

Illustrated American Works:

WILLIAM CULLEN BRYANT,
EDWARD EGGLESTON, D.D.,
PROF. JACOB HARRIS PATTON,
HARRIET BEECHER STOWE,
PROF. ROBERT E. RAYMOND,
JUDGE ALBION W. TOURGEE,
MAJ. GEO. F. WILLIAMS,
DR. JOHN LORD,
AND OTHER EMINENT AUTHORS.

FORDS, HOWARD, & HULBERT, PUBLISHERS AND IMPORTERS,

SUBSCRIPTION DEPARTMENT,

27 PARK PLACE; GOODS ENTRANCE, 24 MURRAY STREET,

New York, February 23rd 1888.

My Dear Judge:-

Your favor of the 21st inst. is received and in reply would say that Mr. Bell wrote Mrs. Tourgee some days ago, offering the same terms as Roberts Brothers. *on "Black Ice"*

We have expected "Black Ice" to animate the trade over your other works, and perhaps it is ^{not} a good time to take them out of the dealers' hands altogether for subscription purposes, but if Mrs. Tourgee should find any agents, we could sell the ~~balance~~ ^{books} by instalment along the railroad lines between Buffalo, Pittsburgh, Columbus, Sandusky and Cleveland to very good advantage, as we go over those routes every month; or, we would place the books in her hands and let her deal with the canvassers. There is, however, so much of detail to the instalment business she would probably find herself swamped by undertaking to manage the delivery. We think an experiment might be made with the books as they are, and if the result were encouraging, then go ahead and reform the stamp in accordance with your suggestion.

Yours very truly,

Geo. S. Hulbert

Judge A. W. Tourgee,

Mayville, Chatauqua Co., New York.