as the variety has behaved with me, together with reports received from other sources. One reading over the lists in the various catalogs is sometimes led to believe that there are no bad ones, but all good, better and best. There are a few varieties in existence that are good in every locality. Thus

it becomes very important that one should be familiar with the variety before setting largely of it. Your nurseryman can often be of great benefit to you in selecting for you. It has been my purpose for years to encourage growers to grow a small testing plot each season. This testing plot proves both profitable and it is a great pleasure in growing and watching their behavior. I prepare special collections each season for this purpose, or one may test out my entire list, 25 plants, each with a very small cost, and it does not require much space to set and grow the plants. My own testing plot is my greatest pleasure resort each season. It is here that I learn all about them and am thus enabled to pick out the favorites and discard the unfavorable sorts.

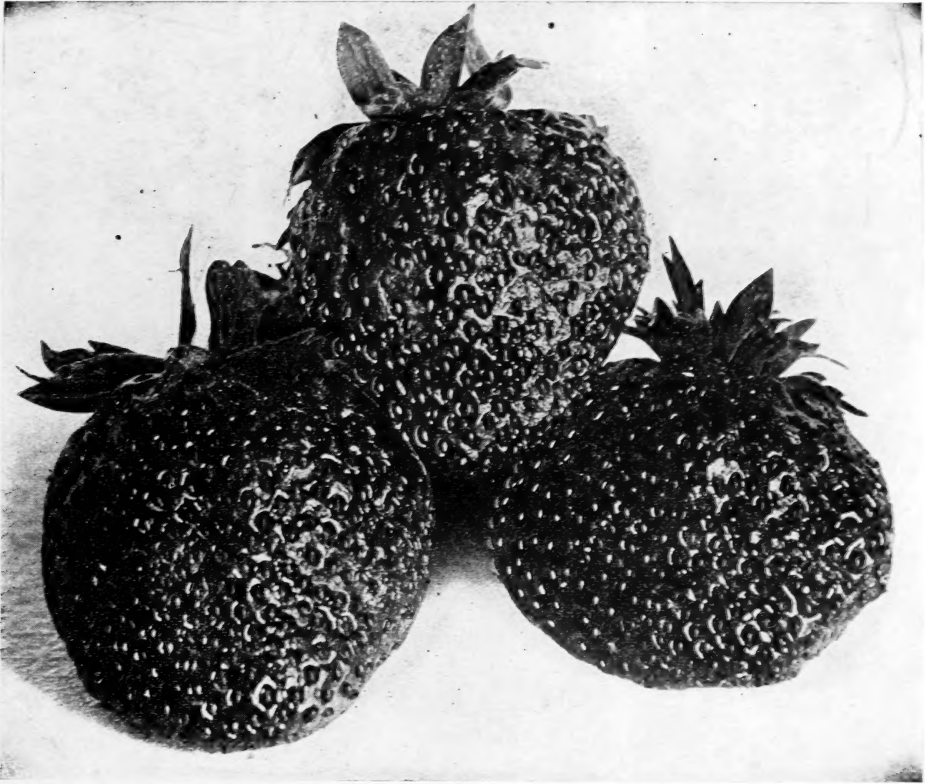
## Aroma

A variety that not only belongs to head the list alphabetically, but has won first place on its own merits among thousands of competitors. The Aroma is the most sought for late variety—North, South, East and West. There has not been enough of this variety to fill the orders for several seasons.

The past plant setting season I discarded eight good late varieties to give room to the Aroma. I have at least five times as many of these plants now growing as I have ever grown before. And now I do not feel that I have half enough to supply the demand. My first inquiry the past season was for 4,000,000 Aroma plants. The Aroma is a variety that has made good everywhere—it needs no description from me at this time.

I shall be glad to fill your orders as long as I have any plants in stock, and would advise getting the order in as early as possible. If I am sold out I reserve the right to return your money.

<p>— MARYLAND —</p> <p>STATE HORTICULTURAL DEPARTMENT DEPARTMENT OF ENTOMOLOGY AND VEGETABLE PATHOLOGY MARYLAND AGRICULTURAL COLLEGE AND EXPERIMENT STATION</p>	<p>R. W. SILVESTER PRESIDENT AGRICULTURAL COLLEGE PROF. T. B. STOWNS STATE ENTOMOLOGIST PROF. J. B. &amp; NORTHON STATE PATHOLOGIST</p>
<p><b>CERTIFICATE OF NURSERY INSPECTION</b></p>	
<p>No. 176</p> <p><b>To Whom It May Concern:</b></p> <p>THIS IS TO CERTIFY that on the <u>21st</u> of <u>September</u> 1917, we examined the Nursery Stock of <u>E. W. Townsend</u> growing in <u>his</u> nurseries at <u>Salt Bay</u> County of <u>St. Charles</u> State of Maryland, in accordance with the laws of Maryland, 1898, CHAPTER 289, SECTION 58, and that said nurseries and premises are apparently free, so far as can be determined by inspection, from the San Jose Scale, Peach Yellow, Pear Blight, and other dangerous injurious insect pests and plant diseases.</p> <p>This Certificate is invalid after <u>August 15, 1918</u> and does not include nursery stock not grown within this State, unless such stock is previously covered by certificate and accepted by the State Entomologist and State Pathologist.</p> <p style="text-align: right;">               R. W. Silvester              State Entomologist         </p> <p style="text-align: right;">               J. B. &amp; Northon              State Pathologist         </p> <p>COLLEGE PARK, MD. <u>Sept 11 1917</u></p>	



**Joe Johnson.**

Copyright, 1913. E. W. Townsend.

## Joe Johnson

Joe Johnson was introduced by me the past season under most favorable circumstances. I had control of the output and had a fair supply of plants to offer. I placed the price within reach of all and succeeded in giving them a wide distribution the past season, and I expect to hear great things from them in a little while. At our loading stations this season they were the most sought for variety by the Northern commission merchants, selling as high as \$4.50 and \$5.00 per thirty-two quart crate at the shipping stations.

The Joe is a medium late variety, beginning with the Aroma, but does not fruit as late. It bears an immense crop of large firm fruit of good quality. One acre in fruit picked the past season at an average of over 1,000 quarts each picking. The picking season in Maryland does not last over 10 days. The Joe is a fine plant maker, not a sign of rust or blight of any kind ever showed on it here in our beds. The photo on this page gives a fair description. I have seen this variety on several different soils and

it seems to do equally as well on one as the other. If you did not get any plants the past season, place your order at once on my guarantee to be as represented or have your money returned.

I have received so many good reports from this variety that I wish I had room to print all the good things said about this berry. One fellow wrote: "I sent you \$2.00 for 25 Baltimore plants. I am writing to tell you it was the best investment I ever made."

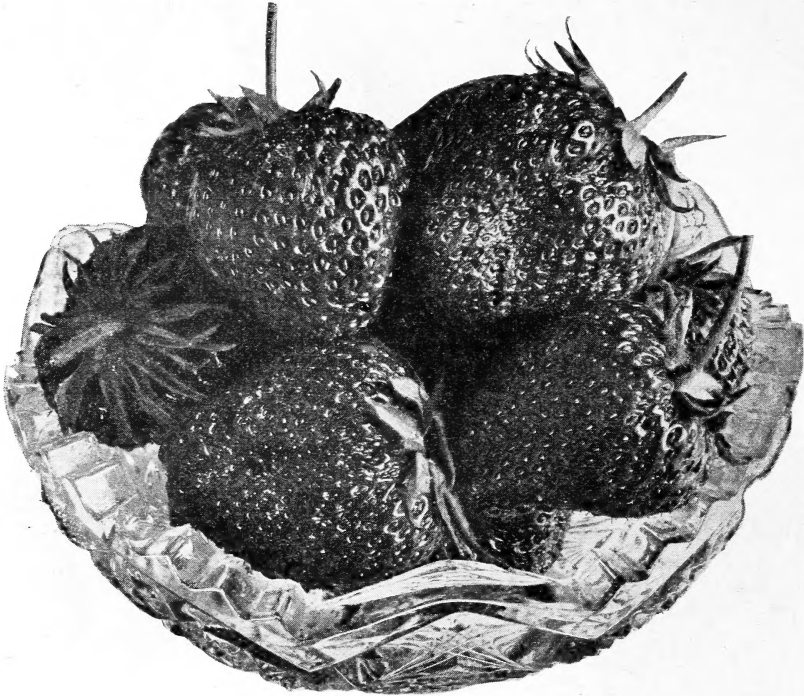
## Baltimore

The Baltimore is the same season as Aroma, and picks a long season; fruit is large and firm and good quality, good plant maker, holds fruit well off the ground and is easily picked. See illustration on page 4. While I believe that the Baltimore is making good everywhere I can truly recommend it to my Northern customers, or any one looking for a large fancy variety for either home or commercial purposes.

See illustration on next page.

## ✓ King (of the Autumn)

is a genuine EVER-BEARING strawberry, bearing a heavy fruit the same year set in the field or garden. It is almost frost-proof. It is the most exquisitely flavored of all fruits, so mild and wholesome that even invalids eat it not only without harm, but with marked benefits. In any market glutted with other berries it would bring a fancy price.



Baltimore.

**SUCCESS** (Per.). A variety that has made good on its own merits, has never had any boastful advertising, but when once sold in a community becomes a favorite; fruit large to extra large, good quality, firm and productive; has a fine appearance. Plants strong and healthy.

**EKEY** (O. I. C. (Per.). This variety is known by two names at least, and is a general favorite wherever grown, is a make of extra large plants that holds the fruit well from the ground, plants show no blemish of rust and is a sure cropper; fruit large and pointed with extra fine flavor; firm and productive; will sell well, ship well and eat well. Is largely grown in all the berry districts of the East, and known by most growers as the **Ekey**. I have a fine supply of plants at low prices.

**IMP. LADY THOMPSON** (Per.) This is an old tried variety and does not need any description; has always had its greatest popularity in the South, but the Missionary knocked them out in many of their strongholds. I always grow a large lot of Thompson plants and usually sell out. My stock is fine this season and I can supply all who send me their orders.

## Klondyke

**Klondyke** (Per.) Medium early and popular. Needs no description, as it is generally grown all over the country. I will add that my stock of Klondyke plants is probably larger than grown by any other plant grower in the country and all are from selected stock and will bear two quarts where plants set from fields

with no selection will bear one. I have plenty of customers that back me up in this statement and some of them even make it stronger than the above. If you are in the market for Klondyke let Townsend supply you. My prices are low and better stock cannot be had. I sell more Klondyke and Missionary plants every season than any other nurseries in the world. I supply the leading berry associations with these varieties by the hundreds of thousands. Let me know your wants before you place your order this season. Samples and testimonials will be furnished free.

**HIGHLAND** (Imp.) A grower of strong upright plants, very productive and good quality of fruit, moderate plant maker, fruit large, is mostly grown in the West. Not a favorite in some sections.

**TENN. PROLIFIC** (Per.) This is an old true variety. Needs no description. Has been on the list a long time and is likely to remain a long time yet. Fruit large and good quality, very productive.

## Helen Davis

**Helen Davis** (Per.). Fruit medium to large, of very good quality. Plants are productive, makes a strong growth and is proving very promising, with all the large growers. Holds up well in size and calyx remains green, color crimson to the center. Firm enough for a good shipper. The quality is one of its strongest points. This is a variety that you will not go wrong in planting. I have a fine stock of Thoroughbred plants to offer you this season.

### MORE LIVE PLANTS.

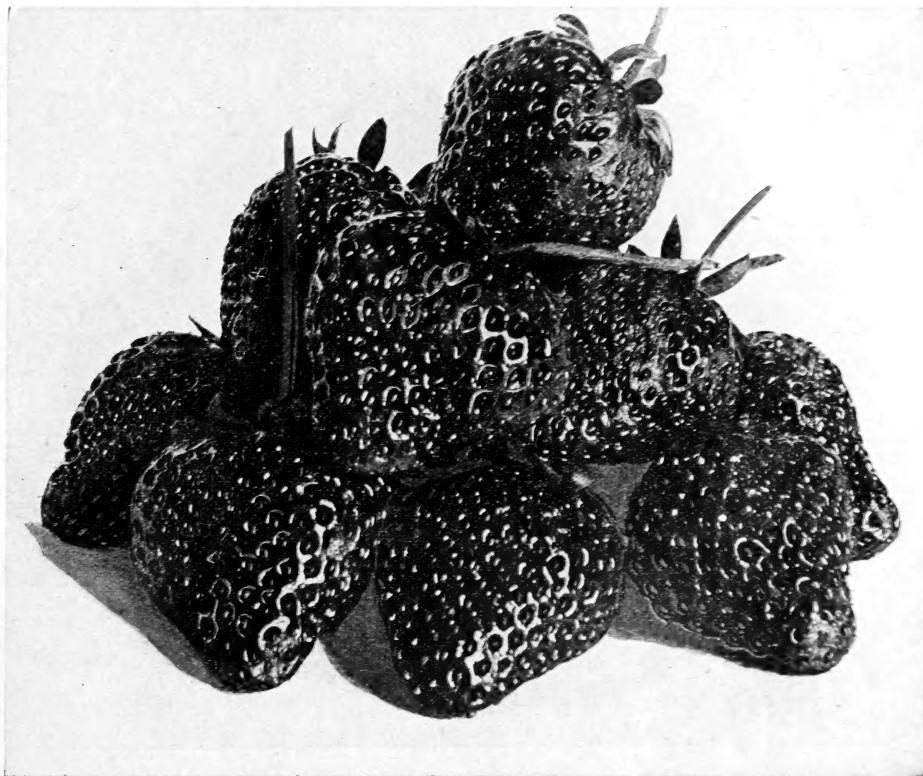
Dear Mr. Townsend:—I have the dewberry plants and they look good to me; strong and look just like they would just have to live.

Page Four

Shelby, N. C., March 23, '14.

Respectfully,  
J. R. OSBOURNE.





**Townsend's Missionary.**

**The greatest Southern Commercial Berry. Buy your plants from the originator.**

## Missionary

Missionary—Early. The Missionary is still the leader in all Southern states as a commercial variety. The Missionary has proved in the South and West what the Senator Dunlap has in the North. It is really the poor man's variety. It will grow anywhere it is possible for strawberries to grow under unfavorable conditions, and show remarkable results, and with the best of cultivation it can be made a gold mine.

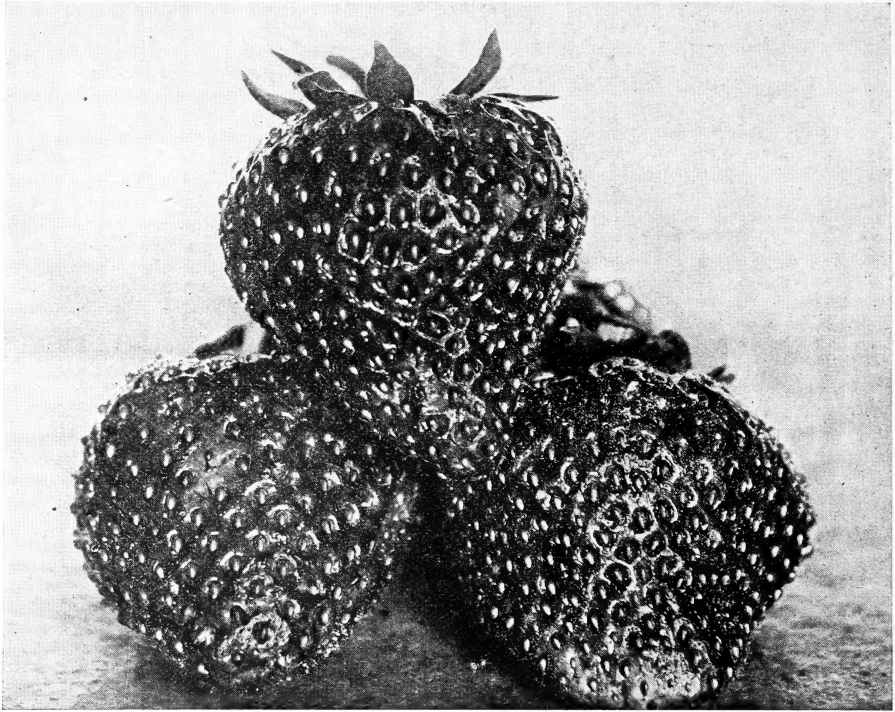
In all such sections as Norfolk, Va., Chadbourne, N. C., Plant City, Fla., Lakeland, Fla., Griffin, Fla., and in fact every strawberry section of the state of Florida it has taken possession and is more largely planted than all others combined. There is no other variety ever introduced that has proven itself so popular in so short a time. While it is a prolific bearer and a good shaped and good sized berry, combined with good quality, its greatest point in favor is its firmness as a shipping variety. I am safe in saying that I have sold more Missionary plants than all other nurseries combined since I introduced the variety in the state of Florida in 1906, and I have shipped it to every section of the country where strawberries are grown and I have yet to hear a single complaint where it did not make good. While the qualities that it possesses are not so essential in the North to make a favorable variety, it nevertheless has proved satisfactory as an all around variety. This season has not been the best for plant growth and I expect to run short of plants this season, although I have a very large acreage set in plants. I would, therefore, advise all my Southern customers that bank on the Missionary to get their orders in as early as possible. They will be booked any time and shipped when

wanted. Not necessary to say TOWNSEND'S MISSIONARY if you send the order to Townsend. The reason the name Townsend is added to the Missionary is because there were several fake varieties sent out for the Missionary before the plant growers could secure a stock of it. If you want the genuine article send me the order.

**UNCLE JIM** (Per.). Of the New York type, said to be the same by many, but I think there is a difference and that the Jim has the best of the two. The Jim is the largest berry grown by me, I think, when the season suits it. In fact, I have seen them so large that I really thought they would have eaten better and looked better if they had been half their size. Strong, healthy, productive, just the kind to plant for local market or where they can be picked today and sold tomorrow. I have a full stock of THOROUGHbred PLANTS and they are great sellers.

**OAKS, EARLY** About the same variety as the Lady Townsend; one could hardly tell the difference in foliage or fruit.

**CLIMAX** For commercial purposes I know of no early variety that has proved more profitable. It has a record of 20,000 quarts per acre; is a few days earlier than Klondyke and will produce three quarts to the Klondyke's one. About same size berry as Klondyke, carrying qualities not as good as Klondyke in the South, but is firm enough in the North to be classed as a good shipper. The sale of plants is always large and seldom have enough to supply my trade.



®  
First Prize.

If it is a strictly Fancy Early variety wanted, take this one. Guaranteed to please.

## Norwood

**Norwood** (Per. blossom). Midseason. This berry has been widely advertised and needs no description from me. It is supposed to be a cross between the Marshall and Corsican. The Norwood is a very fancy variety with me, doing its best under good cultivation. The plants are large and healthy, making a moderate supply. Not very productive, but every berry is a good one. The flavor is good enough for a king. I recommend it where a strictly FANCY variety is wanted or for family use. Some catalogs claim that four berries have filled a quart box. I have not grown any that size, but have them as large as I desire. On account of being a moderate plant maker the plants have to sell very high. I have a fine stock this season.

