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TOWNSEND'S

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20TH CENTURY CATALOG NO. 22

13

Explains Why

THOROUGHbred PLANTS ARE THE CHEAPEST

*It is Not the Number of Acres You Set
But the Number of Quarts You Get.*

E. W. TOWNSEND

The Fair Dealing Nurseryman

SALISBURY, MARYLAND

Instructions for Ordering

TOWNSEND'S THOROUGHbred PLANTS

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 particular**—That all claims must be made within five days from receipt of plants.

TWENTY-FIVE—All plants are tied twenty-five (25-to-30) in a bundle.

Terms of payment—No matter what your financial standing please do not ask credit, our terms are the same to all and everyone, rich and poor, are our friends and customers. I know no difference, each one receives the same careful and prompt attention and each order whether for twenty-five plants or 5,000,000, is treated just the same.

The best way to remit is by money order on Salisbury postoffice, (Md.) but you can send registered letter, bank draft, or check from known parties will be accepted, also postage stamps for the fractional part of \$1. I acknowledge all orders the day they are received.

Reference—Salisbury First National Bank, all express and railroad companies, and hundreds of satisfied customers.

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 you just what you order or refund your money. If you make your order out according to my instructions I guarantee to please you.

Pasadena, Texas. April 29, 1912.

E. W. Townsend,
Salisbury, Md.

Dear Sir:—Plants arrived in fine shape after being on the road five days. I am well pleased with entire lot as they are all good, healthy plants, and well packed which accounts for the good condition they arrived in. Off the 5,000 Klondykes I got from you last year I have already picked 210 crates of 24 quarts and the patch is good for 100 more. If I do as well from these I just received I will feel satisfied. It pays to buy good plants if you do have to send across the continent for them. Thanking you for your prompt service and fair treatment, I am,

Yours Truly,
T. A. Duffield.

How is That? 7,440 Quarts Klondykes to the Acre. Does it Pay to Get Townsend's?

ANNUAL LETTER, NO. 22

Friends and Patrons:—It is with pleasure that I again address you in my usual humble way, through our dear old Uncle Sam. This being my only salesman, and the only way I will probably ever meet all of my Good Friends. Although I assure you that there is nothing that would please me better than to have a good hearty handshake and talk face to face with you all.

It is you that have helped me to make my business grow year by year by leaps and bounds, until today I stand second, but to few in the plant business. And I stand second to no one in the Growing of QUALITY PLANTS. This my old Friends will back me up in.

This industry will probably be my life work, and it is my purpose not to see how many orders I can fill today, with just anything, so it is a strawberry plant, regardless of how grown or the variety ordered, but to FURNISH THE BEST PLANTS THAT IT IS POSSIBLE TO GROW. So that I will merit your order and your neighbor's order, in the future. My success I feel confident depends wholly on the satisfaction I may give my patrons.

I have the largest stock of plants to offer you this season that I have ever grown. And I say positively that the quality is more than up to the Standard, for TOWNSEND'S THOROUGHBREDS. I feel sure that I can please every customer that sends me their order.

As my customers are located in every state in the union that it is possible to grow strawberries, it necessitates the growing of a great number of varieties, some of which do not do well with me, but please my customers, for this cause alone I am carrying 120 varieties in stock. No small part of my time is spent in breeding new varieties, and watching their behavior in the different sections of the country.

I have this season to offer several new introductions, that are bound to become favorites in many localities. I offer them cheap considering the time and expense in producing them. I call your special attention to my new variety offer **number one**, and anyone not satisfied with this offer after testing the 14 varieties I will cheerfully refund the purchase price without a question. As to the compensation one that takes the time to breed up new varieties seldom gets paid for his trouble. But it falls to some one's lot to do this work to keep in the 20th century movement. The great cities are crying for better fruit and more of it. They never get enough good fruit. I therefore advise my customers to test the promising new varieties that are sent out by responsible men in a small way until they find what they are looking for. It will pay you, the cost will be small and the profit big. My one desire is to please you and to better the strawberry world.

I am yours for **BIG** crops of **BIG** red berries.

E. W. TOWNSEND,
the fair dealing nurseryman.

Salisbury, Md.

Replying to a large number of inquiries for catalogs, will say that the copies were delayed in the hands of the printers. Trusting that this salesman will reach you in due time I am, yours very truly, E. W. Townsend.

UNCLE SAM LOADED WITH FRUIT MAY 15, 1912.

UNCLE SAM (Per)—Extra early. This is the first time I have offered this variety for sale. I have tested it for three seasons, and I find it the nearest perfect extra early variety I have ever fruited. I describe it as follows: Dark red color extending all the way through, some tart, but very delicious in flavor, nearly round berries, uniform. Foliage very tall and dark, runners short, makes just enough plants to fruit well. As to size, color, form and flavor, and last, but not least, productiveness, it is the most remarkable berry yet introduced. There is nothing earlier, it is twice the size of the Excelsior and will bear three times as many berries per acre, and ones that will class strictly fancy at its season of ripening. I make this offer to anyone sending me 100 plants in April, 1913, that will prove better than Uncle Sam, ripening same season, I will give \$100.00. I will give them a fair and square test side by side and make remittance as soon as the fruit can be grown, if you have found a better one. I believe that the Uncle Sam will stand as long distance shipment as Missionary or Klondyke. There is no grower that can afford to pass it by. My stock of plants is limited.

FIRST PRIZE (Per)—Early. I offered this variety for the first time in 1910, offering to refund the purchase price if it failed to give entire satisfaction. I am

FIRST PRIZE.

proud to say that I have not had one penny to refund. But praise upon praise has come back to me. The past season I could not supply the demand at \$10 per 1,000. Where the haul was not long there was never a more perfect variety introduced where a strictly fancy berry is wanted. It will carry 200 miles safely in almost any condition of weather, but I do not recommend it to my Florida customers to ship to their distant markets. On page — will be seen a photograph showing the load of fruit produced in 1912. I have never seen any berry that surpassed it for productiveness, beauty of berry or plant. Entirely free from rust, makes plants freely for any home market, or where it can be picked today and sold tomorrow, it will give satisfaction. In fact, as stated above I have never received a complaint from them in any section. Color bright scarlet, heavy double calyx. Flavor equal to Wm. Belt. Plants limited this season. Will only sell in 100 lots.

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 pollinizer 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.

TOLD HIS NEIGHBOR.

Gents:—Plants arriver O. K. and on time. Finest plants I ever saw and got the best count. You will get an order from my neighbor in a few days.

JAS. WIDGERS,
Smithfield, Va.

Dover, Del., April 26, 1912.

Dear Sir:—I received my order with you here sent me not long ago, in very good condition, and I am very well pleased with the plants. Thinking they are all very good berries and hope I have success with them. I thank you very much for the extra ones you sent and if there is anything else I want I'll be very glad to send to you for them. I am

Yours respectfully,
J. F. SMERBECK.

A BARKLEY PLANT IN FRUIT MAY 20, 1912.

EARLY OZARK (Per)—Extra early. The Early Ozark is one of our very best extra early varieties and would have been grown more extensively today had there not been so many different sorts and varieties sent out for the Ozark in the beginning. In 1909 I bought Early Ozark plants from four different parties and when I fruited them I found I had four different varieties of berries. Therefore I did not know if I had the Ozark or not

out of the four, as it was a new one to me. And I find that I was not the only one served in that way. In 1910 I succeeded in getting a stock of the genuine, and have now got them growing in my breeding beds in first-class style, and will be glad to furnish anyone wishing the true Early Ozark. The Ozark is extra early, round, twice as large as Excelsior, more prolific and an all round good berry.

EARLY OZARK.

