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Mr. W. H. Belden,

Westfield, Ohio.

Dear Sir:--

We have your reports for Thursday, Friday and Saturday together with weekly reports and notw the three orders. We are somewhat disappoite but not discouraged. We note you say on bakk of week report that you do not seem to make any headway among the farmers and that the book is not what would be especially useful to them. Beg to say that any family having children of school age, that is between the ages of 12 and 20 years will find it very much to their advantage to obtain a copy of the Century Book, ~~by way of information~~. We have a great many men who are meeting with excellent success among the farmers, and we see no reason why you should not. During the week ending July 26" and the beginning of this week so far the weather has been more favorable and we hope that it will continue so for some time.

Under a separate cover we are sending you a bulletin which Mr. Richardson, manager of the western division of our Chicago office sent out to his men last week. This contains some very good points on meeting works of similar nature and we hope you will get some good ideas from it. Field Notes have also been mailed you under separate cover, and we are sure you will find it both helpful and interesting.

Now Mr. Belde go at your work with all the energy and enthusiasm you can muster. Simply make up your mind that you must take orders and you will surmount the difficulties no matter what they may be.

The last reports we have had from you was for the week ending July 12". There certainly has been weather between that time and this that you could have devoted to your canvass in the country. You are defeating your prospects of success by ~~slightly~~ ^{using} your energies, and we hope that you will take a new interest and enthusiasm in the work from now on.

Awaiting your further reports with much interest, we remain,

Yours cordially,

MMH.

THE KING-RICHARDSON COMPANY.