**FIRST PRIZE—EARLY** This variety was introduced several years ago and is fast coming to the front where a fancy berry is wanted. It is not the best variety for the South, but for local markets I know of nothing better as a money-maker. Plants are strong and beautiful and free from rust; makes plants freely. The fruit is extra large, scarlet red with a beautiful double calyx that holds the color no matter how dry the season. The flavor is mild and sweet and is considered by experts to be of the very best flavor. If you are convenient to a nearby market get this one, and you will want a few for your home use anyway.

**CARDINAL** (Imp.). Midseason to late. Size, medium, quality good, productive, good plant maker.

**DO NOT FAIL TO ORDER A FEW OF THE FALL-BEARING STRAWBERRIES.**

## Uncle Sam

**Uncle Sam.** After testing the Uncle Sam for several seasons I believe it to be so nearly like the Early Ozark that one description will apply to both.

**EXCELSIOR Extra Early.** Small in size and very sour; is a good shipper and comes in a season when few berries are in market, hence it usually brings good money. We have a few customers that bank on it and every season grow a small plot of plants for our trade.

**LADY TOWNSEND, EARLY** A good variety for either home use or distant market; is very productive; good quality; medium sized; good plant maker; is a favorite in most sections where it is known.

## Hanback's Beauty

Hails from Virginia. Introduced in 1912. In this short time this variety has made many friends and the growers in this section of the country are setting heavily of it. Season late; begins to ripen with the Aroma. Fruit very large and firm, quality fair to good, colors all over with no green tips, color light red with beautifully green calyx. The growers who have fruited it on good soil in any quantity claim that it is wonderfully productive, picking something like 7,000 to 10,000 quarts to the acre. I have not fruited it myself, but have seen it in fruit and it struck me as a good one to try this season.

**FOR PRICE LIST OF EVER-BEARING STRAWBERRIES SEE PAGE 30**



Early Queen

## Early Ozark

**Early Ozark.** This is gaining ground every season and is almost as popular as an extra early variety as the Aroma is a late variety. It seems to do well everywhere, and is really the largest and best shippers of any of the extra early varieties. It is very productive, firm and of good quality and is largely sought for by all commission merchants.

The growth is distinct, makes plenty of strong plants that stand up in a bushy cluster and makes a beautiful appearance. I planted several acres in the spring of 1913; thought I would have a fine lot of fruit to pick. I lost my guess. I sold every plant excepting a few in my trial beds. Again I have doubled my acreage, but I do not know how many berries I shall be able to pick, as I am already booking orders for plants to be shipped next spring. A letter a few weeks ago from a party in Pennsylvania states that he netted over \$800.00 on less than one acre of Early Ozark, or 4,000 plants. Because they are the best in the market in their season it is easy to make big money with them.

If you are looking for an early variety, you can't go wrong on the Ozark.

## Early Queen

**Early Queen.** Another of my own introductions that is proving satisfactory in every section and is in great demand. I sold nearly half a million plants of this variety the past season, and then returned several orders unfilled. This season my stock is short and I do not expect to be able to fill half the orders sent me.

I describe it as follows: Early to mid-season, crimson color; somewhat wedge shaped; colors all over large to extra large; flavor fine and very productive; firm enough for a long distance shipper; is a great drought resister; has never failed to make a good showing on the grounds.

Millington, Md., April 2, 1913.

Dear Sir: Plants received in fine condition and are nice, strong, healthy plants.

D. JAMES HALL.

## Fendall

**Fendall** (Imp.). I will give the introducer's description:

"This splendid berry originated in our garden at Towson, Baltimore county, Maryland, in the spring of 1905. It is a seedling of the well known William Belt. Its claims to public favor are as follows: First, great vigor of plant growth. Second, large size and delicious flavor. Third, great length of bearing season. Fourth, wonderful productiveness. Fifth, splendid root system. Sixth, beauty and symmetry of form. The plant is strong and vigorous, clean and healthy. The berries are as large, if not larger, than any other variety grown, and unlike most large varieties in that they are of delicious flavor. In length of season it is certainly remarkable. In 1907 we picked berries from it on the 25th of May and the last on the 10th of July. With the same care and under like conditions, it produced twice as many berries as the Senator Dunlap, Corsican, Glen Mary, William Belt, Marshall, and three times as many as the Gandy."

I have grown the Fendall for six years and endorse the above. It is one of my very best.

**MICHAELS, EARLY** (Michels Early). Has long been considered the best early variety for family use, and has been planted in thousands of gardens in the last twenty-five years. The size is too small to make it an ideal berry for commercial purposes, but for an extra early variety for family use it stands KING. I grow several thousand plants each year for my trade and they never forget to ask for them.

**WILSON** This is an old-time favorite and was at one time more largely grown than any variety in the country; needs no description

Tennessee, April 10, 1912.

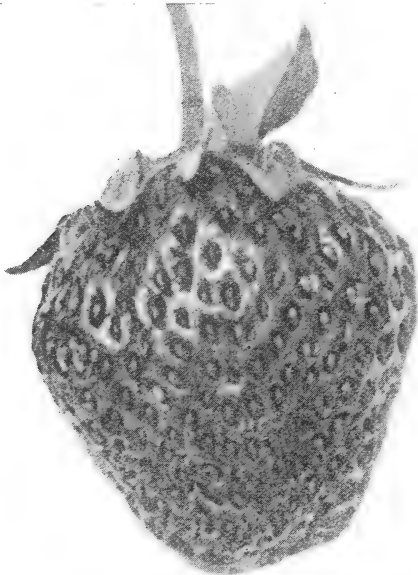
Thanks for the fine plants you sent me in the last order. Please rush the enclosed order.

R. M. KINGSLEY.



**Wilkins Early.**

**JESSIE** Another old standard still grown in great quantities in the Northern states, not a favorite in the South.



**Senator Dunlap**

**WILKINS, EARLY** (Per.). We are well pleased with the behavior of the Wilkins early again this season. It produced fruit as fine if not the best of any variety on our grounds; was the first to show ripe berries in May. The size was good and color fine. They showed to be very firm and I am under the impression that they will make a good shipping variety and one that will fill the demand for my Southern customers. The flavor is as good as any extra early variety I have ever tasted with the exception of Michaels Early, which leads all extra early varieties for eating qualities. I feel sure that the Wilkins Early will become a favorite in a few years and I advise my customers to try it. It is a moderate plant maker and should be planted on good land. Plants strong and stalky when grown on ideal soil, with good culture.

## **Senator Dunlap**

**Senator Dunlap** (Per.) A general favorite in many sections of the country, and one of our very best sellers; a variety that will suit anyone for most any use; a strong grower and healthy, although plants are usually very small. The fruit is medium to large and with excellent quality. Dark red and glossy seeds show prominent, making it a very beautiful as well as useful variety. If you have never tried the Dunlap I would advise trying them this season. I have yet to hear from any section where it failed, although it has not been planted nearly as much in the South as in the North. I have a fine stock and prices are low.

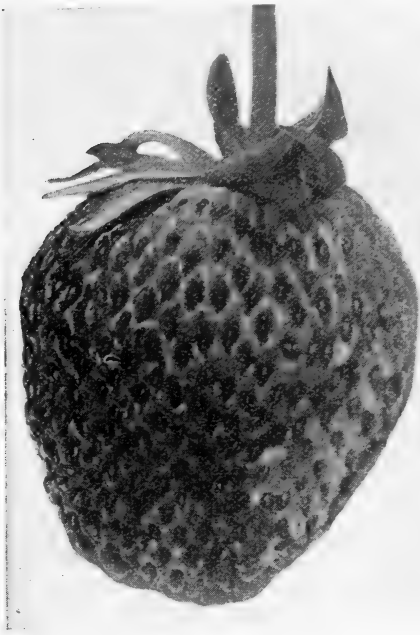
## Mid-Season to Late Varieties

**BUBACH** (Imp.). Fruit large and handsome, roundish, conical, bright scarlet, moderately firm, of fair quality. Plant a strong grower, with a large, healthy foliage and very productive. Succeeds on light or heavy soil. Desirable for home use or near market. One of the best. Season early to medium. This is an old standby, and is deservedly popular. In plant growth it is vigorous but does not throw out excess of runners, hence it is best grown in hedge or half-matted rows.

This variety is perhaps as well known and as widely disseminated as any grown, and while it is perhaps not as popular as it was several years ago, still we always run out of stock long before the close of the season. While it is hardly firm enough for long distance shipping, still it will hold up for ordinary marketing, and is one of the largest berries grown.

## Townsend's Late

This is one of my very best money makers. As a late variety it has now been tried in a great number of states and has proven profitable in every direction. Season comes in just ahead of the Gandy and other late varieties. is a strong, hardy grower, making plenty of strong deep rooted plants. Will stand more dry weather than any late variety I know of. Fruit large to very large, round, uniform in size, color deep red to the center, no green tips, flavor fine, very mild. Is considered one of the very best varieties for family use and as a commercial variety I know of nothing better. Only this week a large grower of strawberries from Bridgeville, Del., called on me in request of these plants, and after looking over my fields placed an order for 50,000 Townsends Late. He informed me that the past season at Bridgeville, Del. (which is the largest shipping point for strawberries in the country) that he had seen them sell for twelve cents per quart when other late varieties such as Gandy were only selling for seven and eight cents. A letter from Pedricktown, N. J., from one of my customers states that their profits were \$750.00 per acre from the Townsends Late, which was by far more than the average variety paid.



St. Louis

**ST. LOUIS** (Per.). A good early sort for home market or northern parts of the United States. A free plant maker with extra long root system and stands the drouth well. A sure cropper. Fruit light scarlet, size extra large, but not firm enough for a shipping berry only to close markets. Very productive.

**NEW SUPERIOR** (Per.). This is of the old Superior type, a great plant maker and in fact must be kept cut out to give best results. If not allowed to grow too thickly in bed is one of the very best varieties to date. Fruit large and fine quality, always reaching market in splendid condition, no matter how the weather. This is one of the productive sorts and should be grown in all sections where the early frost is a danger. It is a continuous bloomer and if killed down will then bear a full crop. Recommended especially for the North, although will carry well from Florida to Boston, and is doing well in Florida.

## Haverland

**Haverland** (Imp.). A well known variety and one that has proved itself very popular. The Haverland has one serious fault—that is, the fruiting stems are unable to hold its immense crop of fruit from the ground. For this reason it is advisable to mulch the beds in winter; if not the fruit is always very sandy. Makes an excellent mate for Dunlap and is still grown in some sections more than any other variety.

Flushing, Mich., June 28th, '14.

E. W. Townsend.

Dear Sir:—How is the Joe Johnson done with you this season? Best here in plants of any I have.

Yours,

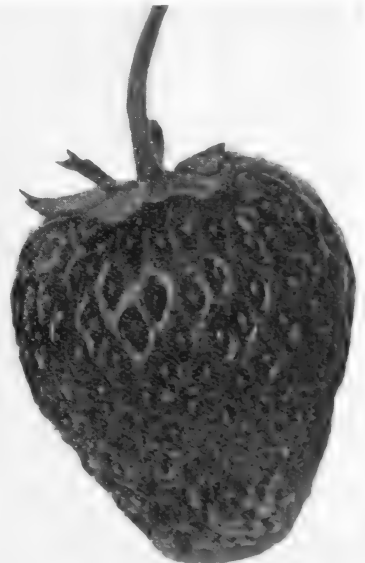
N. FIELDS.

Moore's, Ind., Mch. 18th, '14.

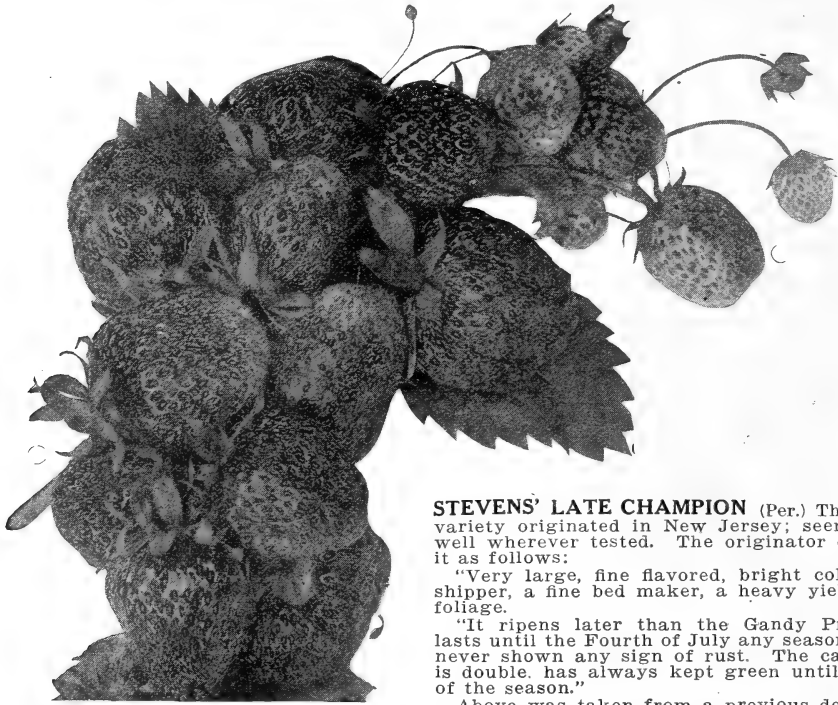
Mr. Townsend.

Dear Sir:—Enclosed please find another order for plants. Your plants are certainly fine; can recommend them.

C. KETCHEM.



Haverland



Stevens Late Champion

## Brandywine

**Brandywine** (Per.). This has proved so satisfactory with all who have grown it that it is consequently in large demand and of great value by reason of its productiveness, large size, beauty and good quality, which renders it especially desirable for the home garden. The berries are glossy crimson, very handsome, firm and solid, excellent in quality, with fine aromatic flavor. The berries color all over evenly and retain a good size to the last, ripening in succession, and every berry maturing fully. Plant is remarkably vigorous, hardy and exceedingly productive and its foliage is long, clean and healthy. The amateur will delight in such a superb variety, which with his good soil and careful culture will give him magnificent returns. Midseason to late. It is also an excellent pollenizer for midseason to late pistillates.

**STEVENS' LATE CHAMPION** (Per.) This new late variety originated in New Jersey; seems to do well wherever tested. The originator describes it as follows:

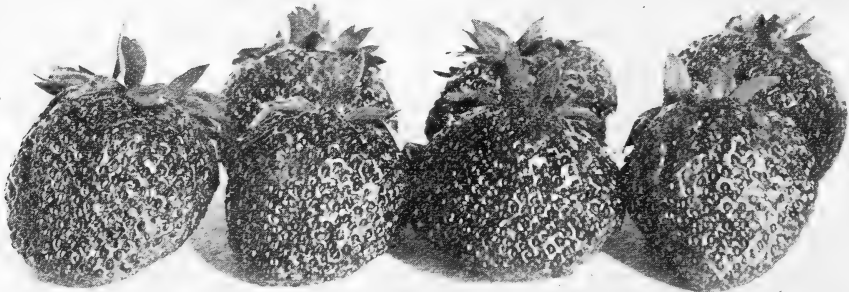
"Very large, fine flavored, bright color, good shipper, a fine bed maker, a heavy yielder, fine foliage.

"It ripens later than the Gandy Prize, and lasts until the Fourth of July any season. It has never shown any sign of rust. The cap, which is double, has always kept green until the last of the season."

Above was taken from a previous description and I find that this variety is still considered one of the best market sorts by a good many growers and I would recommend it to those growing for market where quantity more than quality is desired.

**SAMPLE** (Imp.). The introducer says: "Large size and fine quality; quite firm; continues a long time in fruit. The berries are large to the last. For the market-man it is the best strawberry ever grown. I have nothing in my grounds that will begin to fruit like it. It will yield as many berries as the Haverland, and will average as large as the Bubach. Colors all over at once. A berry that will do that is the best one yet found. There is not a weak spot in it. Foliage perfect, fruit perfect."

I feel perfectly safe in recommending this sort to my friends for either home use or market, where a late berry is desired. While we have a fair stock of plants I would advise ordering early as we always run short of Sample long before the close of the season.



Brandywine, one-half natural size.

## SALISBURY, MARYLAND

**MARSHALL** (Per.) Readers of the Rural New Yorker will recognize this as the variety grown at "Hope Farm" and by Editor Collingwood considered the best. In quality it is really the **standard of excellence**, and if given a good soil and proper treatment will make a heavy yield of very large and handsome fruit.

It needs plenty of manure and thorough culture in order to do its best, as it does not thrive under neglect. We have only a limited number of plants to offer this season, and suggest that you order early if you desire to get this "best of all" strawberry.

**WM. BELT** (Per.). "A native of southern Ohio, and named for its originator, now deceased. For fourteen years this has been before the public, and almost from the first it took rank as the best of all in flavor. It is also superior in beauty, size and productiveness. The color is bright red. The first berry to ripen on each stem is cockscombed, but the others are conical. The plant is grand, and the foliage abundant and healthy. There was a time when it was subject to rust in some localities, but we have heard nothing of it lately."

With us this has proven a valuable variety, giving heavy crops of fine fruit.

### Mascot

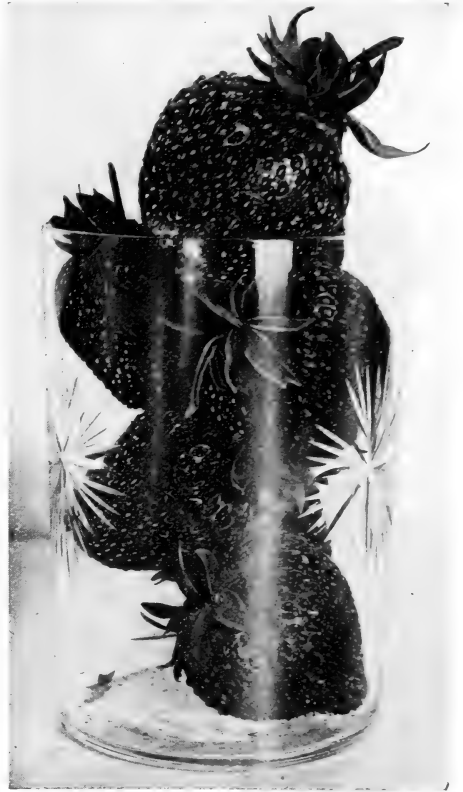
**Mascot** (Latest in season). This variety is proving a gold mine to many of my customers. It is not unusual to get letters where they have netted from \$500 to \$750 per acre on this variety. The berry is one of the very largest, of good flavor and appearance, and is wonderfully productive. Plant growth is excellent. Seems to do well everywhere and especially so in all the Northern States.

If you want the true MASCOT plants give me the order, as I positively know that there are two varieties being advertised under this name. The other variety is mid-season to late and small, poor fruit.

My stock of plants is very large but I have a wonderful sale for the plants. If you want a variety to prolong the season get this one, sure, for they surely ripen long after the other spring croppers are gone. Nothing later but the ever-bearing kinds.



Helen Davis



Mascot, one of the largest and latest.

Ft. Smith, Ark., April 19.

Mr. Townsend.