BALTIMORE (Per)—Midseason to late. This new berry gives promise of a valuable addition to the already long list of strawberries. The Baltimore has probably the greatest history of any strawberry ever grown in this country. It was brought from Germany over forty-five years ago and up to three years ago has been in prison walls. Has never been allowed to grow on any other soil excepting one lone German garden. The walls of this garden were like that of a state prison and but few people were ever allowed to see it growing there. The largest hotels of Philadelphia have been served with this berry all this time, and have always paid, so I am informed, about three times what berries were selling on the street for. It has the handsomest ap-

Deans, Va., Jan. 27, 1910.
MESSRS. E. W. TOWNSEND & CO.,
Salisbury, Md.

Gentlemen:—Berry plants arrived O. K. and in fine condition. They are the nicest plants I have ever received from anyone. They ran short just a little. There were 20,520 plants. As soon as the weather will permit you may ship the balance of my order.

Yours respectfully,
JNO. G. EBERWINE.

BALTIMORE (PHOTO).

pearance of any strawberry I have ever seen. I have seen larger and I have eaten as good fruit before, but for appearances when picked it is the fanciest berry I have yet seen. In ten quarts picked at one picking the past season I went carefully over each quart and out of the ten quarts I found only one misshaped berry. Every berry is a perfect top-shaped berry, color a bright red through and through, every one as near the same size as it would be possible to grow. In describing the size I would say it is a large berry about the size of the Chesapeake, or Gandy, and it is nearly same season as Chesapeake, beginning to ripen a few days earlier. It is as firm as anyone could wish. We kept a box in our pantry for six days and they were then in good eating shape. For canning and preserving there is no berry better or makes a better impression. The way I got a few plants, I had a friend living near this garden, and one day he got a peep at these beautiful berries in the height of their fruiting season. He at once wrote me in regard to the pretty sight he had just seen and promised to get some of the plants for me if there was any way in the world to get them. Well, I got them. And I am sure that I am the only one in America that has them excepting this gardener. A word in regard to foliage, size of plants and productiveness. I have never seen any prettier plants and foliage; plants extra large, large, leathery-looking leaves; not a blemish of rust has ever shown. In over a hundred different varieties on the farm anyone would easily pick them as

the prettiest plants in the lot. As to productiveness they are second to none with me. I feel perfectly safe in urging my customers to give this berry a trial, believing that it will give you perfect satisfaction in every respect, no matter what use you have for the berry. Its qualities are such that I recommend it east, west, north and south. I confidently expect to see this berry become standard as soon as plants can be grown to make it such. Price \$2.00 for 25 plants, \$5.00 per 100 plants. I will not sell over 100 to any one customer, as the supply is too small this season.

Ohio, April 6, 1912.

MR. E. W. TOWNSEND,
Salisbury, Md.

Dear Sir:—Order No. 4539 arrived today and I am more than pleased with the plants. They were a little dry, as they had been on the road four days. They are the finest plants I ever saw.

Yours truly,
ERNEST KOONTZ.

Kathleen, Fla., April 30, 1912.

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,
H. L. LANIER.

EARLY QUEEN (Per)—Early to mid-season. Crimson, somewhat wedge shaped, colors all over, large to extra large, very attractive, flavor delicious, yields heavily, medium plant maker, making just enough for fine fruit. An excellent variety in every respect. One of the very best in dry seasons, having long roots and extra strong plants entirely free from rust.

MAPLE EARLY (Per)—Not fruited on our grounds, but comes highly recommended. Season very early, said to be a good shipper, and very fine flavor.

NELLIE GRAY (Per)—Early to mid-

season. This variety was sent me in 1909 in a contest for prize. It has never shown any merits as a market variety, yet it is a novelty in the strawberry world. A large portion of the leaves resemble orange leaves, the fruit is completely covered with seed that make it look more yellow than red. It has a flavor that resembles the orange. Size of fruit medium to large, makes strong upright plants. I would call it one of the 20th century curiosities.

MISSIONARY (Per)—Early. The Missionary is probably the most popular early variety grown in the South to date. I in-

A THOROUGHbred MISSIONARY PLANT IN FRUIT (PHOTO) MAY 15, 1912.

troduced this variety in the state of Florida several years ago and it has grown more popular every season, being an ideal southern berry. For the past three seasons I have been swamped with orders from that state. It has proved a gold mine to many. To growers that have not grown the **MISSIONARY**, I wish to call special attention to the fact that there is at least two varieties been sold in the South for the **MISSIONARY** that do not in the least resemble it. This was brought about by the fact that there was a great demand for the plants when some **CHEAP** nurseryman got an order for **Missionary** he filled it with any old thing and sent them out for **Missionary**. I ordered or had ordered for me two years ago **Missionary** plants from several nurseries, and I found that only one out of three had the **Missionary**. I received a low-grade **Klondyke** from one and some wild looking variety from another. I say to all my southern friends, order from me. I will send you the genuine **THOROUGHbred** **MISSIONARY** as long as I have them, then I will advise you. I think that I shall have enough this season to supply my trade. I have a fine prospect at this writing, although the season has not been the best. The **Missionary** is a great plant maker and drouth resister, hence it never fails to make a good crop of plants and fruit. I describe it as follows: Season early, plants upright and free from any rust; fruit medium to large, extra firm, quality fine. Will ship thousands of miles and then be in perfect condition. More prolific than most early varieties, picking a long season and holding size well. Remember **TOWNSEND'S MISSIONARY** (not the so-called).

LONGFELLOW (Per)—Early to late. Conical shaped, having the long neck, very

LONGFELLOW.

sweet, large in size, very productive, firm enough for distant markets. An ideal all round berry. Is taking first place with many growers. Extra plant maker, plants free from rust. I have a fine stock of plants and will be glad to have my customers test them. Introduced by R. M. Kellogg Co., of Michigan.

ST. LOUIS (Per)—Extra early. But for one weakness this would be an ideal early

ST. LOUIS.

variety. It is too soft for a commercial variety. In the southern states from Maryland north, it is grand, being extra large with a very fine flavor, being exceedingly productive. For home use or local market every grower should grow it.

EXCELSIOR (Per)—Extra early. A standard for earliness by which nearly all early varieties are compared. Size medium, very productive and firm. Still a great favorite with many large growers. But as I have many better varieties on my list I will not give a further description. Will add that I grow several hundred thousand plants of this variety every season and usually sell out.

KLONDYKE (Per)—Medium early. A very popular variety with commercial growers everywhere. A vigorous grower of the very best quality of fruit. Size medium to large, well colored and very firm; commands very top notch in every market. It ranks second with our best sellers, the **MISSIONARY** being the only one to beat it, and they are very close together. I can supply plants in any quantity desired, the true **THOROUGHbred** stock. I have probably sold more **Klondyke** plants in the last three years than any other plant grower in the country. Read Mr. T. A. Duffield's testimony, of Pasadena, Texas. Large growers and associations, let me quote special prices on your order.

New York.

Gents:—The strawberry plants I got of you gave good satisfaction.

J. V. BOUEV,

Indiana.

Gentlemen:—We are very much pleased with the **Missionary** and **Superior** plants received today, and return thanks for your large count, and also for the extra dozen **Salisbury**. Wishing you the success you merit, we are,

M. CRAWFORD CO.,
Cuyahogo Falls, Ohio.

CLIMAX (Per)—Early. This variety has been widely planted and has generally given the best of satisfaction. It is one that no grower need hesitate to plant. It is exceedingly productive and bears for a long season, being full of ripe fruit and blossoms at the same time. The foliage can be easily distinguished from any other variety. Plants are strong and free from rust. One of the best signs of its popularity is that we seldom have enough plants to supply our trade.

HOFFMAN (Per)—Early. This is an old variety very popular in some sections yet. It is no favorite of mine, as it is a very shy bearer. I have a fine stock of plants true to name.

VIRGINIA (Imp)—Early. This is an excellent commercial variety when properly fruited. Since fruiting it with the Early Ozark I find the Virginia runs much larger than it did when fruited with Excelsior. And I recommend these two set together for best results. Both same season.

RED BIRD (Imp)—A favorite with many, but not with me. Ripens early, very productive; fruit of poor quality and soon runs small.

