EXCELSIOR

1912

JOURNAL

225

Howard & Jones Co.

1914

(First Row)
Alice Squire, Howard Jefferis, Emma Massey, J.B.Jones, Edith Harper
Helen Drennen, Helen Walton, Edna Pyle, S.Jas.Todd, Chas. W. Wolf.
(2nd Row)
Mary E. Coltrane, Mary B.Long, Mamie Baylis, Bertha E.Volk,
Eva P. Clark, Florence Hickey, Anna Crawford, Mary Kelly.
(3rd Row)
Robert Pyle, Leta Pyle, Elsie Bennett, Edith Jefferis.

— 1911 —

EMBER.

W	T	F	S
248	249	250	251
4	5	6	7
255	256	257	258
11	12	13	14
262	263	264	265
18	19	20	21
269	270	271	272
25	26	27	28
...	...	...	...
...	...	...	...

DECEMBER.

S	M	T	W	T	F	S
336	337	338	339	340	341	342
1	2	3	4	5	6	7
343	344	345	346	347	348	349
8	9	10	11	12	13	14
350	351	352	353	354	355	356
15	16	17	18	19	20	21
357	358	359	360	361	362	363
22	23	24	25	26	27	28
364	365	366				
29	30	31	...	...	...	...
...	...	...	...	...	...	...
...	...	...	...	...	...	...

HOSKINS, PHILA.

Enthusiasm: A Business Asset

ENTHUSIASM is the greatest business asset in the world. It beats money and power and influence. Single-handed the enthusiast convinces and dominates where the wealth accumulated by a small army of workers would scarcely raise a tremor of interest. Enthusiasm tramples over prejudice and opposition, spurns inaction, storms the citadel of its object, and like an avalanche overwhelms and engulfs all obstacles. It is nothing more or less than faith in action. Faith and initiative rightly combined remove mountainous barriers and achieve the unheard of and miraculous. Set the germ of enthusiasm afloat in your plant, in your office, or on your farm; carry it in your attitude and manner; it spreads like contagion and influences every fiber of your industry before you realize it; it begets and inspires efforts you did not dream of; it means increase in production and decrease in cost; it means joy and pleasure and satisfaction to your workers; it means life real and virile; it means spontaneous bed rock results—the vital things that pay dividends.

—Henry Chester

What an Executive Should Do and Have

Associated Advertising quotes the following requirements of Filene's Department Store, Boston, as the finest analysis of the qualities of an executive:

ORGANIZER:

Ability to detect *weak points* in present organization.

Ability to *look ahead* and provide for future needs.

Ability to locate and *build resources for securing employees* of a better type than the average applicant.

ANALYST:

Ability to *judge men* with limited opportunity, as in engaging new men; with more favorable opportunity, as with men already with the firm.

Ability to *recognize limitations of men.*

Ability to *recognize possibilities of men.*

EXECUTIVE:

Qualities of *leadership.*

Ability to *handle men*—to secure loyal service to the best ability of each.

Handling of force to greatest advantage for efficient and *economic service. Initiative.*

EDUCATOR:

Ability to *provide training* for people of promise for positions of larger responsibility.

Ability to provide that each person shall personally be equipped with a thorough *knowledge of the duties* of his position.

EDUCATION:

Sufficient to enable him to *meet intelligent men* on equal footing.

Sufficient to have made him a *trained thinker.*

Sufficient to have made him successful by the use of his *mental equipment* combined with *hard work.*

EXPERIENCE:

Of an *executive nature*—preferably in a large organization, in a capacity where he has been *responsible for results* by his own ability as an organizer.

CHARACTER.

PERSONALITY.

WEEKLY TABLE OF WAGES.

Week	½ hour	1 hour	2 hours	3 hours	4 hours	5 hours	6 hours	7 hours	8 hours	1 day	2 days	3 days	4 days	5 days	6 days
$1.50	1	3	6	9	11	14	17	20	22	25	50	75	1.00	1.25	1.50
2.00	2	4	7	11	15	19	22	26	30	33	67	1.00	1.33	1.67	2.00
3.00	3	6	11	17	22	28	33	39	44	50	1.00	1.50	2.00	2.50	3.00
4.00	4	7	15	22	30	37	44	52	59	67	1.33	2.00	2.67	3.33	4.00
5.00	5	9	19	28	37	46	56	65	74	83	1.67	2.50	3.33	4.17	5.00
6.00	6	11	22	33	44	56	67	78	89	1.00	2.00	3.00	4.00	5.00	6.00
7.00	6	13	26	39	52	65	78	91	1.04	1.17	2.33	3.50	4.67	5.83	7.00
8.00	7	15	30	44	59	74	89	1.04	1.19	1.33	2.67	4.00	5.33	6.67	8.00
9.00	8	17	33	50	67	83	1.00	1.17	1.33	1.50	3.00	4.50	6.00	7.50	9.00
10.00	9	19	37	56	74	92	1.11	1.30	1.48	1.67	3.33	5.00	6.67	8.33	10.00
11.00	10	20	41	61	81	1.02	1.22	1.43	1.63	1.83	3.67	5.50	7.33	9.17	11.00
12.00	11	22	44	67	89	1.11	1.33	1.56	1.78	2.00	4.00	6.00	8.00	10.00	12.00
13.00	12	24	48	72	96	1.20	1.44	1.69	1.93	2.17	4.33	6.50	8.67	10.83	13.00
14.00	13	26	52	78	1.04	1.30	1.56	1.81	2.07	2.33	4.67	7.00	9.33	11.67	14.00
15.00	14	28	56	83	1.11	1.39	1.67	1.94	2.22	2.50	5.00	7.50	10.00	12.50	15.00
16.00	15	30	59	89	1.19	1.48	1.78	2.08	2.37	2.67	5.34	8.00	10.67	13.34	16.00
17.00	16	31	63	94	1.26	1.57	1.89	2.20	2.52	2.83	5.67	8.50	11.33	14.17	17.00
18.00	17	33	67	1.00	1.33	1.67	2.00	2.33	2.67	3.00	6.00	9.00	12.00	15.00	18.00

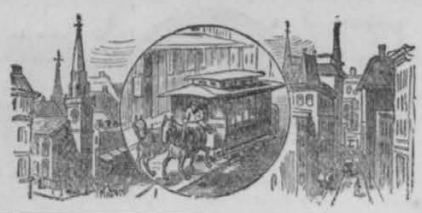
This Table is based upon the usual calculation of 9 hours to a day.

INCOME ON STOCKS.

Purchased at the following prices (par value being $100), and bearing interest at the following rates:

Paid.	2%	2½%	3%	3½%	4%	5%	6%
$50	4.00	5.00	6.00	7.00	8.00	10.00	12.00
55	3.63	4.55	5.45	6.36	7.27	9.09	10.90
60	3.34	4.17	5.00	5.83	6.67	8.33	10.00
65	3.08	3.85	4.62	5.38	6.15	7.69	9.23
70	2.86	3.57	4.28	5.00	5.71	7.14	8.57
75	2.67	3.33	4.00	4.67	5.33	6.66	8.00
80	2.50	3.13	3.75	4.38	5.00	6.25	7.50
85	2.35	2.94	3.53	4.12	4.70	5.88	7.05
90	2.22	2.78	3.33	3.89	4.44	5.55	6.66
91	2.20	2.75	3.29	3.85	4.40	5.49	6.59
92	2.17	2.72	3.26	3.80	4.34	5.43	6.52
93	2.15	2.69	3.23	3.77	4.30	5.38	6.45
94	2.13	2.66	3.19	3.73	4.26	5.32	6.38
95	2.11	2.63	3.16	3.68	4.21	5.26	6.31
96	2.09	2.61	3.13	3.65	4.17	5.21	6.25
97	2.06	2.58	3.09	3.61	4.12	5.15	6.18
98	2.04	2.55	3.06	3.57	4.08	5.10	6.12
99	2.02	2.53	3.03	3.54	4.04	5.05	6.06
101	1.98	2.48	2.97	3.47	3.96	4.95	5.94
102	1.96	2.45	2.94	3.43	3.92	4.90	5.88
103	1.94	2.43	2.92	3.40	3.88	4.85	5.83
104	1.92	2.41	2.89	3.37	3.85	4.81	5.77
105	1.90	2.38	2.86	3.33	3.80	4.76	5.71
106	1.89	2.36	2.83	3.30	3.77	4.72	5.66
107	1.87	2.34	2.81	3.27	3.74	4.67	5.61
108	1.85	2.32	2.78	3.24	3.70	4.63	5.56
109	1.84	2.29	2.75	3.21	3.67	4.59	5.50
110	1.82	2.27	2.73	3.18	3.63	4.54	5.45
115	1.74	2.17	2.61	3.04	3.48	4.34	5.21
120	1.67	2.08	2.50	2.92	3.33	4.16	5.00
130	1.54	1.92	2.31	2.69	3.07	3.84	4.61
140	1.43	1.79	2.14	2.50	2.86	3.57	4.28
150	1.39	1.74	2.09	2.43	2.78	3.48	4.17
160	1.25	1.57	1.88	2.20	2.50	3.13	3.75
170	1.18	1.45	1.72	2.04	2.36	2.90	3.44
180	1.11	1.39	1.67	1.95	2.22	2.78	3.33

ROBERT PYLE
WEST GROVE, PA.



PRINCIPAL CITIES

CITIES.	Population 1910.	CITIES.	Population 1910.
New York, N. Y.	4,766,883	Trenton, N. J.	96,815
Chicago, Ill.	2,185,283	New Bedford, Mass.	96,652
Philadelphia, Pa.	1,549,008	San Antonio, Tex.	96,614
St. Louis, Mo.	687,029	Reading, Pa.	96,071
Boston, Mass.	670,585	Camden, N. J.	94,538
Cleveland, Ohio.	560,663	Salt Lake, Utah.	92,777
Baltimore, Md.	558,485	Dallas, Tex.	92,104
Pittsburgh, Pa.	533,905	Lynn, Mass.	89,336
Detroit, Mich.	465,766	Springfield, Mass.	88,926
Buffalo, N. Y.	423,715	Wilmington, Del.	87,411
San Francisco, Cal.	416,912	Des Moines, Ia.	86,368
Milwaukee, Wis.	373,857	Lawrence, Mass.	85,892
Cincinnati, Ohio.	364,463	Tacoma, Wash.	82,972
Newark, N. J.	347,469	Kansas City, Kan.	82,331
New Orleans, La.	339,075	Yonkers, N. Y.	79,803
Washington, D. C.	331,069	Youngstown, Ohio.	79,066
Los Angeles, Cal.	319,198	Houston, Tex.	78,800
Minneapolis, Minn.	301,408	Duluth, Minn.	78,466
Jersey City, N. J.	267,779	St. Joseph, Mo.	77,403
Kansas City, Mo.	248,381	Somerville, Mass.	77,236
Seattle, Wash.	237,194	Troy, N. Y.	76,813
Indianapolis, Ind.	233,650	Utica, N. Y.	74,419
Providence, R. I.	224,326	Elizabeth, N. J.	73,409
Louisville, Ky.	223,928	Fort Worth, Tex.	73,312
Rochester, N. Y.	218,149	Waterbury Ct.	73,141
St. Paul, Minn.	214,744	Schenectady, N. Y.	72,826
Denver, Col.	213,381	Hoboken, N. J.	70,324
Portland, Ore.	207,214	Manchester, N. H.	70,063
Columbus, Ohio.	181,548	Evansville, Ind.	69,647
Toledo, Ohio.	168,497	Akron, Ohio.	69,067
Atlanta, Ga.	154,839	Norfolk, Va.	67,452
Oakland, Cal.	150,174	Wilkes-Barre, Pa.	67,105
Worcester, Mass.	145,986	Peoria, Ill.	66,950
Syracuse, N. Y.	137,249	Erie, Pa.	66,525
New Haven, Ct.	133,605	Savannah, Ga.	65,064
Birmingham, Ala.	132,685	Oklahoma City, Okla	64,205
Memphis, Tenn.	131,105	Harrisburg, Pa.	64,186
Scranton, Pa.	129,867	Fort Wayne, Ind.	63,933
Richmond, Va.	127,628	Charleston, S. C.	58,883
Paterson, N. J.	125,600	Portland, Me.	58,571
Omaha, Neb.	124,096	East St. Louis, Ill.	58,547
Fall River, Mass.	119,295	Terre Haute, Ind.	58,157
Dayton, Ohio.	116,577	Holyoke, Mass.	57,730
Grand Rapids, Mich.	112,571	Jacksonville, Fla.	57,699
Nashville, Tenn.	110,364	Brockton, Mass.	56,878
Lowell, Mass.	106,294	Bayonne, N. J.	55,545
Cambridge, Mass.	104,839	Johnstown, Pa.	55,482
Spokane, Wash.	104,402	Passaic, N. J.	54,773
Bridgeport, Ct.	102,054	South Bend, Ind.	53,684
Albany, N. Y.	100,253	Honolulu, Hawaii	52,183
Hartford, Ct.	98,915	Rutland, Vt.	13,546