Dear Sir: I received your plants. They were the best I ever saw. They were packed so nice, but I didn't order enough plants, so I want a few more. I will be glad if you will put in the premium plants that you give to new customers. My order number was 4.608. I thank you for that order.

J. W. MASSY.

Molite, N. C., July 18, 1913.

Mr. E. W. Townsend.

Dear Sir: Please send me another catalog if you have any on hand. I received the plants I ordered from you in fine shape and they are doing well. I expect to put in a large order with you next season. Hope you good success.

Yours truly,

W. A. SUGGS.

### BEST PLANTS THAT COME HERE.

Polk Co., Fla., Feb. 5, 1913.

E. W. Townsend, Salisbury, Md.

Dear Sir: Your plants are entirely satisfactory here. Best plants that come in this section.

Yours truly,

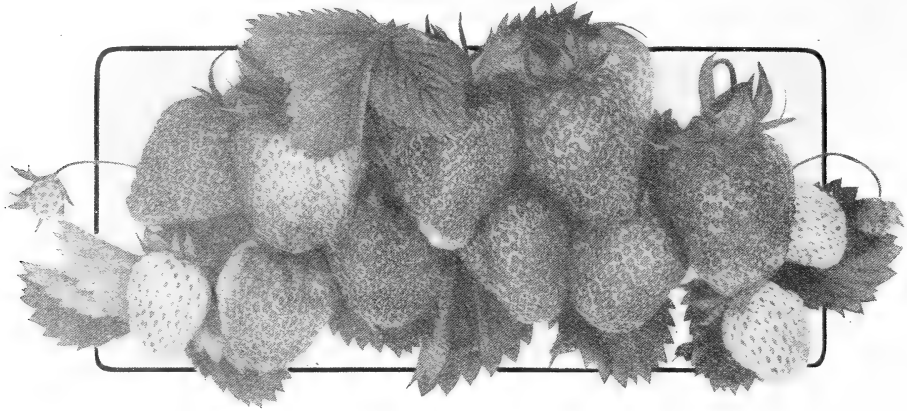
C. H. CHESTNUT.

### SOUTHERN ALABAMA ORCHARD CO.

April 10, 1912.

Received Missionary plants in fine condition. Dear Sirs: Plants O. K. Good count; well pleased.

W. F. THORNTON, Texas.



Ernest.

## Ernest

**Ernest (Imp.).** This is another one of my own introductions sent out with a guarantee to please or refund the money. I have never been asked to return one cent, but hundreds of repeat orders have come back in the last two seasons. The Ernest is a mid-season to late variety. Is one of the most productive varieties I have ever seen and is a sure cropper. Fruit large as Sample, firm and of good quality, slightly pointed and colored all over. My stock of plants this season is not as large as usual and I will not be able to supply the wants for this variety, so if you want this one send early. Remember, your money back if not as represented.



Parsons Beauty.

**TWILLEY (Per.).** Medium to late. Introduced by W. F. Allen, 1911. Good plant maker. Seems to do well on most any soil. Very productive, fruit firm and of good flavor, size medium to large.

**GANDY (Per.).** Has always been popular as a late market variety; does not do well on light sandy soil, and is apt to be disappointing when planted in such location. I have no hesitation in recommending this to all as **one of the best** late sorts for home use or market. The only fault that I ever heard found with it was its "shy bearing" when planted on uncongenial soil.

**GOLDEN GATE (Per.).** Midseason. Introduced by S. H. Warren, Esq., the grand old strawberry man of Massachusetts. It is a strong plant maker, entirely free from rust or any other disease. Seems to do well on any soil; always brings forth a large crop of well-matured and fancy fruit. If you are undecided what to plant, take this one. I guarantee them to please you if it is a fancy berry you want.

**PARSONS BEAUTY (Per.).** Midseason. This is a tremendously productive variety of the Haverland type and will do well for any local market, but not recommended for distant markets unless grown in the North. It is a general favorite in the Northern states, being one of their heaviest croppers and is one of my best sellers; plants strong and vigorous, free from rust, and berries average large and flavor fine. I have known them to pick 12,000 quarts to the acre.

Messrs. E. W. Townsend,  
Salisbury, Md.

Gentlemen:—The 5,000 Dunlap plants I got from you opened up fine, so did the 2,500 Klondyke, and the 2,500 Gandy were the strongest that I have ever seen. Indeed you are to be congratulated on sending such thrifty plants to your customers.

BERT E. WHITAKER,  
Pa.

Kathleen, Fla., April 30.

E. W. Townsend & Co., Salisbury, Md.

Gents: I have sold your plants to the growers here for three years and have always got first-class, well-rooted plants. I can recommend E. W. Townsend to anyone wishing to buy first-class strawberry plants.

Yours very truly,

J. Z. KNIGHT.

FOR PRICE LIST SEE PAGE 30.





A thoroughbred Barkley plant in fruit.

**MARYLAND PRIZE** (Imp.). Early to late. This is one of our introductions and is proving very profitable. To secure best results should be fruited with both early and late perfect blooming varieties or fruit with the Helen Davis, and you have a fine pair. I know of nothing that would please you better. Both all around good varieties and will rank as strictly fancy. Both varieties need good soil to secure best results. I have a fine stock of plants of each. Strictly pure.

## Barkley

**Barkley** (Per.). Early. This is another variety that hails from Nanticoke, Md., where so many good ones have come from. It was given me to test three years ago and I have found it as follows: A deep crimson top shaped, flavor rich and delicate, produced enormous crops of very large berries; begins to ripen early and continues until late in season, berries hold up in size until very last pickings. Foliage strong and healthy. Makes an excellent pollenizer for any early to medium early imperfect sort. It is a variety that has come to stay, firm enough for a good shipper and should be classed with the fancy class. Quantity of plants limited.

## Gem

**Gem** (Per.). Late. This variety was introduced by Mr. A. F. FREENY of Wicomingo Co., a lifelong berry grower. Mr. Freeny fruited it first in 1911. Being a very dry season, when the Gandy and Chesapeake dried on the vines, this berry produced a fine crop of the finest fruit I saw that season. I was charmed by its appearance and at once engaged all the plants he had to spare the next season. Season same as Gandy. Strong plant maker, making the heaviest, strongest plants I ever saw. Rich, dark red color, free from rust, holding the fruit well off the ground. Fruit extra large, in fact the largest berry I ever saw, not excepting the Norwood. Color bright red through and through, flavor mild, extra firm. Will be one of those that has come to stay. So far it has proven

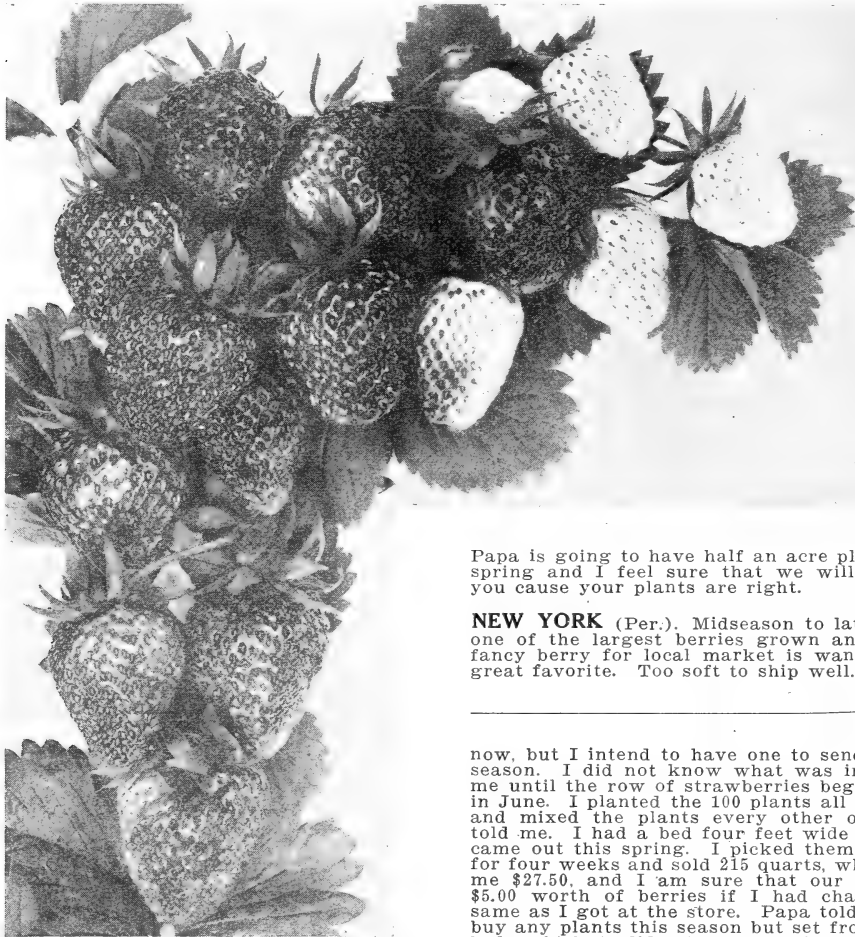
extra productive. Mr. Freeny says three times as many as the Gandy. I have placed the price in reach of all and hope my customers will not fail to test them. Does best in the North.

**LATE JERSEY GIANT** (Per.) New. (Van Fleet No. 10). Ripens with the very earliest. Berries very large, brilliant scarlet-crimson, conical with pointed tip, colors all over at once. Large, light green calyx, exceedingly showy and attractive. Blossoms open rather late and staminate. Plant a strong grower with large leaves on long, pliant stems and a heavy yielder. The largest and best early variety. (Introducer.)

Not fruited here. Our plants of this and Late Jersey Giant (Van Fleet No. 14), were received from the introducer. First offered to the trade last spring at \$1.50 per dozen and \$10.00 per hundred.



Gem



Senator Dunlap and Warfield Bunched Together.

## Warfield

**Warfield (Imp.).** This variety is still very popular as a market berry—especially so when set with the Dunlap, they make a choice team and a pair hard to beat. They are both very similar in appearance after picked. The Warfield was probably the largest planted variety for several years in the great strawberry sections of the North and West, for commercial purposes, but after the arrival of the Dunlap they have been planted together in great quantities and are yet the leading varieties on many large fruit farms. For best results they should not be allowed to bed too thick as they are great producers of small plants and the fruit will be small if allowed to go their own way. They are great favorites as canners and we sell lots of small orders to the families for this purpose.

The above photo illustrates the two varieties bunched together and is a good illustration of the two grand old varieties. You can buy them separate but my advice is to plant them together and you will not go wrong. Here is what one little boy did with 100 Dunlap and Warfield plants—his own words, dated July 15, 1914:

Dear Mr. Townsend:—I have no picture of myself or of my patch of strawberries to send you

Papa is going to have half an acre planted next spring and I feel sure that we will buy from you cause your plants are right.

**NEW YORK (Per.)** Midseason to late. This is one of the largest berries grown and where a fancy berry for local market is wanted it is a great favorite. Too soft to ship well.

now, but I intend to have one to send you next season. I did not know what was in store for me until the row of strawberries began to fruit in June. I planted the 100 plants all in one row and mixed the plants every other one as you told me. I had a bed four feet wide when they came out this spring. I picked them every day for four weeks and sold 215 quarts, which netted me \$27.50, and I am sure that our family ate \$5.00 worth of berries if I had charged them same as I got at the store. Papa told me to not buy any plants this season but set from my own bed, which I did. Do you think that I did proper, or should I have sent back to you for more plants? I want some fall-bearing next time for I believe I could get rich on them if they are like you say in your strawberry book. We have never planted berries here before.

### What Another Boy Writes from the Good Old State of Florida.

Dated April 3, 1914.

Mr. E. W. Townsend:—I have been intending to write you for a long time about the offer which you sent me last year. You know that you sent me 100 plants—four different kinds—and in this lot you sent 25 ever-bearing plants. You said in your letter that you wanted to make me happy a whole year, and you certainly did not miss, for I believe that I have eat strawberries off these ever-bearing plants every day since I set them out, for they had ripe berries on them when they came. The other plants done very well, especially Uncle Sam and Missionary, but the ever-bearing plants pleased me most and truly made me happy. Not many strawberries grown here around Glen St. Marys but we hope to plant more in the future and we will send you our orders. We want 1,000 ever-bearing plants next fall if we can get hold the money.

Believe me yours faithfully.



**Chesapeake.**

Copyright 1913, E. W. Townsend.



**Missionary.**

Copyright 1913, E. W. Townsend.

## Chesapeake

**Chesapeake.** Late. For one exception, this would be the leading late variety to date. It is too particular about the soil and location. When the ideal spot is struck it is a grand success. It must have the ideal spot in order to make sufficient plants to produce a good paying crop. We have very few spots on our farms that will suit the Chesapeake, and for that reason have gone to other sections and picked our soil to have our plants grown.

We have this season the largest supply of Chesapeake plants that we have ever grown and will be in a position to supply our trade with them. We are spending much time in trying to cross the Chesapeake with other varieties so as to improve on the plants but progress is very slow in this form. We have succeeded in crossing the Chesapeake with one of the fall bearing varieties and have one of the best berries in this that we have yet seen, although not enough plants yet to introduce them to the general public. I shall send a few of them out this season to my customers for experimental purposes, but not for sale to the trade. They will be known as KING OF THE AUTUMN.

For a spring variety, either for home use or market grown under the hill system, I recommend the Chesapeake. Mr. Allen says if there is a better berry than the Chesapeake he has never seen it. Speaking of the berry alone, I agree with Mr. Allen. If you are in market for Chesapeake plants give me the order, I can serve you as well as any one and at as reasonable price as they can be grown for.

New Orleans, Oct. 21.

Messrs. E. W. Townsend & Co.,  
Salisbury, Md.

Gentlemen: The strawberry plants which you kindly sent me arrived in splendid condition and I am satisfied that I shall not lose one. I have never seen such strong and beautiful plants and if I am successful in raising some fine large berries you will hear from me and my friends, as it will give me pleasure to make the proper return for your courtesy.

Yours truly,

A. J. MITCHELL.

**PRIDE OF SOMERSET** (Per.). This is a variety that comes to me with a great record from a great strawberry section, Somerset County, Md. Season extra early, fruit large and firm with good quality. Is said to pick as many quarts to the acre as Climax, and of much better quality fruit. Good plant maker and does well on most any soil. This is my first season. I received my plants of the originator and have a good stock on hand and expect to give it a thorough trial and hope my customers, that are looking for an early variety will test it also.



**Superior.**

---

## E. W. TOWNSEND, STRAWBERRY SPECIALIST

---



Ryckman.

**RYCKMAN** (Per.). Midseason, of the New York type. Fruit large and handsome, but not firm enough for the Southern states. Does very well North or for a close market. Flavor mild and considered good for table use.

**PAUL JONES** (Imp.) Midseason. In the Paul Jones we have another very popular variety. The originator claims it to be the most productive variety grown. I have only fruited it one season and find it to be very productive and quality fine, size medium to large, of good, firm quality. It is a general favorite in the state of Delaware, which speaks much for it. I am well pleased with the Paul Jones here on the grounds. I have a very fine stock of plants this season and hope to see more of its behavior, as the demand the past season was so great I sold almost out before I knew it.

**NICK OLMER** (Per.). One of the very best late varieties for Southern states and excellent shipper. Rich in flavor, good plant maker and a general favorite wherever grown. More productive than Gandy. Free from rust.

**LATE JERSEY GIANT** (Per.) New (Van Fleet No. 14). The latest of all strawberries and best late variety. It undoubtedly has blood of Gandy in it, but is superior quality; the berries larger, more brilliant color and produced in greater numbers; uniform large heart shape, smooth and glossy, firm and meaty. I regard it as the most beautiful strawberry I have ever seen, etc., etc. (Introducer.) Not yet fruited here.

Green Cove Springs, Fla., March 13, 1913.

Dear Sir: The plants I bought from you last season proved so fine I am sending you another order for your offering "E."

Respectfully yours,  
MRS. REAOGH.

Lakeland, Fla., Feb. 26, 1913.

Mr. E. W. Townsend.  
Dear Sir: I received the strawberry plants O. K. Strictly fine; fine count; I am well pleased. Looking well in the patch.

T. S. STROM.

**SALTZER'S LATE MASTODON** (Per.) Season very latest variety grown. Enormous in size, delicious flavor, firm and productive, a strictly fancy variety. Price \$1.00 per 100 plants, \$7.50 for 1,000.

**REWASTICO** (Per.). This new berry was originated in Wicomico County, and was introduced in 1913 by Mr. W. F. Allen, who says that he considers it the only real competitor that the Chesapeake has, and in some respects it even surpasses that popular variety. I will say that it far surpasses it in plant growth. I have not fruited it yet, but am sure that it is worth giving a test. The supply of plants is very small this season and the prices will have to be high.

E. W. Townsend & Co.

Dear Sirs: Yours of the 5th at hand. I will give you a list of names that I know are going to set berry plants. I could give you 150 names of growers, but three-quarters of them might not set any. My plants that I bought of you last spring are simply fine. I have a full row and several plants in the middles. Everybody that has seen it says it is the finest patch in the country. It is surely a good advertisement for your nursery. But it is a hard matter to get people here to spend a little more money and get first-class plants. I will have a few plants to sell and maybe I can sell some for you. I will if I can. Mail your catalogue as soon as ready.

Yours truly,  
T. C. CALLINS.

Stark, Fla., March 17.

I received the plants from you several weeks ago in good condition, and set them out. Have not lost one of them out of 2,000.

Yours,  
J. HORNSBY.

E. W. T., Kathleen, Fla., May 9th, '14.  
Sy., Md.

Dear Sir:—My Joe Johnson plants are doing fine. Hope to be able to hand you a lot of business this fall and spring.

Yours,  
W. H. GREEN.

## Conditions of Sale of the King of the Autumn Strawberry

Is the most beautiful berry I have ever had the pleasure to see. One hundred plants with special culture directions, postpaid, for \$2.50, under the following conditions:

Sold only on condition that the buyer will neither give away or sell, or dispose of any of the plants, new or old. The buyer has a right to propagate all he wishes for his own use. Guaranteed to be a large, red, delicious berry and a genuine ever-bearing strawberry, fruiting in garden from early spring to late in fall. Should the above not prove true I agree to refund the money.



**Kellogg Prize**

**GOVERNOR VAN SANT** (Per.). Midseason to late. I quote introducer's description: "This is the grandest berry of the century. A test last year, 13,326 quarts to the acre, was made. Size large, quality good, firm and a good strong plant maker." I saw the fruit the past season at our shipping station and it was certainly grand, bringing the top of the market each day. I liked it so well that I bought the supply of plants from the party growing it here and have about 150,000 plants to offer this season. Price \$1.00 per 100 plants, \$7.50 per 1,000.

W. Townsend.

Dear Sir: Your Missionary can't be beat in this section.

Kathleen. Fla., Jan. 25.

Yours truly,

W. D. HARP.

## New Varieties Not Thoroughly Tried Here

### Kellogg Prize

**Kellogg Prize** (Imp.). Fruited here the past season for the first time. While it did not do as well as some others on our grounds we are under the impression that it is a good variety, especially so in the North.