MAUD MULLER (Per)—Early, ripening a few days later than its parent, the Ex-

MAUD MULLER.

celsior. Very productive, being much larger than Excelsior, of a finer flavor. It is being grown very extensively in this section and so far I have heard no complaint in any section, notwithstanding that I have sent it out broadcast in all directions. I have a moderate supply of plants and I insist on all my customers giving it a trial.

NEW SUPERIOR (Per)—Extra early. This is our new strain of Superior, is a

NEW SUPERIOR.

remarkable variety, and when given good cultivation I doubt if there is any variety on the list that will beat it. It requires very rich soil and should not be allowed to set too thick. Size will compare with the Gandy, and for quality it cannot be beat. Anyone giving it good care and not satisfied I will cheerfully refund the price paid. The Superior is as productive as any variety ever grown; size compares with any when grown under proper culture; it begins to ripen early and continues until late in season. I have sold many crates that the city buyers have taken for the Gandy. I guarantee this variety to please you, no matter where you are. For family gardens I have nothing as good on my list. Set in rows thirty inches apart and you will get all the bed necessary to grow good fruit. If too thick, will be smaller. Try some on my **GUARANTEE.**

Plant City, Fla., April 8, 1912.
E. W. TOWNSEND,
Salisbury, Md.

Dear Sir:—Enclosed please find check for 5,000 Missionary strawberry plants. Please send at once. I got the other 10,000 O. K. They were simply fine, and as stated in wire, increase order 5,000, so am sending at 10,000 rates. I am recommending your plants highly, so please send at once thoroughbred Missionary plants.

Very truly,
FRED B. ROBINSON.

Saxton, Pa., April 17, 1912.
MR. TOWNSEND.

Dear Sir:—I received my plants on the 12th in fine shape, well packed, as nice, if not the nicest plants I ever received from any nursery, and I have got from a good many. Thanks for the Aromas you sent me free. It has been too wet to plow, but have them heeled in good. Hope I will have good luck with them.

Yours very truly,
D. M. RAMSEY.

April 20, 1911.
MESSRS. E. W. TOWNSEND & CO.,
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,
Weissport, Pa.

March 30, 1912.
MR. E. W. TOWNSEND.

Dear Sir:—Inclosed please find check for \$80. The plants seem to be in good condition. I will take them home today.

Yours truly,
W. T. ETHERIDGE,
Norfolk, Va.

R. F. D. No. 4.

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 fine 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.

IMPROVED MARSHALL (Per blossom)—Midseason to late. I purchased this strain of Marshall three years ago from an agent canvassing through this territory. I find that it does not resemble the old Marshall but very little, but it is a far more valuable berry with me than the Marshall that has been grown here before. I describe it as follows: A moderate plant maker of choice, strong, well-rooted plants of the multiple type. Fruit large to very large; colored through and through; flavor as fine as you could wish; very firm. I class it as a strictly fancy variety. For the size of the fruit I know of nothing that is more productive and while we have had two dry seasons since I have been fruiting it, it has never failed to bear an extra heavy crop of fine fruit. I have discarded the old Marshall altogether for this one and recommend my customers to give it a trial.

FENDALL (Imp)—Early to late. This is one of the longest season varieties I

IMPROVED MARSHALL.

have ever grown. I picked berries from them the 15th of May and 3d of July the same season. Good plant maker entirely free from rust. Fruit large to very large when properly fertilized. Flavor mild. One of my best productive sorts. I recommend setting an early and a late variety with perfect blossom for best results; say one row Helen Davis, four rows Fendall, one Chesapeake. This would make an ideal patch. All good varieties in almost all sections.

BUBACH (Imp)—Midseason. This has long been the standard in many sections and is still grown in large quantities. It does its best when planted on low springy soil. For home market I know of nothing that will pay much better in the old standard varieties. I have a fine stock of plants this season.

LEA (Per)—Early. Is a new variety introduced by Mr. W. F. Allen in 1910. I understand that it is proving very profitable in some sections. The past season it was a failure on my grounds. I have a good supply of plants at moderate prices.

W. W. W. (Per)—Midseason. This variety is a favorite here and I know of nothing that did better the past season in my trial beds excepting the BALTIMORE. Plant growth is excellent, strong multiple crowns that bear an enormous quantity of fruit of the very best quality and size. Will bring fancy prices on any market. In my estimation it is an ideal commercial variety. I cannot grow enough plants to supply my trade.

SECOND PRIZE.

Ft. Smith, Ark., April 19, 1912.
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 4608. I thank you for that order.
J. W. MASSY.

WM. BELT.

WM. BELT (Per)—Midseason. This is an old popular variety which many newer varieties are classed with as to flavor. For a home variety it has but few equals. Plants always in great demand.

NANTICOKE (Per)—Midseason. This is a new variety introduced by me in 1911. It proved very popular the past season in several sections. Makes a moderate supply of strong, healthy plants, fruit large, conical shaped with mild flavor. Color bright red, fruiting season short. I predict that it will become a standard in a few years or as soon as enough plants can be grown to supply the growers. My supply is limited this season.

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 bring 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.

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.

HIGHLAND (Imp)—Midseason. Highland was introduced by M. Crawford Co., Ohio, as the most productive berry in existence. It has made great records in nearly all experiment stations. It makes a limited number of the strongest plants I have ever seen grown and at fruiting season they are unable to hold their load from the ground. Fruit large, well colored and fine flavor. Is now a great favorite wherever grown.

AROMA (Per)—Late. Not quite as late as Gandy in the beginning, but will continue nearly as long. Bears an immense crop of very fine fruit that will stand shipping to distant markets. My orders run in the millions for the Aroma plants every season. Its greatest popularity is in the West and Southwest, but it is a good one everywhere. Write me for special prices on large lots.

PARSONS BEAUTY (Per)—Midseason. This is a tremendously productive variety of the Haverland type and will do well for any local market, but not recom-

NANTICOKE.

mended 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.

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.

GRAY'S DOLLAR (Per)—Late. Of the Gandy type. Plants large and vigorous and excellent grower, free from rust. Has long, vigorous roots and stands the drouth well. Will outpick the Gandy and fruit is of better appearance. It is being grown very largely by commercial growers in many sections; originated in Indiana.

HERITAGE (Per)—Medium. Originated in New Jersey. Fruit large, uniform in shape, splendid flavor, colors all over a bright red. Has a beautiful calyx, firm enough for a long distance market.

Mr. Geo. C. Wessels, Parksley, Va., April 30, 1910, writes us as follows:

Dear Sirs:—I received my plants O. K. and they were fine plants, the finest I ever received. I would like to get up there and look at your berries when they are in fruit.

Plant City, Fla., March 14, 1912.

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

Respectfully,

J. Z. KNIGHT.

HOWARD (Per)—Late. Good plant maker, productive, quality firm and good; size medium to large.

HOWARD'S EARLY (Per)—A good plant maker, in fact, will overload itself if allowed to. I recommend setting it three feet apart in row. Fruit medium in size, very firm and a good shipper. A very good variety for Florida and other southern states, as it will bed anywhere.

WILDWOOD (Per)—Early to medium. Hails from Iowa. Another great plant maker resembling the wild berry. Has a wild flavor also and is recommended for family use only, as the fruit is small and very soft and would be no good as a shipper.

JULY (Per)—Late. Fruit medium to large, good color, firm and productive; one of the very latest berries grown and for this reason it is a general favorite with many home gardeners, as it extends the season so long. It is one of my particular favorites.

MAMMOTH BEAUTY (Imp)—Medium to late. Very large, moderately firm, productive, resembling the Haverland in appearance, only difference fruit is larger.

MONROE (Per)—Medium to late. A large, smooth, red berry, good flavor and good cropper. Hails from New York state. Good canner.

NEW OREGON (Per)—Early to medium, said to be a leader in many sections; a splendid plant maker. Fruit medium in size, quality fine.