STATES AND TERRITORIES

STATES AND TERRITORIES.	Square Miles.	When Settl'd	Admitted	Population in 1910.	Rank in Pop'n.
Alabama	52,250	1711	1819	2,138,093	18
Arizona	113,020	1582	....	204,354	47
Arkansas	53,850	1685	1836	1,574,449	25
California	158,360	1768	1850	2,377,549	12
Colorado	103,925	1806	1876	799,024	33
Connecticut	4,990	1635	1789	1,114,756	32
Delaware	2,050	1638	1787	202,322	48
Dist. of Colum.	70	....	....	331,069	44
Florida	58,680	1565	1845	752,619	34
Georgia	59,475	1733	1789	2,609,121	10
Idaho	84,800	1860	1890	325,594	46
Illinois	56,650	1682	1818	5,638,591	3
Indiana	36,350	1702	1816	2,700,876	9
Iowa	56,025	1788	1837	2,224,771	15
Kansas	82,080	1719	1861	1,690,949	22
Kentucky	40,400	1787	1792	2,289,905	14
Louisiana	48,720	1699	1812	1,656,388	24
Maine	33,040	1635	1820	742,371	35
Maryland	12,210	1634	1789	1,295,346	27
Massachusetts	8,315	1620	1789	3,366,416	6
Michigan	58,915	1670	1837	2,810,173	8
Minnesota	83,365	1819	1858	2,075,708	19
Mississippi	46,810	1716	1817	1,797,114	21
Missouri	69,415	1764	1821	3,293,335	7
Montana	146,080	1860	1889	376,053	41
Nebraska	77,510	1854	1867	1,192,214	29
Nevada	110,700	1848	1864	81,875	51
New Hamp're	9,305	1623	1789	430,572	40
New Jersey	7,815	1620	1789	2,537,167	11
New Mexico	122,580	1582	....	327,301	45
New York	49,170	1614	1789	9,113,614	1
North Carolina	52,250	1650	1789	2,206,287	16
North Dakota	68,645	....	1889	577,056	38
Ohio	41,060	1788	1802	4,767,121	4
Oklahoma	70,057	1834	1907	1,657,155	23
Oregon	96,030	1811	1859	672,765	36
Pennsylvania	45,215	1638	1789	7,665,111	2
Rhode Island	1,250	1636	1790	542,610	39
South Carolina	30,570	1690	1789	1,515,400	26
South Dakota	70,800	....	1889	583,888	37
Tennessee	42,050	1750	1796	2,184,789	17
Texas	265,780	1685	1845	3,896,542	5
Utah	84,970	1847	1896	373,351	42
Vermont	9,565	1724	1791	355,956	43
Virginia	42,450	1607	1789	2,061,612	20
Washington	69,180	1845	1889	1,141,990	30
West Virginia	24,780	1607	1863	1,221,119	28
Wisconsin	56,040	1669	1847	2,333,860	13
Wyoming	97,890	1869	1890	145,965	50
Alaska	561,409	1741	....	64,356	52
Hawaii	6,740	....	....	191,909	49
Porto Rico	3,606	....	....	1,118,012	21

ROBERT PYLE
WEST GROVE, PA.

1/3/12 Try 5 lines; 5 years.

FOREIGN & DOMESTIC POSTAGE

Classification	Domestic	Foreign
Letters	2c. per oz.	5c. first oz. * †
Postal Cards	1c. each	2c. each
Newspapers, Magazines, Periodicals	1c., 4 ozs.	1c., 2 ozs.
Printed Books, Photos, Circulars etc.	1c., 2 ozs.	1c., 2 ozs. Samples 2c., 4 ozs. ‡
Merchandise	1c. per oz. §	

Registry fee, 10 cents in addition to postage, Domestic or Foreign.

*Each additional ounce or fraction 3 cents.

†Great Britain and Ireland; Newfoundland, and to Germany direct, 2 cents per ounce.

‡Each additional 2 ounces 1 cent.

§Seeds, Bulbs, Etc.—The rate on seeds, bulbs, etc., is 1c. for 2 ounces.

DOMESTIC: Special Delivery.—A special delivery stamp or ten cents' worth of ordinary stamps and the words "Special Delivery" marked on the envelope or wrapper, in addition to the regular postage secures the immediate delivery of any piece of mail matter within one mile of any U. S. post office.

Reforwarding.—First-class matter (letters, postal cards, etc.) will be forwarded without extra postage. Other matter requires a new prepayment of postage.

Domestic Money-Order Fees.—For Orders from $0.01 to $2.50, 3c.; $2.51 to $5, 5c.; $5.01 to $10, 8c.; $10.01 to $20, 10c.; $20.01 to $30, 12c.; $30.01 to $40, 15c.; $40.01 to $50, 18c.; $50.01 to $60, 20c.; $60.01 to $75, 25c.; $75.01 to $100, 30c.

FOREIGN: Commercial Papers.—The rate on Commercial papers is 5c. for first ten ounces or less, and each additional 2 ounces 1c. Unsealed.

Reply Coupons.—An International Reply Coupon may be purchased for 6c. which upon presentation in countries that have entered into the agreement will entitle the person presenting it to receive without charge a postage stamp of that country equivalent in value to a 5c. U. S. postage stamp.

Money-Orders.—The money-order rates to some foreign countries are lower than those given below; enquire of postmaster for information.

International or Foreign Money-Order Fees.—$0.01 to $10, 10c.; $10.01 to $20, 20c. etc. to $100, $1.00.

Subject to change after going to press.

INTEREST TABLE

FOUR PER CENT.

TIME.	$1	$2	$3	$4	$5	$6	$7	$8	$9	$10	$100	$1000
4 DAY	0	0	0	0	0	0	0	0	0	0	5	45
8 "	0	0	0	0	0	0	0	0	1	1	9	89
12 "	0	0	0	0	0	1	1	1	1	2	14	1.34
16 "	0	0	0	0	1	1	1	2	2	2	18	1.78
20 "	0	0	0	1	1	2	2	2	2	2	22	2.22
24 "	0	0	1	1	2	2	2	2	3	3	27	2.67
28 "	0	0	1	1	2	2	2	3	3	3	31	3.11
1 MO.	0	0	1	2	2	2	3	3	3	4	34	3.34
2 "	0	2	2	3	4	4	5	6	6	7	67	6.67
3 "	1	2	3	4	5	6	7	8	9	10	1.00	10.00
6 "	2	4	6	8	10	12	14	16	18	20	2.00	20.00
1 YR.	4	8	12	16	20	24	28	32	36	40	4.00	40.00

FIVE PER CENT.

TIME.	$1	$2	$3	$4	$5	$6	$7	$8	$9	$10	$100	$1000
4 DAY	0	0	0	0	0	0	0	0	0	0	6	56
8 "	0	0	0	0	0	0	1	1	1	1	11	1.11
12 "	0	0	0	0	1	1	1	2	2	2	17	1.67
16 "	0	0	0	1	1	2	2	2	2	2	22	2.22
20 "	0	0	1	1	2	2	2	2	3	3	28	2.74
24 "	0	0	1	2	2	2	3	3	3	4	34	3.34
28 "	0	1	1	2	2	3	3	3	4	4	39	3.84
1 MO.	0	1	2	2	2	3	3	4	4	4	42	4.17
2 "	1	2	3	4	4	5	6	7	8	9	84	8.34
3 "	2	3	4	5	6	7	9	10	11	13	1.25	12.50
4 "	2	4	5	6	9	10	12	14	15	17	1.67	16.67
5 "	2	4	7	9	11	13	15	17	19	21	2.09	20.84
6 "	3	5	8	10	13	15	18	20	23	25	2.50	25.00
1 YR.	5	10	15	20	25	30	35	40	45	50	5.00	50.00

SIX PER CENT.

TIME.	$1	$2	$3	$4	$5	$6	$7	$8	$9	$10	$100	$1000
4 DAY	0	0	0	0	0	0	0	1	1	1	7	67
8 "	0	0	0	1	1	1	1	1	1	1	13	1.33
12 "	0	0	1	1	1	1	1	2	2	2	20	2.00
16 "	0	1	1	1	1	2	2	2	2	3	27	2.67
20 "	1	1	1	2	2	2	2	3	3	3	33	3.33
24 "	1	1	1	2	2	2	3	3	4	4	40	4.00
28 "	1	1	1	2	2	3	3	4	4	5	47	4.67
1 MO.	1	1	2	2	3	3	4	4	5	5	50	5.00
2 "	1	2	3	4	5	6	7	8	9	10	1.00	10.00
3 "	2	3	5	6	8	9	11	12	14	15	1.50	15.00
4 "	2	4	6	8	10	12	14	16	18	20	2.00	20.00
5 "	3	5	8	10	13	15	18	20	23	25	2.50	25.00
6 "	3	6	9	12	15	18	21	24	27	30	3.00	30.00
1 YR.	6	12	18	24	30	36	42	48	54	60	6.00	60.00

"Efficiency is the power of doing ones most best in the shortest time and easiest way, to the satisfaction of all concerned."

1912 - Monday - First copies of 40pp. Rose Book arrived from McFarland Co. Harrisburg. Generally rec'd with favor. Office force working - a Holiday at Greenhouses - Catholic girls shd. have had an hr. for chch. After lunch R. called on Antoine with Rose book - he felt enthusiastic for the future. I then worked on Foreign Lecture -

1913

1914 Thursday. Spent day in Returning from State College. & evening entertaining Ed. Hayes.

1915-6 Geo. C. Perkins of Jackson & Perkins called this a. m. wishing to sell us rights in $6000. net business of filling orders for other firms. We cd. not agree on price. 1st 6 - 1915 - 100 p. catalogs arrived today. We shall experience a heavy loss on Ed. Hayes Roses. a/c frozen roots Greenhouses & Offices - all hands working today

1916-7. Greenhouses closed. Office going full head & Materials in Folders & Catalogs & ready to begin mailing as never before. Orders moved upstairs & every one hustling for a good go. Completed list of Wholesale names to get retail Catalogs.

1917-2. Entire office force on & we began & mailed 2000 folders. R. at house on Roselyn work. -

22° - at Greenhouses only 1/3d of men at work. unpacking Ed. Hayes Roses - opening small.

H. Baker installing dumb waiter at office.

Mary Kelly - Edna Harris & Geo Sloane on Extra

1912 - Tuesday - R. to city. O Paul Landsc. Arch. Fairmount Park interesting him in our Cannas. - Then clinched order Farm Journal who will mail 665,000 circulars offering 10 Roses for 40¢ to us. Hunted Lantern Slides for Lecture + 8 P.M. attended meeting of Florist Club. Hort. Hall So Brd.

1913

1914 - Friday Mail + Matters accumulate in a four days absence. Clearing up these + Advtg.

18° also had these 10 acres + property here deeded to self + wife today. 4 P.M. at Greenhouses stock going nicely but is breaking.

1915 - 7. H. I spent today at the opening of Swarthmore School for Social Religious Study.

1916 - 1. Mild + muggy - I proposed a West Grove Florist Club to J.B. Fanguy who was here to dinner.

1917 - 3. R. L. P. signed at Bank today - not up - R. at houses not this a. m. Got out 5000 Folders today. H. Baker spent 2 day putting in a dumb waiter. Men on Ed Harp rose. 3 P.M. H. L. T. called to Chester Pa

1912 - Wed. - Order in from Rural New Yorker for same number of Roses as 1911 for Premium purposes.
2000 - 40 p. Rose Books - still writing wrappers. -
Some Wholesale Canna inquiries -
Making ready for trip to Detroit.

1914 Continued at Office putting things to right spent 1½ hrs P.M. at Greenhouses.

1915 - 2. The Loss in Roses frozen en route from No. Ca. will be very considerable, - 1 amount to Many $.
30,000 Folders were mailed today, & we're working to get everything working on Schedule of 1915 Adoby.

1916 - 2. W. Floyd this A.M. spoke for the men in apparently sincere appreciation of the Christmas Day's wage we had given them. Roses going in frames steadily Started mailing Folders tho 2 girls off sick. - R is still catching upon his work before beginning Rose Book

1917 - 4. H Baker & T. Miller only expressed to me appreciation for Xmas pay to them of ~~$100~~ 1 da's pay.
First 2 Cases of Catalogs. in today. + over 5000 more folders out. Rats bad in corncrib. Killed 5. + gathered up 2 Bbl.
Work at G.W. seems to go slowly.
H. B. still on Dumb waiter.

1912 - Thursday. R. to City a.m. & in the evening delivered a lecture in the Friends Meeting House (Prospect Ave.) upon "Our trip abroad" illustrated with 120 Stereopticon views. There was a good attendance the pictures were good & many expressed themselves as pleased.

1915. Monday. — Day spent in clearing up work. Jas. made out schedule for office girls work. — Roses rec'd from Howard Rose Co. Calif.

1916 - 3. R. to Swarthmore Board mtg, 10 to 4 30 Still on Hayes Roses at Houses & they all in. - 99 cases list 2½" Roses needed to order.

1917 - 5. W. Baker & E. Kelly lined inside of corn crib with "mesh wire" to keep out rats & W. Baker finished dumb waiter in office.

Mtg of Catalogs in but Order sheets not quite ready so we continue output of 1st 25,000 compositors.

1912 - Fri. We're putting the finishing touches upon the Premium Offer to Christian Herald who seem
12° - 7 a.m. inclined to accept 3 of them. I am back on ordering Stock. We are mailing Folders & a few Rose Books. 40 pp.) with which people are pleased.

1914 - Monday - R.P. to Phila. 8 a.m. P.M. called on Maule worked up Premium of Roses with Presser & then to Stenton
22° Sta. on the Reading & talked with Meehan about 1915 order. spent evening at Office.

1915 - Tues. R. at houses - clyde putting labels in place. Roland & Jack ~~putting~~ packing $100. order for Mexico City. Rest of 'em potting up - Southern Roses. At office still at work on folder. & 2 Cases the first
26° of Catalogs in today.