It has been recommended by good authority and is being widely distributed all over the country, and we are expecting to learn more of its behavior in a few seasons. With us it is mid-season to late, resembling the Fendall variety in fruit. Is a moderate plant maker; fruit moderately firm; size large and quality good. I have a moderate supply of plants and shall be pleased to have your orders, as my stock of plants is true to name and strong, thrifty plants.



**King of the Autumn.**



King of the Autumn

## ABOUT THE 20TH CENTURY WONDER BERRY

Dear Customers:—If it were possible to take you over my fields of ever-bearing strawberries today instead of writing another page about them, it would give me much more pleasure.

Although I seldom tire of talking about them, and I tell you I do a great deal of talking about them in the course of a year, I feel sure that I have written and dictated at least ten thousand letters about the wonderful fall-bearing strawberries. I was surprised to find the past season that so many people had never heard of the wonderful little creatures before. Hundreds of people from every direction would write me like this: "Is it a fact this ever-bearing strawberry, that bears from May until November, or is it a fraud?" Dear people, it is a pleasure to me to answer these kind little letters about my favorite hobby, and tell them, **yes, indeed, it is a fact. They do bear fruit from May until November**, or in other words from earliest in season until hard freezes set in in the fall. And to be able to explain to them how they may be able to have these berries growing in their own garden almost the entire season; and what is the most pleasing, that they can have these fine berries the first season the plants are set. Plants set in early spring continue to fruit all summer and fall, giving you all the best strawberries you ever eat. While you are giving them their cultivation, keeping them growing they are paying you for every ounce of labor you give them.

One sad fact about the introduction of the ever-bearing strawberries was that they had a bad beginning. (But hence the old adage, a bad beginning for a good ending, and I think it strikes this case right on the head.) The first varieties to be introduced as ever-bearers was a failure. The first came from seed from the old country. Planted in a box in the spring, they would bear a few small berries about the size of peas. The next to be offered was a sport from the old Bismarck and the father of the ever-bearers of today. All the good, better and best have come from this sport, found growing by Mr. Samuel Cooper of New York state. The first named was **Pan-American**, and was a great curiosity, and indeed was a great variety, if we had never found anything better. Then came the Autumn, and so on. But at last came the genuine article; out of the hard work done by Mr. Cooper came the **Superb**, one of our leaders today; and from the hands of Mr. Rockhill came the **Progressive**, which is claimed by many to be the best of them all.

The Americus came in for about third best, according to popularity. And still hundreds of good ones are being tried out by many experienced hands, including Stand Pat, King of the Autumn, November, etc., many not yet given a name.

If my customers will leave it with me I will select the variety that will suit their particular locality best, and make them smile for six months. No more trouble to grow these berries than the old sorts; not so much, for you're eating ripe red berries all the time you are at work, and you can't make trouble while you are eating **God's best fruit**. Someone had said, "The Lord might have made a better berry, but he didn't."

I sold these plants the past season for \$5.00 per 100, \$40.00 per 1000. This season I offer them at \$1.00 per 100, \$8.00 per 1000; 50 plants for 75c, 25 plants for 50c, 12 for 30c. Add 20c per hundred and they will be sent by parcel post **registered**.

## A Page of Special Collections

### Collection (A) Home Garden Collection. Early to Late

25 First Prize,	25 Baltimore,
25 Sharpless,	25 Bubach,
25 Kellogg Prize,	25 Nic Ohmer.
25 Superb (ever-bearing),	

Catalogue Price \$2.50. All by Parcel Post, prepaid, \$2.00

### Collection (B) Reliable Market Sorts. For trial beds or breeding purposes

100 Early Ozark,	100 Klondyke,
100 Lady Townsend	100 Warfield,
100 Missionary,	100 Baltimore.

Catalogue Price \$3.50, Special Price \$2.50, purchaser to pay charges

### Collection (C) for trial bed

12 First Prize,	12 Orem,
12 Pride of Somerset,	12 Early Ozark,
12 Twilley	12 Missionary,
12 Ernest,	12 Lady Townsend,
12 Kellogg Prize,	12 Baltimore,
12 Joe Johnson,	12 Progressive.

Catalogue Price \$4.00. Special Price, Parcel Post, prepaid, \$2.50

### Collection (D) Market Garden Collection. Early to Late

500 Michaels Early. . . . .	\$1.50	500 Aroma. . . . .	\$1.75
500 Sen. Dunlap. . . . .	\$1.50	500 Winner. . . . .	2.00
500 Warfield. . . . .	1.50	500 Brandywine. . . . .	1.75

Catalogue Price \$10.00. Special Price \$7.50, purchaser to pay charges

### Collection (E) Half-acre Collection Good Market Sorts

1000 Klondyke. . . . .	\$2.50	1000 Gandy. . . . .	\$2.75
1000 Aroma. . . . .	3.00	1000 Missionary. . . . .	2.50

Catalogue Price \$10.75. Special Price \$10.00, purchaser to pay charges

### Collection (F) One Acre Collection. Best standard varieties

1000 Brandywine. . . . .	\$3.00	1000 Klondyke. . . . .	\$2.50
1000 Aroma. . . . .	3.00	1000 Haverland. . . . .	3.50
1000 Dunlap. . . . .	2.50	1000 Sons Prolific. . . . .	3.50
1000 Warfield. . . . .	2.50	1000 Helen Davis. . . . .	3.00

Catalogue Price \$23.50. Special Price \$20.00, purchaser to pay charges

### SPECIAL OFFER (G)

For experimental stations or individual use. 25 plants each of the 66 varieties listed in this book, including the ever-bearing kinds, for \$15.00. (Note.—If I should be sold out of any variety I reserve the right in filling this special order to add twice the amount of some variety to make up the total number of plants. I will ask those intending to order this special offer (G) to kindly place the order as early as possible so I can reserve the plants.

### Collection (H) Fancy Home Market Sorts. From Early to Late

500 Climax. . . . .	\$1.75	500 Tenn. Prolific. . . . .	\$1.75
500 St. Louis. . . . .	1.50	500 Uncle Jim. . . . .	1.75
500 Golden Gate. . . . .	1.75	500 New Superior. . . . .	1.75

Catalogue Price \$10.25. Special Price \$8.00, purchaser to pay charges

6000 plants may be ordered instead of 3000. Price \$15.00. (Same varieties.)

### Collection (I) A Most Delightful Collection for a Family Garden

50 Ever Bearing Plants. . . . .	\$0.75	50 Oakes Early. . . . .	\$0.40
50 Wm. Belt. . . . .	.40	50 Lucretia Dewberry. . . . .	.50
50 Gem. . . . .	.50	50 Austin Dewberry. . . . .	.50

Catalogue Price \$3.05. Special Price \$2.50, purchaser to pay charges

## REMEMBER

The proper time to order plants is just as soon as you receive this catalogue, and remember you get 25 cents worth of any plants listed by doing so.



Field of Austin's and Lucretia Dewberries.

## DEWBERRIES

**Dewberries.** Earliest of all the blackberry family, coming directly after the strawberry is gone.

I grow two varieties for my trade, the Austin's (Mayes) and Lucretia. The Austin's (Mayes) is first to ripen, is of excellent quality and very prolific, larger than Lucretia, but not so firm, and will not stand shipping and handling like the Lucretia, but for nearby market or home use it is grand. If I were going to plant Lucretia in the main crop, I would want some Austins in the patch, as they are at least a week earlier in season.

Our growers here in Maryland find the dewberry crop one of their best paying crops, and they seldom fail to produce a fine crop. Plants should be set very early in the spring. The dewberry thrives everywhere except very cold regions, where the thermometer goes below zero for several months. They are of long trailing habit, and many growers prefer to stake them as per cut of field above. When staked they are very easily picked, the fruit is clean, and it is claimed that they produce more fruit, which I am inclined to believe. But they produce an abundance of fine fruit when allowed to run on the ground.

**LUCRETIA** Earlier than the earliest blackberry and as large as the largest of them. Most largely grown of all dewberries for market. The canes are very hardy and exceedingly prolific, thriving almost everywhere; of slender trailing habits, and entirely free from disease and insect attacks. The fruit is superb, large and handsome, jet black, rich and melting. This is probably the best shipping variety of dewberries in cultivation. Price: Plants, \$5.00 per 1000.

**AUSTIN'S IMPROVED (MAYES)** An early dewberry of excellent quality. Produces large crops, but the berries lack firmness for long shipment, hence valuable chiefly for home use or local market. If, however, they are kept picked up close as soon as ripe and not allowed to stand too long on the vines, they may be shipped a reasonable distance. Prices will usually compare very favorably with other varieties as you get extra early fruit, which is in better demand. The berries are large, short and thick. Canes vigorous, hard and productive; ripens about a week earlier than Lucretia, and for this reason is valuable to grow in connection with that variety. It is very hardy and seldom fails to give a good crop. Price: Plants, \$5.00 per 1,000.

Prices of Dewberry plants: 25, 40c; 50, 60c; 100, \$1.00; 250, \$2.00; 500, \$3.00; 1,000, \$5.00; 5,000, \$22.50; 10,000, \$40.00.





Palmetto.

### Asparagus Roots

When planting asparagus roots, set 4 to 6 inches deep and about 12 inches apart in the row, covering with only three inches of soil at first, and filling in the trenches as the plants grow.

The asparagus bed is apt to be neglected in the early fall. Before the 1st of September the tops should be cut, and the bed or field cleared of weeds. It is highly important that all the seed should be taken off, as the greatest enemy the asparagus has in the way of weeds is asparagus, and it is almost impossible to get clear of superfluous plants when once established. When this work is finished, cover the bed to the depth of three inches with coarse manure, which will not only enrich the soil, but it will keep out the frost, which is highly essential.

The first work in the spring should be to remove all the covering except the fine manure, which should be carefully forked in, so that the crowns will not be injured by the prongs of the fork. Forking the beds should not be neglected, as the early admission of the sun and rain into the ground induces the plants to throw up shoots of superior size. Another step in the right direction is to keep the ground entirely free from weed the entire season, as these take from the plants the strength required for their own growth, and the asparagus needs it all.

### Varieties of Asparagus

**CONOVER'S COLLOSSAL** Large, rapid growth, productive and of very fine quality. One year, 100, 75c; 1,000, \$4.50.

**PALMETTO** Of Southern origin, a variety of excellent quality, hardy, very large, and all who have used it pronounce it very fine. One year, 100, 75c; 1,000, \$4.50.

**GIANT ARGENTEUIL** This variety is largely grown in France, but has become adapted to our soil and climate; is noted for its earliness, productiveness and immense size of stalks. Remarkably healthy. One year, 100, 75c; 1,000 \$4.50.

**BARR'S MAMMOTH** Early and very large; makes a rapid growth. A general favorite. One year, 100, 75c; 1,000, \$4.50.

### Seed Department

The most of my seed are grown at Rocky Ford, Colorado. They are grown by experienced men, nothing but the best stock are used in selecting seed from. Therefore, I am prepared to furnish you with as good seed as grows in any quantity you may desire, at prices as cheap as good seed can be grown for. Anyone asking less than my price, better let him alone. He has not the best seed or he could not cut the price. I will illustrate: It takes a standard carrier of 45 cantaloupes to cut one pound of seed. In order to get best seed they must be saved from the first and best fruit that ripens on the vines. Any ordinary season fruit at the beginning will average \$1.50 to \$2.00 per crate at the shipping station. Now, how can a grower of seed afford to sell you a pound of good seed for \$1.00? It is not only so with the cantaloupe, but all other seed as well. I am making but a very small profit on all the seed I grow and sell. If you want the best I want your order. If you want dollar a pound seed give your order to the other fellow. I quote you as follows:

### Cantaloupe Seeds

	1 lb.	5 lbs.	10 to 50 lbs.
Eden Gem, best standard variety the country over.....	\$2.00	\$1.90	\$1.75
Rocky Ford, early, good quality.	2.00	1.90	1.75
Netted Rock, the best early variety.	2.00	1.95	1.50

### Watermelon Seeds

Tom Watson.	\$1.00	\$0.90	\$0.75
Grey Monarch.	1.00	.90	.75
Kolb Gem.	1.00	.90	.75
Success.	1.00	.90	.75

Eden Gem.

### Cucumber Seeds

	1 lb.	5 lb. lots
Townsend's Early fortune.....	\$2.00	\$1.75
Long Green.	2.00	1.75
	1 lb.	5 lb. lots
Klondyke.	\$1.75	\$1.60
Davis, perfect.	2.00	1.75

### Seed Corn

	Pk.	Bu.	5 Bu.
Best Yellow Dent, fully selected.	\$1.00	\$3.00	\$12.50
Md. Twin (white)	1.00	3.00	12.50
Five-year average 112½ bu. per acre.			
	Pk.	Bu.	5 Bu.
Orange Yellow, long ears, small cob, shells 80 per cent grain and better.....	1.00	3.00	12.50

Maryland Twin—A Blue Ribbon Winner.

Sydney, Fla., April 3, 1913.

Dear Sir: Enclosed find M. O. for plants. My neighbor bought plants from another nursery and after they were set they showed disease. Seeing the plants I purchased from you, which are doing fine, he asked me to send you an order for him. I hope you will be able to fill same promptly, as your plants are the best that come here.

W. F. ROSS.

Plant City, Fla., April 14, 1913.

Mr. E. W. Townsend.

Dear Sir: Enclosed find M. O. for plants. I was going to grow plants from my own beds, but after seeing your plants growing at a friend's concluded that it would pay me to order from you, as his are the finest strawberries I have ever seen.

Respectfully,

D. I. WHITTING.

## Townsend's 20th Century Catalog No. 24 in Great Demand

Long before the season for setting plants was over, the supply of catalogs was exhausted, and hundreds of orders were not filled. The demand has continued all through the summer and fall months. Every mail brings requests for the 1914 catalog.

For this reason I am reprinting a portion of my 1914 book. In all catalogs that I have published it has been my one aim to instruct the grower how to better his condition. To teach him how to grow a better crop. To give him everything that was at my command. By some growers I have been criticized who have stated that their opinion was that the only way in the world to produce a better plant was by enriching the ground in which it was planted.

This idea is false, and has been proven so in hundreds of thousands of cases, and I shall try to show you, if you have never grown **SELECTED** plants that I have the right on my side. And if you have ever grown them you need no further words from me. In the past I have printed hundreds of testimonials in my previous catalogs. Many of you have read these, and know what they say about **TOWNSEND'S THOROUGHBREDS**.

I am a believer in making the soil rich, and giving the best cultivation. This is indeed very important, and without doing this failure is certain to follow. But I am just as firm in my belief that the selection of plants has more to do with the future crop than even the enriching of the soil. Both work together charmingly.

In selecting our heaviest and strongest crowned plants, year after year, we get rid of the majority of the barren plants that know nothing, but make a superfluous mass of barren runner plants that only tend to smother out the fruitful plants which are in the bed with them.

**One barren plant will make more runner plants in a season than ten fruitful plants.** It is for this reason alone that the fellow that does not practice the selecting and breeding up of plants is able to sell much cheaper than the fellow that uses this method.

Most every grower no doubt has noticed how freely the wild strawberry plant makes runners. And it is my claim if allowed its own way any variety would return to its wild state in the course of time.

I reprint the following from my 1914 book, No. 24:

## The Home of the Townsend Nursery, From a Small Beginning in 1900, Now One of the Largest in the World

A little less than thirteen years ago I packed and shipped my first crate of strawberry plants. They were shipped under the name of E. W. Townsend & Co. The 20th Century dawn had not made its appearance at this date. The few plants that were grown and shipped by me in the beginning were grown and shipped by the same methods as all other plant growers were using at that time. At this time I was general manager of one of the largest Berry Growers' Companies in the Eastern states. I had the pleasure for several years of unpacking plants from nearly all of the leading plant nurseries in the United States, and the pleasure of testing hundreds of varieties that were being tried out by this Company, in order to secure the best varieties for use. I took up the plant business as a side line under my own management. My office was flooded each year with almost every strawberry catalog that was printed in the country. I read and reread them all. There was only one in the bunch that came to me each year that appealed to me. This one had the tone of the 20th Century ideas, and seemed to bear on my mind as the only one that a fellow could follow, and in fact had many of my own ideas incorporated. I prepared the soil as this book advised; I ordered plants from this firm; I watched the difference year after year; I read and reread their annual book; I practiced their methods. I was not long in learning a great deal more about plant life than I had ever known before.

It had been the custom with our firm each year to dig our supply of plants from the middle of the row and let the beds stand for fruiting purposes. This method was practiced year after year, with no thought of plant selection—anything was set out in the fields just so it was a plant.

OUR stock would soon run down, the yield would become lighter each season. It was a byword in every community that certain varieties were not holding up as to productiveness as they did when first introduced, etc.

### THE BEGINNING OF THE TWENTIETH CENTURY IDEAS

My first trial with plants of selected stock proved to me that it was a success from the start. I went into the work with all my heart and soul, mind and strength; determined to see even a greater improvement in plant life. I studied the habits of the strawberry in all its different forms. I found that there were many things necessary to bring about the much needed reforms. In the first place I found that not enough care was being taken in preparing the soil for the crop; second, there was a great improvement to be made by plant selection and plant breeding; third, there had not been the proper methods used in cross fertilization—these were the main points that I found wanting in order to produce a better and larger crop of fruit.

I will take up first the three important points as in order above and try to explain the methods used in growing **Townsend's Thoroughbreds**, why they are called Thoroughbreds, and why they have gained a nationwide reputation.

### PREPARING THE SOIL

In order that the soil shall be prepared in proper condition the work must begin one year in advance of the selling of the plants. In the first place, the soil should be plowed deep and put in fine, mellow condition. The proper plant foods should be applied as the soil may need. Here we find a great many remedies, and it is necessary, as we must surely find a great many different kinds of soil and conditions of soil. Some need lime and, in fact, in most cases lime is needed. Where lime is needed we should apply at least two tons per acre. I prefer lime in the raw state, as it then begins its active work just when it is needed most. Wood ashes may be used with like effect, and sometimes come handy. When ashes are used we use according to the strength of the ashes: If good, hard wood ashes, four tons per acre; if pine or soft wood ashes, more may be used. All this should be thoroughly incorporated in the soil before the leguminous crop is planted. Potatoes, Tomatoes, Cow Peas or Vetch make good legumi-

## SALISBURY, MARYLAND



**A Field of Townsend's Thoroughbreds Photographed in September. Please Notice Particularly the Strong and Healthy Appearance.**

nous crops. After the crop is harvested I recommend, where convenient, ten tons of barnyard manure to the acre broadcast and then plowed, the plowing to lay until early spring when the soil is dry enough to work to pieces, after thoroughly harrowing and the soil is fine and mellow. I advise drilling 400 pounds of good commercial fertilizer to the acre about two weeks before planting. The fertilizer should have a large per cent of potash, as potash is a very essential part in plant growth as well as fruit. Therefore potash should not be overlooked in the growing of strawberries. After the fertilizer is properly worked deep in the soil we roll our land smooth and mark rows three and one-half to four feet apart, and set plants twenty to thirty inches in the row. Shallow and often cultivation is necessary from two weeks after plants are set until frost. The oftener the strawberry patch is worked the less the labor bill, and it becomes a pleasure to work a clean patch where it seems a burden to work in a foul, grassy patch. The writer knows, for he has been in both kinds. Next in order is the

### SELECTION OF PLANTS

In the first place, there is a vast difference in plants of the same variety. Most all growers have no doubt noticed this point. Some plants will be productive, others moderately productive and others almost barren, and, in fact, some that does never send up a fruiting bud or crown. It is the above facts that have made the selection of plants necessary. This fact was not thought of in the beginning of strawberry growing in this country, and, in fact, was not thought of for many, many years. And still another fact: It is practiced but very little in the United States to date. There are very few nurserymen that mention the subject at all and some are finding fault with the method of plant selection, I am very sorry to say, and claim that there is no way on earth to improve a variety except to improve the soil conditions.