OAK'S EARLY (Per)—This is a very early, firm shipping variety. Hails from Somerset county. This variety is giving splendid satisfaction in Florida, being firm and a good plant maker. Size compares favorably with other early varieties when not allowed to bed too thick.

OHIO BOY—Not fruited here. Fine plant maker.

OOM PAUL—Fruit large, good quality; firm, moderately productive.

PRIDE OF CUMBERLAND (Per)—Medium to late. Size extra large, moderately firm, fruit somewhat wedge shaped, good for home market; flavor extra good.

SAMPLE (Imp)—Late. Dark red, top shaped, good cropper, too well known to need description. One that we sell out on every year. One of the very best imperfect varieties.

GLEN MARY (Per)—Late. Dark red, somewhat varied in shape, large to very large, flavor very rich, very productive, good plant maker. I recommend some other perfect flowering sort set with Glen Mary to secure best results. Parson's Beauty or Aroma are excellent to set with it.

BETTER THAN OTHERS.

Dear Sirs:—I need plants bad. Send me the following varieties: 2,000 Superiors and 4,000 Parson's Beauty. I advised S. O. Smith to send to you for his stock. Mr. Smith's plants are fine; they arrived Monday. I told him we had found a better place to buy than ———. Rush order please.
E. J. DECKER,

O. I. C. (Per)—Size large, firm, unsurpassed for quality. Has a great record for productiveness. Originated in Delaware, where they know, and by one of the leading berry growers of the state.

ABINGTON (Per)—Early. A vigorous grower, quite productive of medium-sized berries.

WINNER (Per)—One of the new varieties that were introduced in 1912. Very productive, Haverland shaped, but of much better quality.

AMANDA (Per)—Midseason to late. A seedling of Sample, and resembles its parent in every way, except it has a perfect blossom.

ARMSTRONG (Per)—Medium to late. Large size quality very good, very productive, ranks as a first in all northern markets. Has its greatest popularity in New York state, where it originated.

BEDAR WOOD (Per)—Size of fruit medium, very productive, quality ordinarily moderately firm.

BRADLEY (Per)—Medium. Fruit very large and firm and a splendid plant maker. Is very popular in the West.

DARLINGTON (Per)—Late. Resembles the Gandy very much, but seems to be more productive and not so likely to rust. I recommend it to all commercial growers that desire a large late variety.

DEACON (Per)—Described as the lazy man's berry. Said to grow with little cultivation and on very thin land. But I advise giving same care and cultivation as you would any other variety to get best results.

EKEY (Per)—Early to medium. Very short season. Good, strong plant maker, very good yielder of first-class fruit. Very large, dark red, somewhat pointed. The flavor is pleasant, tart and one of the very best canners, as it is colored through and through.

GOLD DOLLAR (Per)—Early. Vigorous grower, very productive. Berries medium to large. One of the promising sorts.

FINE SHAPE—GOOD COUNT.

Harriman, Tenn., Dec. 2, 1909.
Dear Sir:—Received your shipment of strawberry plants today. They came in fine shape and we have been setting them today. Am well pleased with them. You certainly gave us a liberal count.

Yours truly,
S. S. HENLEY.

Messrs. R. Pruett & Son, Kentucky.
write April 19, 1910:

Gentlemen:—The plants came to hand O. K. and opened up fine, the best I ever bought, and I have bought from several firms. I thank you for your promptness in getting my order off and will give you my future orders. Very respectfully,

R. PRUETT.

Wauchula, Fla., April 14, 1910.
Gentlemen:—I received my plants yesterday and they were in good order and fine plants, too.
W. S. SHELTON.
P. S.—Send me book on S. B. Culture.

GOVERNOR ROLLINS—Originated in Massachusetts. The fruit is perfect, large and of good quality. Holds well in season. Resembles the Brandywine.

GOVERNOR FORT (Per)—Late. Fruit large, very firm and of good quality.

LADY TOWNSEND.

LADY TOWNSEND (Per)—Extra early. A good early variety where a long distance shipper is wanted. I know of nothing that is giving better satisfaction in some sections of the South. Should not be allowed to bed too thick, as it bears a great quantity of fruit and beds should be kept thin to let fruit get proper size. When grown under proper culture the size will compare favorably with the early varieties. Our southern customers are planting heavy of it on account of its excellent shipping qualities and being easy to bed, a good hardy grower. In the ten years I have been growing them I have never failed to get a good stand and a good crop of the very best quality of fruit.

IMPROVED LADY TOMPSON (Per)—This is a grand old southern variety. Still holds its popularity in the South. Too well known to need description. I have a fine stock of plants this season.

CHIPMAN (Per)—Early. This variety hails from Delaware and has given general satisfaction wherever grown. Fruit resembles the Klondyke, bright color all over, ripening the crop of fruit in a few days. Very productive. I have never grown enough plants to supply my Delaware trade. I am very much impressed with the Chipman and recommend it as an all around good variety.

SENATOR DUNLAP (Per)—Mid season. This variety is too well known to need any description. Its greatest popularity is in the North. It is an excellent cropper of fine fruit, having a powerful root system that enables it to stand almost any amount of dry weather and then produce a good crop. It is a general favorite commercially and equally so for the family garden. Everybody should grow Dunlap and along with Dunlap set Haverland, as the two varieties are planted together more than any other two and one seldom thinks of Dunlap without thinking of Haverland, the Haverland being imperfect blossom and of the same season.

HAVERLAND (Imp)—Midseason. A very popular midseason variety.

TENNESSEE (Per)—Midseason. Prolific. A very good midseason variety, fine grower, very productive, size large, moderately firm, a good variety to plant with imperfect sorts of its season. It is a variety that if given half a show will look out for itself. Will grow well on any soil.

HUMMER (Per)—Early to midseason. The Hummer is a very fine berry. Hails from Michigan, being large, good flavor, very productive, good plant maker, free from rust. One of the best sellers. Plants always short.

SALISBURY (Imp)—Second early. I have yet to see a variety as firm as the Salisbury, this being its greatest quality. Fruit medium size, quality ordinary, good plant maker, hardy in every way. Will easily ship from one side of the country to the other and be in perfect condition. For preserving it has no equal.

COOPER (Per)—Midseason. This variety hails from New York state. Is a very highly flavored variety, conical shaped, dark red through and through, one of the very best canners and preservers. The originator praises it very highly, says it is the best variety he ever saw, taking it all in all. Samuel Cooper is the originator. Is a seedling from the Pan-American, the great fall bearing variety.

PATAGONIA (Per)—Luther Burbank's new variety. Comes very highly recommended. I have not fruited it yet, but recommend it as a trial, as it comes from so good authority. Quality said to be unsurpassed by any variety grown.

Evansville, Tenn., Dec. 9, 1910.

E. W. TOWNSEND & CO.

Dear Sirs:—Yours of the 5th to 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 county. 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 may be I can sell some for you. I will if I can. Mail your catalog as soon as ready.

Yours truly,

T. C. CALLINS.

New Orleans, Oct. 21, 1910.

MESSRS. E. W. TOWNSEND & CO.,

Salisbury, Md.

Gentlemen:—The strawberry plants which you so 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.

Dear Sirs:—Plants O. K. Good count; well pleased.

W. F. THORNTON, Texas.

ROOSEVELT (Per)—Medium to late. Named for the great Bull Mooser by one of his admirers. The Roosevelt is a wonderful variety and will fill almost any want desired in a strawberry except earliness. Quality is fine, size is good, heavy yielding, good plant maker, seldom fails to produce a great crop of fine fruit. It grows everywhere on any soil.

SAUNDERS (Per)—A good all around variety. Fruit well colored and highly flavored.

SPLENDID (Per)—Second early. Good plant maker, fine cropper, rich in pollen, which makes it a good variety to set with imperfect sorts of its season. Size large when kept thinned in bed, otherwise the fruit will not get its size.

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.

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.

