

ATTENTION — WREATH MAKERS — SEASON 1938

As in previous years we will buy holly wreaths at Millsboro, and will probably start packing about Thanksgiving time.

Each season competition becomes keener and the trade uses more and more artificial substitutes for natural wreaths. Hence, if we are to remain in the wreath business we must buy only first class stock.

By first class stock we mean wreaths made and handled as follows:

1. Each wreath should be tightly wrapped, and have plenty of freshly cut, green holly, that is not worm-eaten and is free from dead leaves.
2. Each wreath must contain 4 bunches of artificial berries with 4 stems doubled or 8 berries per bunch. We cannot accept or pay for wreaths with less than 8 berries per bunch.
3. Berries must be placed so as to show above the holly. Most makers place the berries properly, but a few insist on placing them down in the foliage where they cannot be seen.
4. When making hoops you should use the nine inch form you got from us four years ago, or if you do not have a form, you should get one from Charles J. Hall, Millsboro, or from the driver who collects your wreaths. By bending switches tightly around this form you are sure to have hoops round, uniform and correctly sized. This is a protection to you as well as to us.
5. Wreaths should be kept in a cool dry place covered with a blanket, and not near a stove, nor in a hot room, or on a porch where they will dry out quickly.
6. Wreaths should be brought or sent in at least every other day, and when handled in rainy or snowy weather should be protected and kept dry.

If you will cooperate with us we will do our utmost to handle as many wreaths as possible, thus giving you all the work we can. Naturally we will try to keep the best makers in berries as long as we possibly can.

Please be assured that we are only trying to get a quality holly wreath that will enable us to stay in the deal, otherwise the holly wreath business will soon be a thing of the past.

Wm. B. Truitt.

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WM. B. TRUITT & SON

HOLLY SEASON 1940

Holly Wreath Makers Please Read Carefully.

This season, in order to make it easier for both you and us to get better holly wreaths, we are furnishing crimped wire hoops, which you will use for making wreaths instead of wood hoops.

Lap the ends of these wire hoops about 2 inches and that will make the hoops $8\frac{1}{2}$ inches in diameter, which is the size that we want this season and which is slightly smaller than in previous years.

These wire hoops require much less holly wire and when wrapped tightly, the holly will not slip.

We must insist that you do not lap the ends of the hoop more than about 2 inches, - if you do that will make the ring too small and we would simply have to take the wreaths that are smaller than about $8\frac{1}{2}$ inches, as culls at half price and we do not want to do that.

We must also insist on nice wreaths, - no worm-eaten holly, tightly wrapped and made thick, we think about three thicknesses of holly foliage.

We have several makers who have been using these wire rings for the last three or four weeks and they like them very much and tell us that they never want to go back to wood hoops as they say that they can make wreaths faster and better and that these wire rings do not cost them as much as it does to get wood hoops.

Be sure to put on all our holly wreaths, unless otherwise instructed, four clusters of berries and eight berries or four stems to each cluster.

We are charging less for these wire rings than they actually cost us in order to get better wreaths, uniform size and perfectly round in shape.

We want you to co-operate with us to this end.

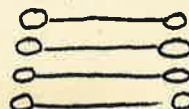
Very truly,

WM. B. TRUITT.