1916 - 4 Jas. has grip. 7 girls put out nearly 7000 folders. At Green houses pushing handling of Roses & Cannas.

1917 -
6. 3 men finishing wire lining G. H. Corn crib.
Wet 40° Roland & helper clearing up Cannas for potting Novelties found San Diego spoiling & planned to have two men Bove & McKLemon start & steadily clean tops fr. entire House. A. W. waiting for more Ed. Hayes stuff.

1914 R. at Houses this a.m. & tacked premium Roses - met R.L.P. at Bank. then to Swarthmore Board where we also planned for various plantings. then to Phila Booked Farm Journal for Spring Premium 3 10 & 15 Rose @ 40¢ & 60¢ a set. also quoted Meehan on 10,000 2yr. Fld grown Stock. home 7 P.M. found Ed. Hayes at house Farm Jnl. have divided order giving part to Good & Reese 3 Roses @ 20¢

1915. 4. Roland away today. We unloaded a car 3 paper Boxes. this not yet finished. Mr. Clucas was here from 12.36 to 2.31 Our plant has nearly doubled since he was here. We're pushing out printed matter. & getting up to date

1916 5. Potting Hardy Ferns — & over 1000 Geraniums from Rowley. also still at work on the frames. — We are sold out 3 & 2 yr. Roses except Excelsa, but have Cannas to push. Im not getting done Copy on Rose Book &c

1917. 7 After talking it over carefully w. A.M. R.T.S. & H.Baker we decided to extend shed for pots N. 3 No. 14 also for relief to Spring potting rush.

We are trimming tops from all Cannas wh. are not keeping. We see the need for greater ventilation in Canna house, First lot 3 Catalogs goes out today.

1914 - Wed. R. at Houses this a.m. a.m. dissatisfied with frames feels that wooden shutters are very much more easily handled. We had as visitors 3 instructors from Farmers Institute Mr. Ward, Rowe & Ridgley. a.m. working on Dahlia's Buying more 6" pots than ever before. Called Markham on phone this a.m. as a follow up of Book Order for about 2500 Roses Dahl. Jan 8th - 2yr

1915. Thu. Still buying 5" & 6" pots. 2 teams hauling up Paper boxes - & pots. 11 Cases of Catalogs arrived today. & we finished mailing folders We also rec'd layout for 1916 Spring & 1915 Fall Cat. covers. We sent out orders for 30,000 2½" Roses & are ready to order ~~Dahl~~ & Shrubs Perennials &c. Prints. all 1914 Bills to Newbray.

1916 - 6 Roland says we are worse back with our propogation than ever he remembers. Ok both soft stuff & Roses.

1917 - 1 a lovely day The Snow almost disappeared.

1915. 6. At. Houses frames are all full & they are still potting Fld. Roses. storing away paste bd. Boxes-labels &c. At office putting out Rose Catalogs. & Ordering shrubs & Perennials R. at office till 10 30 Pm.

1916-7. 31,313 Folders out tonight & we expect to start mailing catalogs on the 15th We have only 2 frames yet to fill with Roses & work will soon be easier at Houses - Jas. & Mary off sick - Preparing today to attend O.G.A. Convention in Hy. " 12

1917-2. Began building extension to Soil shed to West of No. 14. E. Hayes stuff seems to come slowly - 4000 catalogs out today and orders are starting to come in with better grace;

Jim back.

1913 - K.P. called on phone 5.30 by Lu Wintzer "Boiler sprung a leak" bad running out faster than in. Kept fires up till 9. 20° outside but still air & bright sun. Got Foote up & found exhaust into boiler had ~~leaked~~ rusted thin & hole 1/2" burst. Got it fixed by 7.30 then trouble to get water into boiler on a/c leaky valve from little one. Fired finally at 1 a.m. Thermo. got to 46°

1914 Thursday All day on train 8 a.m. to 5.30 via Tyrone & Bakers Sta. returning from State College. arriving home to tea with Ed. Hayes invited for the evening. His inclined to marry. Has confidence in his ability to grow an increasing no. of Roses as we need 'em.

1915.7. I feel as tho' today had been well planned & a good
5.30 bit accomplished. by way of clearing up work & getting ready to be away the first 4 days next week N.Y. We're ready to start 8 people on mailing books 1/11 & hope to put out 50,000 in 10 or 12 days.

1917-3. R.L.P. here. 2 men building - 2 men cutting shrub wood - rest potting - 5000 cats out. Sending out orders for extra Roses - 5 cases in fr. Ed. Hayes -

1912 - Wed. Left W. G. 10 46 Broad st 1 02 for Detroit & the Western Growers —
(As I write this 1/18 I feel the trip paid well.)

1915. 1 In past 3 yrs - I feel I have become more regular in my habit of entering up my dairy daily.

1916 - 2. Left 8 a.m. for N. Y. rode over with J. H. McF. & lunched at Literary or Publishers "Aldine Club" with B. Hammond & Simpson - P.M. Mtg. of Exec. Com. of Amer. Rose Soc. & 5 30 P.M. home with Tuthill for dinner & evening. —

1917 - 4. Left 8 a.m. in N. Y. & 12 - P.M. H. H. chas 4 P.M. lectured before Annual meeting of the International Garden Club of America at 11 E 89 St N.Y. City - with Dr. Nicholas Murray Butler of Pres of Columbia Univ. presiding - c/o Mrs. C. E. Hoffman - 7.30 to 9 15 with Mr Beckman of Tuthill Ad. Ag.

1912 – Thursday – Arr. Detroit 10 a.m. Mtg. Am. Rose Soc. 3 P.m. & at 8 P.m. R.P. lectured on "Among the Roses in Europe" illustrated with Stereoptican Slides – 9 P.m. Smoker in the Cadillac – J. F. Sullivan Ch. & Phil Breitmeyer too.

1915-2 Left today for meeting of American Rose Soc. & 2 days meeting of Ornamental Growers Assn. & visit among some of the Nurserymen. Later. Helped plan 1916 Phila. $2500. Premium list.

1916-3. Called on Rural New Yorker about Premiums J. Young about Space in 4 Natl Flower Show – H. H. Charles & then rest of day at Ornamental Growers Assn. – Lunched with Henry Moon & Henry Hicks.

1917-5 – Home 9 a.m. fr. N.Y. Spent day in clearing desk of correspondence & catching up with things generally.

1912 - Fri: Left Detroit 8ᵃᵐ reached Springfield 4 Hr. 3 Hrs. Late - spent Evening with McGregor Bros. who are doing splendid work on soft Stuff. Roses not so fine.

1915 - 3 - Mr. Tuthill took Breakfast with me this a.m. at Murray Hill Hotel we planned more re. Spring Campaign I then attended a.m. Meeting Ornamental Growers Assn. H. H. Chas. called 1.30 & we talked till 2.45. Roland S. came ab. noon - Lunched with Mr. Bobbink & Mr. Hollander.

1916 - 4 - Office 7 a.m. Greenhouses 1 P.m. to 3 - work is behind Rose Crop 1/4 to 1/3 off. - arranged for 2 men — & come Claudia to stay. Walter Long to remain Warren Nichols to start tomorrow C. Miller Fri. Monday:: A.M. realizing we short had cut more Rose & Shrub wood —

1917 - 6 - The soil shed has proceeded very satisfactorily nearly ready for the roof. Roses from Ed. still come & are still poor. Roland working up Beg. & soft Stuff — Talked w. A.M. about Cannas in Convention Garden.

R. to city - 11 a.m.

1912 - Sat. Today in Springfield - Good & Reese - they claim 1,800,000 & 2,000,000 more Rose contracted for. Then to Liedle's whose Rose's $800,000 looked well - they are all ready to fill orders. Also called on Mellen, Schmidt & Bobley & saw) & Reeser.

1915. H Roland & I left Hotel at 7 o'clock & Peter Henderson's plant in Jersey City - Mrs. Nolan Meets us. Mrs. McDougal was guide & old Mrs. O'Mara was in evidence, but seemed decrepit. We rec'd & 10[30] & enjoyed rest & Convention. Lunching with Henry Nixon & Henry Hicks. & examining Country S. for Expo.

1916 - 5. Feeling a bit off today. - Trying to get a start on real copy for the Rose Book. - Most of other correspondence cleared up - but things seem very thick a head, with a lecture trip of 5 days on & Mtg. of Intelligencer Assn & Mr. Gallagher coming & Swarthmore.

1917 - 7. Extended soil shed under cover.
After more mess. 30,000 Cats out.
Snow & Rain. List of Perennials marked to order
Sent out list of Surplus to O.G.A.

1912 - Sunday R.P. in Richmond Indiana where I saw Hills 650,000 Roses - & many new ones. He says if further tests show Roses dont pay they will stop growing them. He had just retd from Augusta where he booked P.T. Berckmans order

1914 - R. retd 9 a.m from 2 days in N.Y. & spent
0° day in getting hold of things & answering accumulated mail. Car load of paper boxes in & had 2 - 2 horse teams hauling - A.W. salting down 2½ Roses.

1915 - 5. A.M. to Eliz. Nursery Co. at Eliz. M.J. Mr. Runyan Swanson & Mr. Jacobi in chge - grow Shrubs Evergreens & 12 acres of phlox - P.M. to F. & F. Nursery met 3 Flemmi & Mr. Ottolander & Mr. Vanicek.

1916 - 6 Pushing repairs - A.W. cutting more shrub wood & arbor Vitae Austin Pyle sick - Engaged Earnest Cook - to work for us & ~~board~~ share with H. Baker R.C.P. House. R. working ½ day on Rose Book

1917. getting colder

1912 - Mon: R. in Harrisburg. McF. Co. are a month late on our catalog. & on many others. Another year - have a sliding scale as to copy date.

— Hill also has order of Chase & Stark Bros —

1914 - 5 Day. All day at office - catching up & preparing
12° reports for meetings of Directors tomorrow. Paid up all insurance, put more of our force on mailing out folders.

1915 - 6 - Mr. Van Heiningen called this a. m. & 11 30 father came. 2 P.M. - Mtg. of Directors with no very good report of the Falls business - & more bills ahead than ever before at this time. We must hustle to sell stuff. 1 hr. tonight at office.

1916 - 7. Talk with A. W. & Roland & planned for H Baker to put in Radiator in new Label office Monday then screens - Tues. & start Concrete work Wed. or Thurs. w. Ford Tice, Fite & Kelly as helpers. -

1917 - 2. H.B. sick. Still on soft stuff & Ed. Hayes Roses.
R. finished ordering Roses - 2 yr. & cleared up corresp. Interviewed 2 girls who wanted 1 25 a day - & Alfonzo di Mattio wanted 1/2 per day. 3 on cats & 5 in gen. office.

1912 - Tues - R. P. retd. last night from Trip to A. R. S. at Detroit also Springfield Richmond - They managed to keep Green houses moderately warm there 14° below 0

1914 - 6 Directors Co'y. Mtg. at home of Mark Hughes M. H. resigned & R. T. S. made Director Lot of Money borrowed but all in good shape for a big year. Canna Orders coming in some. 6000 Folders a day

1915 - 7. Over 30 M. Catalogs out tonight. as well as all the Lists of Folders & Rose Catalogs. - Have had Helper from Green houses for a week T. M. C. - Interviewed Ruth Tice - Engaged Chas. Wolf for Spring work @ 18.50 wk

1916 - 1

a Skiff of Snow.

1917 - 3 R. L. P. here R. left 5.30 for Ny.

1912. Wed. Seed Dpt. are packeting stock of Catalog Seeds - The Collection offered on Folder is quite ready. They are well up with work - O'Malle - out but Haage & Schmidt seeds at C.H. awaiting Consular Inv.

1914 - Sat. Roland getting ready for Stock houses soon. Stocking up labels &c. A.W. has still a few of Ed. Hayes Roses yet to pot. 1 man on Canna seeds - little Start on cleaning roots yet. R. left 2 P.M.

1915-1. Talk with F. M. Bartram about Rakestraw & Ryle. (Thos. Rakestraw is the only Nurseryman in entire group of stockholders.)

1916-2 R. did mighty - little for C.J. today having been to city on other business 8 A.M. to 4 30 P.M. - a talk with Wm. J. Swayne tonight

1917-4. 9 A.M. Mtg. of Exec. Com. of Ornamental growers & later Regular Mtg. in Biltmore. R spent night in ΔKE Rooms of NY City Club.

1912 - Thur. Recd Order from Fairmount Park for 750 of our finest & newest Cannas Mrs. A. F. C. & C., Roses in from Calif. not so fine as 1911

1914. 1.

1915. 2 R. in Phila. today & interviewed Strawbridge & Clothier re. sale of Cannas & got 1916 order for Roses from T. Meehan & Son about same as 1915. & 1914 in 8. out 4 to Other 1000 more Druschki Calif. a/c of stock lost of frost.

1916 - 3. A. W. not yet planted Clem. seed - Roland put it in today. Roses are stored every where in shed & cellars (potted) 7° at 6 a.m. & now all counted. Tonight with Roland I went over list of stock we need to buy & left for Howard to get prices on. — Spent an hour with Father at Bank today. Preparing for lecture trip tomorrow.

1917 - 5. 2d day of Mtg. O.G.A. at Biltmore. R. P. made Chairman of Exec. Com. & added to Publicity Com. Retd. after lunching with H. Hicks & Mr. Koster.