BIG JOE (Per)—Medium early. Size extra large, fruit firm and of good quality. Is fast taking place of New York and other fancy large berries in this section. I have not grown Big Joe in a large way, but have heard so many good reports from the berry growers in this section that I now have a fine stock of plants for sale. Plant growth is good, making strong healthy plants. Seems to

do well on most any good soil. I recommend it for a trial.

SUCCESS (Per)—Medium early. This is one of our very best medium early varieties and has always grown a full crop for me of the very best fruit. Size large to extra large, moderately firm, quality extra good, one of the very best table varieties. For productiveness it is surpassed by but few. Strong, healthy plant maker. To show its popularity I failed to catalog it the past season. Notwithstanding that I sold entirely out of plants long before the season was over. I do not know its origination, but it is a good one and one you will be pleased with.

DUNCAN (Per)—Late. Large, firm, productive.

ROADSIDE (Per)—Early. Large, firm, good quality.

MYERS NO. 1—Medium to late. Productive, large to very large, quality firm, good commercial variety.

EARLY HATHWAY (Per)—Early. Size medium, quality ordinary.

FAIRFIELD (Per)—Extra early. Size medium, quality fair.

OAK'S EARLY (Per)—Extra early. Size medium, quality good. Good for home or distant market. Good plant maker, never fails to make a good crop.

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

BETHEL (Per)—Early to midseason. Originated in Delaware. Size large, firm, good color and good quality. Very productive. Is said to be one of the leading market sorts in Delaware.

BARRYMORE (Per)—Midseason. Originated by Chas. Crane of Massachusetts. Fruit large, dark red, of good quality, firm enough for long distance shipments.

METEOR (Imp)—Resembles the Sample. If you have one you do not need the other.

OREM (Per)—Season late. Fruit medium to large, of good quality, of the Gandy type.

CRIMSON CLUSTER (Per)—Late. Of the Gandy type, about same every way. Said to be more productive.

BUSTER (Imp)—Of the Bubach type, same season and about same size, color and quality. One of my best sellers.

EVENING STAR (Per)—A seedling of the Gandy, large, good flavor and productive.

CAMERON'S EARLY (Per)—Season early. Size medium to large for an early berry, firm and productive, quality ordinary.

KING EDWARD (Per)—Midseason. Comes to me very highly recommended by the Ohio Experiment Station. Size large, firm, good quality; in fact, seems to be nothing lacking.

SUCCESS.

Kissimmee, Fla., May 6, 1912.
Received plants in good condition; doing fine.
L. M. WILLIAMS.

BLACK BEAUTY (Imp)—Season late. This is a variety that I especially recommend for family gardens, as it is rich in flavor and sugar. I advise setting with Nick Ohmer for a pollinizer and you will have all you are looking for for table use. Both varieties firm, will keep almost until they are dried up and then be good eating.

Fall Bearing Varieties

PAN-AMERICAN—Fall bearing variety. This is the first true fall bearing variety to appear. All the rest have come from this one, so I am informed. This is a remarkable type of strawberry. Will fruit early in season, bearing a crop second to no other variety. Fruit large, firm, good quality, the most productive sorts I have ever fruited.

AUTUMN (Imp)—This is the second variety to come from the Pan-American. Has imperfect blossom, otherwise it is just as good as the former. I prefer it to set with Pan-American, two rows of each, to having the whole patch set with Pan-American, as the Autumn is a very good plant maker in most cases. I have been selling both varieties together for several seasons and shall continue so, as the Pan-American is not profitable to grow for plants at any reasonable figure. You will find in my price list other fall bearing varieties that have come out since the above two. I find the two

Kathleen, Fla., Jan. 25, 1912.

E. W. TOWNSEND.

Dear Sir:—Your Missionary can't be beat in this section. Yours truly,

W. D. HARP.

GEM—THE LARGEST BERRY BROWN.

quoted above the best of them all and more sure to bear their crop in summer and fall. I advise all my customers to grow fall bearing varieties, as they are not only profitable, but it is such a pleasure to have strawberries for such a long season.

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.

ERNEST (Imp)—Midseason. One of our favorite midseason varieties. A heavy cropper and good shipper. Fruit large to very large; round, uniform shaped, well colored. Is becoming a great favorite. One of my recent introductions.

HELEN DAVIS (Per)—Early to late. This variety seems to be very popular wherever grown. It was only introduced recently. Hails from Michigan. From what I have seen of it it is a winner. A deep crimson, top shaped, flavor rich, very productive, fruit large to extra large. Begins to ripen early and lasts well near the end of the season, holding its size to the end. Makes plenty of good, strong runners. Free from rust, a strong pollinizer. Will make an excellent mate to the Maryland Prize. I recommend setting these two varieties together. They both seem to do well everywhere and never fail to make a crop, as they do not blossom all at once. Being killed at first bloom will not hinder them from making a fine crop a little later.

GEM (Per)—Late. This variety was introduced by Mr. A. F. FREENY of Wicomico Co., a lifelong berry grower, Mr. Freeny fruiting 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.

TOWNSENDS (Per)—Late. This berry is one of my best money makers, coming a little ahead of the Gandy and being equal to that grand old sort in bringing the money in the market, makes it much more profitable to grow. Will yield twice as many berries as the Gandy. Good plant maker and free from rust. I cannot grow as many

plants as I can sell. The demand gets greater every season.

MASCOT (Per)—Late. The latest berry grown by me, excepting the fall bearing sorts. For an all round late variety I know of nothing better. Extra large, fine flavor, productive and has extra long season. There is a great demand for plants, which shows its popularity. Buy the true stock from me. I have a fine stock this season.

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.

GANDY (Per)—Late. One of the old sorts, which is often referred to in describing other late varieties. Still very popular with a great number of growers. It takes over a million plants of this variety every season to supply our trade.

CHESAPEAKE (Per)—Late. This variety seems to be making more friends each season. The greatest complaint is that it seems to be a very poor plant maker in many sections, especially when set on high land. It is not profitable to grow for plants, hence it is not boosted by many of the plant growers. I consider the fruit as fine as I have ever grown and it is my favorite table berry.

STEVENS' LATE CHAMPION (Per)—Late. This is strictly a favorite with my northern customers. Size large to extra large, flavor mild, ordinarily firm, not classed as a long distance shipper here, but for home market it is a money maker, as it is exceedingly productive. One of my best sellers in the North.

BRANDYWINE (Per)—Late. Dark red, very round in shape, extra productive of the very best quality of fruit. Noted for its shipping qualities. Exceedingly popular with commercial growers in the West, especially California. We have a fine stock of thoroughbred plants.

Griffin, Fla.

Dear Sir:—The 10,000 plants came to hand in fine shape. I think they are the finest I ever saw shipped out. I shall take pleasure in doing business with your house in the future, and shall advise my friends to order from you when they want something good.

J. E. GRIFFIN & SON.

Letters like the above are very encouraging to me and always make me strive to even better things.

E. W. T.

PRESIDENT (Per)—Late. This is a strictly fancy late variety, good size, good flavor, suitable for either home or commercial use.

PARKER EARL (Per)—Late. This is a very good late one, but we have better in the Mascot, Gem and many others.

GOVERNOR VAN SANT (Per)—Midseason to late. I quote introducer's description. "This is the grandest berry of the century. A test last year, 13,226 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.

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 per 1,000.

Southern growers stick to the Klondyke, Missionary, Lady Thompson, Excelsior. Northern growers to Dunlap, Haverland, Bubach, Wm. Belt, Sample, etc. We have them all, strictly pure from all disease, strong and thrifty.

TEDDY R.—Is a seedling from the Pan-American, but like lots of other varieties from that variety does not bear a crop in the summer and fall every season. When the season is right for it it has them all a going as to quality and productiveness, but I do not recommend it as a true type fall-bearing variety. It is one of the latest to bloom in the spring and is certain for a bumper crop of large, firm fruit of good quality and for this reason I recommend it to all growers, especially small gardeners who have local market and run their wagons daily. It begins to ripen about the time other late varieties are winding up. Price, \$1 per 100, \$7.50 per 1,000.