LIBRARY OF DELAWARE
AGRICULTURAL MUSEUM
DOVER, DELAWARE

HOLLY WREATH MAKERS

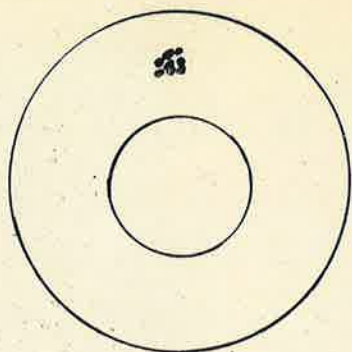
Take FOUR stems of holly berries



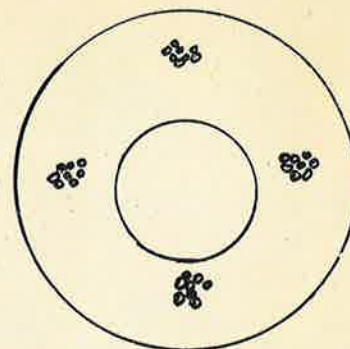
and doublelike this



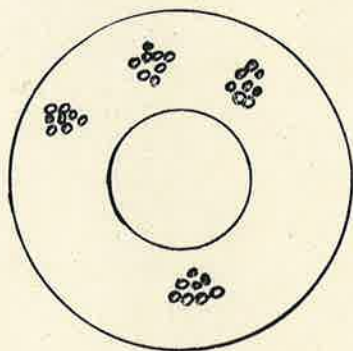
then put four bunches on each wreath. Put them on so they will show, and have them opposite each other



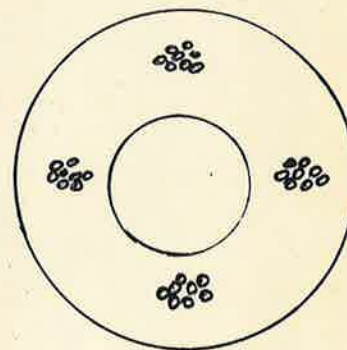
WRONG- only one bunch showing



RIGHT-all four bunches showing



WRONG-bunches not correctly placed.



RIGHT-bunches correctly placed and opposite each other.

A box of 25 gross contains 3600 berries. 32 makes $112\frac{1}{2}$ wreaths.

Keep wreaths in cool, dark, dry place covered with a blanket until ready to bring in. Bring in at least 3 times each week.

Take a 33 inch switch and give a one inch overlap to make a 9 inch hoop.
Please keep hoop as round as possible.

L. 81. 248. 10A.

ATTENTION HOLLY WREATH MAKERS !

Holly Season 1932

Because of the severe depression all over the country, we will not be able to handle as many wreaths as in former years, but what we do handle must be very nice, for under present conditions even nice wreaths will sell very low while poor stock will probably not bring freight charges.

Therefore, we will be obliged to put out our berries only with the very best makers who use full 9 inch hoops with plenty of nice, heavy, green foliage tightly wrapped and four bunches of berries showing plainly above foliage.

Each bundle contains enough berries to trim about 112 and 1/2 wreaths--using four bunches of berries to each wreath and eight berries to each bunch.

When you get berries please give us your name and Post Office address and when you bring in your wreaths please be sure to give same name under which berries were gotten. This is very important and will save both you and us a lot of trouble and confusion.

Please keep wreaths in cool, dry, place under cover as fast as made and kindly send or bring them in at least every other day.

Yours very truly,

WM. B. TRUITT.

NOTICE!

NOTICE!

These wreaths are made mostly on wire hoops which, while they cost slightly more than wooden hoops, heretofore used, we think make a decided improvement in the shape and uniformity of the wreaths.

Furthermore, these wire hoops are far less bulky and weigh about twelve pounds less per case than wood hoops, thus making a substantial saving in freight charges if cases are weighed and enables us to use either a slightly shallower case, than used for wood hoops or, if same depth case is used, to pack wreaths with less pressure so they will retain shape better.

We are doing our utmost to improve our product and we hope and believe that you will agree with us that these wire hoops make a decided improvement over wooden hoops formerly used.

L. 81. 249. 13

SPECIAL NOTICE!

PLEASE READ CAREFULLY



Because of a definite shortage and high price of labor and all involved materials, holly wreaths are costing much more than for the last several years.

We think that, possibly, less than 75% as many wreaths will be made this season as in past years.

We wish you to impress these facts on your salesmen and to insist that they get considerably higher prices for wreaths this year than for the last several years, otherwise, we will not be able to continue the deal.

Your competitors, who have wreaths on consignment, will have these same instructions as all dealers are up against the same conditions.

For your information, the f.o.b. price is considerably higher than last season.

