

38 Pine Ave Long Beach Calif.  
Easter Sunday April, 1<sup>st</sup> 1923.

Dear Will

I am sure you will be glad to hear how much better our business is now than it was. For the month of February our total income

was \$79.81

For the month of March our total was ~~279.47~~

\$280.97

This last week we were really rushed and it was not just a spasmodic splash of business but the result of our "merchants' tickets" and baby picture advertising which should be cumulative + regular. We already feel the results of making friends of our customers, - other people coming in all of seeing our pictures of their friends who recommended us. I have been unusually fortunate in making pleasing + appealing photos of most of the children. We try to make a special fuss over each child whose picture we take, & that certainly puts us in right with the parents. I believe we will make good unless we have some misfortunes in some unexpected way. At the present we have only fifty six dollars in the bank + we are both badly in need of new clothes, but we have about sixty dollars worth of pictures to finish for this week and if business keeps on coming we will be able to get some clothes



I am sending you some Alfalfa Tea - you have always talked so much about it that I hope you will enjoy it.

maybe before we are arrested for indecency!

Mr Hillis dropped in to the studio about ten days ago. He only stayed about ten minutes or less. He really doesn't look a year older than when I saw him last in Oberlin about twenty years ago! He is terribly busy of course & said he was going on another trip East in a few days - as far as Ohio maybe. Joy Hillis had just had a breakdown from over-work in his office at the Bible Institute while he was away & sick.

We have had a couple of rainy days - the precipitation amounted to a half inch & was badly needed. Otherwise the weather has been beautiful. The nights are cool & altogether the weather is just about the same as our nicest summer weather in Alberta - not too cool & not too hot. The flowers all over the city are simply wonderful, so bright in color & so luxuriant in growth. Long Beach is booming more than you could believe possible. One real estate firm sold nearly one-half million dollars worth of lots last week in Naples, which adjoins Long Beach on the east side of the city. Another firm sold over three hundred thousand dollars worth in Wilmington which is our harbor on the west of L.B. People are making fortunes here every day in oil & real estate, - losing it too, especially in oil. I wish we could buy a lot before they get much higher or trade our equity in the town place at Chinook for one.

I hope everything is going well at the farm with Knudsen. Shall I send on letters from the rest of the family?

Selden.

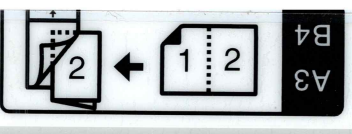
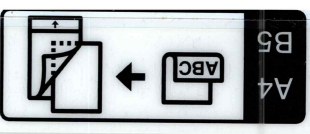


W. H. Belden 38 Pine Street Long Beach Calif.



Mr. W. H. Belden  
Mount Royal College  
Calgary  
Alberta  
Canada





sent E.S.B.

100  
70  
140

Bedford 10

Marytown 10

Dear M. 37

E.S.B. papers 65

Knicker 70

25

60

75

402

April 9.