Ashville, Ohio.

Gents:—I have received my plants O. K. They were nice and fresh as when dug from the ground when they arrived. Please send me one of your catalogs next spring, as I wish to get some more plants then.

Yours respectfully,

C. A. LOCKWOOD,

Balto Co., Md., April 15, 1912.

Received the plants in fine condition.

Strictly fine plants.

J. F. REYNOLDS.

PERFECT.

SET JUST RIGHT.

IMPERFECT.

Notice to Associations

When making up your orders please give me a chance to bid on same. This is my specialty, filling large orders. I am now filling orders regular each season for the largest associations in the United States. I can handle yours if you will give me the order in time.

We can dig, pack and ship out 500,000 plants daily when the weather is favorable.

We pack so as to reach you safely.

If your order is large enough we pay the freight.

I personally inspect every shipment.

I have the thoroughbred stock that will please you.

I want your order. I want it early.

Samples furnished association managers FREE.

Remember, thoroughbred plants from the Eastern Shore will live and grow big crops. They are winter hardened; nothing like them.

Seed Department

The most of my seed are grown at Rockyford, 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:

A LETTER FROM THE QUAKER STATE.

October 11, 1911.

E. W. TOWNSEND.

Friend Townsend:—I received the plants O. K. Strictly fine; fine count; I am well pleased. Looking well in the patch.

T. S. STROM.

Tennessee, April 10, 1912.

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

R. M. KINGSLEY.

Plant City, Fla.

E. W. TOWNSEND,

Salisbury, Md.

Dear Sir:—Plants came on time and fine. Thank you.

Respectfully,

C. W. MUNRO.

SOUTHERN ALABAMA ORCHARD CO.

April 10, 1912.

Received Missionary plants in fine condition.

EDEN GEM.

Cantaloupe Seeds

	1 lb.	5 lbs.	10 to 50 lbs.
Eden Gem, best standard variety the country over	\$2.00	\$1.90	\$1.75
Rockyford, 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	\$1.50	\$1.40	\$1.30
Grey Monarch	1.50	1.40	
Kolb Gem	1.50	1.40	1.30
Success	1.50	1.40	1.30

Cucumber Seeds

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

Seed Corn

	Pk.	Bu.	5 Bu.		Pk.	Bu.	5 Bu.
Best Yellow Dent, fully selected	\$1.00	\$3.00	\$12.50	Orange Yellow, long ears, small cob, shells 80 per cent grain and better.	1.00	3.00	12.50

Remember

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 \$5.00 prepaid to you. This is one of my best offers and one that is pleasing my customers.

A Few Words to the Beginner

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 rolly 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 a 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 dug 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 midseason 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.

Norfolk Co., Va., April 8, 1912.

The strawberry plants came to hand O. K. Thanks for liberal count. The Missionary is our leading berry here.

W. W. HALSTEAD.

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 strawberries, and I also find that a variety that is good in one locality is not always good in another.

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 busi-

ness 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 THOROUGHRED PLANTS are used.

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

TOWNSEND'S THOROUGHRED PLANTS GROW BIG RED BERRIES.

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

What the Wicomico News Says of Us

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 experi-

ments, 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 equaled. 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.

It Will Pay You

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 THOROUGHRED STOCK. We use the same methods in growing our THOROUGHRED 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.

A Certain and Important Fact

That has become well known to a great many growers throughout the entire country, is 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 hardiness 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 as 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.**

Every Commercial Berry Grower should have a Testing Plot Each Year

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 it 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.

Knowledge of Plant Life

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 man of any ability thinks 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 food stuffs. 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 **PROCESSION**. And remember that knowledge is power.

BY E. W. TOWNSEND.

October 17, 1912.

Instructions to Buyers

Claims, if any, must be made immediately on receipt of plants. We cannot be responsible for treatment after receipt, or misfortune caused by drouths, floods, improper treatment or other causes.

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.

NUMBER OF PLANTS REQUIRED TO SET ONE ACRE.

18 inches	by 3 feet	.....	9,680 plants
18 inches	by 3½ feet	.....	8,297 plants
24 inches	by 3½ feet	.....	7,260 plants
24 inches	by 3½ feet	.....	6,222 plants
24 inches	by 4 feet	.....	5,445 plants
30 inches	by 3½ feet	.....	4,978 plants
30 inches	by 4 feet	.....	4,356 plants
36 inches	by 3½ feet	.....	4,143 plants
36 inches	by 4 feet	.....	3,630 plants
48 inches	by 4 feet	.....	2,722 plants
48 inches	by 6 feet	.....	1,815 plants
48 inches	by 7 feet	.....	1,555 plants

Sweet Potato Sprouts.—We grow every year a large bed and will be glad to quote our customers prices on any order they wish.

Make all orders payable to E. W. Townsend, Salisbury, Md.

Every Farmer Should Have at Least a Family Patch

As there is nothing more delicious than a nice plate of fresh strawberries and cream, say nothing of the shortcakes and the many cans that can be canned and laid away for the winter. Send us \$5.00 and we will send you a selection of plants that bear fruit for six months in the year. Just say, "Send me your own family collection." I will do the rest.

We have built up a strain of plants not surpassed by anyone. Our method in improving varieties is to select only the

first and largest plants that mature each year, but cutting back the runners that come afterwards. By doing this we have secured a stock of plants that will put out more crowns and are stronger in every particular than the common field-grown plants that are taken from the middle of the rows year after year. Any variety to run several seasons without new breeding and will give you the best of satisfaction when grown in wide, matted rows. A trial will convince you if you have never grown our plants.

Special Notices

I SELL DIRECT—to the people, saving them over one-half on their orders.

NO SHORTAGE—on plants with me this season. Positively every order can be filled.

WE CAN—usually fill orders promptly from November first, until May the first.

BEAR IN MIND—that there is no better plants grown than I grow no matter what you pay.

ALL PLANTS—sent out by me have the highest fruiting power, grown from strong, healthy mother plants selected by a strawberry expert.

THIS IS MY SPECIALTY—growing strawberry plants and propagating new varieties. I have all my eggs in one basket and keep my eyes on the **BASKET**.

I WANT YOUR ORDER—this season. I promise to please you. I am responsible. Ask your neighbor about me. Townsend's Thoroughbreds is a household word in nearly every state. They never fail to grow a crop of big red berries.

HUNDREDS—are making more growing strawberries than they are growing any other crops. You can do the same if you grow Townsend's Thoroughbreds. There is no garden too small for a few hills of strawberries. There is no mouth too sweet for a ripe red **BERRY**.

REMEMBER—when you place your order place it with **TOWNSEND**—the man that **SATISFIES**.

A LETTER FROM ARKANSAS.

Plants received O. K. Am well pleased. Best I ever bought.

Hallafoosa, Ga., March 22, 1912.

The plants arrived in fine shape after coming so far. Well pleased.

WM. H. COFFEE.

Kingsley, Conn., April 29, 1912.

Plants arriver in good condition. If I do not have success it will be no fault of yours.

L. O. LANDS.

New York Agricultural Experiment Sta.
Geneva, N. Y., April 8, 1912.

Maryland Poultry Company

Breeders of thoroughbred White Leg horns, bred to lay.

Breeders of R. C. and S. C. Rhode Island Reds, bred to lay.

All from America's leading strain of record bred layers.

It is not the object of this concern to grow more chickens than any other concern, but to grow as good as any other fellow does.

I solicit orders from all poultry raisers that are trying to improve their stock, and feel sure that I can please you in any orders you may trust to my care.

S. C. White Leghorn eggs, per 15, \$2.00;

\$10.00 per 100.

