

Salesmen Attending School held by Prairie Nurseries, Ltd., in Estevan, Sask., Jan. 22 to Feb. 7



FRONT ROW:—W. G. Collinson, Lethbridge; J. L. Boyd, Regina; D. C. Coe, Tribune; R. R. Woodcock, Markinch; C. F. Merkley, Theodore; T. J. Toland, Grand Coulee; J. M. Armstrong, Regina; D. Burtch, Saskatoon; H. E. Imlach, Saskatoon; G. W. Ellison, Saskatoon; Franklin Irvine, Saskatoon; F. E. Noland, Calgary; W. J. Thomson, Edmonton.

SECOND ROW:—C. B. Garratt, Estevan; R. F. Fowler, Saskatoon; W. E. Halford, Winnipeg; G. S. Cunningham, Winnipeg; J. V. Anderson, Winnipeg; C. E. Whitmarsh, Moose Jaw; R. G. Doorbar, Calgary; W. R. L. Burton, Kamsack; E. C. Kirk, Regina; Jas. M. Allan, Winnipeg; W. V. Tagg, Winnipeg; Carl Dow, Estevan; A. R. Dewey, Winnipeg; E. Clelland, Edmonton.

THIRD ROW:—J. H. Schamahorn, Moose Jaw; Harry Wells, Saskatoon; Jas. Mossop, Estevan; J. Henderson, Dauphin; T. S. Riley, Winnipeg; E. A. Beach, Nokomis; R. E. Robertson, Calgary, not in photo, but attended school.

STANDING:—Instructors—Geo. Wicklow, Farms Manager; W. A. Begg, Prov. Director of Town Planning, Regina; T. A. Torgeson, Managing-Director; E. C. Hilborn, Landscape Architect, Valley City, N. Dakota; W. B. Hekhouse, Sales Manager.

The Prairie Nurseries Ltd., has built up the largest nursery business in Canada by training its salesmen to render a service that is unique in the nursery industry. No other nursery company in America spends as much money and time as does Prairie Nurseries, Ltd., in giving its salesmen courses in Horticulture and Landscape Gardening. Sales schools have been held annually ever since Mr. Torgeson took control of the company in 1913. These schools of instruction and the material issued to the salesmen while in the field enable the company's representatives to give the public full information regarding the selection of varieties, root-pruning, planting, mulching, cultivation, pruning of growing trees, Landscape Gardening and other related subjects. Sales Manager Hekhouse had charge of the sales school. Mr. Hilborn's course in Landscape Gardening was the outstanding feature of the school. Mr. Begg, provincial director of Town Planning, gave three splendid lectures on Civic Planning. Mr. Wicklow delivered several talks on the propagation of trees, fruits and shrubs. Mr. Hekhouse and Mr. Torgeson delivered a series of lectures and conducted the reviews and examinations.

SPECIAL ATTENTION IS GIVEN TO PREPARING PLANS FOR PUBLIC PLANTINGS IN CITIES, TOWNS, VILLAGES, SCHOOL DISTRICTS, CEMETERIES, WAR MEMORIAL GROUNDS, ETC.

PRAIRIE NURSERIES, LIMITED

Largest Nurseries in Western Canada **Estevan, Sask.**