Now my method is to select all my plants for my breeding plot, selecting only the plants (that are to become the mother plants) that show extraordinary strength in crown growth. These plants are set in what we call a breeding plot. The runner plants from these selected plants must inherit from the parent the full strength of the parent plant. This selection is carried on from year to year and instead of a variety running down it may be built up and greatly improved from year to year until its productiveness has been increased even fourfold.

I have letters on file where my selected **Thoroughbred Plants** have produced four times that of plants with no selection (same variety tested).

**A Texas Grower says:** "Your plants produced over 10,000 quarts per acre when the average in this section was less than 2,500 quarts of the same variety" (the Klondyke was the variety in question).

To any fair minded man this method of breeding and selection is plain and simple. A variety may be built up, or may be run down, just as one has a choice. Taking the plants from the middle of the rows year after year without any selection will certainly cause a fellow not to need many pickers and his crate bill will also be light. If he follows the Twentieth Century ideas, he will have to look out for more pickers, and his expenses for crates, etc., will be greatly increased. My Dear Growers, it is up to you.

You may have seen the going of many good varieties, you say. So you have. And you can see the going of them all if you practice our old methods.

You may go get the old, run-down variety and use the up-to-date 20th Century methods and bring it back to its former productiveness, and even keep on and make it more productive than it was when first originated.

You do not have to buy plants from me or any other nursery that is using the plant selection breeding method, but you can do the same work if you follow my instructions as I am trying to give them. But I wish to impress on your mind with all the power at my command: If you

---

## E. W. TOWNSEND, STRAWBERRY SPECIALIST

---

are going to place your order with a plant grower for your stock of plants with which you expect to grow a crop from which to support your family or probably pay off that mortgage, **buy your plants from a nursery that uses plant selection for its foundation.** We come to the third:

### PROPER POLLENIZATION

We have learned through close and careful attention that in our former methods in pollenizing imperfect varieties with perfect varieties, that we were not at all times correct. The old method was to set out four to eight rows of the imperfect variety, then one of the same season of a perfect sort. We have found that this method fails in many cases and in almost nine out of ten.

### THE PROPER WAY TO POLLENIZE (OR FERTILIZE)

Where a main portion of the field is to be of an imperfect variety, set as follows: Begin with a row of some perfect variety with season a few days earlier than the imperfect variety, then set three or not over four rows of your imperfect variety; follow with a row of some perfect variety that ripens a week later than the imperfect variety, and follow this style until the field is planted. The idea is this: The first perfect variety is to be sure to catch the first blooms from the imperfect variety, and the later perfect variety to be sure to catch all the later blooms. Secure perfect varieties that are rich with pollen, as many so-called perfect sorts are not sufficient in pollen to fertilize, the imperfect bloom probably has sufficient pollen for its own use and no more and many times we have found that when some perfect sorts were planted near a perfect variety rich in pollen they were greatly benefited. I mention a few old standard varieties for the reader's benefit. The Gandy is one that is deficient in pollen; the Klondyke another, and many more I could mention.

I have tried to make this part of my book as plain to you as possible, and I trust that I have not failed. Believe me, I had much rather have you take up the 20th Century method of growing strawberries than to receive any money that you could send me for an order of plants. It is the better fruit that the great cities are calling for and more of it. The supply of good fruit is always short. It is the common trash that goes a-begging. It costs no more to grow an acre of good berries than an acre of common; the only saving is in the picking and hauling as I have said before, and that saving goes in the wrong pocket. It is not the number of acres you set, but the number of quarts you get.

Never set more acres than you can properly cultivate.

Many a poor fellow has tried to get rich in one season and set ten acres when he could only properly cultivate two. His profit would have been far greater if he had only set out the two. A few acres of properly selected plants well arranged for and well cared for will show better returns than any other crop of fruit ever grown.

It is the right start that brings the results every time. I am proud of the fact that I have already helped hundreds of berry growers in almost every state to start right; they are finding strawberry growing more profitable than any other occupation. Their many letters, of which I print only a small part, are very encouraging to me, and make me strive each year to try to produce the best it is possible to produce for them.

The demand for my plants has grown year by year by leaps and bounds from every corner and it is almost impossible for me to supply the demand, and my small annual catalog is about all the advertising I do. Very little advertising is done by me through the farm papers. I leave it to my **Customers** to do my advertising. I have found to my entire satisfaction that their advertising **pays well.**

### THE DAWN IS BREAKING

I believe that the dawn is breaking on the 20th Century ideas. I believe that the calls for cheap plants, cheap seeds, cheap trees, cheap stock, will be less and less every year. I believe that there is to be a great awakening along these lines in the very near future. I have noticed for the past few years that in sections of the country where it was almost impossible to sell good plants at their worth, that they are now calling for the best that can be grown and insist in getting only the best, no matter what the cost. Of course, there are a great many sections that this awakening spirit has not reached, but they are sure to follow. The cheap, shoddy nursery stock that once was in demand will be no longer sought for even at the very lowest price. In my mail this morning was a price list from a concern quoting me peach trees, in lots of ten, at two cents each; apple trees at three cents each. I have prices from a reliable nursery company, near my home. Their prices are twenty-five cents per peach tree and thirty-five to forty-five cents per apple tree. The latter firm has a reputation at stake. Their stock is the best that it is possible to grow. I shall place my order with the latter firm. I have faith in their stock. I am willing to give them a profit and try to encourage them to keep up the great work they have begun.

Don't plant heavy of varieties until they have been tested in your immediate locality. The list of varieties is now entirely too long. It is my intention each season to discard as many of the less desirable varieties as possible and thus keep the list as short as possible. This, of course, is a very slow process, as there are many new varieties coming to the front each season that must be given space, and these almost offset the reductions made in the old varieties discarded.

It is true that there are being some great improvements made in the way of new introductions, especially the new race of berries (ever-bearing varieties). They are really the 20th Century wonder, and one can hardly believe, after growing and fruiting them and seeing them with their own eyes, that they really are a possibility. The fellow that eats the fruit is amazed, and the fellow that grows the fruit is amazed most. There are three or four wonderful introductions on this line, and they should be grown by every lover of strawberries that has a rod of ground, or a few feet of space in a back yard.

### HELP YOU TO SELECT THE PROFITABLE VARIETIES

Hundreds of my customers leave the selection of the varieties to me. This work is all done by me personally. And I am proud to say that I seldom fail to give entire satisfaction when an order is sent to me with these instructions. When sending your order for me to use my best judgment just mention what season you wish varieties to ripen in, how many of each season, whether for home use, local market or for distant shipment. I guarantee to please you.

## SALISBURY, MARYLAND

### DO YOUR NEIGHBOR A KINDNESS

**Townsend's** Catalog, while never as large as some growers send out, is read every season and then filed for future reference by the leading berry growers of the world. It is in demand by the leading horticultural societies. The agricultural experiment stations apply for two copies at least every year. It is intended that this book shall contain nothing but facts and to meet the need of every berry grower. Your neighbors would appreciate a copy if they are not already receiving same. It might be the means of starting them on the road to success, as it certainly has many a poor fellow. If you will send the names of your neighbors to me I will do the rest. A little deed of kindness, be it ever so little, has helped many a man to reach the goal. I thank you for your order, also the names of your friends.

### TOWNSEND'S CUSTOMERS PROSPEROUS

Growers who order my plants year after year and practice my methods are in the front rank of berry growers in the United States. They are making their berry crops profitable investments. They find the work a pleasure as well as profitable, and are satisfied customers.

### WHY OUR PLANTS ARE EXTRA LARGE AND HAVE SUCH A LONG FIBROUS ROOT SYSTEM.

First, they are bred from selected stock that has all the power possible to bring forth a well developed offspring. Our soil is deep, loose and fertile; the roots penetrate deep in the loose soil; the looseness of the soil causes the roots to spread and causes a great fibrous root system to build up; the plants are easily dug from a soil of this kind and the wonderful root system remains intact until they reach their journey's end. The moisture from the Atlantic keeps the plants free from diseases; the long season gives them ample time to build up a wonderful system. The air is always moist on the eastern shore of Maryland. We do not suffer nearly as much by drouth as they do inland a hundred miles. We are directly between the Atlantic Ocean and the Chesapeake Bay.

It is hard to find a section of the country where my plants are not being grown. If you have never tried **Townsend's Thoroughbreds** write me. I will give you the names of parties near you who have been to see my plants in fruiting season. This would be the best advertising I could name. I could refer you to many of the largest association managers in the United States who could show you fields after fields.

### MY CUSTOMERS ARE MY BEST SALESMEN

I try to grow the best for them it is possible for me to grow. I put my whole time in this business from Christmas to Christmas. They do the selling. Their kind words keep me cheerful while I am at work for them. I went into this business looking for and expecting success. I am proud to say that I have not been disappointed. But on the other hand my success has been far beyond my own expectations. Here is the secret: I have done my best to please every customer that I have ever filled an order for. In most cases I have succeeded. They have spread the news to their neighbors and friends until **Townsend's** name has become a household word. **Townsend's Thoroughbreds** are known everywhere that strawberry growing is practiced to any great extent.

### A WONDERFUL PLEASURE TO ME

It would be a wonderful pleasure to me to meet every **friend and customer** face to face and have a hearty handshake and talk the business over in our own way. This will hardly be possible on earth. But our dear old friend, Uncle Sam, has provided a way by his messenger that we are not very far apart and we can tell each other our troubles and our wants and we are only neighbors after all.

Please do not forget to send in the names of your friends, that they may receive a copy of this book, free.

I will appreciate also a photograph of your berry field, showing **Townsend's Thoroughbred** plants.

I also wish to hear from every little boy and girl that received my offer of the past season. Also their photographs. The best letter with photo will receive 1,000 fall bearing plants free. This will mean a small fortune to any boy or girl in a few years.

Mr. E. W. Townsend, Salisbury, Md.

Indiana, Dec. 30, 1913.

Dear Sir:—The seed corn bought of you last spring was O. K. I got a perfect stand and the largest yield I have ever grown from the field.

JONATHAN HUNT.

## Special Offer

Anyone wishing to set a family patch and not knowing what varieties will suit their wants best, just write for this collection. I will give them my whole life experience in filling this order. No matter where you are situated I can please you, and will give you varieties that will bear fruit almost continually from early spring until late in the fall. This collection will include the Fall Bearing sort, (ever bearing) and you will be more than delighted with my make up. 500 plants for \$4.00; 1,000 plants for \$7.50, by express prepaid.

I will furnish enough of my **Thoroughbred** plants to set one acre for \$16. Seven thousand plants, my own selection, will furnish all early, all mid-season early to late or late. I will furnish only varieties that are adapted to your locality and guarantee to please you. I have been making this offer for several seasons and find it one of my very best for making new **FRIENDS**. If you are a new beginner this offer should certainly appeal to **YOU**.

**REMEMBER**—7,000 Good Plants for only \$18.00—My own selection.

---

---

## E. W. TOWNSEND, STRAWBERRY SPECIALIST

---

---

### ORDER EARLY, PLEASE,

I truly hope and believe that you will do this. I want all my customers to be at the first table. I shall have plenty for them and plenty to spare. By doing this you will assure ourselves of not being shut out and will also cause many a poor fellow to get plants that might not be able to do so if you delay your orders. I assure you that it will not cost you any more to place that order early than at the last moment, and you will have even more than that advantage. You will be sure of getting just what you order. You certainly were prompt in sending in your orders the past season. It was a great help to me I hope that it was to you. The bulk of my orders the past season were booked in January, soon after the catalog had reached your hands.

Give second choice, please.

If it happens that you cannot get your order in early or do not receive this catalog until very late I will thank you to give your second choice when selecting your varieties. Unless you do this I shall return your money for the varieties I am sold out of.

### 20TH CENTURY DAYS

During the course of many years of investigation into the plant life of the world, creating new forms, modifying old ones, adopting others to new conditions, and blending still others, I have been enabled to see a great change for the better in the plant world. We are now standing upon the threshold of new discoveries and new methods which shall give us imperial dominion over the plant.

It is a time no more when men of any ability think of returning to the old way of doing business in the planting of his crops. In selecting his seeds and plants he now selects the very best, no matter what the cost. If his less ingenious neighbor did not follow the twentieth century way a few years ago, he is now led in the light by the difference in the neighbor's bank account and his own and has now begun to sit up and take notice. Man can no more afford to plant common plants and seed at this day than he can afford to go back and get the old wooden plow, the wooden cultivator that our ancestors used hundreds of years ago and till his crop with them. Civilization demanded the change. Our population is growing rapidly. The people must be fed, and we are compelled to use new methods in order to produce more food to the acre.

We must not only produce more fruit, but the people demand **better fruit**. We must **produce it**.

There is no such thing as overproduction in good foodstuffs. There may happen to be too much poor trash of a certain product on the markets at times to lower the price, but never enough **good stuff**. Plant only the **best**. Grow only the **best**, and keep in the **profession**. And remember that knowledge is power.

By E. W. Townsend.

October 17, 1912.

**Express Charges.** The reason we advise shipment by express is because plants are more or less perishable, and the quickest transportation is best for satisfactory results. And then express companies allow a reduction of 20 per cent from the regular merchandise rate on plants, bulbs, etc., and bill the shipment at the number of pounds weight.

**Approximate Weight of Plants.** Approximate weight of orders containing assorted varieties packed for shipment is:

1,000 plants, 20 pounds; 2,000 plants, 35 pounds; 5,000 plants, 80 pounds; 10,000 plants, 150 pounds.

Then to determine the probable express charges inquire of your agent for the merchandise rate to Salisbury, Md., from which deduct 20 per cent, and figure according to the approximate weights.

### Do You Know

That you are not treating your children fairly if you do not grow fall-bearing strawberries. I am headquarters for the fall-bearing sorts, one of the oldest and largest growers of them in the United States. If you want nothing else from this catalog, let me send you my family collection—500 plants that will bear fruit almost continuously from early spring until late in the fall, all for \$4.00 prepaid to you. This is one of my best offers and one that is pleasing my customers.

100 fall-bearing plants included in this collection.

### Number of Plants Required to Set one Acre

18 inches by 3 feet.....	9,680 plants	36 inches by 3½ feet.....	4,148 plants
18 inches by 3½ feet.....	8,297 plants	36 inches by 4 feet.....	3,630 plants
24 inches by 3½ feet.....	7,260 plants	48 inches by 4 feet.....	2,722 plants
24 inches by 3¾ feet.....	6,222 plants	48 inches by 6 feet.....	1,815 plants
24 inches by 4 feet.....	5,445 plants	48 inches by 7 feet.....	1,555 plants
30 inches by 3½ feet.....	4,978 plants		

Growing strawberries is a pleasant and profitable position, in fact the most profitable of any business I know of when carried out in the proper way. And the business needs all the thought, care and attention that can be given it, to make it the success that it deserves. I have received letters from my friends saying that they had made as high as \$1,000 per acre clear profit in a season from their berry fields. I have even done as well myself a few times, and it is not unusual to get \$400 to \$500 from an acre when the best **thoroughbred plants** are used.

The beauty is that there is always a demand for **big red berries**.

**TOWNSEND'S THOROUGHBREDS GROW BIG CROPS.**

**That is what everybody says; it must be so. They send across the continent for them every season. There must be a reason.**

# SALISBURY, MARYLAND

## One of Our Local Papers.

There is no section of the country so suitable in soil and climate for the successful raising of strawberry plants and melons seed as that surrounding Salisbury, and when this business is in the hands of a man who was brought up on a berry farm, has made the cultivation of them a life study and has succeeded in originating the best varieties now on the market it has reached its highest state of perfection.

At the beautifully situated and highly cultivated farm of Mr. E. W. Townsend, near Salisbury, can be seen the ideal place for the raising of plants for shipment, and he has succeeded by supplying only the best of growers in building up a business with the most careful and discriminating planters that has extended to every part of the country. His plants are not experiments, but have splendidly stood the test of time and produce berries which for yield to the acre and delicacy of flavor are not to be equalled. On his farm Mr. Townsend raises over seventy-five varieties adapted to every soil and climate where berries are grown. Some of the plants which have had the largest sales and are most in demand by experienced growers are the "Climax" and "Missionary," both early bearers, and the "Chesapeake," a late berry which has proved very popular. The "Autumn" and "Pan-American" are two varieties that will grow anywhere and bear from the last days of August until Jack Frost puts in an appearance.

Mr. Townsend is a recognized authority in a section where nearly everyone has more than an average knowledge of plants.

I want to say to the grower who has never had plants from us that no other nursery exercises more care to serve customers satisfactorily, while better stock than ours cannot be bought.

Let us show you what we can do. Our business methods will please you, while the quality of our stock will be far beyond your expectations.

We know how to grow **thoroughbred stock**. We use the same methods in growing our **thoroughbred** plants. Like begets like, same in plants as in stock. Better pay ten dollars for one thousand plants of thoroughbred stock than set one thousand common field-grown plants if they are given to you. The kind of saving that you save on the common stock is not to your liking. When you deal in common stock, this saving, I think, is added to the wrong side of your ledger. Our plants are cheap enough in price. We do not think that we will have any falling out about the price. Thanking you in advance for a trial order.

It has become well known to a great many growers throughout the entire country that plants and trees that are grown in the East along the Atlantic coast are a great deal more hardy and seem to do much better than the same variety of trees and plants that are grown inland or in the North or West. The cause of this fact is largely attributed to the nearness to the ocean, where we get the strong salt breeze continuously throughout the year.

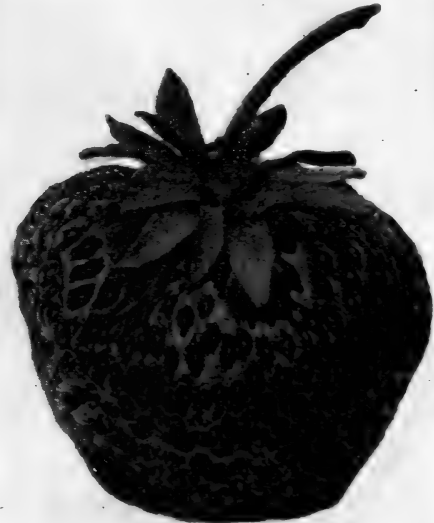
Our winters are mild, our summers are long and lovely. Our fall is almost as mild as the summer in the North. In such a climate where the air is pure all the time, there is but very few insects that trouble our growing plants. The winters being mild we are not obliged to mulch our plants, thus they get that hardness that goes with them when they are being transplanted and shipped to the distant states. The soil and climatic conditions being just right in the East for growing strawberry plants and trees, has caused the eastern shore of Maryland to be rightly named the **Garden Spot of the World**. I wish to impress this fact on the mind of each grower that receives this catalog, and would kindly insist on his dividing his order this season if he has been growing Northern-grown plants. Some of my customers write me that it pays them well to send their orders to me even if they have to send across the continent. Another proof of the fact is that I have never lost a Northern or Western customer that

I know of. Once using Eastern-grown thoroughbred plants they always use them.

