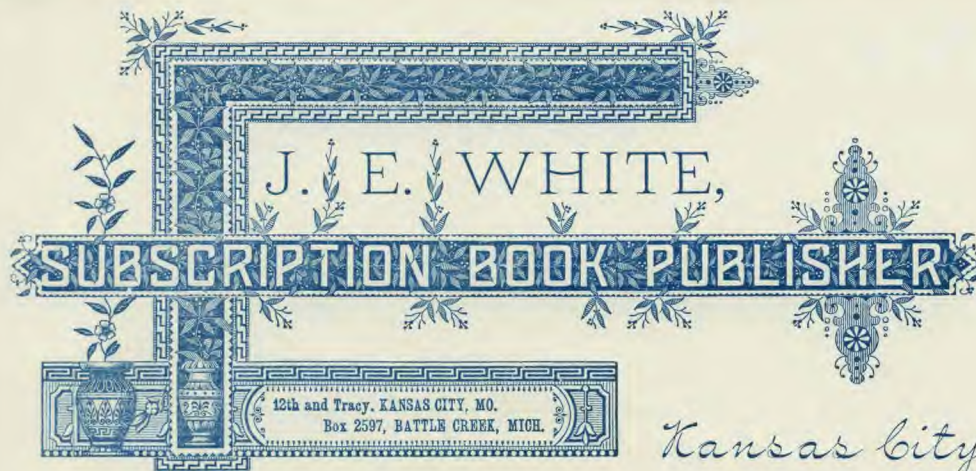


1884



Parsons' Hand-Book of Forms.
Guide to Penmanship and Letter Writing.
Breakfast, Dinner, and Supper.

Kansas City, Mo.,

As the harvest season is now past, and our country is blessed with bountiful crops, we are beginning to look around for all our friends, both new and old. As we look over the field we can safely say that never was there a more encouraging outlook for the book business, both East and West than the present. With good crops business revives, farmers and townspeople feel well and will buy books if they are rightly presented.

The best season of the year for our business is before us, and any energetic person can reap a rich harvest from this fall and winter's business. We are now re-organizing our forces for a vigorous fall campaign, and desire to hear from every person who is working, or ever has worked, for our publications. You will do us a favor to write by return mail, stating your intentions in regard to the business, and what we may expect from you.

Are you prepared to enter the field at once? If not, how soon can you commence? If already in the field, what are the prospects in your locality? Do you report weekly? If not we must urge you to do so, as your agency is given contingent on your reporting regularly. It is the only means we have of keeping our Territorial Record, and knowing of the condition of the field. Report if you have taken but one order.

An early reply will oblige,

Yours Respectfully,

J. E. White.