1912 - Fri. Directors Mtg. - R. L. Pyle Treas.
A. Wintzer Vice Pres. & R. T. Satterthwaite Secy
& I went down to "Mark" Hughes house
Good feeling tho Trade is slow.

1914 - 2. 1 hour at houses. Talk with A. W. about Mr
Schoener of Brooks Oregon. A. W. thinks him the best find
yet & that the Roses he is bringing out are likely to prove
most valuable. We also talked of making a cellar under
the entire shed at Greenhouses in wh. to store Cannas.
Sent copy for full page ad. Cannas in Florists Exchange.

1915 - 3. Father did not call. R. at house 1 hour stock looking
fine including new lots just in - will finish potting Ed.
Hayes Roses tomorrow. Took up with Ad. Exp. Co. matter
free delivery wagon & got D. & C. to do likewise. - Having Kennett
Catalogs delivered by Thomas instead of Uncle Sam.

1917 - 6. Mtg. of Directors of C. & J. Co 10 30 A. M.
Geo. B. Johnson here, & all to lunch with Mrs R. P.
All are opposed to further raise in wages.
Decided to defer further work on Concrete benches.

1914 - 3. R. at office to 9. A. M. L. G. Ltly Mtg. to 2.
5³⁰ went to Phila & address Garden & Orchard Society
re. "Roses at home & Abroad" H with me.
1915 - 4. One hour at houses - discussion a plant carriage -
A good mail rec'd today - we hope it keeps up. - Shipments in
from Guillot, Lambert & Paul. - Trying to get to the point
where R. P. can push to make wholesale sales - Covered
700 Box for Spring Sale of same. Clyde Pyle offered tellphone position.
A good Sprinkle of Wholesale Fern orders.
1916
1917. Rout 9. A.M. met Mr. Ligrest. on train
cleared desk & attend organizing Mtg for
Farmers Institute in West Grove, 2 P.M.

1914 - H. a number of Camera Orders coming in Have not been to Houses much this week 2 more Helpers on this a.m. & pushing cats out faster. 145 Reports in too.

1915. 5 Spent a profitable 1½ hrs at Houses this a.m. & check the backward looks clean & healthy for the most part. Mrs. Engle Inspector examined 3 shipments this a.m. Interesting to see what new coming orders call for. My habit of using ½ hr. 5:30 a.m. to plan days work is great advantage.

1916

1917-1 — Sun. Sunday — did some work to perfect filing System & look ahead,

1912 - Mon. J. H. McFarland Co. are our printers & are far back on our Catalog. This P.M. we sent S. Jas Todd to Harrisburg to make final revises & OK's on proofs —

1913

1914 - Thurs. Today finished mailing 35000 folders. & now we are at work mailing catalogs — all are out to the So. Not at G. H. Good & Reece Roses in — some poor. R. at Hughes settling Estate.

1915. 6. at Houses till 8.45 examining Stock from Lambert Guillot & Paul's, J. & P's small Roses in 16 cases from Good & Reece. Roland is converted to use of Printed Stock Sheets instead of old idea of writing em 3 to daily.
Our loss in Roses fr. So. frozen wd seem to be from 7 to 10,000 —

1916.

1917. Loss in Roses fr. So. Ca. because they failed to grow has been very heavy. We're buying 16-000 — 2 yr. field grown — Extended potting shed is fine — New Roses coming in Cats & Folders all in & written ones nearly all mailed 3 New on this a. m. H. L. Jeffers announced he would leave to hunt better position & one where he could study.

1912 - Tues. Closed contract with Christian Herald for 2 Premium Offers.
R. P. to Quarterly Meeting

1913

1914 - Tu. At Office all a.m. Mr. Chas. was here all P.M. & we went over all our stock for sale, & lined up plans for Advertising offers in Garden Magazine class 3 1 publications application from Harry Ellis

1915 - 7. Dunning for Bills this a.m. & cleared up early for trip to Phila. 10:46 to Dentist & Woodbrooke mtg. Ordered Rex Beg. Jas & Chas transposed desks.

1916

1917. - 3. R. L. P. called R. T at 2d mtg. leaving here 11:15 a.m. Rtn 3 P.M. - & Tom in Office till 9 P.M. Working to get all stuff Ordered this week. Finished mailing folders today.

1912 – Wed. S J Todd back from Harrisburg & first books are promised by 1/29th
4000 to be sent out each day till 8057
wrappers we send are mailed from Hsbg
& then 1/31 begin – 5000 per day.

1913

1914 – 1. Eva Clark still sick abed. with Rheumatism
spent day on Correspondence. Sent full page
Canna ad, to Florist Review.

1915 – 1. Sleety. We in Phila.

1916 – 2. On my return from the West I find all
is O.K. Leave, 4 men making concrete slabs
for work in erecting benches in Green House
for 21 & 22 next June,

1917 – 4. Started Sawing Trees out of woods – Hickory
Chestnut Poplar & Beech & looking up Sale of Sawer,
Talked Jas. re. Office Hiring. Ordered on new man
R. to Saw Mill got price $5 per 1000 ft. Hickory $6. –
Call from Mr. Muth & Cowper Thwait. –

1914-1. Clear & ground frozen.

1915-2 very slippy but melted by noon. At G.H. getting Cummins in Stock House. & A.W. finishes potting 6000 Roses from Good & Reece Co & some from Leadle & J.P. 12000 more to come. Orders arrived in fair fashion - but do not promise as strong as 1914. R at office wrote Dunning letters for Cash on A/c's & working for a clear desk in Genl.

1916-3 - Frost out of ground & today Roland has men out digging stuff from Fld for Storage R. to 2 H.E. mtg in P.M. only —

Potting Roses from Good & Reece Co

1917-5 E.W. Hoopers here from H.B. & D. @ West Chester & bot car load of Hickory, oak & Poplar. —

Rest of Day at office clearing Corresp.

1914·2· At Houses Sat. Night rain filled cistern - Tank only ½ ring. on E. side rain from gutters which have sunk ran in badly & put fire out ½ J. Boiler - Bad. -
A.W. has about 4 men on Hardwood 30,000 Viburnums ? Berberis
getting from Mrs. Cole. Rolands men only in Canna Cellar.
A.W. plans shifting for this week -

1915.3· R.P. at Hly Mtg.

1916-4 - Roland & Dat office till 9.30 P.M. checkg
Syr Loserwe still need to buy. - 4 men makg
concrete Benches - Frost out & Muddy -

1917-6 The Days come & go with not enuf
big things to count for them. Alls
well & we're working but not effectively
enuf.

1914. 3. Julia expects to marry Jos. Gray before Lent. So I'm working to get all the duties in her office clearly outlined & written down as regards time when & firms from whom principle stock is ordered.

1915. 4 R. to Swarthmore planning trees plants &c. for Wharton Walk-around Library Bldg &c. P.M. to Wm H Maules to Adams Exp. Co. soliciting free pick up service & then to Mtg Penna Nurserymens Assn.

1916-5 Spent P.M. at work on Rose Book & rest of day keeping things bunched to the fore.
Tonight spent preparing lecture for tomorrow nights Farmers Institute

1917-7 R at house on Corresp. till 11-
P.M. talked Mowbray on his possible future connection with C & J Co with a view to turning over to him some of H.L. J's work.

1914 Wed. Boskoop Shrub man in today. A few men cleaning Cannas. Finishing on Hard wood cuttings.

1915. Thur. R. at office till 8 & then till 4.30 at Houses where I interviewed every man & 2 girls & all but 3 men fixed on same basis as last year — From 51,000 Roses sent Haye 41,000 came back & we think 7000 of them lost by freezing. At office till 9

1916-6. Started 3 new men on this A.M. & had 5 on outside work. Roland Digging - Geo Kelly Fencing. & Rarranging things that kept him off Rose Book — Tonight lectured before the farmers Institute here at West Grove, 47,000 all cats out.

1917-1. Walked thru woods we are cutting.

1912. Monday No Books recd today—
Rose Books are bringing in but few orders—
We're potting the last of E. G. Hayes Roses—

1913

1914 - Thursday - Spent most of today in working up Color chart for Canna Book & beds that we are to recommend.

1915. 6. closed $1100. order for ¼ p. in Nat'l Sunday Magazine of 2,000,000 circulation. Ed. Hayes called to learn why so many Roses went wrong. & to tea with R. I.— Leon Metzger wishes him to grow Gladioles (on shares?) Engaged Howard for another year with promise of raise when married.

1916 - 7. Kelly & C. Bowman fencing. H. Baker in Pres. at office. Roland has 2 extra men 1 other outside still digging. R. tried work on Rose Book. Todd noon train to see Customer at Mallingford who wishes Roses pruned.

growing slightly colder

1917 - 2. Working up H. L. J's job so as to plan successor.

rain

Cleared current Correspondence.
Orders coming better.
Fathers Birthday.

1912 - Tues - Books rec'd 6 P.M. + look as if they would sell "stuff" Fatteer over + fixed for note almost up to 1911 limit. - Working on stock list of Roses -

1913

1914 6. Sent to H.H. Charles data for Spring advertising in Country Life Medicines for Mar + Apr.
Spent over ½ da. talking to office people ea. in turn re. another year with us - the leaving of some calls for rearrangement of others.

1915. 7. R. to Phila + out 11 called on Maules - On train wrote article for J.A. Currey of Portland + sent photos with Jas. planned for 10,000 replies to Nat'l. Sunday Mag. Mrs Leon Winter called to hire.

1916 - 1
Thermo still above freezing.

1917 - 3. Sent in Report of C + J Co ~~to State~~ Auditor Genl $47.30 decl. value of Stock - current things clear - others back. hauling manure - cutting wood + c)

1912 - Wed - Ordering Job. Stems, Labels - Moss & Roses - Requests jumped over 400 today - & we're looking around for more help in writing & mailing. Re engaged Albert Brown for another year -

1913

1914-7. R. early train to city having dictated 2 cy binders & letters last night which I signed & mailed on 5th tonight. Proof of Canna Book here for prompt return. 40,000 Catalogs out tonight which includes N.Y. & Penna } Roland Zell left to take position with this latter at Rising Sun.

1916 - 2. 2 men outside fencing. 4 on concrete benches (took on one new) A.W. still working on cuttings of Hard wood. & Rolands men on soft stuff - keeps warm but too wet to work outside. Started one to making boxes. —

1917 - 4 R. R. working over the rearrangement of W. L. Jefferis work - & began to Rec. hiring girls for next year.

1912 - First lot of Catalogs left Harrisburg
Last mo. sales off 1/2 -

1914 - Robt. McKand night fireman
away with son in Philey.

1915. 2. R. to Harrisburg with Harper, Meehan, Hoopes
Moon, Achelis & Rakestraw. to interview
Prof Surface upon more thoro' & frequent Nursery
Inspection & retention of Engle & Windle
R. P. also at McFarland re. 10 000 Folders

1916-3. Mr. F. L. Mulford. from Dpt. of Agr. here
this a.m. & with a.W. going over green house
end of our place, R. P. to Swarthmore at
noon & back 4.26 & in office till 9 P.M.
Men making boxes.

1917-5. Wooden Boxes not yet in.
R. talked more hiring w. office girls.
& planned for Howards succession

1912 Friday P.M. with A. W. & Roland going over list of 2 yr. Roses to order, & list of new re. wages for the coming year

1913

1914 - 2. Clear Day for the ground hog to see his Shadow. R. at G. H. for 2 hrs talking to Roland & A. W. about

34° the pay for men this coming year. One to D. & C. Sat. night Ray Cook on since 9 a. m. Sunday & still on 9 a. m. this a. m. tree I told him to go home. (A good Mail today.)

1915 - 3. R. at houses. Roland thinks own root Roses from South are showing weak growth. Our room is at a Premium R. to Phila. with R. L. P. 10^46 (to Swarthmore Mtg. of Board of Mgrs. Back 4^30 & Copy to McFarland for Cream Offer. —

1916 - 4. Had 1 hr. a. m. & 3 hr. P.M. on Rose Book. Horse sick also H Baker Car of Paste Board Boxes arrived. Snow & Roads bad

1917 very severe winter weather. Some freezing

4° of material in two houses. R. to Phila. met

≡ 3 of firm of Wm H Moon - the Landscape Arch. Mr Street

& high wind. & Mr. Galloway the Garden Furniture Man. & talked sharing the exhibit on Garden Pier at Atlantic City -

1912 - Sat. R. P. at Office 7 to 7^{40} & 1 to 3.
In city. Every one busy –

1913

1914 – 3. Was not at Greenhouses
call from applicant Rogge, - Newark, Del.
Met R. L. P. at Bank – 10^{30}
to Swarthmore Board Mtg. till 6 P.M. home 7 P.M.

1915 – 4 Was not at Greenhouses but at Office all day
again taking up fight against Kennedy.
Norman Murphy applied

1916 – 5. Calls from Mr. O'Mara & Mr. Henderson
(not Pat's) also Mardel Yerkes & Mr. Chamlock & Wy,
O'Mara says Vincent has 50,000 Cannas potted –
H. Baker & Tony Rosso Sick. Car load Sand in.
Interviewing Swaynes possible successor –

1917 – 7 R. cleared all correspondence from
desk finished 1st round & talk with girls
re. Liking them for another year.

1914 - 4 - call from applicant Shaw & applicant Twoig.
& applicant Harry Hinkle. Only 2 men on Cannas —
No shifting yet from #23-24. Booking some Trade Orders for Roses.
We are spreading manure thickly. A. W. sends man but
does not once go out to see how he is doing it.

