

Dear Bill. -

I was expecting you on the noon train and was so disappointed when you did not come. I shall hold the tally job for you and I'll tell you right now that you can't beat this place to learn the lumber business. Will build a little shack and be by ourselves and you can get in seven days a week and not work overtime on Saturday and by Oct first you ought to be worth at least \$3 a day. Our saw mill starts running 12 hours today and we must get another machine for the planing mill to run twenty hours. I do hope you are planning to spend the next year with me and when next summer comes we will be able to handle almost anything that goes in the lumber business.

Will get off a few days at Kansas at least for Xmas and the day after and you can spend the time with your sister in Tacoma. I'll tell you boy, this is a big opportunity and I know you can make a go of it, and I'll guarantee that within six months there will not be a better car tallyman on the Coast than W. H. Belden. I want you, I need some one I can trust for damn carrying too much

to do it well as I want to do it. We are  
branching out and while you will find that  
we are not as well equipped as Stephens, you  
will find that we can cut day after day  
fifty thousand feet and that means we  
can ship from fifty to sixty cars every  
month. Don't think you can't do it because  
I know you can and you will find it  
very easy. I'll teach you how to buy a  
car book, an order book, how to make a  
manifest, how to bill out the cars and  
figure an invoice and when you have that  
learned you are ready to be a full foreman,  
a shipping clerk, or a manager if you can  
handle them and understand the business.  
If you like the business and want to  
stay with it, I wish you would come with  
me and we will back each other up and  
win. I haven't time for a letter. I just  
wanted to get this to you this afternoon.  
Your friend,

Percy D.

Aug. 20, 1906  
Hornwood Wn.