

Urbana, Ill. July 21, 1902.

My dear Belden:-

Your of the 10th inst. most gladly rec'd. Well, old boy, you've run up against it but you've done just as I believed you'd do - struck right to it & plowed your way through. And I hope ere this you are having better success. Belden, study the complete volume & pros. also the different canvases and see if you

Can't from all these & your  
own ingenuity evolve a style  
of canvass that will make  
the "C.B." appeal to farmers.  
There's Book I, with its history  
of our recent possessions, its  
Parliamentary law, its Legal  
department of <sup>business</sup> law & forms  
landlord & tenant - Examp  
plus laws. Then book III  
with its interesting lectures.

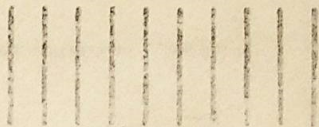
Book IV on Antiquities for private  
Medical Practice & Domestic  
Economy - Book V series  
Can be made of interest to  
an intelligent farmer. Belden  
make a point of the many tables  
while the calculations for value

in Book I which give  
a vast amount of in-  
formation in a form which  
is at once convenient &  
interesting - it presents  
matters in a concise, con-  
venient & get-at-able  
way - a thing which a for-  
mer appreciates & likes.

Help learn all you  
possibly can about the  
people before calling upon  
them and it helps you to adapt  
your talk to them.

The boys are doing good  
work now - Keller who is

making Urbana is tak-  
ing 20 orders a week,  
Stratton took 31 last week,  
E. D. Jones, took 37, I am  
working in the county here  
and ~~last~~ week took  
42 orders. I am afraid  
about four tenths orders from  
the board - Many people will  
refuse to buy thinking their  
children will use these at  
school. Go in for a prize  
this week, old boy. Write  
me often, tell just what  
you are doing. Burr seems  
to be swimming, doesn't he?  
My best wishes are  
Yours, John Paul  
Urbana, O.



Mr Wm Belden

Westfield,  
'Ohio