1915-5. Spoke to E. C. Austin about Free pick up Express Service.
& had later a call from Mr. Ahrens route Agt. of Wells Fargo Co.
A day of interruptions. Bill for Catalog rec'd $6376.- for 55,000.

1916-6. 3 men now sick - from concrete work I fear.
hauling 1/2 car load of Sand (Roselyn gets other 1/2 -)
Spent 5 hours on Rose Book - & in Office till 9.30 & then to
Roselyn where 600 people at Teachers Institute.

1917-1 R. P.s article on "Climbing Roses" appeared
today in Illustrated Sunday Magazine for which
I have received a check for $40. My first
Money for a Magazine article. (this is circulated thru
Sunday Editions of some 16 Daily Papers in largest cities such as
Boston, Phila, Detroit, New Orleans, Denver &c &c.
R & H. at Haverford Pa. today

1912 - Monday Dingee & Conard lost the Shed between 16 small greenhouses by Fire 5 30 a.m. 9 of our men there helping till 10 - 7 till 2 P.M. & 5 till 5 P.M. Caught from Chimney onto Shingle roof. Water Scarce - Loss $4000. or less

1913

1914 - 5 R. all day on correspondence advtg. & ordering a few odds & ends still missing. & checked up some 40 or 50 bills. Leon Wintzer in. He wishes to go on the Road to sell our stock.

1915 - 6 E. Hayes here for an hour & to lunch. We plan to caution Good & Reese to pack more Carefully & ship before ours about Mar. 1st - Last year those sent in May lost 10,000 out of 50,000. & let ours follow 3,000 or more daily. — Ed. agreed to go ahead next year on same basis as per contract in safe I asked Ed's opinion on opinion of his friends in U.C. about buying Roses from a 8 or 10 p. folder as compared with a large catalog & he felt that the large quantity of Roses or Number of years in business had large influence with people

1916 - 7. Only 2 men on concrete - 4 sick from getting over heated I fear. R. left 2. tried to clear desk before going.

1917 - 2. A real blizzard last night & wind still 40 miles per hour. Houses have let in too much snow. stock may be injured.

5° +

A. W. talks of sending Cannas to Croom to grow also that it wd. pay to grow 100 acres of Clg Roses.

1912 - Tues. R.P. with N. W. Ayer & Son outlining last of Spring advtg. 8 P.M. attended Florist Club Meeting & took part in the discussion

1913

1914 - 6. R. spent most of day at Greenhouses - Hiring our 20 people (not counting A. W. & R.T.S.) at an advance for those 20 of $1.10 per day over last year. With 10 no change made with 1 increase of 20¢, 2 " 15, 5 " 10, 2 " 5 " " in almost every case more was desired.

2 men cleaning Cannas. Jas to C. Wolf over to see Stock.

1915 - 7 At Houses 7.30 to 9. Corrected proofs of A.R.S. Bulletin. Worked on Corresp. but not caught up.

1916 - 1 Sunday at Haverford.

1917 - 3. R. to Mtg. of Bd. Mgrs. Swarthmore College & on to Phila. out 6 P.M. Ordered 1 car load of Coal at 7.80 ton fr. Williams Darnell & Co. - & hunted for a Stenographer to replace Miss Barnett who this A.M. announced she had an offer of a position in Oxford which she wished to accept.

Considering with Edw. Moon Atl. City - garden Pier.

Mr. Van der Vis here from Holland.

1912 - Wed. Clearing up + catching up —

1913

1914 - 7th day. Interrupted today with plans for No License parade. Leon Mutzer stopped for orders to sell Canvas on the Road. R. at greenhouses + told Chas Pennington to report to R.P. anytime work off Co. ground.

1915 - I grew colder. —

1916 - 2 Still some men off sick. —
A. N. in bed first in a long while —
R. P. 7 to 12 at G. Houses talking to men about working for us another year. — P.M. Henry Ferris Jr. called about adding in the Ledger. —

1917 - 4 Hired another man for the woods today he wandered in from Bel air (Burkins) cleared desk of Petty Corresp. but other work such as Trade Adding is back.

1912 - Thursday Dr. Kelsey here wishes to grow Hardy Perennials for us - P.M. R. spent in re hiring the men for another year. There was apparent satisfaction with them tho' we could do little toward raising prices.

1913

1914 - 1. - Clear & cold

1915 - 2 R on Foreign Rose Bills & endeavoring to catch up on corresp. Talk with C. Pennington who did not get new job. Rot Office steadily 7 to 5.45

1916 - 3 - Father called & R. P. at Homes - till 9.30 doing more at Hiring the men. — P.M. spent in trying to clear things up on my desk & then for ½ an hour cut wood.

1917 - 5. R. to City - Mtg. of Exec. Com. A. R. S. & luncheon at City-club with J. H. McFarland, S. S. Pennock & Mr. May. Planned for Proj. White of Cornell as lec & annex Rose Society. B. Hammond to become President. R. retd & P.M. & in Office 7.30 to 10 P.M.

1912 - Fri. Mrs. Conard oppressed for breath. R. P. "Hired girls for coming year. Catalogs going out 4000 a day & orders only beginning to come in -

1913

1914 - R. P. took 7 A. M. train from Gmtn. to N. Y. attended Executive Com. of Amer. Ron Society where we decided upon concentrating on the Washington Rose Garden. Also called on Tuthill & H. H. Charles.

1915 - 3 R. at Houses ½ hr. Father here to lunch. Mr. McDougal & Mr. O'Mara called. thought their Roses 2 months ahead of ours & consequently better. tho' they thought the Roses we had outdoors in frames were ok. & fine. - R. catching up on correspondence & fixing note a/c. P. Henderson begin "bordering" May 25th & aim to finish by July 4th

1916 - 4 2 Car loads Paste Board Boxes came in today Visitor from Colombia So. Am, with E. B. Sharpless. - R. making mighty - little progress on Rose Book

1917 - 6 R. spent almost entire day at Greenhouses hiring men for another year & night at office Mr. Van der Vis called,

1912 - Sat. The last six weeks have been the coldest I recall since being in this business.

1913 -

1914 - R.P. at office 7 a.m. & spent day in catching up — with correspondence - Offer of New Canna Book is pulling 10 to 20 wholesale requests a day. & while in N.Y. I learned of special interest in our 卐 Swastika Sign. At Greenhouses an hour this evening. A.W. grumpy at first.

1915 - 4. R. to city 11 a.m. to 6. got Strawbridge & Clothier Started on Cannas in Boxes. & hope they will take 1000. @ 30¢. Also shall sell Maule on Cannas. Planning for a day in Harrisburg.

1916 - 5 P.M. hiring girls in office several raises & tonight H. Baker at the office. Finished w. 2 teams hauling 2 car loads paper Boxes. 4 Many men are or have been sick. I'm still back in ordering & on Rose Book.

1912

1913

1914 - 4. At Office solid today - Ordered all seed Dpt. requirements ahead. Made many quotations - Offered to address Cleveland (O.) Convention Amer. Assn. of Nurserymen. in June. Julia T. Drennan announces that she expects to marry next Wed. 18th.

1915-5. F.L. ~~Murphy~~ Mulford came at 9 & spent day & night. We tried to list Roses to obtain from the different growers, & went over other matters in the connection with the Rose Garden at Washington,

1916-6 Finished hiring the men this P.M. but the very big jobs drag. Todd & Swayne to W.C. for naturalization Papers. R. trying to clear up everything so as to concentrate on Rose Bk

1912 Monday. Today's mail & all to date only 1/3 of same time a year ago. - 2 men from G.H. helping on catalog. Some Roses & Misc. still to order. Have been getting to Greenhouses only once in 3 days.

1913

1914 - 5th Lincoln's Birthday - Wanamakers Store closed. We are not. R. with Julia went over her department with T.B. Tower his system of a/c & System of accounting - with Jas. over plans for Spanish advertising; with Howard the outline of our complete office System - To Houses for last hr. in office till 8.30 & left on 9 P.M. for Washington D.C.

1915 - 6 Jas Todd & I in Harrisburg & Cancelled contract on o/o - with Mc Farland. rtd. via Downingtown 7.30

1916 7. Lincolns Birthday but none of us recognized it. R. finally fixed wage list. Howard went home with grip 3 P.M. Ordered Shrubs, Fruits & Window Boxes - (Roses still to order.

1917. Interviewed & engaged Carrie M. Chambers. who for 13 yrs was secy. to Principal of Friends Central School in Phila. She starts 2/26 -

4° Also interview Miss Grace Cox recently arrived
V. from England. She seems bright enough but
clear we feel would not fit in temperamentally.

1912 - Tues. R. Ordered Balance of 2 yr. Roses -
Peacock the Dahlia man called - R.L.P. here.
Multigraph man - recommending an Exchange
Young stock at Green houses seems slow.
Boro Remonstrance got going.

1913

1914 - 6. 7.30 a.m. from sleeper to New Willard. called on "Gude" the Florist - then Dpt. Agr. Sold Byrnes 200 Cannas for $100.
Placed another 100 with Mr. Henlock Supt. White House Cons. & Grounds & later met Prof. Corbet Dr. Van Fleet, Dr. Stockberger, Prof. Mulford in Conf. & Alex. Cummins Jr. We outlined a plan to get Roses from all growers in U.S.A. for A.R.S. experimental Rose Garden in charge of Dpt. of agriculture at Wash.

1915 - 7. Hired girls for another year mainly on same scale - wrote comprehensive letter to McFarland outlining situation
Interviewed prospective Stenographer & did not get to Houses.

1916

1917 - 3. Nearly finished talks with the men at houses till 10.30. Edna Pyle off because we had raised her only from 1.16 to 1.25
New wire the 2d to Green houses via Louis Wintzer

1912 - Wed. Talked pay M. Coletrane & J. C. Gray - Call from A.B. Campbellsman with 500 Violets & Smith Prem. Agt. with new Typewr. Spent P.M. going over Rose stock with A. W. - 2 yr. looks good 2½ inch cut in Sept. O.K. Oct. to Sept. cut - are O.K. but very small & not yet large enough to fill orders - 175,000 Hard wood Rose cuttings are in tho' these too are late A. W. thinks will get 80,000 from these.

1913

1914 7. night in Phila. 7⁴⁴ to Riverton where Mr. Eisele offered to contribute all Roses they could for our garden there. Also called on Michell & J. Wanamaker. Other firms are cutting price of Cannas even Deer. Home at noon Sleighing but find everything apparently O.K. Julia T. Drennan leaves us tonight. after continuous service.

1915 - 1

warmer

1916 - 2 Sleet sticks on the trees. Everything in good o weather Shape except a few panes glass went thru. 1 new girl on - Concrete Bench work continues R. ½ day on Rose Book - Office cold!

1912 Thursday. Finished Hiring Jessie. Started H. Baker on Building Wood shed for Albert (New pig pen he erected) Catalogs all out tomorrow. Starting new Bulb list. Ordered Roses for 2½ inch early orders. Weather has been steadily cold almost since Christmas. Pipes 2½' deep frozen

1913

1914-1. Snow & Sleighing

Alex Cummings Jr. of Cromwell here,

1915. 2 A good full day here at office. 1st 2 hrs at G.H., closing annual arrangement with 4 last men ea. of whom wanted more, Interviewed 2 applicants for Work - 2 No license visitors & 1 hour at office tonight.

1916-3. Father at Bank not here (stock taking) R. at Houses 1½ hrs. R. getting all possible time on writing Rose Book - Help at houses is splendidly outlined & a good corp of helpers engaged for Pkg. Dpt.

1917-5 R. in Phila. A. M. Mat on nearly finished car load of logs. - H. Ellis load of paper to mill - Baker new Steno. arrangement. R. at House clearing up.

1912. Friday - Slightly warmer. Getting final Estimates on Wholesale Catalog. Julia to make up Bulb list. Finished mailing main edition of Catalog. Jackson Trimming Trees - starting to Haul manure on the 19th. Finished hiring all the men. A New Typewriter.

1913

1914 - 2. Snowing this A. M. blowing this afternoon R. at houses an hour - 1st pay at new rate. Men trimming up Cannas. R. getting up on Estimates. but still much behind.

1915 - 3 - A good mail R. P. to Bank with R. L. P. - accepted McFarlands proposal of 12% to Aug. 3d with $200. to be saved.

Mild. R. 2 hrs at houses - showed A. W. our financial state & tried to provide early for Roses So. & set aside.

1916 - 4. R. working on Rose Book for 4 hours ea. day & needs more time. Work at greenhouses is slack - just now. Jas working up scent bags for sending out with books.

warmer 24° R. at office till 8.30

1912 - Sat. Finished Building Alberts Wood House & trimming Trees - with help of H. Baker & Norman Edwards. Catalogs & Rosebooks + blanks out ahead. Getting Cannas trimmed ahead for Christian Herald Collections; R. P. to City 10.46 (10.10) Swarthmore Dinner where the "fellows" complimented me on our new Catalog.

1913

1914 - 3. Met Father at Bank. to City noon - Planned for Exhibit at Philomuseum Club 40th & Walnut Later met S.S. Pennock - W.R. Pierson, Simpson W. Way, on business American Rose Society. Home 8 P.M.

1915 - 4 Carefully planned all my work in sight & gained time thereby. Had an hours exercise & feel better therefore Harry Ellis agreed to stay on. getting desk cleared, & filing sections fixed.