S. C. Rhode Island Red eggs, per 15, \$2.00; \$10.00 per 100.

R. C. Rhode Island Red eggs, per 15, \$2.00; \$10.00 per 100.

I have a few cockerels for sale that have won prizes this summer, at \$3.50 each, either breed you desire (reds or whites).

Address All Orders to

Maryland Poultry Company

SALISBURY, MD.

Box 265

FALL AND SPRING PRICE LIST NO. 22

of the Leading Standard Varieties

Townsend's Thoroughbred Strawberry Plants

Read Carefully the Terms Before Making Out Your Order.

Early Varieties

	25	100	1000	5000	10000
Excelsior, per	\$ 20	\$ 40	\$ 2 25	\$10 00	\$18 00
Missionary, per	25	45	2 50	11 25	20 00
Klondyke	25	45	2 50	11 25	20 00
Imp. Lady Thompson, per.....	25	45	2 50	11 25	20 00
Hoffman, per	20	40	2 25	10 00	18 00
Lady Townsend	25	45	2 50	11 25	20 00
Oakes Early, per	25	45	2 50	11 25	20 00
Red Bird, imp.	25	45	2 50		
Virginia, imp.	25	50	3 00	12 50	
Climax, per	25	50	3 00	12 50	
Hefline Early	25	50	3 00		
Chipman, per	25	50	3 00	12 50	
St. Louis, per	25	50	3 00	12 50	
Success, per	25	50	3 00	12 50	
Road-Side	25	50	3 00		
Lea, per	25	50	3 00	12 50	
Early Hathaway, per	25	50	3 00	12 50	
Fairfield	25	50	3 00	12 50	
Cameron Early	25	50	3 00		
Ekey, per	25	50	3 00		
Howards Early	25	50	3 00		

Mid-Season Varieties

Senator Dunlap, per	25	40	2 50	11 25	20 00
Haverland, imp.	25	50	3 00	12 50	
Tennessee Prolific, per	25	50	3 00	12 50	
Hummer, per	25	50	3 00	12 50	
Cooper, per	25	50	3 00	12 50	
Fendall, imp.	25	50	3 00	12 50	
Bubach, imp.	25	50	3 00	12 50	
W. W. W. per	25	50	3 00	12 50	
Wm. Belt, per	25	50	4 00		
Golden Gate, per	25	50	3 50		
New York	25	50	3 50		
Highland Imp.	25	75	5 00		
Aroma, per	25	50	3 00	12 50	
Uncle Jim, per	25	50	3 50		
Parsons Beauty, per	25	50	3 00	12 50	22 50
Paul Jones, imp.	25	50	4 00		
Cardinal, imp.	25	75	5 00		
Black Beauty, imp.	25	1 00	7 50		
Bethel, per	50	1 00	7 50		
Barrymore, per	50	1 00			
Meteor, per	50	1 00			
Myers No. 1, imp.	50	50	3 00		
Improved Marshall, per	25	1 00	7 50		
Twilley, per	50	75	5 00		
Splendid, per	25	50	3 00		
Saunders, per	25	50	3 50		
Roosevelt, per	25	75	5 00		
Horitage, per	25	50	3 50		
Wildwood, per	25	75	5 00		
New Oregon, per	25	75	5 00		
Gold Dollar, per	25	75	5 00		

PRICE LIST--CONTINUED

Medium to Late Varieties

Howard, per	\$ 25	\$ 50	\$ 3 00	\$12 50	\$
Mammoth Beauty, imp.	25	50	3 00		
Monroe, per	50	1 00	7 50		
Oom Paul, per	50	1 00			
Pride of Cumberland, per	25	50	4 00		
Grays Dollar, per	25	50	4 00		
Sample, imp.	25	50	3 00		
Winner, per	none	to	offer	this	season
Armstrong, per	25	50	3 00		
Bederwood, per	25	50	4 00		
Bradley, per	25	50	4 00		
Deacon, per	25	50	3 50		
Governor Rollins	25	50	3 50		
O. I. C. per	25	75	5 00		
King Edward, per	50	1 00	7 50		
Buster, imp.	25	50	4 00		

Late Varieties

Mascot, per	25	50	3 00	12 50
Gandy, per	25	50	2 50	11 25
Nic Ohmer, per	25	50	3 00	12 50
Chesapeake, per	25	75	5 00	22 50
Stevens Late Champion	25	50	3 00	12 50
Brandywine, per	25	50	3 50	15 00
Orem, per	25	50	3 00	12 50
Crimson Cluster	25	50	3 00	12 50
July, per	25	50	3 00	12 50
Glen Mary, per	25	50	3 00	12 50
Darlington, per	25	50	4 00	13 75
Governor Fort, per	25	50	3 00	
President, per	25	50	4 00	
Parker Earl, per	25	50	4 00	
Duncan, per	25	50	3 00	
Evening Star, per	25	50	3 00	12 50

I will pay the transportation charges on all orders for 10,000 or over at the 1,000 rate in Price List.

Remember it cost no more to prepare an acre of land to set our thoroughbreds than it does to prepare an acre of land to set the common plants that may be picked up for a trifle less. No more cost in setting, no more cost in working. The only saving that you make is in picking, hauling and crate bill. This I think you will agree is no saving at all.

Hundreds of others say your plants grow twice the number quarts per acre as the plants being grown by others, and the fact that they continue year after year in sending me their order must mean something.

If you have not been growing the best plants possible to get, start this season and note your profits.

You take no chances when giving your order to me. I am in the business to stay and must treat you fairly or I could not do business with you year after year. I sell the largest Associations in the Country year after year. Dealing with men that are acknowledged experts in the growing of strawberries, pleasing them season after season, should be proof enough that my plants have some merit over some others.

C. P. Maloy, of Pasadena, Texas, a large manager, writes me that my plants are still doing well there, and upholding their REPUTATION, with his Association says that I may look for their order again.

Set plants in your young orchards and make big money while waiting for the trees to grow.

Many are doing this and report grand results. Unless the season should be very dry you will get the same results in the orchard that you would outside.

FALL AND SPRING PRICE LIST, NO. 22

of New and Fall Bearing Varieties

	25	100	1000	5000	10000
New Varieties—Extra Early					
UNCLE SAM, per.....	\$2 00	\$ 5 00	\$40 00	\$	\$
First Prize, per	2 00	5 00	40 00		
Barkley, per	1 00	2 50	20 00		
Early Ozark, per	50	1 00	5 00	20 00	
Early Queen, per	50	1 00	5 00	20 00	
Maple Early, per	50	1 00	5 00		
Long Fellow, per	50	1 00	5 00	20 00	
Helen Davis, per	50	1 00	5 00	20 00	
New Superior, per	50	1 00	5 00		
Maud-Muller, per	50	1 00	5 00	20 00	
Nellie Gray, per	1 00	2 50			
New Varieties—Mid-Season					
Maryland Prize, imp.	50	1 00	5 00	20 00	
Norwood, per	50	1 00	5 00		
Salisbury, imp.	50	1 00	5 00		
Nanticoke, per	50	1 00	5 00		
Ernest, imp.	50	1 00	5 00		
Baltimore, per	2 00	5 00			
Patagonia	2 00	5 00			
New Varieties—Late					
Townsend's Late Champion, per	50	1 00	5 00		
Gem, per	1 00	2 50	20 00		
Bib Joe, per	50	1 00	5 00		
Fall Bearing Varieties					
Pan-American and Autumn ...	1 50	5 00	40 00		
Superb, per	4 00	15 00			
Francis	4 00	15 00			
Productive, per	2 00	6 50			
Americus, per	4 00	15 00			
Iowa, per	4 00	15 00			
Dew Drop, per	4 00	15 00			
Perpetual, per	2 00	6 00	50 00		

Anyone wishing to test this entire list may deduct twenty-five per cent from above price except on thousand and five thousand lots.