A northern New Yorker says: "I am surprised the way your plants done here. I was told that Eastern-grown plants would not do well for me. I find them far the best plants I have ever grown and fruited. Shall use no other."

A customer in Connecticut says: "Your plants done better here than any ever seen in this part of the country before. As you know, I only had a small patch, but I could hardly get enough help to keep the berries off as fast as they needed picking. Send me another lot just as good and the same varieties you sent before. My neighbors are going to send to you for plants in a few days." This was the first trial with Eastern-grown plants. **This happened seven years ago and I've received orders regular since from Wilton, Conn.**

Of all fruits, the strawberry is one of the most variable in its behavior, in different localities and under changed conditions. A variety may succeed in one place and fail in another place even in a closely related territory. I therefore suggest that each grower set aside a limited space for this purpose, making it a point to test a number of the newer varieties that come out each season, thus enabling himself to judge which varieties are best before setting his large fields. To discover the variety that is most adapted to your climate and soil must mean much to you and will many times pay you for the extra expense in securing these new varieties and the growing of them. The growing and watching the behavior of the different plants is a source of pleasure for the whole family.



Uncle Jim.

E. W. Townsend.

Polk County, Fla.

Dear Sir: Enclosed find check for more plants. You certainly are furnishing me with one stock. Yours very truly,

FRED B. ROBINSON.

Kathleen, Fla.

Mr. Townsend: Your Missionary plants cannot be beat in this state. I was the first man to grow them here. They seem to get better all the time. W. D. HARP.

## Selecting the Site

### SETTING THE PLANTS, WORKING OUT THE OLD BEDS, ETC.

In selecting a site for your berry patch, it is best to select a place that has been grown to some leguminous crop the season before, such as cowpeas, tomatoes or potatoes, as plants do much better when set in this kind of soil. Never set plants over a sod if it can be helped. If your land is roly or hilly, select the southern side. Most all commercial growers prepare their land for their berry fields a season in advance by planting such crops as mentioned above, for to have the best of success in berry growing it is essential to have the land rich with plant food. Any ordinary soil when properly manured and worked will grow good berries. In other words, land that will grow good corn, potatoes or tomatoes will grow good berries. In preparing the land before setting plants it should be thoroughly plowed to a depth of at least eight inches. This is preferable in the fall. Again in the spring (when plants are set in spring) then thoroughly harrowed and leveled with drags, until the surface is entirely level. For field planting I advise rows forty-two inches apart, setting plants twenty-four inches in row usually is sufficient with most varieties. Some sorts will give a good matted row when set even thirty inches apart, better than others when set fifteen inches. Select for your earlier sorts the highest of your land where you desire to plant, as the early varieties will usually do better on this kind of soil than the later ones. Most late varieties that have come to my attention do better on low, springy soil when it is well drained. In setting plants we use a small garden trowel or dibble, making plenty of room to get the roots down straight and flattened out in fan shape; pressing the ground firmly around the plants, setting the plant as near as possible as it came from the ground.

Too deep or too shallow setting will greatly hurt your crop. Plants should be worked with small tooth cultivator, giving shallow cultivation almost as soon as they are set. In ten days from time they are set they should be given a hand cultivation with the hoe, working very shallow. Often and shallow cultivation should continue as long as the grass grows, and in the East with us we usually work them with the horse cultivator well up in the fall months, especially if the season is a dry one.

Preparing and working out the old beds for the second crop, this should be done, or commenced immediately after the last fruit is picked from the vines. Start by mowing off all growth that has accumulated and a portion of the vines. If there should be much growth it is best to burn same on the patch, catching a dry day when the wind is blowing strong down the rows, so as the fire will soon sweep over the patch. This will destroy all insects that might have accumulated in the late vines and growth. If the vines cannot be burned successfully they should be hauled from the field. The rows should then be bar plowed, leaving the beds about eight to ten inches wide, throwing the furrow in the middle. The old mother plants and lots of the new ones should be cut out at once and dragged from the beds. The five-tooth cultivator should then be run down the rows and the middles thoroughly worked up, and a great many growers after running down the row with the cultivator run across the rows, dragging new earth over the crowns of the plants, causing them to take on new roots and bringing out new crowns. The old patch should be frequently worked and hoed same as the new patch until late in the fall. Two seasons is long enough for the strawberry to stand, as it costs more to work out the old beds than to work the new. For this cause I prefer planting anew. Plants should not be set in the same plot for at least four years.

One of the most important things in growing strawberries is the selecting of plants, for your success depends on the quality of the plants set. Usually good plants cost a trifle more than the ones that you can pick up around your neighborhood, which are often mixed, run-down runts, having been taken from the middle of the rows for generations, and in many cases are almost barren. It costs no more to work the patch, when set to the best THOROUGHBRED plants, than it does when set to the poor field-grown plants, and the THOROUGHBREDs will often double and treble the quantity of fruit per acre, and fruit that will sell on your markets for double. The up-to-date fellows of today are for growing only the best and they find that it pays them the best.

One more word in regard to setting the plants and I will close the subject. If you should pick for your main variety one with an imperfect blossom, I recommend setting two perfect blossom sorts with it instead of one as is usually done, especially so if the variety is mid-season or late.

My reason for this is for the imperfect one to catch all the pollen necessary to make its full crop, which it has to depend upon for the making of the crop of perfect-shaped berries. Where I have tried this method I have always had the best of success. For instance, take the old Sample variety which is late, and imperfect. I would set four rows of Sample and on one side I would set Parson's Beauty or Dunlap; the other side, one row of Mascot or some variety equally as late as the Sample, and so on across the patch.

I trust that the foregoing will be of some use to some of my customers, new beginners especially, for I am asked the above questions hundreds of times during the year and many times it is not convenient for me to answer promptly. Most of the old growers have their own way and work out their own salvation, which many times is the best.

I find in traveling through the country that there are many different ways in forming strawberry beds, and I also find that a variety that is good in one locality is not always good in another.

## FALL SETTING

Plant the strawberry in the spring, the earlier the better, when the plant is fully grown, matured and dormant, while the soil is moist and cool and when there is more favorable weather generally.

Most growers refuse to sell plants in the fall, because for every plant big enough to sell others are destroyed that would be good ones later. They are safe enough to set, however, when there is plenty of rain or where they can be irrigated.

We can usually supply them in small quantities by **September 15 at our listed rate per dozen and at one-half more than listed rate per 100.** If wanted in larger quantities later in the season, write for prices on varieties and amount desired.



## Instructions for Ordering Townsend's Thoroughbred Plants

Terms—Cash with order—or part cash, balance before shipment.

I desire my plants to do well in every section of the country, and strange as it may seem, plants not paid for in advance seldom grow well. I make my price as low as possible. I have no bad bills to add to the price. My customers get a square deal and every one treated the same.

**How to Send Money.**—Make all orders payable to E. W. Townsend, N. Y. (Post Office Money Orders preferred), Drafts, Express Money Orders or Registered Letter. Please do not send money in open letters. I cannot be held responsible when so sent. I have received thousands of dollars in this way, but it is risky. I had rather pay the fee myself than have remittances made open.

**Reference**—As to my standing I refer to the Postmaster, Express Agent, P. R. Agents at Salisbury, Md., Salisbury National Bank (my depository), Bradstreet or Dun Com. Agency, FARM JOURNAL, or any first-class farm paper in the Eastern states.

Orders should be sent to me as soon as possible. If you are not ready to send all the money, send a small part and your order will be booked and shipped on receipt of balance of payment, or when you desire plants shipped.

**Time of Shipment**—From the time you receive this catalogue until May 1st, or in other words, from October 1st, until May 1st.

**Guarantee**—I guarantee that all plants leave me in perfect condition, that they are true to name, and equal to plants sent out by any grower, and that full count will be given. Plants are packed in light ventilated crates with plenty of fine damp moss (just damp, not soggy wet as I have received from many nurseries), they are packed as light as possible to reach our customers safely. Every package is examined carefully before leaving the packing house, to see that it is correctly packed, addressed, and properly routed. We deliver to the express agent (or freight agent), taking his receipt for same, making him responsible for the prompt delivery of the shipment and in few cases have we ever had that shipments did not arrive safely and promptly. But in case they do not I should be advised promptly, as I desire all claims to be made within five days within time the goods should have arrived. I have had so few complaints from my customers in our many years' dealings of plants not proving true to name it seems hardly worthy to add the old customary language. But in order to protect myself it is well to still continue as the trade laws demand, namely, that in case that any plants prove untrue to name I am only responsible for the purchase price. **Remember particularly**—That all claims must be made within five days from receipt of plants.

**TWENTY-FIVE**—All plants are tied twenty-five (26-to-30) in a bundle.

**Shipping Facilities**—Our shipping facilities are unsurpassed. We have trains leaving, going every direction, every few hours in the day. We have the Adams Express Company.

**What to Do With Two Catalogues**—Please hand one to your neighbor.

**You Take No Risk**—In sending me your order you are absolutely safe. I promise to send just what you order or refund your money. If you make your order out according to my instructions I guarantee to please you.

**PLEASE DO NOT ASK FOR CREDIT.**

## WHEN WRITING, Please Sign Your Name

**When Writing Please Sign Your Name**, and give your Post Office and State plainly. I receive thousands of letters every year with no address whatever, and sometimes with no name at all.

I am now holding a letter that contained money, saying ship a certain amount of plants at once, the order written on a small strip of paper with no name or address. I suppose that party that sent me the letter thinks that I stole his money, but it is no fault of mine. I would have gladly sent the plants, or will return his money now if he will send me his name and address.

We nurserymen have a great deal of pleasure in filling your orders. Sometimes I think it the nicest business on earth, receiving nice orders, enclosing the cash, along with it comes a nice letter speaking good things about us—everything running as smooth as clockwork. Getting about all the orders we can fill, and filling them just the very best we can possible do it. Trying our very best to do better than we did the other time that we pleased you so much.

About this time we begin to think that we are about the best Nursery on earth, and have the best lot of customers on earth. And we are almost carried off our feet.

But here the tide changes. We have a week of cold, rainy weather, not fit for man or beast to be out of the shelter. Orders continue to pour in, the harder it rains the faster they come, not only by mail, but the wires are kept busy. Telephones are constantly ringing, messenger boys at the door every five minutes delivering rush orders. Every order reads **Rush! Rush!**—ship at once or return my money.

This is the week, if we ever made a mistake in our lives, that the customer comes back cross and tells us how mean he thinks we are. One fellow has a kick that his plants arrived on Saturday and he had to hold them over until Monday, and that he knows that he will lose every plant and that it is all our fault.

Another one received an extra bundle that he did not order and wants to know what to do with it. Some shipping clerk made a blunder and shipped out the wrong box to the wrong man—he has something he never heard tell of before. He is standing up on the box and the box on the end. He is too mad with us to write plain, so we have to guess just what he says about us. It takes just three weeks of good working weather to get on the level again. And Oh, how good we feel when the clerk calls out once more the last order is filled.

Everybody we meet begins to look better and sweeter and the sun shines again. But we thank you, one and all, just the same and want you to understand while you are worrying about your order being filled quickly, we are worrying just as much as you are and doing everything in our power to get it to you just as soon as possible.

One thing you can help us out in and that is, please do not put off ordering until the last minute; give us all the time you possibly can. If we could have every order a month in advance of the time it must be shipped, we would seldom fail to have it to you on time. Won't you do this for us this season? I have insisted on this point for several years and am proud to say that the large majority of my old customers are sending theirs as early as possible. Please note on page No. — that on every order received before March 1st the purchaser is allowed to select 25¢ worth of plants free—besides the regular discounts.

**E. W. TOWNSEND, STRAWBERRY SPECIALIST**

**PRICE LIST OF TOWNSEND'S THOROUGHbred STRAWBERRY PLANTS  
NUMBER 25**

This price list supercedes all former prices in effect Nov. 1st, 1914. **Extra Early** varieties.

**Extra Early Varieties.**

	Per 1000
Early Ozark (U. S.) (per.)	\$3.50
Wilkins' Early (per.)	5.00
Pride of Somerset (per.)	5.00
Excelsior (per.)	2.50
Michales' Early (per.)	2.50
St. Louis (per.)	2.50
Superior (per.)	3.00
Lea (per.)	3.00
Virginia (imp.)	3.00
Lady Townsend (per.)	3.00
Oakes' Early	3.00
Early Jersey Giant (per.)	5.00

**Early**

Missionary (per.)	\$2.50
Climax (per.)	3.00
First Prize (per.)	4.00
Early Queen (per.)	4.00
Success (per.)	3.50

**Early to Mid-Season.**

Klondyke (per.)	\$2.50
Ekey (O. L. C.), (per.)	3.00
Lady Tompson (per.)	2.75
Tenn. Prolific (per.)	2.75
Warfield (imp.)	2.50
Sen. Dunlap (per.)	2.50
Helen Davis (per.)	3.00
Haverland (imp.)	3.00
Gov. Vausant (per.)	3.00
Twillie (per.)	3.00
Sons Prolific (per.)	3.50
Winner (per.)	3.50
Bradley (per.)	4.00
Wm. Belt (per.)	4.00
Parson's Beauty (per.)	3.00
New York (per.)	3.00
Uncle Jim (per.)	3.00
Bubach (imp.)	3.00
Ryckman (per.)	4.00

**Mid-Season to Late**

Glen Mary (per.)	4.00
Fendall (imp.)	4.00
Sharpless (imp.)	4.00
Golden Gate (per.)	4.00
Marshall (per.)	5.00
Maryland Prize (imp.)	4.00
Barkley (per.)	4.00
Norwood (per.)	5.00
Ernest (imp.)	5.00
Baltimore (per.)	4.00
Joe Johnson (per.)	4.00
Paul Jones (imp.)	4.00
Kellogg Prize (imp.)	5.00

25c per 1,000 discount will be allowed on 5,000 lots up to 10,000.

35c per 1,000 discount will be allowed on 10,000 lots up to 20,000.

50c per 1,000 discount will be allowed on 20,000 or over.

This is positively the lowest wholesale discount. Growers are allowed to club together and order in large lots and save the discounts, but it is necessary to have plants shipped to one party.

Two or more varieties cannot be added together to make out the 5,000 lot. For instance, 2,500 Klondyke, 2,500 Missionary would not be counted as a 5,000 order, subject to the 25c discount.

All plants are carefully labeled and can be easily separated when received and the express charges is always less in proportion on large orders.

**Late**

	Per 1000
Aroma (per.)	\$3.00
Brandywine (per.)	3.00
Gem (per.)	5.00
Townsend's Late (per.)	4.00
Mascot (per.)	3.00
Gandy (per.)	2.75
Nic Ohmer (per.)	3.00
Chesapeake (per.)	4.00
Stevens' Late Ch. (per.)	3.00
Orem (per.)	4.00
Sample (imp.)	3.00
Hauback's Beauty (per.)	3.00
Late Jersey Giant (per.)	5.00
Rewastico (per.)	5.00
Progressive (per.)	10.00
Superb (per.)	10.00
Americus (per.)	10.00

100 plants for \$1.25, less than 1000 lots—100 rate applies; 50 plants for 75c; 25 plants for 50c.

**Parcel Post Table**

Plants may be sent by parcel post as follows:

1st zone, add	\$ .10 per 100 plants.
2d zone, add	.13 per 100 plants.
3d zone, add	.17 per 100 plants.
4th zone, add	.20 per 100 plants.
5th zone, add	.25 per 100 plants.
6th zone, add	.30 per 100 plants.

It is impossible to figure the exact rate on plants to go by parcel post, but the above table will be found nearly correct, and will be the rate at which we will figure your order, let it be a little over or under.

Varieties listed at \$2.50 to \$2.75 per 1000 will be sold in lesser quantities, as follows:

25 plants.	\$ .20
50 plants.	.35
75 plants.	.50
100 plants.	.60
250 plants.	1.00
500 plants.	1.50
1000 plants.	2.50

Varieties listed at \$3.00 to \$4.00 per 1000 in lesser quantities, as follows:

25 plants.	\$ .25
50 plants.	.40
75 plants.	.55
100 plants.	.65
250 plants.	1.20
500 plants.	2.00

Varieties listed at \$5.00 per 1000 in lesser quantities, as follows:

25 plants.	\$ .35
50 plants.	.50
75 plants.	.65
100 plants.	.80
250 plants.	1.55
500 plants.	3.00

# SALISBURY, MARYLAND



**Houghton Gooseberry.**

## Price List of Raspberries

	12	50	100	250	500	1,000
<b>Black Diamond (Black)</b> .....	\$0.50	\$1.25	\$2.00	\$3.50	\$6.00	\$12.00
<b>Cuthbert (Red)</b> .....	.50	1.25	2.00	3.50	6.00	12.00
<b>Cumberland (Black)</b> .....	.50	1.25	2.00	4.00	7.50	14.00
<b>Columbian (Purple)</b> .....	.50	1.25	2.00	4.00	7.50	14.00
<b>Kansas (Black)</b> .....	.50	1.25	2.00	3.50	6.00	10.00
<b>King (Red)</b> .....	.50	1.25	2.00	3.50	6.00	10.00
<b>Perfection (Red)</b> .....	.75	2.00	2.50			
<b>Plum Farmer (Black)</b> .....	.50	1.25	2.00	4.00	7.50	14.00
<b>St. Regis (Red)</b> .....	.60	1.75	3.00	5.00	8.00	15.00
<b>Royal Purple (Purple)</b> .....	.60	1.75	3.00	6.50	12.00	20.00

## Novelties

	12	25	50	100
<b>Strawberry-Raspberry</b> .....	\$1.00	\$1.75	\$3.00	\$5.00

If Raspberry plants are wanted by mail, add 10 cts. per doz. or 50 cts. per 100 for postage.

## Currants

	12	50	100
<b>Cherry</b> .....	\$0.90	\$2.50	\$4.50
<b>Fay's Prolific</b> .....	.90	2.50	4.50
<b>Pomona</b> .....	.90	2.50	4.50
<b>Red Cross</b> .....	.90	2.50	4.50
<b>White Grape</b> .....	1.00	3.00	5.00
<b>Wildcr</b> .....	.90	2.50	4.50

If Currant bushes are wanted by mail, add 10 cts. per doz. or 50 cts. per 100 for postage.

## Gooseberries

	12	50	100	250	500	1,000
<b>Downing</b> .....	\$1.00	\$3.25	\$6.00	\$13.50	\$25.00	\$45.00
<b>Houghton</b> .....	.90	2.75	5.00	11.00	20.00	40.00
<b>Josselyn (Red Jacket)</b> .....	1.00	3.25	6.00	13.50	25.00	45.00
<b>Mountain Seedling</b> .....	.90	2.75	5.00	11.00	20.00	40.00
<b>Pearl</b> .....	1.00	3.25	6.00	13.50	25.00	45.00

If Gooseberry plants are wanted by mail, add 15 cts. per doz. or 75 cts. per 100 for postage.