1916 - 5. Decided to make concrete Blocks or pees for another House of Cement Benches - i.e. # 20 & H.B. promises to finish if allowed the same men by 3d mo 5th Todd to city on 2 or 3 errands for me especially Bergen-Jones Natural Photo pictures R. on Rose Book.

1917 - 7. R. left 5.30 P.M. for Richmond and a series of 5 Rose addresses in Michigan. -

1912 - Dun In Guitar & heard much mention of our new Catalog which is liked - N. pleased with seed Sympols - #'s & wide pages.

1913

1914 - 4th Mr. McCormick of "Business Bourse" Phila spent 8 hours here today having had previously copies of our Manual on C&J. Office System & Methods. R.P. spent 2 hours tonight in writing for future reference a record of his comments & suggestions R. at Office to 10.30 Julia I. Drennan married Jo. Gray today.

1915 - 5 Working on San Diego Matter Exhibit & made another "final haul" with McFarland planning for 1916 work. I still do not get enuf time upon real constructive work.

1916 - 6. Got back from Houses in good time this a.m. Spent 5 hours on Rose Book - Had 2 men on apple trees Ar.N. 2 days to Tatum Funeral. in N.J. Box Making goes on. Ella McElwee announces wishes to leave to marry today.

1917 - 1. arrived at noon at Richmond, Inda. 4 Mo 1st & spent 3 hours with Mr. E. G. Hill & among his new and splendid Roses most of which were crosses of Ophelia.

1912 - Monday. A.W. thinks our policy should be not to help build up some's else business (E.G. H?) - but to develop our "legitimate retail
40° trade (I had taken him W.D. Burt's inquiry for 40,000 - 2 yr. field Roses)
Jas. off ½ day thawing out frozen pipes - a fine mail today.
R.P. working on Wholesale - to fix prices & place orders.

1913

1914 - 5 day - all day at office except 1 hr at G. Hs. tonight a talk with W.J. Swayne planning for another year & raised his pay 50¢ a wk.

1915-6. Quite steadily at home this wk & it is a satisfaction to get better caught up with correspondence & all other things. Closed with Chas Pennington who broke a rib with wagon tongue. Working on proof of A.R.S. Bulletin tonight 100 pp.

1916-7. Loaded a car of applewood today 40 trees brot $52. on ground at cars, ding. not much more than cord wood. took nothing under 8" I got Cash Evan Moore. & got the Cash
Made up 14 mos. report of C & J.C. to State. Harry Wolfe wanted at both G. Houses & Office. Jas disappointed for Prem. no fragrance

1917-2. M chicago. 8 to 12 M. called on Vaughans. Winterson's Amer. Bulb Co. &c; & took noon train to Kalamazoo. where at 8 P.M. addressed Club of Little Gardens & their friends in Ball Room of Burdick Hotel.

1912 — Mails good for a change. Working upon
40° Wholesale. R.L.P. met me at my home
today. R.P. 2.28 to city. rtng @ 8.13
Plenty of applicants for work showing up.
I hear confirmed report that D.&C. will build 65000 ft. of glass in W.G.

1913

1914-6 A.W. in a hour this a.m. to talk about Leon
& R.P. talked of Leon going in business for him-
self & indicated willingness to loan team if care-
ful accounting & share settlement were made.

1915-7. Panama Pacific Exposition Opens at San Francisco today
but I do not feel any too comfortable about our Exhibit there.
We have news from San Diego that our Cannas were mixed.
I'm more nearly a cleared desk tonight than for some time.

1916

cold & cloudy —

1917-3. at 8 P.M. addressed About 200 in
Opera House at Albion Michigan - under
auspices of Conservation Com. of
Federated Clubs of Albion - guest of
Mr & Mrs Harrop.

1912 R. P. getting even with office work + Correspondence
32° many - 2½" Roses we want are scarce especially H.P's
Rain also on wholesale catalog pricing. - Made Prem. Offers to "Christian Endeavor World" + "Etude"

1913

1914-7- Leon Mutzer called today wishing to be employed but refusing to promise he wd. not later go into Canna business - we came to his terms R. at office except for 1 hr. at Houses.

1915-1

34° + ☀ Mid day most genial —

1916-2. Just back from Houses where upon showing a Canna
12° order lost because our prices high Roland says we could compete in price if we did not loose so many in Storage
A. N. says should Contract with Groom to grow cheap ones
R. P. trying learn best way to handle + best new building to Store our stock in - e.g. raise a place over present cold Houses -
H. Wolf began work with us this a.m. Roland wishes after his father.
R. & P. over today. Bank being closed tomorrow.

1917- 4. at ann Arbor, Mich. + 4¼ P.m. addressed the class in Landscape Design under Aubrey Tealdi also friends of the College. Took Tea with Mr + Mrs Mell.

1912 Call from T. Vaughan Stapler who will pay bill
28° At Houses 1 hr. + agreed with A. W. to publish invitation
WINDY to visit a real trial of leading Cannas from all sources + to buy more for this purpose.
Visit from Lawrence Hayes - rec'd from Ed. in Charlotte (see notes)

1913

1914 -

1915 - 2 - Father here re. papers, report of Income Tax + C. R. clearing up preparatory to 3 days in New England + left practically a clear desk. —

1916 - 2. ~~Tomorr~~ To day a Holiday but not with us.
Rec'd Purintons Book on Efficient living - also Car of Manure hauling from Avondale to save 30¢ per ton Fght.
hauled more Saw dust for Cannas. — Kelly fencing —
Some Canna Orders going Inter phones placed in 3 offices. —

1917 - 5. 8 P.M. addressed about 250 in the Ingleside Club at Atkinson + Woodward aves. arrangements having been made of Miss Helen Louise Hatch of 24 E Euclid ave + Mrs Henry W. Campbell.

1912 Friday - Busy all day - State & U.S. Corporation papers.
24° Correspondence & Jas. helping to finish
clear up Wholesale Catalog Copy. With Julia I
decided tentatively upon list of Holland Bulbs
to order for Fall 1912. & upon Fall Cat. Cover.

1913
1914-2. Snow storm. R. to Harrisburg. Placed order for
Spanish circular. & gave J. H. McFarland our
tentative order for 1915 Catalog upon 12% basis -
Jas. Kept home a/c eye trouble

1915-3 R. P. in N.Y. City till 10 a.m. then to Newport R.I.
arr. 4 P.M. & 2 hours in Summer homes of the Wealthy
8 P.M. Lectured before the Hort. Soc. & Garden Club.
about 250 present.

1916-4. Started 2 teams hauling a car of manure from avondale
C. Bowman clearing up place, (R.C.P.) We are loosing a number
of Cannas from poor storage. both places R. on Rose Book copy for
5 hours - trying to keep desk steadily clear. Shrub & Fruit
stock coming in. Started to set aside orders. -

1917-6 8 P.M. addressed some 200 in auditorium
of 20th Century Club - Com. on School Gardens. -
3 from firm of Elginfritz - were present.
John Sullivan & daughter
left for home at midnight.

1912 Sat. Got off orders for Hdy Perennials
30° - + sent copy for Wholesale - + decided to have
Calm a more complete assortment + exhibit of Cannas +
publish invitation in our Wholesale. - { Call from Walter Watson
Father called + signed Corporation Tax + Int. Rev. Papers

1913

1914 Father Pyle to lunch with us. Bot a bob sled for the girls. I'm back in my correspondence + plans for Spring - it's hard to catch up

1915-4. 7.30 to 8 - called on Vanicek the Newport Nurseryman who has a wonderfully compact place but is moving 8.13 to Boston where I called upon Rust Craft Shop - Modern Priscilla - Christian Endeavor World - W. J. Stewart + others. sold some stuff. 2 hrs in the evening in Newport calling on Gardners

1916-5. Working a good part of today on Rose Book meanwhile keeping other things cleared up. 2 teams still hauling car of manure, Mailed Corporation Tax Papers. tho some sleety Jas helping on Rose Book. —

1917-7 on train all day via Buffalo - Magara Falls M.C. R.R. - then via L.V. R.R. Black Diamond Exp. arr. N.G at 1.40 a.m. Sunday —

1912. Birds Singing

1913

1914 :4. Fire low in office so we brot 10 girls to house for 1½ hours where they worked on folding slips. Fire was low yesterday too. Took girls sleigh ride to Kennett. Oyster stews at new Unicorn Inn.

1915-5 day - By sound boat in N.Y. 8 A.M. & called on Chas. & Tuthill - 25¢ Store Syndicates Gimbels & Wanamakers - Elliot & others trying to sell Cannas &c - home 8 P.M.

1916-6 Plugging away on Rose Book tho spent part of day in placing orders for 2 yr. Roses that should have been contracted for or ordered last Sept. $1800, bill for advty. Todays mag not paying -

1917-1 - Sunday - went to London Grove -

1912. Mon. A Fat mail & larger than any Mon. Feb. 1911
42° ~ 2 more girls on ~
Raining. R.P. left 9.30 for Mtg. County School Directors W. C.

1914-5 At houses A.M. frost broke water jacket on Gasoline Engine. Coal supply is lean but hauling daily. R. to Phila. 11 A.M. looking desk for J.B.J. (learn of A.M. Slocums financial failure) met Mr. Van Buren of American City re. Advtg.
A load of papers to Doe Run.

1915-6 Catching up - mails have been excellent this week - Spring had seemed to be coming fast but colder tonight. Phoned to Hsbg & closed with McFarland for next years business less 12% $200.

1916-7. Cancelled 2 or 3 engagements in Phila. today so I could stay & work on the "Rose Book" wh. even so goes slowly. Jas helping but not very rapidly. Cabled final import orders to England & Ireland. It is too lately rights.

1917-2. Found all well & things not in serious shape anywhere. Spent day in caring for most urgent things. Ed. Hayes called & we adjusted payment for Roses. & promised to send 30,000 So. next year.

1912 about 45° Much of day spent upon general correspondence, arranging to fill Premium orders. R. L. P. here for 3/4 hr. in a.m. R. P. is leaving office at 5 instead of 6 P.M. for the present
Letters from Illinois & Hartford Conn. re. Rose Gardens.

1913

1914 warmer Have had a wk of Sleighing R at houses ½ hour tonight. Working on Cannas & things slack. At office installed new Booked Ordinission system of Index Visible.

1915-7. R. dictated practically all mail on hand & left for Phila. 10^46 a.m. Most of our stock is ordered & we are going very slow on balance. Colder

1916-1 very windy for 48 hours.

1917-3. Father called. also agent for International Truck. also applicants - we're advertising for Sex.

1912 A.W. reports 2184 Roses thrown out
28° as dead, because frozen in coming from Ed. Hayes
clear 1 hour at houses - 35 tons of manure ready to spread.
A.W. says need 100 - first said 200. - more land to
make ready this year than ever (still ordering stock.)

1913

1914-7. At office till 2 P.M. cleaning up orders. Checking bills, making
Estimates. Am transfering checking of bills to J.B. Jones + handling
Snow of wholesale orders to H. Jefferis. has been other way round.
melting Roland home with a cold. - Lu Wintzer ret'd fr. having grip. -
2 applicants from Media here.

1915

23°. Colder than it has been - Last week was un-
usually warm for this time of year.
Our $1100. National Sunday Magazine Ad. appears today.

1916-2 Father to lunch - 4 working on Rose Book.
Business about as usual. Received Roses from
Bobbink + Atkins. Jos + I at office tonight.
( ) thrown out this year

1917-4 R. at houses till 10.30 arranging many things
especially help - ? is. H.L. Jefferis last day.
"Dont say he wont come back but will bring
his credentials with him." goes probably to
Hartford Conn. where wife's sister is.

1912 J.B.J. away 2³⁰ having membership moved from Lansdowne to W.G.
28° R. not at houses. Working on Premium offers &
clear. shrubs to order. Miller from avondale called
for position. Helen Walton on to help writing.
Manure being hauled.

1913
1914 Mar. 1 —
1915. 2. 999. pieces of mail rec'd this a.m. not including
papers. 107 from $1100. ad. in Natl. Sunday Mag.
23° Also had 5 applicants for greenhouses.
Planning 1916 advtg. pieces. A.W. called in.
1916 - This extra day has the effect of making our
Feb. receipts better than a year ago. — for
which we are thankful. R. with 3 helpers
working to get Rose Book Rounded up
at least first 2/3 d's of it.

1912 A. M. on rearranging work to write up & get out
22° "Volunteer Folders & Rose Books" P.M. Ordering Shrubs —
clear also Correspondence.
Miller a promising fellow left because we could had planned coming
not promise him a steady job.

1913

1914-1. A Blizzard began about noon today & by midnight trains & trolleys well blocked. Therms. fell to 10. from 24°. R. called to G. Houses 9 P.M. & ordered on 2 extra men & with A. W. & Ln. 6 of us worked till midnight replacing blown in glass — & upturned cold frame sash.

1915 — see back.

1916 — 4 R.P. in Phila. Met J. Horace McFarland & had an hours talk on Copy for our Rose Book — that of Amer. Rose Soc. just out & its fine — out on noon train. & P.M. clearing up.

1917-5 R. to City & met at W.H. Moons office representatives of 5 or more firms who are planning for exhibit on Garden Pier at Atlantic City & arranged for C & J. to have at least $100, & Cannas at office till 9 30 P.M.

1912. Sat. Finished ordering Fruits
18° R. at Green houses + more of Ed. Hayes Roses dying.
clear there is plenty of help - Roland off for P.M. no more leaky spigots - Making ready to fill Christian Herald Orders with Cannas.

