

28 May 1987  
Still → Nora from  
Boise on  
the road selling



*Publishers, Booksellers and General Agents,*

NO. 120 SUTTER STREET,

Active Agents Wanted for "THE HISTORY OF CALIFORNIA" By Hon. THEODORE H. RITTELL, and other Leading Publications of the day.

POST OFFICE BOX, 226.

SAN FRANCISCO

Jan. 18, 1886.

Miss. N. E. Crockett,

Logan, Utah.

Dear Miss:—Mr. Ream, the agent for "The American Cyclo-  
pedia" has not been ordering any volumes sent to you lately.  
How is this? Do you not wish some books now? We will supply  
you with them on the same conditions as Mr. Ream did. Please  
let us hear from you at once. We enclose stamped envelope for  
reply.

Awaiting your answer, we remain,

Respectfully Yours,

Occidental Publishing Co.

Dictated.

A. I. BANCROFT & CO.  
Publishers, Booksellers, Stationers and Manufacturers,  
607 MARKET STREET, GRAND HOTEL.

*San Francisco,* May 13, 1887.

Mr. W. D. Ream,  
Montpelier, Idaho,

Dear Sir:-

We are just in receipt of your welcome favor of the 3rd. inst. and are pleased to know that you are still determined to make a thorough canvas for our books, provided we do the right thing by you in the matter of territory which we assure you we shall do. We are holding the two counties which you refer to for your exclusive use and shall not let any other agents represent us on the books which you are to handle in this territory. We trust however that you will use your best endeavors to arrange matters so as to begin work at the soonest possible moment as we feel that it is expedient for all concerned to have the work going on as early as it can be arranged. We are getting most encouraging reports from different parts of the State and we are anxious to have you begin your work <sup>soon</sup> as we feel sure that you will be able to send us some encouraging news from the very first. 'Wonders' is an exceptionally good selling work and we know that you will find it a very satisfactory one to handle. One of our agents has just reported that he took 5 orders for it the other day while standing on <sup>a</sup> the street corner in San Jose. Many other similar reports show that this book sells where no other one will.

Hoping to be favored with a good report from you soon and  
with best wishes for your success, we remain

Very Truly Yours

A. L. Bancroft & Co.

Dictated by *Otto Avers*

When you write, please do us the  
favor to put the word "WONDERS" on the  
top left hand corner of your letter.

*Boise Valley*

*May 25 87*

Dear Wife and Baby

I am well and I hope you are all the  
same. weather is very warm here and I find canvassing quite  
hard. I'll Daisy. I fancy I can see you going to milk  
this morning. I wish I was there to help you. I am doing

very well so far think I can sell 100 copies a month  
clearing \$100 the best I can do just had breakfast  
and must be off to work soon

And I have just write Jim to send  
me some maple seeds and will you watch the office & don't  
let them spoil they will come by express. Have Theodore Eaton  
plant them in the garden where the carrots & beets  
are on the south side of the ditch in the south east

corner watering the ground good before planting. Look out for the  
mice & don't let it spoil in your hands. I would like ofle  
well to be home I believe I am getting home sick to see you  
and baby will commence delivering in a week or two &  
then I can send you some money & suppose Delia has  
gone & left you. Be good to to yourself & Baby & say if you  
can't be taking life so say when I get back

He is kisses for you & Baby I am ever Your Loving Husband  
(and imagine a big hug) + *L. Hill*