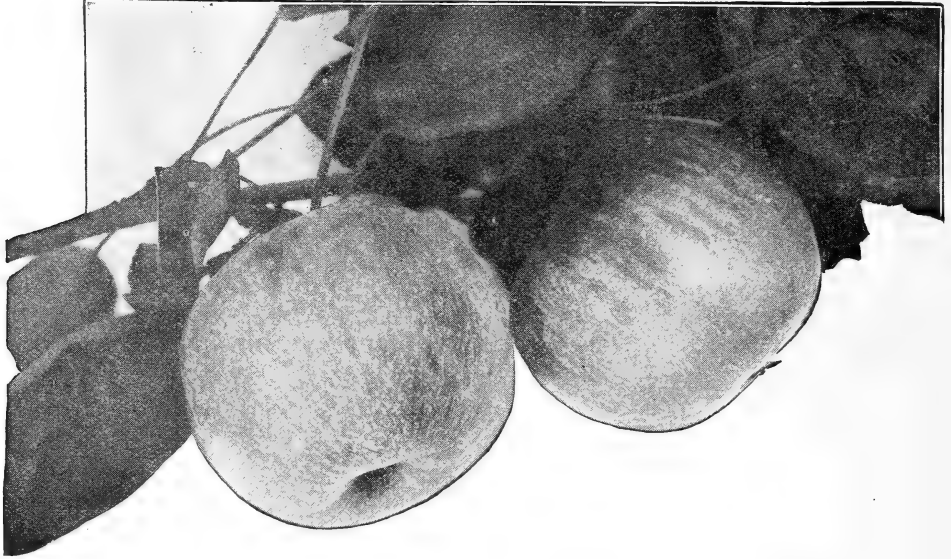
## Grapes

	Each	25	50	100
<b>Brighton (Red)</b> .....	\$0.10	\$1.50	\$2.50	\$4.00
<b>Concord (Black)</b> .....	.10	1.50	2.50	4.50
<b>Campbell's Early (Black)</b> .....	.20	3.00	1.50	10.00
<b>Diamond (White)</b> .....	.10	1.00	1.75	4.00
<b>Delaware (Red)</b> .....	.15	1.50	2.50	4.00
<b>Eaton (Black)</b> .....	.20	3.00	5.30	10.00
<b>Empire State (White)</b> .....	.15	1.75	3.00	6.00
<b>Lindley (Red)</b> .....	.15	1.50	2.50	6.00
<b>Martha (White)</b> .....	.15	1.50	2.50	6.00
<b>Moore's Early (Black)</b> .....	.15	1.50	2.50	6.00
<b>Niagara (White)</b> .....	.15	1.50	2.50	6.00
<b>Wildcr (Black)</b> .....	.15	1.75	2.50	6.00
<b>Worden (Black)</b> .....	.15	1.75	2.50	6.00
<b>Wyoming Red</b> .....	.15	1.75	2.50	6.00
<b>Woodruff Red</b> .....	.15	2.00	3.50	6.00

If Grape-vines are wanted by mail, add 3 cts. each, 15 cts. per doz. or 75 cts. per 100 for postage.

## Blackberries

	12	25	50	100	250	500	1,000
<b>Blowers</b> .....	\$0.50	\$0.75	\$1.25	\$2.00	\$4.00	\$7.00	\$14.00
<b>Eldora</b> .....	.50	.75	1.25	2.00	4.00	7.00	14.00
<b>Iceberg</b> .....	.50	.75	1.25	2.00	4.00	7.00	14.00
<b>Early Harvest</b> .....	.50	.75	1.25	2.00	4.00	7.00	14.00
<b>Nanticoke</b> .....	.50	.75	1.25	2.00	4.00	7.00	14.00
<b>Rathburn</b> .....	1.50	2.50	4.50	8.00	16.00	30.00	50.00
<b>Robinson</b> .....	.50	.75	1.25	2.00	4.00	7.00	14.00
<b>Snyder</b> .....	.50	.75	1.25	2.00	4.00	7.00	14.00
<b>Ward</b> .....	.50	.75	1.25	2.00	4.00	7.00	14.00
<b>Watt</b> .....	.75	1.00	1.75	3.00	6.00	11.00	20.00



Stayman's Winesap

## Two-Year Apple

Four to seven feet, well branched, strong and healthy. You can pay more money for trees than I charge, but cannot buy any better stock, no matter what you pay. Price—Each, 25c; ten trees, \$2.00; one hundred trees, \$17.50; less than 100, at the ten rate. Special prices on large orders. Boxing FREE.

### VARIETIES:

Winesap	Gano	Wagner	Yellow Transparent
N. W. Greening	Mo. Pippin	Hyslop	Delicious
York Imperial	Wolf River	Banana	Duchess
Ben Davis	Rome Beauty	General Grant	Red Astrachan
Northern Spy	Alexander	Jennet	Black Ben Davis
Jonathan	Whitney	Autumn Strawberry	Wealthy
Stayman's Winesap	M. B. Twig	Talmon Sweet	Maiden Blush
Grimes' Golden	Rambo	Martin	Early Ripe
Baldwin	Transparent	King	Fameuse

## Two-Year-Old Kieffer Pear

A fine lot of trees. Guaranteed to please anyone. Sizes four to seven feet, mostly five and six feet.

Price—20c each, 10 for \$1.90, 100 for \$17.50. Special prices on large orders.

## Peach Trees Four to Six Feet; General List of Varieties; Good Healthy Stock

20c each, \$1.50 per 10, \$12.50 per 100. Special prices on large orders.

### VARIETIES:

Bear's Smock	Mountain Rose	Champion	Niagara
Carman	Old Mixen Free	Crawford Late	Salway
Crawford Late	Stump	Elberta	Triumph
Crosby	Willetts	Francis	Yellow St. John
Fitzgerald	Belle of Georgia	Hill's Chilli	Crawford's Early
Globe	Over fifty other varieties not named above.		

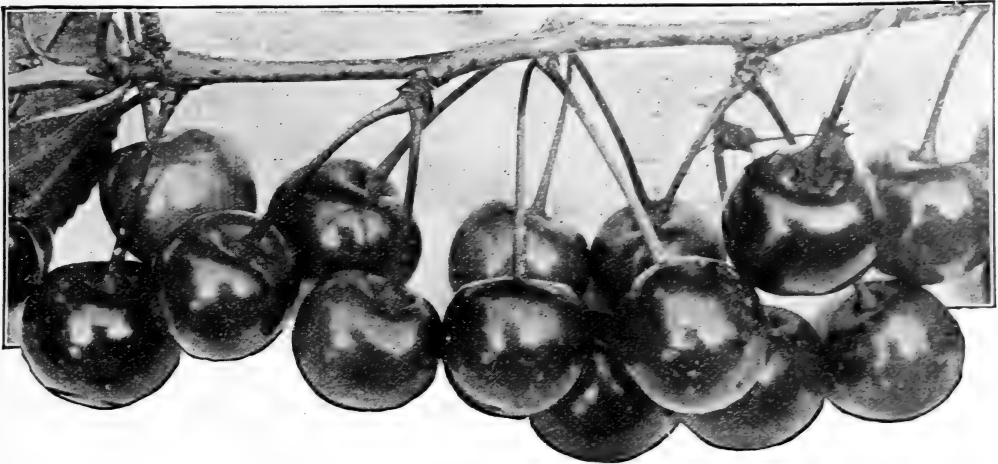
Mr. Townsend.

Lawtey, Fla., Mch. 24, '14.

Dear Sir:—Please add 7,000 more Klondyke plants to my order. Your plants are certainly coming fine; if they keep on coming so nice I do not know when the growers will stop ordering. 14,000 yesterday were the finest plants I ever saw.

Yours respectfully,

A. M. B.



Black Tartarian

## Cherries

### PRICES OF CHERRY TREES.

	Each	10	100		Each	10	100
6 to 7 ft.....	\$0.35	\$3.00	\$25.00	3 to 4 ft.....	\$0.20	\$1.50	\$12.00
5 to 6 ft.....	.30	2.50	20.00	2 to 3 ft.....	.15	1.25	10.00
4 to 5 ft.....	.25	2.00	15.00				

One to 4 trees are sold at the each rate, 5 to 49 trees are sold at the 10 rate, 50 to 299 trees are sold at the 100 rate, 300 or more trees are sold at the 1,000 rate.

PARCEL POST. Trees not larger in size than 2 to 3 feet can be sent by parcel post, prepaid, at 3c per tree extra.

Leading Varieties. For the convenience of our customers who may not be entirely familiar with the best and most profitable varieties, we have printed the names of such sorts in heavy type. In making your selection it will pay you to choose from among those varieties.

### Sour Cherries

**Early Richmond.** (Kentish Virginia.) May. Fruit large red, medium sized, very sour. Tree thrifty, hardy, healthy and prolific; at home all over the country; begins to bear at an early age and yields a crop every year. Early Richmond is a good commercial variety, as it is widely known, widely planted, has an established market and nearly always produces a good crop to supply that market.

**English Morello.** Dark red, almost black; juicy, tender and very acid. Tree is rather a slow grower, does not get very large.

**Montmorency.** June. One of the largest of the sour cherries, the fruit being bright red, with solid, juicy flesh, very rich and acid. The tree is hardy, healthy and extremely prolific, bearing abundant crops even in unfavorable seasons. It is less susceptible to disease than other sour sorts. The fruit is a good shipper, brings good prices and is one of the best for canning and preserving as well as for pies.

### Sweet Cherries

**Black Tartarian.** June. The largest of the Sweet Cherries and one of the very best for dessert. The fruit is purplish black, with juicy, sweet, mild, pleasant, tender flesh. The tree is strong-growing and vigorous and produces immense crops every year, the fruit growing in huge clusters, making it easy to pick. This variety is one of the most profitable to grow; it is always in demand and brings the best prices.

**Windsor.** Hardy, prolific; large; reddish brown; fine quality, rich and juicy; fine for preserving or canning. July.

**Yellow Spanish.** June. An inch in diameter; pale yellow; delicious. One of the finest for canning, and makes a beautiful appearance in jars. The tree is a thrifty and vigorous grower, yielding abundant crops annually. It is, without exception, the best Heart Cherry grown, and most profitable to the commercial orchardist.

## Plums

### PRICE OF PLUM TREES.

	Each	10	100		Each	10	100
6 to 7 ft.....	\$0.35	\$3.50	\$25.00	3 to 4 ft.....	\$0.20	\$2.00	\$12.00
5 to 6 ft.....	.30	3.00	20.00	2 to 3 ft.....	.20	1.50	8.00
4 to 5 ft.....	.25	2.50	15.00				

One to 4 trees are sold at the each rate, 5 to 49 trees are sold at the 10 rate, 50 to 299 trees are sold at the 100 rate.

PARCEL POST. Trees not larger than 2 to 3 feet can be sent by parcel post, prepaid, at 3c per tree extra.

**Burbank.** One of the finest of the Japan Plums. Beautiful cherry-red, mottled yellow; round; flesh yellow, juicy, sub-acid. The tree is vigorous in growth and succeeds well in all sections of the country. The fruit stands shipping

well and can be placed on the market in fine condition with a little care.

**Red June.** August. Fruit medium to large, deep vermilion; flesh light yellow, sub-acid. Tree upright grower, very hardy and productive. Probably the most widely planted of all.



Concord  
Grapes

## Grapes

Two-year vines 10c each, 75c for 10, \$3 per 100, \$25 per 1,000; 1-year vines \$20 per 1,000.

One to 4 vines are sold at the each rate, 5 to 49 vines are sold at the 10 rate, 50 to 299 vines are sold at the 100 rate, 300 vines or more are sold at the 1,000 rate.

**PARCEL POST**—Vines can be sent by parcel post, prepaid, at 2½c per vine extra.

**Leading Varieties.** For the convenience of our customers who may not be entirely familiar with the best and most prolific varieties, we have printed the names of such sorts in heavy type. In making your selection it will pay you to choose from among those varieties.

### Black Grapes

**Champion.** Ripens about the same time as Moore's Early; flesh sweet and juicy.

**Concord.** Ripens the beginning of August. From sheer merit Concord has become the most popular grape in the United States. Taking the country as a whole, more ConCORDS are now in bearing than of any other variety. No other grape succeeds over such a wide area, or in so many different soils. It is the standard by which others are judged—the standby in grapes. New varieties are judged, but they have to work hard to reach the Concord standard for market purposes. Matures early, keeps well, ships well and sells well. Bunches big, berries juicy, sweet and delicious. Concord overcomes local grape troubles and is safe to plant.

**Eaton.** Foliage similar to Concord. Hardy and productive; very juicy.

**McPike.** Vigorous in vine, hardy, productive.

**Moore's Early.** Ripens a little before Concord. Berries large and fine; very black; bunches medium size, held together firmly; flesh pulpy, better than medium quality; flavor needs no apology anywhere. Stands handling and shipping well, and has an established reputation on all markets. Vines healthy and hardy, thrive in almost any soil or climate where grapes will grow at all. Valuable market variety and for commercial planting perhaps leaves very little to be desired. Moore's Early is one of the most profitable grapes to grow, as it makes a fine showing when packed properly; can be put on the market in advance of every other variety when grape lovers are willing to pay almost any price for their favorite fruit, and it stands shipping in a way to leave nothing to be desired.

**Worden.** Large berries and bunches. A handsome black grape with a beautiful bloom, and in quality the fruit is extra fine, being sweet and juicy.

### Red Grapes

**Wyoming Red.** Vine hardy and robust, with thick, leathery foliage; color light red with violet bloom; fruit very large, tender, sweet and juicy.

### White Grapes

**Diamond.** Medium size; of fine quality, rich, luscious and sweet; bears early, is hardy, productive and vigorous.

**Empire State.** Berries of medium size; quality fine; bunch long and compact.

**Martha.** Seedling of Concord and ripens at same time; medium in bunch and berry; sweet. A good grower and bearer; hardy.

**Niagara.** Ripens in August. The leading white market grape, and often referred to as the White Concord, as it holds the place among the white grapes that Concord does among the blacks. Bunch and berry large, greenish white, changing to pale yellow when fully ripe, the berries being covered with a beautiful bloom which is very attractive; quality excellent. Niagara is the most largely planted of all white varieties, both in home and commercial orchards. For the home grounds it makes a fine companion to Concord, and when grown in a commercial way is very profitable, as it is eagerly bought up in market and always commands good prices.

**Pocklington.** Berries large; golden yellow; sweet and tender. The vine is hardy and healthy, and bears full crops regularly. The foliage is large and handsome and produces a beautiful effect on the arbor or trellis.

Plant City, Fla., March 14.

Dear Sir: Strawberry plants received the 12th in good condition. Respectfully,

H. L. LANIER.

# SHADE AND ORNAMENTAL TREES.

**Maple, Silver.** The name comes from the color of the leaves. Underneath these are the same shade as new bright silver; on top they are light green. Many of them are carried on their edges, and when wind blows the trees are alive with silver and green flashes. In the fall the leaves fade to pale yellow. Growth is faster than that of any other Maple, and probably faster than that of any other shade tree. Branches are slim and dainty rather than heavy and the form of growth is spreading. Gets very large eventually and does well over nearly all the United States. Makes splendid quick shade.

	Each	10	100
5 to 6 ft.....	\$0.20	\$1.75	\$15.00
6 to 7 ft.....	.25	2.00	17.50
7 to 8 ft.....	.30	2.25	20.00
8 to 9 ft.....	.35	2.50	22.00
9 to 10 ft.....	.40	2.75	25.00
10 to 12 ft.....	.45	4.00	30.00
12 to 14 ft.....	.50	4.50	

**Maple, Sugar.** Not far from the head of the list of handsome and all-around good shade trees for street and lawn. Leaves in summer are green and beautiful; in autumn, scarlet and orange. Growth thick and dense; gets very large and stately

	Each	10	100
4 to 5 ft.....	\$0.30	\$2.50	\$22.00
5 to 6 ft.....	.40	3.00	27.00
6 to 7 ft.....	.50	4.00	32.00
7 to 8 ft.....	.75	7.00	60.00
8 to 9 ft.....	1.00	9.00	80.00

**Maple, Wier's Cut-leaved.** A beautiful form with deeply cleft and divided leaves; branches pendulous, often sweeping the ground. A great favorite and of deserved popularity.

	Each	10
2 to 3 ft.....	\$0.25	\$2.00
5 to 6 ft.....	.50	4.00
6 to 7 ft.....	.60	5.00
7 to 8 ft.....	.75	7.50
8 to 9 ft.....	1.00	8.00

**Maple, Colchicum or Red.** A spreading, but regular and even-growing tree. It is a native of the Orient, and is chiefly valued for its gorgeous coloring in spring and fall. The leaves are dark blood-red when coming out, then green, and later in the fall they are yellow and orange.

	Each	10
5 to 6 ft.....	\$1.00	\$ 8.00
6 to 8 ft.....	1.50	12.50

**Maple, Japanese.** See under Shrubs.

### White-Flowered Horse-Chestnut.

**Maple, Norway.** Typical maple leaves, large and bright green, fading to gold in the fall. Trunk and branches are sturdy and strong, lending an effect of ruggedness. Growth is fast. Branches and foliage are thick and compact, and the head, which is round-topped, begins to branch not far above the ground. The tree is large, towering 50 feet high when fully grown. Splendid trees, most beautiful and desirable. For lining the side of lanes and roads, for a lawn, to protect the home from sun and weather, for shade, for beauty and satisfaction, and for real permanent worth in all landscape planting there are no other trees in its class. Norway Maples are at home in the mountains, but will thrive at any elevation, and in nearly any soil to be found in this country.

	Each	10	100
5 to 6 ft.....	\$0.40	\$3.00	\$27.00
6 to 7 ft.....	.50	4.00	32.00
7 to 8 ft.....	.75	7.00	60.00
8 to 9 ft.....	1.00	9.00	80.00
9 to 10 ft.....	1.50	14.00	130.00
10 to 12 ft.....	2.00		
12 to 14 ft.....	3.00		

**Maple, Schwedler's.** This maple has three distinct changes of dress in a season. The spring color-scheme is purple and crimson; that of summer months dark green, and when fall comes the trees don tones of brown and red.

	Each	10
4 to 5 ft.....	\$0.75	\$ 6.00
5 to 6 ft.....	1.00	9.00
6 to 8 ft.....	1.25	10.00
8 to 10 ft.....	1.75	15.00

**Oak, White.** A tall, majestic tree with a broad, round-topped crown. Leaves mostly divided into seven lobes, the larger segments usually shallow-lobed. They are highly colored with red at the time of unfolding, soon becoming silvery white, at maturity bright green above, pale or glaucous beneath, fading in autumn with rich tones of purple and vinous red and tardily separating from the branches, sometimes not until spring. One of the finest oaks for lawn or landscape, attaining age and a most impressive character.