1913

1914-2. Gale continues Traffic almost stalled mails 18 hrs late. only 8 men at Houses) + 3 girls on - 4 men at office - few plants appear hurt. - the too early to tell - another night of wild winds -

1915-3 - only 17 short of 2000 letters + P.C.s today of which 1483 from Adm Nat'l Sunday Magazine - We've put 6 people on since last Friday (3 days + 1 more comes Tomorrows receipts continue good.

1916-5. Greenhouse men potting roses coming in + working up Canna stock. - 2 men setting stock aside. - 4 men finished today making slabs + supports for Concrete benches for 3 houses # 20, 21 + 22. R on Rose Book ½ da. + at office tonight.

1917-6 R. at office - Miss Howard. Van der V is from Holland on is helping - also Edna Harris - Too much detail for me to finish every thing I'd like. Bought an old Threshing @ 5. Machine to make a soil crusher

1912

17°

Clear to cloudy

1913

1914 - 3 - Cleared this morning & much warmer but mails still light & late. Nearly every one back. Making claim for Insurance on Storm damage to Stock & green houses. R. in office all day. W.S. to Geo. Moores burial at New London.

1915 - 4 - The largest mail today I think that ever we had. 2684 of wh. 2003 were from one Nat'l Sunday Mag. Ad. We have 8 to 9 people on it alone. How much Rose business will follow from it I do not know. We are keeping other work fairly well up too. & Getting aside Stock.

Clear 28°

1916 - 6 - At Green houses crowded for Room — are getting Cannas moved from Rose Corner place over to G. H. are potting up some stuff & getting in $1000. worth Roses this Mo. Kelly cutting Maple for Mey.

1917 - 7. Ordered 2½" Roses - placed a month's Trade Advtsg. at office an hour tonight - G. H. an hour. interviewed an Oxford applicant & G. Harris Van der Vis on entering 11 firms book. Miss H. L. Tefferis naturally.

1912 R had a call from Robt M. Cooke
22° formerly with Wm. H. Maule & later with
Snowing J. F. Noll, & later Chas. Rowe - cooke of Palmyra. He wished
to have us establish him in a business
in Phila or a Catalog business elsewhere.

1913

1914-4 A steady day in the office till 4 then 1½ hrs
at G. H., looking up matters of correspondence
snow melting adjusting insurance costs - &c, We're getting
rapidly busier - & mails getting back to normal after
one of the worst 2 day Blizzards in years.

1915-5. R to city at 11 A.M. Called on Strawbridge & Clothier
& S. S. Pennock re. sale of Cannas & they will
want some. Rode home with Father Pyle & talked
of buying a new horse. At home for evening.

1916-7. To G. H. last night instead of this A.M. Herbert & Earnest
entirely finished the concrete work for benches in 3 Green
20° houses. 2 yr stock recently bought continue to come in -
nearly all of it is budded - is nicer than our own & larger.

1912 Albert took load to Squire baby Faggs Manor funeral.
R. placed more orders for Carnations & Cinnus.
Clear to Phila 10.46 after meeting R.L.P. at Bank.
ordered Stationery & Roses from Drew

1913

1914 - Up at 4 a.m. going over accumulated material in house desk. Office 7 till 9.30 & from noon till 6 - clearing up all sorts of things. The Storm broke glass in ea. of our 24 houses. To Mo. Mtg. with H. & tonight to Mtg. Hotel Co.

1915-6. A.W. went to Phila in place of R.P. to Speak before the Phila. Farmers Institute on Roses, R. working to catch up with correspondence, & at office 1½ hrs tonight. A B Campbell called - Late J Smits & Dickson Roses in - 10¢ Special ad. falling rapidly —

1917-2 Hauled at car load of manure in spite of bad deep snow & slush. Warnaar's representative here. 2 or 3 applicants - 2 or 3 new ones working. R. not back to office tonight.

1912 Spent most of the day on correspondence
22° & getting started on ~~Farm Journal~~ Christian
Snowing. Herald Premium Offers. R. not at Houses,
Proof of Full page ad. in Florist Exchange,
Novelty Number.

1913
1914-6 Finishing printing Wholesale Catalog. Working out
more list of 2yr. & 1yr. Roses that we need still - some 20 kinds -
Snow. At office till 5.20 then to houses. Engaged 2 more
32° girls for next week - new desk for J.B.J. Canna
Article of A.W. for Gardners Chronicle —

1915-7. Snow plowed from Greenhouses to West Grove
6 to 8" changed wagon bed to Runners & got down sleigh.
Snow laid off 3 office tonight having caught up with {National Sunday Magazine
soft. Clyde Pyle left us leaving us a ~~[illegible]~~ "writer out" short.
30° Got $339. order from P. Henderson - quoted $460.=

1916-2. Left 7.30 with copy for 112 p. Book
"How to Grow Roses", to be printed at press
of J. Horace McFarland Harrisburg, Pa.

1917-3 "How to grow Roses" has sold 6000 copies & last
4000 are now delivered. It seems a good
proposition. R. in office an hour tonight. Placed
an ad. provisionally with House & Garden for
back cover page April. & ordered 5000 folders
from J. H. McFarland,

1912 Making ready for meeting of Directors
32° R. not at Rounsles. — Druschkis in from Deer.
Cloudy Call from Rea. Atl. Milling Co. Home (R. to mo. Mtg. 10-12)

1913

1914-7 a Beautiful snow over everything this a.m.
R. in office all day - JBJ's new long Leigh desk moved in - 2 girls still off sick - Orders off 15% a/c weather this week - cleaned up all corresp. preparatory to 2 days away. Sent to Gardeners Chronicle a. MS Article on Cannas.

1918-1 — a little more snow but melting & doing a
32° world great good

1916-3 Retd. from Hoboken 5.30 Interviewed another man in place of Bowman to take M. Swaynes place, & worked in office till late.

1917-4 Cut out expected trip to Phila. today. in order to get up better on work at Home. + worked at night to still some back on correspondence.

1912 Directors Meeting at Mark Hughes' home
38° Took photo of S. Business not so advanced
Cloudy we think partly from cold weather & partly because Spring Catalog was a month late. Wholesale business strong & Advtg has been heavy.

1913
1914 Sunday R. left on 6^36 for N.Y. so as to be ready for work early Monday.

1915-2
Cleared my desk of all except 2 or 3 important
32° items & then an hour at Greenhouses. where Stock is coming along well & all space filled to the roof. A good mail today.

1916-4 Early train again to Holy,
& stuck closely to the job of
Correcting galleys & making up pages.

1917-5. Hauling up Car load of box shooks today.
Van den Vis is here making up an a/c of Roses offer by 11 leading firms. Preparing for me lists for 1918 Catalog.
R. training girls & trying to get up & keep up on Correspondence

1912 A good mail - Jessie + R. P. off at noon
40° R spent P.M. with 7 friends at Green Houses,
cloudy A.M. clearing up —

1913

1914 - In N.Y. Called on Tuthill + arranged for Wholesale
ads. then Mc Cormick re. Office Systems. later
Mr. Chas. re. returns catalog + retail advtg
P2 Mtg. Exec. Com. Mtg. Amer. Rose Society. 7 Home

1915 - 3. R. to Phila. 8 a.m. Did business for 2 hours
+ then at Girard Trust Bldg. attended Mtgs
of Swarthmore Board of Managers + later met
A.K. White at Swarthmore + got his promise of $500 gift.
Spent 1½ hrs at office clearing up.

1916-5 at plant of J. H. Mc Farland Co + —
+ on job 6 a.m. to 9 P.M.

1917-6 Nearly cleared my desk today the first
time since my return from Mich. as I
now have a new Stenographer + Acct. too.
and also a third man Vander Nis to break in.
There is much to be considered + thought
out just now + more new help needed.

1914-3 Swayne a cold. T. Harrison on the road for him. R & H. to city - 8 a.m. R. called on Import Brokers - Nichell, Franklin Pters, Manifolding Co - & attended Mtg. of Swarthmore Board at Girard Trust.

1915-4. R. at Houses till 9 going over new Roses. Then Corresp - till noon. P.M. planning ahead & clearing up Corresp - & advtg. & working at night to clear up all. Jas. & I calculated Aut. of printing Matter on hand & found that we would likely clean up everything.

1916-6 On Rose Book work at Harrisburg, early & late

1917-7. W. B. Vander Vis from Holland has been with us 3 weeks & leaves tonight for a 3 wks. trip west to sell in Shenandoah, Iowa, & Chicago. He has had Office experience, also grew up in a Nursery. Was with Wyman at Bay State Nurseries. also in No. Ca. for at least one season & while there had charge 50 negroes - budding.

1912 Ordering more Cummins —
Carnations
Cloudy. & Roses —

Clearing up generally.
L. Thompson from Brch Litho Co. called offering new offset process

1913-4 R. in office till 4 at Green houses till 6 —
Roland in handling set asides finds we are going
to run short in Star size Roses offered in collections.
Too much soft. Stuff on hand since Maules uses less.

1914

1915-5. R. Interviewed Mary R. Miller & Miss -- Richards on
engaged Will McMasters X to Mo. Mtg. & 12 30 Mr.
Humphreys of Andorra Nurseries who spent the P.M.
having lunched with us R. at office till 3 50 P.M.

1916-7 - Began 4 A.M. & left at 2 50 with
what I took as copy Monday 6th in 120 pp of
type.

1917 - 1 W.B. Van der Vis to R. P's for dinner
& L. Jos Todd for Supper.

1912. R. P. in Phila.
35°? Farm Jnl. Report a poor subscription season
Rains – & expect to send us 4500 orders.
Closed Premium deal with Searchlight Philosophy

1913
1914 – R. at office steadily till 5.30 & then to Houses – where
Snow is our new Roses are blooming beautifully. But I do
slowly melting. wish we had held 'em cool – A. H. is pushing 'em
to get off cuttings but it means bloom in G. H. now & bloom
less for customers when planted out.

1915-6. Directors Mtg. A. M. & enthusiastic except
for large indebtedness in notes payable wh-
is greater than it was a year ago. Father here.
This P.M. I called in Mowbray & told him that I
wished to learn which part of the business is showing
profit & which loss. He says he has ambitious to become a
writer. He sees no reason why our business shd not
double in 10 or 15 years.

1917-2. Payday. Agents for Auto Trucks –
Van der Vis here quoting prices
on Roses – Peonies & Bulbs –
At houses & finally adjusted wages –
Ln. Wintzer & Will Hoyd
We began digging 2 yr. Rose Excelsas So. Side

1912 Mark Hughes spent the day with L.C.C. & R. spent
42° 3/4 with him after lunch. Sent 60 Lantern Slides to
clear E. G. Hill Exp. Pd. - All advtg. material is in & we finish
mailing wholesales tomorrow.

1914-6 - A. M. on orders & correspondence
with a call from Albert Kimes - who was
with us 6 yrs ago. - P.M. made out order for
Fall Bulbs with Helen Drennan (miss Julia)

1915-7. Finishing up Canna advertisements for Trade
Papers. Mail stronger. A. W. still propogating
Altheas & Newer Roses. Our set asides are well up & in
good shape. Mowbray working tonight R. to Moorestown

1916-2 Trying hard to clear desks & adjust progress
preparatory to 3 days in New England,
at office till 10 P.M.

1917-3 R. in Phila. & spent 1 hr. in making
study of Smith Form a Truck & came home
to find that Father Pyle recommending a Vin.
Trying to get & keep work cleared up.

1912 John Welsh Young spent the afternoon here
34° having brot Mr. Upton his grower to learn G.A.W.
clear R.P. re adjusting help to lay off 2 girls at end of
the week Clr. Herald Collections are less than
expected + all retail advertising is worked up + out.

1913

1914-7. Working on closing with T.H. McFarland Co. for a
long time not binding term contract for doing our
printing on a 12% above-cost-to-them basis. At office
tiee 2.15 R. took 2.30 train for Moorestown + on way in
studied 3/1 Balance Sheet showing a gain both sides—

1915-1. In Moorestown N.J. we found the snow
practically gone - here there is still 6" in spots -

1916.3. Noon to Phila. + thence 8 night train
to New England.
Thos Miller Moved in today (noted 3/26/16)

1917-4 Spent 2 hrs at green houses lay out plans
for more help + find we need 10 men yet.
Ran ads in N.J. Oxford Papers + Local.
at office till 9 P.M. cleaning up—
Roland thinks Truck will not handle our Crates.

