

Room 805 Y.M.C.A. San Francisco , California
Sept. 18th , 1927.

Dearest Mother -

I have been intending to write to you ever since coming to San Francisco , but have not done it . I have been here a whole week too. I got an order for a Brake testing machine the very first day I went out on business too , which I feel is pretty good . There is going to be a lot of business from this territory before long , and now I will probably get a percentage on it right along . I am getting along lots better now in business than when you were here. Instead of selling direct to garage men , as before, I am now selling wholesale to jobbers , who in turn have their salesmen sell to the garages . However , in this way I have to go out with the salesmen and show them how to sell our machines - educate salesmen , in other words . It is lots of fun and my inferiority complex does not bother me nearly as much now as it used to ! There are a great many salesmen who think they are pretty smart that are not making as much money as I am , for which reason the old inferiority complex does not get in so much deadly work !

San Francisco is a very interesting town to me . Having heard so much about it I have always wanted to see it , My only regret is that Coral is not here with me . Teddy is a little too young to take around to see the world yet tho. If he were a great big strong husky baby , we might have been tempted to bring him , but as he is so small and young , we thot it much wiser and safer to have him stay at home .

Yesterday afternoon I drove out thru Golden Gate Park to the beach and around the edge to Lincoln Park which overlooks the Golden Gate . Several steamers were in sight either coming in or going out , and they made me all excited . It is funny but always when I have been near any body of water where ships were coming and going it ahas appealed to my imagination. I can just imagine all the ports of the world and the most romantic and probably improbable things . Even at Lorain when I was a boy I used to go off in a trance when I saw ships out on the lake . I dont know as I would care especially about making a long sea voyage either . Certainly without Coral I would not wish to . Time away from Coral is just so much time wasted out of our lives .

From here I expect to go on to Portland in about ten days if nothing changes present plans . On the way I hope to stop a day and see Will. This is rather an expensive trip , but it will be a paying trip I think . I certainly do learn things every day , and the experience alone is of great value . I wrote a note to John Davis on Friday . Will gave me his address that you had given him . I hope he is still here and that we can meet . If there is anyone else that you know that I know too I would be glad to have their addresses . When I return from Portland I will have t to stop here a few days ,

a lovely letter came to me from Cousin Ed. Woll

which I am sending to Coral, & she will send to you. I don't know where to address you, but suppose Oberlin. I hope you are well & not working too much. I wish we could visit you in Oberlin - maybe we can sometime before very long if business continues good. Next summer will get here in an awfully big hurry. I never saw time fly by so fast.

Lots of love,

Selden.

You asked how I like my different car. It is a '26 series Hudson coach & is simply wonderful. I wish I could take you for rides in it. After riding in the Ford so much it is simply heavenly to drive the Hudson. The same trouble is still with me however, but if I had the Ford now I would not be able to do anything at all.

Coral is sending on letters to me, so you will not need to remember my address here. If you want to write soon, you can address your letter in care of Will, as I hope to stop there one day. I am driving the car.

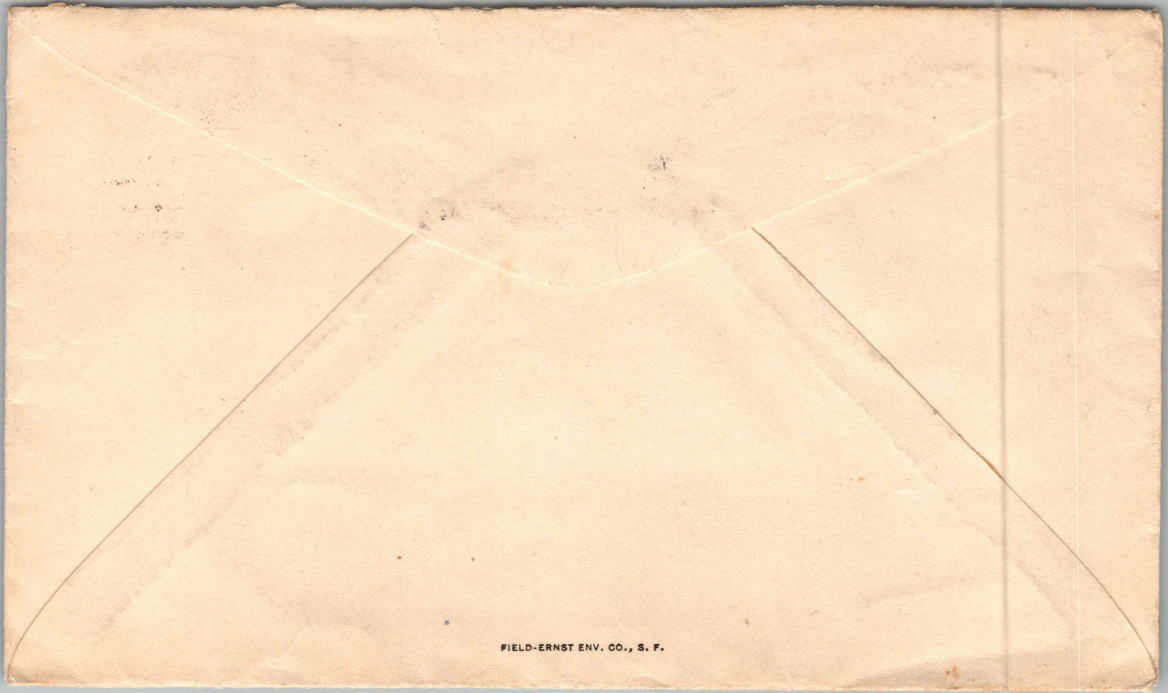
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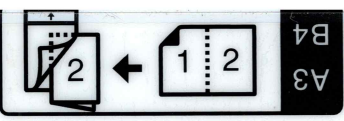
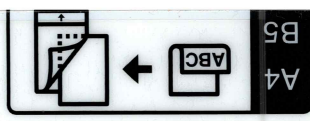
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B4/B5



B4/B5

A3/A4