	Each	10
4 to 5 ft.....	\$1.00	\$ 7.50
5 to 6 ft.....	1.50	12.50
6 to 7 ft.....	2.00	17.50
7 to 8 ft.....	2.50	20.00

**Oak, Pin.** The daintiest and most graceful of the oaks, with deeply cut, bright, fresh green foliage. A very graceful tree for the lawn and fine for streets or roadsides.

	Each	10
4 to 5 ft.....	\$1.00	\$ 7.50
5 to 6 ft.....	1.50	12.50
6 to 7 ft.....	2.00	17.50
8 to 10 ft.....	2.50	20.00

**Oak, Scarlet.** Strong and sturdy in growth; the leaves are heavy, of a bright, glossy green, turning to red in the fall. It is the most rapid growing of the family, and soon forms a large, majestic tree. It is fine, too, for street planting.

	Each	10
4 to 5 ft.....	\$1.00	\$ 7.50
5 to 6 ft.....	1.50	12.50
6 to 7 ft.....	2.00	17.50
7 to 8 ft.....	2.50	20.00

**Mountain Ash (American).** A fine ornamental tree, with bright scarlet berries. Six to eight feet, 60c each.

**Mountain Ash (European).** A fine hardy tree; head dense and regular, covered from July till winter with great clusters of bright red berries. Six to eight feet, 60c each.

**White Ash.** A beautiful shade tree. Grows successfully in the most northern parts. The wood is very valuable. Five to six feet, 40c each; six to eight feet, 50c each.

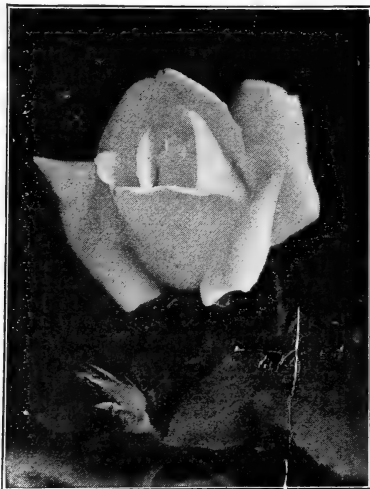
**Catalpa Speciosa.** A very hardy tree with large, tropical appearing foliage, and a free bloomer, followed by long bean-like pods. Desirable for shade and street trees. Six to eight feet, 60c each.

**Elm, American White.** A noble, drooping, spreading tree of our own woods; one of the grandest for park and street. Six to eight feet, 40c each.

**European White Birch.** A rapid growing shade tree of beautiful form. Very desirable for street or lawn planting. By the time the tree is five or six years old the bark of the trunk and larger branches becomes a beautiful silvery white color. Entirely hardy in all parts of the Northwest. Makes elegant shade. Six to seven feet, 35c each.

**Horse Chestnut (Red Flowering).** Not so rapid or as fine a grower as the White; foliage of deep green and blossoms later with showy red flowers. Four to five feet, 60c each.

## ROSES.



**Frau Karl Druschki.**  
Two years old, 40c each.

**American Beauty.** Color rich, rose crimson, shaded and veined in the most charming manner. Hardy, free bloomer and very desirable.

**Anne de Diesbach.** Brilliant crimson, sometimes shaded with maroon; long pointed buds and large, finely formed flowers. Extra fine.

**General Jacqueminot.** Brilliant crimson; very large, globular and excellent; a free bloomer;

unsurpassed in its clear, rich crimson, scarlet color.

**Paul Neyron.** Flowers of immense size, often five inches in diameter. Color deep clear rose, very fresh and pretty. The plant is a strong, healthy grower, with glossy foliage and is one of the most prolific bloomers in the Hybrid class; young plants in the nursery rows blooming almost without intermission from June to late October.

**Prince Camille de Rohan.** Very dark. This rose is of a rich, velvety crimson, passing to an intense maroon shaded black, large, full flowers. One of the darkest roses and very handsome.

**Ulrich Brunner.** Extra large, bold flowers, full and globular. Color rich, glowing crimson, elegantly flamed with scarlet.

**Helen Gould (Hybrid Tea).** Free growing and vigorous for its color, it is remarkably constant in blooming, every new shoot producing a flower. The blooms are bright rosy carmine red, the buds are well formed, the fragrance is delightful, and taken altogether it is a variety that should be generally planted.

**Etoile de Lyon.** This magnificent Tea Rose is rich, golden-yellow; strong, healthy and vigorous grower. Immense bloomer, bearing flowers and buds early and late. Remarkably hardy with us.

**Madame Caroline Testout (Hybrid Tea, Forcing).** A wonderful rose. The petals are large, and of elegant La France form; exquisitely edged and bordered with clear silver rose. Flowers and buds are extra large, color brilliant, satiny rose.

**Maman Cochet (Tea).** This is our favorite rose. It is of the largest size, the flower is built up or rounded and very double, the color is a deep, rosy pink, the inner side of the petals being a silvery rose, shaded and touched with golden yellow. Very vigorous, deliciously fragrant.

## RAMBLERS.

**Dorothy Perkins** (shell pink not classed as a Rambler) but equal to them in habit of growth. **Crimson Rambler.**

**Yellow Rambler.**

**White Rambler.**

**Baby Rambler,**

The above Ramblers are all vigorous growers, often making 12 to 18 feet in a single season. Price 40 cents each.

## HYBRID TEAS.

**La France** (silver rose), changing to pink.

**Frau Karl Druschki** (pure white).

**Reine Marie Henriette** (climbing), (cherry red).

**Perle Von Godesburg** (yellow).

**Glorie De Dijon** (amber carmine and cream).

No finer collection of roses were ever offered and they are new to a large majority of rose growers. Price 50 cents each.

For five cents extra all rose bushes will be sent by parcel post prepaid.

## Strawberries As a Side Issue

Strawberries and poultry usually go well together. Many of my lady customers make big money with chickens and strawberries. I have one particular lady customer in the North Carolina hills that has supported her family in growing strawberries and raising chickens for years, her husband being an invalid. She sends me her orders for plants every year and writes that she does not find it so hard after all to keep both ends together.

I have hundreds of lady customers in all parts of the country—some in Canada, Cuba and the Hawaiian Islands—and from their letters they find the growing of berries very profitable. As a usual thing the ladies are struck on the ever-bearing berries. One letter from a lady a few days ago stated that she had sold over \$10.00 worth of berries from the 150 plants purchased last April, and still had plenty of berries. She wants 500 plants this spring. A small patch of berries in the garden is not only profitable but is lots of pleasure both in the growing and in the eating.

Fresh strawberries from the vines six months in the year. WHAT'S BETTER? Most everybody can afford them. A 10-20 ft. square will grow all your family can use. These small lots can go by parcel post and go very cheap now.

Always have the strawberry beds as close to the house as possible so they will not be neglected and can be tended to at little odd chances. It is nice for the whole family to go in the patch late in the evening and hoe and rake over the ground, cleaning the rows out, making them fairly shine, and where the beds are worked up late in the evening once or twice a week the moisture will rise in the night and every morning be at the top of the ground, and where the ever-bearing kinds are grown it is more fun, for you are eating all the time you are at work. This little exercise is far better than a doctor and not half so costly.





*Ampelosis Engelmani*

## HARDY CLIMBING PLANTS.

**Honeysuckle, Scarlet Trumpet.** A strong, rapid grower, with beautiful scarlet trumpet-shaped flowers; blossoms nearly all summer; hardy. Each, 40c; 6 for \$2.00.

**Virginia Creeper.** A very rapid grower, having very beautiful dark green foliage, which in autumn assumes the most brilliant hues. The vine is the best calculated in this country to take the place of English Ivy, and is in summer not inferior to it. One of the best climbing plants; hardy everywhere. Each, 30c; 6 for \$1.50.

**Ampelosis Engelmani.** Similar to above only it clings to stone, brick, etc., with great tenacity. A rapid grower and hardy. Each, 30c; 6 for \$1.50.

**Clematis Jackmani.** This plant is a strong grower and an abundant bloomer from July to October. The flowers are large and of an intense violet purple color. Remarkable for their velvety richness. It has very few equals. Each, 65c; 6 for \$3.00.

**Clematis Henryii.** One of the largest perpetual hybrids, of robust habit and a free bloomer. Flowers large and a beautiful creamy white. From July to October; these two clematis are at their handsomest when planted side by side. Each, 65c; 6 for \$3.00.

**Paniculata.** A native of Japan. A beautiful and rapid growing climber, which in a very brief time will cover any ordinary veranda. The flowers are small, pure white and delightfully fragrant, and are borne in enormous masses, almost concealing the foliage. Entirely free from blight and regarded as a great acquisition. Each, 65c; 6 for \$3.00.

**Wistaria, W. Sinensis (Chinese Wistaria).** One of the most rapid growing of all the climbing plants. Grows from 15 to 20 feet in a season. Has long, pendulous clusters of pale blue flowers in May or June and sometimes in autumn. \$1.00 each.

## FLOWERING SHRUBS.

**Althea, or Rose of Sharon (Hibiscus).** The altheas are fine, free-growing flowering shrubs of very easy cultivation. Desirable on account of flowering in August and September. Price, 40c each.

**Calycanthus, or Sweet-Scented Shrub (Calycanthe).** The wood is fragrant, foliage rich, flowers of rare chocolate color, having a peculiar agreeable color. Price, 35c each.

**Deutzia.** This valuable species of plants comes to us from Japan. Their hardiness, luxuriant foliage and profusion of attractive flowers render them deservedly among the most popular of flowering shrubs. Price, 40c each.

**Purple Fringe, or Smoke Tree.**—A very elegant and ornamental large shrub, with curious, hair-like flowers, which, being a pinkish brown color, give it the names, "Purple Fringe" and "Smoke Tree." The blossoms appear in July, sometimes literally covering the tree and remaining all summer. Three to four feet, 40c each.

**Lilac, White.** The common variety; cream-colored flowers. Price, 40c each.

**Lilac, Purple.** The well known old-fashioned lilac; bluish-purple flowers. Price, 40c each.

**Hydrangea Paniculata Grandiflora.** A fine, hardy shrub, growing to the height of eight or ten feet; flower white, in great pyramidal panicles a foot long. Price, 35c each.

**Hydrangea Paniculata Grandiflora, Tree Form.** The always valuable *Hydrangea Paniculata Grandiflora* becomes still more handsome and desirable when grown in standard or tree shape. In this form the magnificent trusses of flowers show off much more effectively than on the low spreading bushes that are usually seen. It forms a symmetrical miniature tree that is extremely well adapted either for massing or planting singly. Price, 75c each.

### Snowball.

**Snowball (Viburnum)—Common (V. opulus).** A well known favorite shrub of large size, with globular clusters of pure white flowers in the latter part of May. Price, 40c each.

Mr. E. W. Townsend.

Dear Sir:—Berry plants received in fine shape.

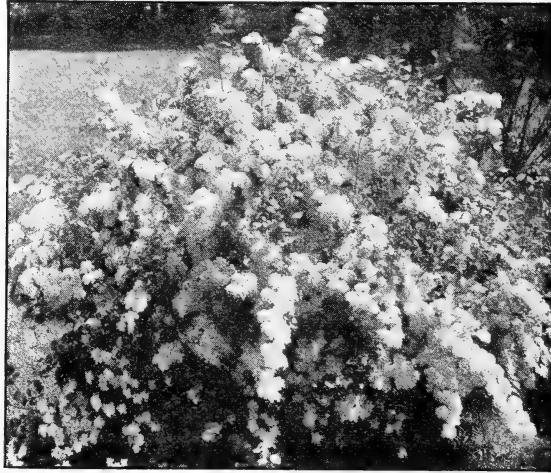
Only, Va., Apr. 11, 1914.

Yours,

W. F. WHITE.

Page Thirty-Seven

Flowering Shrubs—Continued



Spirea Van Houttei.

**Spirea Van Houttei (S. Van Houttei).** The most showy of all the Spireas, and one of the very best flowering shrubs in cultivation. The plant is a rather tall, upright grower, with long, slender branches that droop gracefully with their weight of foliage and flowers. Flowers pure white, in great clusters and whorls, forming cylindrical plumes two or three feet long. This is one of the hardiest of all the Spireas. Price, 35c each.

**Syringa, Golden-Leaved (P. Foliis Aureis).** A beautiful new variety with bright yellow foli-

age, which affords pretty contrasts with other shrubs, especially with the purple-leaved variety. Price, 40c each.

**Bechtel's Flowering Crab.** Most beautiful of all the fine varieties of flowering crabs. At a distance the pretty medium sized tree seems to be covered with dainty little roses of a delicate pink color. Blooms when quite young. Is very fragrant; very hardy. We place this at the head of the list for a beautiful sweet-scented flowering small tree. Grows to 8 to 10 feet. Price, 50c each.

California Privet

Two years old. Cut back. Grown on light rich soil. Heavy, well branched and rooted.

	100	500	1000
2 to 3 feet.....	\$2.00	\$10.00	\$18.00
3 to 4 feet.....	2.50	12.50	20.00
4 to 5 feet.....	3.00	14.00	25.00

**CAUTION—Beware of agents claiming to sell TOWNSEND'S THOROUGHBREDS. My name is on every Package sent out by me.**

I do not claim to sell lower priced plants than any other nursery, but I do claim to sell a better grade plant for the money than can be bought elsewhere. The testimonies received back me up in this.

Make all orders payable to E. W. TOWNSEND, Salisbury, Md.  
I guarantee a square deal with every order intrusted to my care.

Please Do Not Forget

that we have the largest stock of AROMA plants of any nursery in the world. Also Klondyke, Missionary, Candy, Mascot, Joe Johnson, Early Ozark, Sen. Dunlap, Warfield and Mitchell's Early. **Orders for fruit trees** cannot be shipped with strawberry plants. Send orders as early as possible for fruit and ornamental trees.

**You'll  
Be Happy Six Months  
If You Send \$2.50 For  
100 King of the Autumn  
Ever Bearing Strawberries.  
Send Now, Can Ship Any Time.  
Stock Limited.**







A September Scene on the Townsend Farm.

This is the first thought with me. I want to know that the seed I am going to plant is as good as can be grown. **No matter what the cost.** I count the price of good seed a second consideration. The same applies to all kinds of plants and nursery stock. The cost of production being the same whether we get 2,000 quarts of strawberries per acre or whether we get 10,000, the few dollars spent in the way of better seeds in the beginning is soon lost sight of in the big yields, and big profits in the end.

In regard to strawberries I am asked this question many times during the year. **Can you tell me why certain varieties are running down?** Why they do not bear the crops they formerly did? THIS is a very easy question for one to answer if he has given it a little thought and has been a close friend of his berry patch. Here is the answer: When strawberry plants fail to fruit it indicates that they have become weakened through careless breeding and improper selection of the breeding bed.

Runner plants always inherit the characteristics of the mother plant, therefore plants that come from unfruitful plants will be unfruitful. If a plant becomes so weakened that it no longer sends up a fruit, but system, its energies will be thrown to the multiplication of barren plants, and as these barren plants make a great many more runners than the fruitful plants, they soon have a monopoly. And plants taken from these beds year after year, without any selection whatever, it is but a natural consequence that the variety must sooner or later run out, as it is called. Labor and money spent in the growing of those kinds of patches is but thrown away.

On the other hand, if a grower is particular enough in the selection of his plants he can always improve any variety instead of letting it run down. Here is the method I use in order to build up better and more fruitful strains of plants: I have a special plot each season that I use to grow my stock plants. I never set out the plants in this plot until the plants in the old breeding bed have made sufficient growth so that I can easily select my best plants, always sure to get nothing for this plot but what has a good strong fruit bud, selecting the heaviest crowns and always the plants nearest the mother plant. By this means I know personally that every plant is a fruitful plant. This method is carried on from year to year and is proving very successful for me. I am not only keeping my plants up to the standard but I can see a marked improvement in the most of the varieties in a few years' breeding up of this kind. I find by this method of breeding that the higher breed the plant is the fewer runners it will make, as a large part of the growth is spent in building up a crown of fruit buds instead of making runners freely, as is done in the wild berry or the variety that has almost become wild or barren through carelessness.

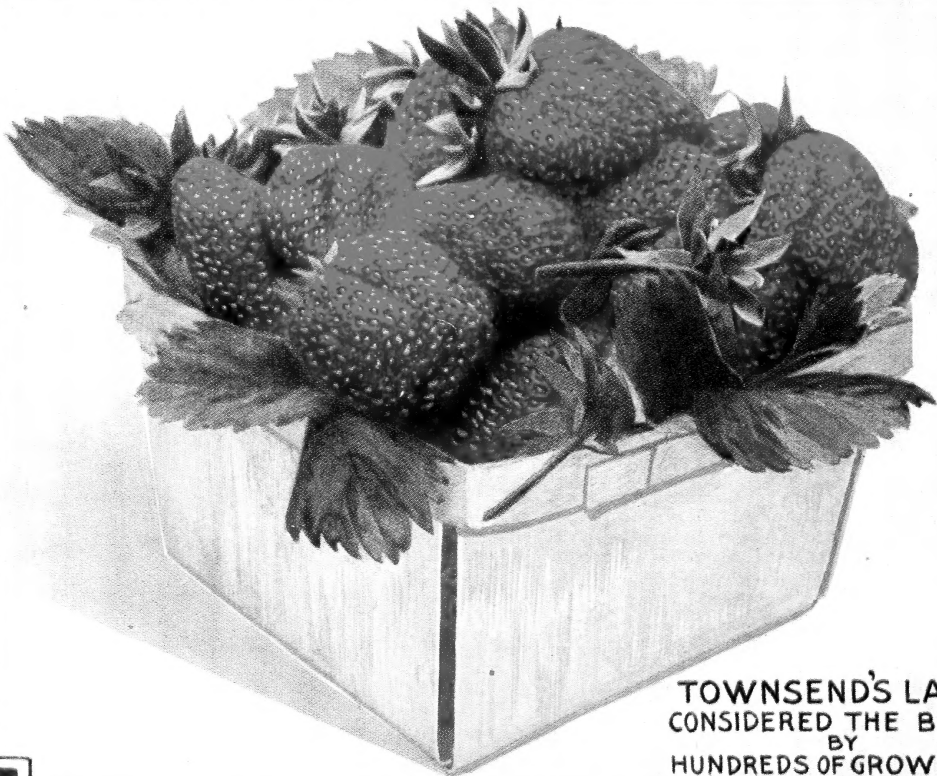
In saving my Cantaloupe Seed I use about the same method as with plants, saving only the seed from the very earliest, best netted cantaloupes each season. No second choice for me. I believe that the best is none too good.

Still many of my neighbors wait until the last of the season to save their seed for their own planting, waiting until the prices have dropped, so they say. They claim that they can save all the seed they want after the prices become unprofitable to ship. So they can, but some of them, I am sorry to say, are trying to market some very miserable looking melons, even in the beginning of the season. Many of these growers do not mind paying \$3.00 per ton for New York manure, but they don't like to pay \$1.50 per pound for seed. They want at least two pounds for that much money.

Too much cannot be said along this line. Too much thought cannot be given to the selection of our plants and seed.



AROMA



TOWNSEND'S LATE  
CONSIDERED THE BEST  
BY  
HUNDREDS OF GROWERS