1912 - Sport of My Maryland (White) from Myers +
44° Santman but not creditable + not accepted.
rain Water runs into #11-12-13 badly + coal pit
heavy. Work around out side Estate well done up.
Rain has washed things badly but headlands good
1913 Planning for U.S. Express Co to haul our Express
60° + to give all shipments not for Adams points
rainy They begin monday 3/17

1914 - Snow is melting rapidly -
1915 - 2d A Big mail today. the Office people presented + H + myself with an Office chair + cover for it - a huge bouquet of Pink Orchid Sweet Peas + a huge red basket of enormous fruit. At noon I tried photographing the entire group. H. included. Spent best part of ½ day working up Roses for Washington Rose Garden.
1916 - 4. Arrived by night train fr. N.Y. 10 A.M. @ Amherst. Spoke 1.30 before Mass Agr. College Farmers week - + called on Alex. Montgomery's place, houses 40 x 500 —

1912 Sending in more orders for stock.
38° Sending 500 invitations to Customers
clear. in & around New York – to my lecture 3/23
Put O. Paul on Swarthmore Landscape job.
Getting ready for N.L. Order Hardy Lilies & looking up novelties –
1913
1914 -2. Van Lautens man here for Holland Bulb Order
of $1500. took lunch. – Post Master Gen'l Burleson
issued general Orders placing Seeds Bulbs Plants &c
in 4th Class under Parcels Post Regulations & Zones –
except 4 oz class at 1¢ an oz. (Heretofore 1/2 ¢)
1915 -3. Father here. I finished making out list of
Roses for the Washington Rose garden & did
little else
1916-5 R. called on H. N. Char. Father & J Young
in N.Y. & thence on Bus. Show & Convention Hall in Phila. planning for Nat'l Flower Show.
1917-6 Julia Drennan called to see about buying the place
owned or held in Est Jno T. Drennan. Think she will
do it. She wishes to sell her stock in C & J Co.

1912
Clear
45°

1913.

1914-3. R. with Ln. Nuitzer took 8 a.m. & spent entire day at Philomusian Club - setting up exhibit of 55 Roses, with 200 catalogs for 200 women. R. had lantern slides & following talk of Thilow of H A Dreer - spoke of Roses & later stood the fire of answering questions. We sold some $30. worth of Roses - but had some ½ to ship home. Dreers, Meehan & Andorra were represented.

1915-4. Clearing up generally preparatory to a week end away. Myra Pyle's funerale.

1916-6 At office & Green Houses solid till 9 P.M. Jas up too for night work. — Call from Van der Vis of Boskoop. —

1917-7. R. at Houses till 9. - H. A. Dreer's man called to borrow some Los Angeles Roses for ~~Nej.~~ a.R.S. Flower Show, in Phila next week. R. at 10 to Coatesville thru mud to try out a Smith Form-a-Truck. which appeared good than an inadequate test. P.M. on Corresp. order.

1912 R. P. was not at Houses today - Mail small.
46° finished ordering all Hardy Perenn.
clear. & all Shrubs could find. Men are able
to dig & we're pushing out wholesale
orders that have been awaiting the thaw

1913

1914-4 a windy day. Snow mark melted & drying up and
2 important girls from office sick. & Orders coming
fairly well, Parcels Post regulations appears to be
costing us much more than here to fore 50% t.

1916-7 R. in Phila. planning for our Exhibit
at National Flower Show in Phila. —
at Office with Roland till 10.30 P.m.

1917-1 R drove to London Grove to see Father
who has been sick 2 wks —

1912 R. P. at houses first thing 3 men digging
45° wholesale Orders - Shipped 15 varieties
Clear Trial Cannas to Wisely Royal Hort. Soc. Trials in England, A. W. thinks Winter hard wood Roses scarcely worth trying but that we need to get summer plantations for summer hard wood

1913

1914 5. 6.37 to Phila out 12.36 called on Maule, Farm Jnl. re. new Parcels Post regulations & bot a $75. parcels post Scales 30 lbs for all zones. - P.M. 5 to 9 at office. M. Coltrane still sick & work back
Penn Mutual refuse to issue to us any Storm in S. on G. H.

1917 - 2, Placed order today with N. B. Slack for 1 Smith form a Truck attachment with which to combine & make a Motor Truck for C & J Co. -
Also ordered a New Ford Touring Car,
Endeavoring to plan & use my own time to better advantage. & waste less,

1912 Thunderstorm last evening D & C loose McDonald Expressman
50° P. N. Desch of Edw. Stern & Co. called to bid
clear for Catalog business (Printers for Moon & Peterson)

1913
1914 - 6th At office till 9 & ½ hour at houses. - Got Lu Wintzer at office to help - enter Zones in Parcel Post Books, A severe snow this a. m & cold tonight.

1916 - 2 To Phila 10 a. m. working on Exhibit at Flower Show. - & got Anna Hicks in to help.
1917 - 3 - Pleased to have no Flower Show Exhibit this year Jas & I both working tonight to leave tomorrow R. planning to get more accomplished & to work only on things of value to the Co.

7.

1912 R. at houses for an hour & ½. Jno Vde Mey & V. Van Z. Z.
cold Holland Bulb man here & complaints entered
wet he promises to call when Bulbs in bloom. R at
sleet school to inspect substitute teacher 1 hour - back 4 P.M. 5.30
Mr. Thompson called in interest of Sherwin - Williams Insecticides

1913

1914 R. at Houses 2 hrs P.M. went carefully over stock
in ½ houses & new stock just in from Felix &
14° Dykhuis - long on the way. J.B.J. left 10.30 for day.
Re-employed Willard Hoopes for 2 mos. —
R. there till past 9.
Jas. at office 3 nights till past 10 tonight

1916 - 3. Directors Mtg 10.30 a.m. & all stayed to
lunch. P.M. Anna Hicks here & worked up
the Flower Show Further. She stayed to supper.
Jas at office tonight

1917 - 4 R. to Phila 6.36 out 9.15 attending
National Flower Show and Annual
Meeting of American Rose Society.

1912 A full day clearing up all
30 desk matters & preparing
trees sheathed to leave on night train for
in ice. New York

1913

1914 First day - took 6.36 train for N.Y.

1915 - 2 - 7.30 to 8.30 at G.H. - W. Floyd & gang in field digging
healing in stuff for Roland & A.W. has a bench full
of cuttings of new Roses mainly that look fine.
We're keeping well ahead on set aside stuff.

1916.

Heavy sleet storm. all day long.

20° - Spent 1½ hours at houses with A.W. going
over stock wh. has been repeatedly shifted.
Set asides to date.

1917-5 Trying to catch up with corresp. wh. is back in
consequence of my absence yesterday. Planning
a steady gang on Rose Excelsa. of which we have 8000
orders booked. Also planning 2 gangs on digging.
R.P. has adopted new schedule for spending at G.H.
1 hr. or more after lunch instead of after breakfast.

1912 at 4 P.M. R. P. "lectured" before the Horticultural Society of New York in the "American Museum of Natural History" N.Y. City 7.30 P.M. at Park Ave. Hotel attended the Dinner marking 25th Anniversary of N.Y. Florist Club.

1913

1914-2- Spent a.m. investigating Parcels Post & Express rates P. Henderson—E. & C. H. Millard Secy N.Y. Merchants Assn. R. M. Yorker for new contract— P.M. International Flower Show Mtg. Amer. Rose Society R. P. re-elected V. Pres.—

1915-3- Father called, Booking Stuff. & Setting aside inside stuff, Canna Orders going Some Roland thinks better than usual. Job sent for Estimates on printing costs,

1916-4- Today we shipped 20 cases to National Flower Show in Phila. Our first attempt at such an exhibit. H Baker is there setting up shelving & putting things in good shape.

1917-6 My new Schedule is a satisfaction - this it does not allow enough time for routine - I feel the need of some one who could under direction, do this very well and save me 2 hours a day for more constructive work. By a new tying method we doubled output of Excelsa Roses 200% 400%. 2 men began night work trimming them.

1912 Rt'd to N. Y. 9 36

Rain I

Hail

1913

1914 - Ground frozen - Reached home 1 30 a.m. at office 7 a.m. - Wiring Congressman to work for 8oz 1/2 ¢ rate limit. & readjusting ourselfs to new rates.

1915-4 R. in Phila called upon Battles S.S. Pennock Meehan Fann Jne. all re. orders - Booked. for 250 Canna Boxes - = 2000 roots.

1916-6 Except for an hour on mail & 1/2 in. Jno Drennan who has been moina - I spent entire day with a.W. on making up list of plants to Border - to send So. & for Stock & wire Calife Rose Co for 25000 in 51 varieties. - Jno. Drennan worse I wrote "will" for him -

Birds out.

1917-7. We expect to need 10,000 more Excelsas for filling orders & we have them. We are pushing out Wholesales. - Frost is about out. We are trying to get more men. but they are very scarce. Packing teams scarcely organized yet because of this shortage.

1912 $982. largest yet 1912 mail. - 14 orderes = 235. avg $16.50
34° R. catching up with correspondence,
Windy at Greenhouses looking at new stock
Cloudy arriving. Fields badly washed with
recent rains. 1 Man working out.

1913

1914 - Wed. R. stayed home from Cousin Carrie Brown's funeral
R. a.m. at office - P.M. at houses planning for new help
& apportionment of the work among them & preparing for
installation of new Parcels Post. - Considered buying Berberris to grow
on.

1915-5. Record making mails continue. Wash'g
visitor this a.m. P.M. with A.W. & color plate
roses for 1916 Catalog & wired Good & Reece to
ship first roses to Hayes.

1916-7 Took noon train for Phila - "helped"
open National Flower Show - where we had 125 ft
space with Edith Collins - Mrs Fr. Dunlap in chge.
R stayed to Mtg. of AK Society Exec. 3 hrs.
John D Neeman died about 10 a.m.

1912 - Met Father Pyle at Bank. Call from MacLay & Hunter & Dickson Co, wrought iron pipe. They supply Dreer, & Theacock & seem to me good people. R was not at Houses - sent ½ p. ad. to Flo Review. Sent Julia to testify before appraiser in 1909 Zephyr. case #38.

1914 - We're back on getting surplus printed matter out, & also back on wholesale orders filled.

1915 - Working to catch up. L. in office 1 hr.

1916. 1 Warm & Sunny.

March has been notably wet & cold.

1917 - 2 It seems Spring like & things are moving better. Load dragged - Mail stronger the war seems imminent. Talked A. W. about Manure & plowing

1912 A solid Day at the office getting out list
42° of Roses for the South & clearing up corresp.
Clear Wholesale pulling strongly. M. Dantz on.
Birds call from Desch of Stern & Co.
about.

1914. 6a A Brief directors meeting this a. m.
which brot out fact wholesale business has
doubled & retail has not gone ahead.—
1915. 7 Working at office & placed order for $500.
worth of Shrubs for the College. Planned with
Roland for next & weeks help.
Working at home desk till 9.30
1916 - 2 one of our busiest weeks - took 鈴
to Phila. & found things at our Exhibit of National
Flower Show moving along well. & Rose Books
selling - about 10 a day. R. P. was re elected
(for 3 years) Director of amer. Rose Society Jno Drennan died 10 a.m.

1912 Spent entire A.M. with A.N. picking out from
44° our stock 12000 Roses to go to Charlotte N.C.
Fine 6000 have already gone. We shall need to
buy some. Hitchler Oxford Printer called. We're
buying Cannas to fill wholesale & buy 500 Roses - 2 yr.

1914 - We're obliged to buy some Roses from Dreer
to fill orders in certain kinds & sizes -
also some Tree Roses on which we lost heavily.
because rec'd poor, Looking up Roses for Hayes,
Mr. Hayes

1915.
A fine day & warmer than yesterday -

1916 - 3. A wet day - but a majority - of Conard & Jones
Employees accepted firms offer of Tkt. to Flower
Show & a day off with wages paid to attend 4th National
Flower Show. Some said - they had never seen
flowers before, R. called on Farm Jnl. & lectured to 300 in
Convention Hall. It was crowded the a wet night

1917 - 4 This day about on Schedule with an
ample field gang working & stuff
Moving right out especially wholesale
R. has not stuff for So. ordered for
next year, It is taking too much
time for details.

1912 – call from Aug. Rolker of N. Y. Also Mr. Salter
56° with Pettiford Lansdowne $50. order.
rain Working out list 15000 Roses to buy for South. Bank P.M. mail good. taking on Hubert Lynch. A. W. wants him.

1913.
1914 – Home this Sunday
1915 – 2 – A Fair mail but colder
Try to catch up. on Corresp. – I Paschall of Farm Journal out 4th looking for a Premium.

1916 – 4 R. to W. G. on 7.15 train here 9. & spent day in trying to catch up.

1917 – 5 R. met Paschall for lunch & started "Rolling a ball" favoring the presentation of the Farm Journal at the Convention of American assn. of Nurserymen of a conference on Merchandising & selling.

1912 Finished sending order for about
40 13,000 Roses to Springfield, Rich-
clear, mond, Md, Pomona Calif. for 2¼"
to send South. Donald McKay
left tonight. Roland bad cold.

1913

1914 - 2. Took on 4 men today - This is first
chance to begin outside digging & we're a
way behind in it. getting behind on Set aside
too. 3 girls sick - Jas working nights

1915 - 3 Father called & we looked at 2 horses $475.
from Schnader. J. F. Paschall left at 8 A.M. having
ordered 800 x 2 - 2 yr. Roses @ 30¢ ea. excl. of postage.
R. P. to W.C. on County No License Campaign. P.M.

1916. - 5 R. left for city - 2,30 P.M. & spent evening
at show. introducing Mr. Thilow as lecturer.
our booth is doing fairly good work for us.

1914-3- Father here for an hour. We've gotten a bit adjusted to Parcels Post on a rough calculation basis & it will cause little trouble at Houses. A. W. & R. P. worked over list of Roses to Send. Hayes.

1915-4. Closed largest March in our history Retail.

1916-6. R. out 9 a.m. with Mr. Wilde Prof. of Floriculture at State College, who stayed till 2.30 P.M. R. at office tonight & trying hard to catch up on mails. — Borrowed $1800. on mortgage & paid $1750. of for Rose Corner place where men are blasting apple tree stumps.

1917-7 Daniel O'Mara from Peter Henderson & Co. here for the P.M. & said business in plants poor.