

EMORY SALES COMPANY

DEALERS IN

MACHINERY FOR THE HOME

512 S. JEFFERSON STREET

PHONE 578

ROANOKE, VA.,

Sept. 19, 1913.

Dear Lloyd:

Your letter of the 18th enclosing copy of agreement with Mr. Dulin received. I have read the agreement with much interest and have placed it on file with the other papers pertaining to the farm.

In regard to the small fruits it seems quite possible that the picking and marketing of ~~them~~ may have been neglected in the past. We know that there are some apples and some pears because we see them on the trees, but whether they are allowed to remain there and rot or picked and canned for private use is the important thing to consider. The amount involved is small but even a little bit helps. If we can get a system on the farm that will ensure every product, big or small being harvested and marketed I believe these little things will help us out with big ones.

I had a letter from the sales manager of the McCall Company. He has been unable to make a place for me as yet but hopes to do so and will write me again in the near future. The sales force is complete and he expected to put me in where some others were taken out. There has been an improvement in the work of some of the men on whom he had placed the "indian sign" and this delayed him making me a definite offer until he can make a place for my services. The matter may hang fire until December but the situation is such that it cannot be forced. If I get the place I will be in a position to invest some money in the farm and help take up the floating debt. It may be well to have the notes, about which I wrote you, fall due sometime in the Spring so as to give me an opportunity to help if possible.

Mother left us last Sunday and is now in Maryland. You will see her next week in Philadelphia. I hope things are opening up a little with you and be assured of my assistance and best wishes.

Sincerely yours,

E/D