

McBRIDE RARE BOOKS

List 45 *Business & Trade*



Our latest list contains thirty items related to business, trade, industry, and commerce. These range from an 18th-century document on the Triangle Trade to a massive photographic archive of 20th-century mining and smelting. Other highlights include an important visual archive of a business empire in Alaska at the turn of the century; several items relating to Black-owned businesses; business directories and promotional materials, and more. Enjoy!

Cheers,
Teri, James, & Joe

Terms of Sale

All items are guaranteed as described. Any purchase may be returned for a full refund within 10 working days as long as it is returned in the same condition and is packed and shipped correctly. All items subject to prior sale. We accept payment by check, wire transfer, and all major credit cards. Payment by check or wire is preferred. Sales tax charged where applicable.



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MATERIAL FROM AN IMPORTANT BLACK-OWNED LIFE INSURANCE COMPANY

1. [African American Business]. **Supreme Liberty Life Insurance Company.** [Two Issues of Achievement, the Official Periodical of the African-American-Owned-and-Operated Supreme Liberty Life Insurance Company]. [Chicago]: August 22 and 29, 1959. Two issues, each 11pp. Original pictorial cover and loose sheets, stapled, as issued. [with:] Promotional plastic comb in original glassine wrapper. Soft vertical creases, moderate wrinkling and edge wear, minor soiling, a few short closed edge tears. About very good.



A pair of issues of Achievement, issued weekly by the Supreme Liberty Life Insurance Company, one of the first and most prominent African-American-owned insurance companies in the United States. Each issue communicates information on company activities, figures on sales production by salesperson, and company districts, helpful advice on sales techniques and management, information on American families, and more. The promotional

comb that accompanies the two issues is printed with the company name on one side, as well as on the glassine cover in which it is stored. The Liberty Life Insurance Company was founded in 1919 by Frank L. Gillespie, an Arkansas native educated at Harvard who was dissatisfied with insurance coverage for African Americans being offered by White-owned insurers for whom he had worked as a salesman. After Gillespie's death, the company he founded merged with two other insurance

companies in 1929, and became the Supreme Liberty Life Insurance Company. By the 1940s, the Supreme Liberty had become one of the largest African-American-owned insurance companies in the country. The company's weekly bulletins such as those present here, were likely issued to the company's sales force and managers. Material from the Supreme Liberty Life Insurance Company is almost unheard of in OCLC, with only a single 1950 annual report located at the University of Illinois. (McBRB4029) \$550

BLACK FRATERNITY PROGRAMS

2. [African Americana]. [Arizona]. [Omega Psi Phi]. [Pair of Programs for the Omega Psi Phi Fraternity's 12th District Conference]. Phoenix: 1948, 1951. [28]pp. each. Illustrated with photographs. Original yellow wrappers printed in black. Moderate edge wear, creasing, and some soiling. Light toning to text, a few scattered ink signatures, final gathering in later pamphlet detached but present. About very good.

A pair of seemingly-unrecorded programs for the annual conferences of the Omega Psi Phi Fraternity from 1948 and 1951. Each program contains the schedule of business and social events for the conference, lists of officers, as well as greetings, well wishes, advertisements, and more from the larger Phoenix community. Some of the advertisers include African-American-owned businesses such as Ragsdale Mortuary, Bohannon Cactus Drug



(“Only Negro Pharmacy in Arizona”), and the Arizona Sun newspaper, “Published in the interest of the Social, Political and Economic Welfare of 75,000 Negroes of Arizona.” The programs are also illustrated with numerous portrait photographs of the officers and attendees of the conference, and notable members of the local African American community.

(McBRB4019)

\$850

**CALENDAR OF FAMOUS AFRICAN-AMERICAN FIGURES,
ISSUED BY A BLACK-OWNED INSURANCE COMPANY**

3. [African Americana]. [Michigan]. *Little Known History of...the Negro* [caption title]. Detroit: 1956. Large-format pictorial wall calendar on twelve sheets, each sheet measuring 19.5 x 13.5 inches, bound at top with a strip of black plastic. Minor wrinkling and staining, small hole in the last leaf costing a bit of one illustration. Very good.

