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NICKEL-PLATE HOUSE,

NEW AND FIRST-CLASS

F. M. PORTER, Proprietor.

The Hawks Nursery Co.

Milwaukee Wis.

Letter No 5.

EDKORN, WIS...

989

Monday Morning Message.

I have no definite information as to how many of my fellow Salesmen are married; how many have settled homes, how many of you are single; how many of you feel at home where you hang up your hats on Saturday night. I am sure that my Curiosity ~~is~~ is not so strong as to make me inquire at the office of Hawks Nursery Co. I was only thinking that I might suggest the reading of Bobby Burns poem -
The Cotters Saturday Night.

I simply hope that Contentment clothes you as a Garment - whole and spotless, and that Sunday serves a double blessing to us all. I have returned home nearly every Saturday night so that I might see the faces dear to me, and enjoy a brief visit.

How blissful tis at Sunday's dawn
 To be at home - to stretch and yawn.
 And better still, we all can go
 Where rings the Churchbell, that we know.

I always welcome Saturday night.
 And all of you may do the same
 if you labor as I do during
 the week. I feel as happy as any
 Angel can (without wings)
 when I have mailed a large
 number of orders.

While I am resting over Sunday
 I set a "Patent" arrangement in
 motion (3) which pumps two very
 essential things into me - wind
 and energy. The "wind" portion
 I have shared with you for a
 few weeks - but as yet I
 have not raised a hurricane.
 Fellow Salesmen! whenever you
 see a windmill on your travels
 remember me - for I am much
 like one. I am of Holland make.
 I am also much like Dutch cheese
 and Sauer Kraut: Everybody knows
 when I am around!

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Having received kind ~~and~~ words
of encouragement from a few
of my brother salesmen in regard
to the "Weekly Bulletin" I again
give my impressions in
black and white.

I can scarcely believe that any
one among the large number
of salesmen employed by the
Hawks Nursery Co was born
a successful tree peddler.

It is written that some men
are born great, some achieve
greatness, and some have
greatness thrust upon them.

But we Nursery salesmen
who are to achieve success
must go through a certain
kind of transformation. There
are months in which we are
being fitted for the business.
When we first begin to develop
into salesmen we have to work
our way out of the Chrysalis state.
we can't all be Butterflies at once.

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How many of us in our
youthful days have wished
We were Butterflies - flying
about among the Apple trees
and dwelling over beautiful
flowers in our flight.

Those days when we had to Churn
- when we had to bring in wood.

Now that we have reached a
matured age we can realize
a Butterfly's beautiful Summer
as we wing our way over
the Country.

Oh! This beautiful life of ours,
Who would forsake its trees & flowers,
We fly around the farmers' Chair
And buzz our business to the "Fair".

We're fresh and airy as the breeze,
We're tire of roses or of trees;
We sip of dew at morning hours,
And make our bed among the flowers.

So prepossessed about our work
We will not say or how shirk,
Some what like bees in search of honey
Or a man who hunts for matrimony

Gentlemen! How many of you
 make the best use of your time
 and opportunities? How many
 of you are aware that Easy
Sales can be made, (Prepade
 the way.) Here and there about
 the Country is a man who
Knows something. Everywhere
 we find men who convince
 us by their chattering and grimaces
 that Darwin was level headed
 about the Monkey Theory.

Procure an order from a man
 of influence and you will
 get a cluster of orders from
 those neighbors who surround him.

How many of you can get off from
 notes that you have written?
 My sweetest and most taking
 songs are composed as I
 go along the road. Don't
 sing all the time in a minor key
 but gradually raise your voice to
 "C. Sharp."

Cease playing the old tunes.
 Learn something new, and
 then you will have listeners.
 Don't sing the "Last rose of summer"
 when you have something
 better in your catalogue.

Nearly every Salesman will find some successful Fruit grower.
 Keep a list of these men and back up your business with these authorities. Be able to tell those you meet how plum trees should be planted.



Also the best way to prevent rabbits from destroying trees.

How to keep roses free from insects.
 How to plant seed potatoes.

The new method of trimming grape vines. I have learned all these curious things and will give you boys full information if you will write me.

I have clipped desirable notes from newspapers, and I am happy to say that many of these are corroborative testimony on the value of our stock.

I carry two premium lists of County fairs. I don't carry much money with me because I don't need any.

First this a Daisy business?

~~And~~ I close with a Prize puzzle:

How many of you will try
to solve it? Now Listen!

I include sales made on
Wednesday, Thursday and Friday,
of last week.

Trees:— Apples, Pears, Plums, Cherries ³ Ornamental ³⁶
Grapes (1) Currants (3) Gooseberries (3)
Blackberries (2) Raspberries (4) Vines (3)
Shrubs (2) Roses ($\frac{14}{16}$) Potatoes \$10.50

What did my sales amount to?
To the salesman who makes
the closest guess I will give
Two dollars; to the second one dollar,
to the third one half dollar.

I hereby authorize the Vice Pres
and the Treasurer of the Hawks
Nursery Co to reserve the above
amount from my 20 per cent Commission
and pay the same to the Prize winners
{ Provided— that guesses are as
near as five dollars of the sum total.

(All answers to be made in February)
and filed away in the files received.
I hope our Company will not
object to this puzzle. The
Secular and Sunday papers
have prize puzzles in which
people are beheaded and ~~then~~
get their own heads again.

This puzzle of mine permits of one's
keeping his own head on his own
shoulders. yours, Puzzle Department
Hawks Nursery Co. A.E. Vandervoort