HOLLY WREATHS

While these wreaths leave shipping point in perfect condition—fresh, green and attractive, yet, since un-treated holly foliage is somewhat perishable, we suggest that, in the event that they arrive before you are ready to sell them, you keep them air tight in a cool place and, in case of unseasonably warm weather, our experience is that when placed in cold storage, at temperature just above freezing, they keep almost perfectly for several days, provided, of course, they are in good condition when put in storage.

Holly foliage freezes at about $27\frac{1}{2}$ degrees Fahrenheit.

We wish to direct your attention to the fact that eight berries are put in each cluster instead of six berries which most dealers use on their wreaths, which cost us around 5 cents per doz. more, but we feel that the better appearance amply justifies this additional expense.

Most of our wreaths are made on crimped wire hoops, which insures practically uniform size and round form and, while wire hoops cost more than wood hoops, again we think that the better appearance is well worth the difference in cost.

Further, wire rings weigh about 10 to 12 lbs. per case less than wood rings and thus save that much freight when cases are weighed by transportation company as most of them are now.

Holly Wreath Makers!

**Please Read Carefully and Take This
Letter Seriously.**

If you have not already done so, we must insist that you get one of the "Forms" which we had prepared for our makers.

By bending hoops tightly around this "Form" you are sure to have them perfectly round, uniform and correct size.

Each season the trade uses more artificial substitutes for holly wreaths and fewer natural wreaths.

Hence, if we are to remain in the wreath deal, we must positively buy none but strictly first class, nice stock,—round, uniform size, made heavy with plenty fresh green holly foliage, free from worm-eaten or dead leaves, tightly wrapped, and, as in previous years, 4 bunches of artificial berries on each wreath with 8 berries in each bunch.

If you will co-operate with us to this extent, we will do our utmost to handle as large quantity of wreaths as possible thus giving you all the business that we possibly can, and, naturally, we will give our berries to those makers who make the best wreaths.

If you make poor wreaths for us, as much as we will regret having to do so, we will simply have to let you take them back and make them right before we can use them and this applies equally whether you bring them in to us direct or whether you sell to one of our buyers.

Please be assured that we are not trying to make it difficult for you, we are trying to help you and to help ourselves get the quality wreaths which will enable us to remain in the deal, otherwise the wreath deal will soon play out and be a thing of the past.

You may be assured that we are handling the deal on a very thin margin of profit to ourselves.

Very truly,

WM. B. FRUITT

November 27, 1934

L. 81. 248. 9 A

ATTENTION WREATH MAKERS !

Because of the severe and widespread business depression all over the country, practically all commodities, including poultry, grain, vegetables &c. are considerably lower in price than in former years.

Our customers who buy these wreaths insist, therefore, that holly wreaths should be lower, also, this year, and it is very difficult and in many instances impossible to secure orders at former prices.

While most of the dealers at this end feel that we should buy wreaths lower this year than in former years, I am starting season at old price but cannot say how long these prices will be paid.

However, in any event, whether prices hold thru the season or whether they are reduced we positively must have quality this year, for with present condition of business, there will be practically no sale for inferior wreaths, and for all wreaths that do not grade number one, we will pay but half price.

We must have regular standard size, about 9 inches in diameter (not saucer size) with plenty of nice green foliage tightly wrapped and berries showing plainly above leaves.

Please keep wreaths in cool, dry place under cover fast as made and kindly send or bring them in at least every other day.

Small bundles berries should make about 112 wreaths.

Large bundles berries should make about 225 wreaths.

Very truly,

WM. B. TRUITT.

ATTENTION!

HOLLY WREATH MAKERS!

As in previous years, we will buy holly wreaths at MILLSBORO, and will probably start packing about Thanksgiving time.

All makers who expect to make wreaths for us this season, before making any hoops, are kindly requested to call at Charles Hall's in Millsboro, and get a "Form" over which to make their hoops.

This is very important as it will greatly aid you in making your hoops round and uniform in size, and we must, therefore, insist upon it.

I suggest you do not cut your natural Holly Berries until later. See us, we will advise you when we can use them, and they must be fresh.

WM. B. TRUITT,
BRIDGEVILLE, DELAWARE

November 17, 1934.