The crop of fall bearing plants is very short this season the country over and anyone wishing to get them should order early. My stock was over half booked when this catalog was wrote. And I was booking orders daily. The Pan-American and Autumn are still my favorites, being the most productive early varieties ever grown, and sure to bear fruit in the summer and fall after bearing their exceedingly large crop in spring. I claim that no grander list of NEW VARIETIES was ever cataloged than the above list and I insist on all who receive this catalog to test at least a portion of them. Write me I will tell you the sorts I think most likely to suit your particular location, and should you desire to try several kinds I will make the price as reasonable for you as possible.

I pay express charges on the above new varieties at prices quoted remember Uncle Sam and Baltimore are worth the price.

WAY TO REMIT:—P. O. Money order preferred, Registered letter, Draft, or Check from known customers.

Make all orders payable to

E. W. TOWNSEND, Salisbury, Md.

Clipping from the New York Packer, January 20, 1912: "Florida Missionaries selling 45 to 70 cents per quart; Excelsiors 20 to 30 cents. Does it pay to grow Townsend's Missionaries? They make more quarts, sell for double, plants cost no more, cost no more to grow them. The greater cost is the picking and hauling."

Cherokee, Ala., March 29, 1912.

Plants came in fine condition; finest plants I ever received. Please mail three plants each of fall-bearing varieties. Thanking you in advance.

Yours truly,

G. E. GEISE.

SPECIAL!

14 NEW VARIETIES

25 Plants Each, Prepaid for
\$5.00

In order to introduce these fourteen New varieties that I am sending out this season I make an extraordinary offer, to get them in the hands of every strawberry grower QUICK. Instead of paying thousands of dollars for newspaper advertising I am almost giving them away this season. Here is the offer:

To every strawberry grower who sends me five dollars, (\$5.00) cash to accompany order, saying send me your NEW VARIETY OFFER No. 1 I will send prepaid twenty-five plants each of the following new varieties:

Uncle Sam, per, extra early; First Prize, per, early; Barkley, per, early; Early Queen, per, early; Missionary, per, early; Maud-Muller, per, early; Longfellow, per, early; Maryland Prize, imp. early to late; Helen Davis, per, early; Ernest, imp. mid-season; Baltimore, per, mid-season; Townsend Late, per, late; Gem, per, late; Mascot, per, late.

By noting price in catalog you will see that I am almost giving them away. Notwithstanding that there are in this list some of the greatest varieties yet introduced, and have cost me much time and expense to produce them. Twenty-five plants of Uncle Sam or Baltimore, would alone be very reasonable at the above price. No grower can afford to miss this offer. It is your opportunity, so act QUICK.

Special Offer No. 2

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 \$5.00. 1000 plants for \$10.00 by express prepaid.

Special Offer No. 3

I will furnish enough of my Thoroughbred plants to set one acre for \$15.00. Eight 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—8,000 Good Plants for only \$15.00—My own selection.

North Carolina, March 14.

Dear Sir:—I have been buying plants from you for over ten years. Have always got good stock and they seem to get better every year. I lead all my neighbors in growing good berries except some that got their plants from you. Please ship the enclosed order about April 1st.

J. A. GRIFFIS.

BEST HE EVER BOUGHT.

Turkey, Fla., March 20, 1911.

Dear Mr. Townsend:—I received the plants O. K. Strictly fine; best I ever bought. I want you to send my neighbor your catalog. Allow me to thank

you for the extras. Will order from you whenever I want more plants.

S. J. JOHNSON.

MR. E. W. TOWNSEND,
Salisbury, Md.

Dear Sir:—I wish to acknowledge for the station the receipt of package containing plants of five varieties of strawberries which arrived in good condition.

Very truly yours,
O. M. TAYLOR,
Foreman in Horticulture.

Accomac Co., Va.
Strawberry plants received O. K.
O. A. KELLEY.

TOWNSEND'S SPECIALS

In ordering from this sheet, just name the number of special wanted, all go prepaid to you, I pay all charges myself. This is one of the grandest offers I have ever published. I just do this to introduce my plants everywhere. No grower can afford not to accept some of these offerings.

OFFERING A, Extra Early

25 Uncle Sam,	list price	\$2.00
25 First Prize,	" "	2 00
25 Barkley,	" "	2 00
25 Fall Bearing	" "	2 00
25 Early Queen	" "	.50

Total \$8.50
All Prepaid for \$5.00

OFFERING B, Extra Early

25 Early Ozark	list price	\$.50
25 St. Louis	" "	.40
25 Excelsior	" "	.25
25 Maple Early	" "	.25
25 Missionary	" "	.25

Total \$1.65
All Prepaid for \$1.00

OFFERING C, Early to Late

25 Excelsior	list price	\$.25
25 St. Louis	" "	.40
25 Mascot	" "	.25
25 Brandywine	" "	.40
25 Bubach	" "	.30

Total \$1.69
All Prepaid for \$1.00

OFFERING D, Early to Late

50 Uncle Sam	list price	\$ 4.00
50 Barclay	" "	4.00
50 Maryland Prize	" "	1.00
50 Cooper	" "	1.00
50 Golden Gate	" "	.80
50 Brandywine	" "	.80

Total \$11.60
All Prepaid for \$5.00

OFFERING E, Best Table Varieties

100 Early Queen	list price	\$1.00
100 Hoffman	" "	.50
100 Lady Townsend	" "	.50
100 Maryland Prize	" "	1.00
100 Helen Davis	" "	.75
100 Nic Ohmer	" "	.75
100 Fall Bearing	" "	5.00

Total \$9.25
All Prepaid for \$5.00

OFFERING F

500 Longfellow	list price	\$ 3.00
500 Barkley	" "	10.00
500 Early Queen	" "	3.00
500 Helen Davis	" "	3.00
500 Uncle Jim	" "	3.00
500 Mascot	" "	2.00

Total \$24.00
All Prepaid for \$15.00

OFFER G, Good Commercial Varieties

1000 Missionary	list price	\$ 2.50
1000 Klondyke	" "	2.50
1000 Excelsior	" "	2.50
1000 Lady Thompson	" "	2.50
1000 St. Louis	" "	2.50
1000 Hoffman	" "	2.50
1000 Lady Townsend	" "	2.50

Total \$17.50
All Prepaid for \$15.00

OFFER H, Strictly Fancy or Home

Market, Enough for Half Acre

1000 Early Queen	list price	\$ 6.00
1000 Longfellow	" "	6.00
1000 New York	" "	5.00
1000 Mascot	" "	3.50

Total \$20.50
All Prepaid for \$15.00

OFFER I, Family Selection

Delivered free anywhere in the United States, 500 Choice plants, early to late, for \$2.50. I guarantee them to please you.

OFFER J

To any little Boy or Girl, who will send me the names of their friends, who they know are interested in the growing of strawberries, and will promise to grow 100 plants, I send, themselves, I will send 100 of my best plants FREE. Just enclose 25 cents to pay for postage and packing.

STATE HORTICULTURAL DEPARTMENT DEPARTMENT OF ENTOMOLOGY AND VEGETABLE PATHOLOGY MARYLAND AGRICULTURAL COLLEGE AND EXPERIMENT STATION	MARYLAND	H. H. SILVESTER, PRESIDENT AGRICULTURAL COLLEGE PROF. T. B. STIMONS, STATE ENTOMOLOGIST PROF. J. B. HORTON, STATE PATHOLOGIST
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CERTIFICATE OF NURSERY INSPECTION

No. 66

To Whom It May Concern:

THIS IS TO CERTIFY That on the 22 day of August 1912 we examined the Nursery Stock of C. M. Servatius growing in his nurseries at Salisbury County of Worcester State of Maryland in accordance with the laws of Maryland, 1896, CHAPTER 289, SECTION 5b, and that said nurseries and premises are apparently free, so far as can be determined by inspection, from the San Jose Scale, Peach Yellows, Pear Blight and other dangerously injurious insect pests and plant diseases.

This Certificate is invalid after August 1 1913 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.

 State Entomologist.

COLLEGE PARK, MD. Sept. 9 1912 —
 State Pathologist

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