

# NICKEL-PLATE HOUSE,

NEW AND FIRST-CLASS

F. M. PORTER, Proprietor.

1)  
ELKHORN, WIS., Feb 12<sup>th</sup> 1894.

## Monday Morning Message.

By the time that these lines reach the hands of my fellow salesmen one-half of the present month will have passed away and very soon Father Time will usher in the Spring months.

There is no time to waste. March and April are the only months between this date and Spring Delivery and the necessity of hundreds of homes - (barren of fruits and flowers,) should make every salesman alive and active - that he may supply the farmers with much needed and choice nursery stock. - Therefore we must hustle!

"Count that day lost, whose low descending sun,"  
views from thy hand no worthy action done.

As I write these friendly lines some of you - Early Rising Salesmen, may be making foot prints

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in the snow. Last week I made impressions of my number nines in the mud of Millard and Tibbets (and I had to contend against the elements of Nature together with the opposing force and "foliage" of the Delaware nursery) on the South and the Ft. Atkinson nursery on the West.

When one has to surmount obstacles like these, he cannot "linger in the valley" but must ever strive to reach the mountain top.

Ella Wheeler, the hot house pottess, has told us that we cannot "Leap to heights that were made to climb."

There are wrecks in the life of every salesman on the road when he feels his way among rocks; — he must climb! But how sweet the reward. What beautiful scenery one beholds from the

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table-land or Mountain top —  
the high Point of Success.  
How refreshing and restful the  
Seat on the Summit —  
While we sum up the long  
list of Orders and smile as  
we enclose them in those  
Cute little envelopes which Hawkes  
Nursery Co., afford their Salesmen.

The young Salesman or the  
Old Who but recently turned  
the page & point out the  
"Wealthy", "Duchess" and "Tetofsky"  
and who tries to make their  
values and qualities transparent  
must not feel discouraged  
because four out of ten  
farmers do not buy his  
valuable trees. Many an Orator  
has wasted words on brainless  
Crowds, Many a preacher has  
cast pearls with only few to  
appreciate their value —  
"many a flower is born to blush unseen,  
And waste its sweetness on the desert air."

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Many a Salesman delays pushing his business on account of unfavorable weather. Somehow I have ascertained that my Canvas among farmers on very "Bad days" has been productive of good orders. Find both man and wife Under the Shingles and you are apt to make a Shingle for your own house. I can not make a sale of trees to a farmer who holds a pitchfork, nor close a bargain with a woman when her hands are in the dough. I sometimes am thoughtful about holding The Baby while a mother holds my attractive Nursery Catalogue. It pays to take even the highest Degrees in the Nursery business. Boys! Get mitilted into every detail of your business; take all the Degrees as fast as you can. Learn how to <sup>best</sup> approach the timid, Be fearless when you meet the brave, Wee Virgins have their lumps all trimmed, Thus Launch your Life boat on the waves

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This message is a Mirror which reflects many valuable suggestions to those who read between the lines. Hundreds of handsome ladies view their faces in their Mirrors and are no better for it, so I shall not feel much disappointed if My Mirror reflects nothing valuable or beautiful to some men. How many Nursery Dealers have their Order blanks filled out with name and month before they start? My name is so long and to write it fifty or seventy times a week occupies much valuable time. All I want to do is to fill in the Order list and the Signature of other purchasers on my Duplicates as quick as possible. Once a nervous woman changed her mind while I was writing these words:  
Abram Elmore Vandrespool

Never ask a man - Will you buy, Nursery stock to day? You'll find a better plan to get it another way.

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I use reasonable means to ascertain  
the inclination of man or woman.  
Its a wise thing to know the path  
when you enter the deep woods.  
I therefore take down "Statistics:"  
{ So many Cows milked (22)  
So many hogs sold (18)  
Number of Horses on hand (8)  
Amount of fruit down cellar. 50  
This may be put down mentally  
or penciled on a Paper.  
By that time the farmer and  
tree peddler are friends

I came across a family  
last week who were blessed  
with Twins (Two sweet girls)  
How easy twas to sell twin roses  
An agent should adapt himself to the circumstances  
in which he finds himself surrounded.  
I met some men who had a  
fascination for potatoes (\$3.00 per peck)  
{ I am wearing one for a sharp pin }  
{ on account of its beautiful eyes. }  
One secret of success  
is to meet as many men  
and women as you can  
who want to buy your Nursery Stock  
I remain yours, among the roses. A. E. Vanderpool.