

Wheans, Ohio,

Sept. 1, 1902.

My dear Belcher,

I got your letter near the last of the week & while I was still over in St. Paris. I am sorry you did not get a better start the early part of the week, but I see no reason why you could not reach the 10 or 12 mark by the close of the week. I don't know of course, how you came out, taking the week as a whole, but I rather anticipate something good when I hear the account for the whole six days.

My own work did not pan out in a satisfactory manner.

I only took 6 lousy orders  
all week long. I rather  
think the nearness of  
the time of delivery is  
something that knocked  
me out, although that  
doesn't explain it  
to any great extent. Other  
fellows can do good  
work right up to the time  
of delivering, and I sup-  
pose I should do the same.

I'm sorry to hear that you  
ran into competition  
with that other chap.  
He is undoubtedly the  
kind who goes into a  
town, makes a big  
splurge, and pulls out  
in a day or two. He  
couldn't stay in a town  
long and do much, I am  
afraid.

Hoping conditions  
are better now, I remain  
Yours sincerely,

Earl C. Hamilton

E. C. Hamilton  
306 N. Main St.  
Urbana, Ohio.



Mr. W. H. Belden,

Plain City,  
Ohio.

