

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

F. PERSON, MANAGER.

Manager's Office



Publishers, Booksellers and General Agents,

NO. 120 SUTTER STREET,

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

POST OFFICE BOX, 2558.

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. L. 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 ^{soon} 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 ^a 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 28 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.

Now I have just wrote 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 offe
well to be home I believe I am getting home sick to see you
and baby. will commence delivering in a wk or two &
then I can send you some money. I suppose Delia has
gone & left you. Be good to yourself & Baby & say if you
can't be looking like roses when I get back.
Here is kisses for you & Baby. I am ever Your Loving Husband
and imagine a big hug) + + + + + L Will