An interesting and ephemeral wall calendar created in 1956 as a promotional for the Detroit Metropolitan Mutual Assurance Company, an African-American-owned life insurance company. The copyright notice is dated in that year and claimed by Charles C. Diggs, Sr., the founder and president of DMMAC. The calendar features notable African descendants from America and around the world. The first month repeats the old Southern white claim that Hannibal Hamlin, Lincoln’s first Vice President, was an African American. Hamlin is identified here as “Negro Vice-President of the United States.” Other months are devoted to a



variety of subjects such as Ida Wells Barnett, Reverend Patrick Francis Healy, two local civil rights leaders in Detroit - Francis M. Dent and Willis M. Graves, Fulgencio Batista (“Cuba’s Negro President”), “Three African Popes,” and Queen Charlotte Sophia of England (“Negro Ancestor of Present Day Royalty”), among others. The individual days of the calendar throughout the year are populated with facts regarding major moments in the history of the African American experience, i.e., January 1 - “New Year’s Day - 863, Negro slavery abolished by law.” January 5 reads, “1943, Dr. George W. Carver, scientist died at Tuskegee Institute. Carver Day, established by act of Congress.”

Charles C. Diggs was an important African American political and business leader in greater Detroit. Over the course of his career, he operated a funeral home, helped found a cemetery for Black people, and created the DMMAC to provide life insurance to African Americans shut out of traditional insurance opportunities through discrimination. Diggs became active politically, as well, becoming the first African American Democrat elected to the Michigan Senate in 1936. He worked for civil rights from within the system, passing his signature legislation in 1937, known as the “Diggs Law,” which punished discrimination based on race, color, or creed as a misdemeanor. Diggs’ son, Charles, Jr. became the first Black man from Michigan to serve in the U.S. House of Representatives. No copies of the present version in OCLC, with only one copy of the previous year’s calendar at the University of Kansas.

(McBRB3463)

\$850

DIRECTORY OF AFRICAN-AMERICAN BUSINESSES

4. [African Americana]. *Progressive Business Alliance. The Radio Committee of the Progressive Business Alliance Presents the First Anniversary of the Negro Business Hour Souvenir Program* [caption title]. [Cleveland: ca. 1940]. [20]pp., including numerous photographs printed in the text. Folio. Original yellow pictorial wrappers printed in brown. Edges a bit worn and chipped, some soiling and slight wrinkling to wrappers, a few closed tears to front wrapper repaired on verso. One text leaf with short repaired closed tear to outer margin, moderate toning and light dust-soiling to text. Good.



An informative souvenir program celebrating the first year of a Cleveland radio show designed to acquaint listeners “with the Negro-owned and operated businesses in our city.” The program was operated by Cleveland’s Progressive Business Alliance, an association comprised of the area’s African-American business owners. The present work includes background information on the Alliance, the radio show, the Alliance’s Monday Luncheon Club, the group’s Womens Auxiliary, a few sections containing

“Interesting Notes About Negroes in Business,” a listing of the Alliance’s patrons, and more. The work is profusely illustrated with photographs of the leaders of the Alliance, two group photographs of the “Negro Business Hour Chorus,” and a group shot of the “Young People’s Sunday Evening Hour” section. Additional photographs feature several of the area’s business owners who have taken out advertisements in the work. Among the advertiser-related photographs are two full-page group shots showing the office personnel of the Dunbar Mutual Insurance Society and the People’s Appliance Company, respectively. The advertisements occupy much of the present program, making the work tantamount to an African-American business directory of Cleveland in 1940. The Progressive Business Alliance was formed around 1939 by Frank C. Lyons, a Cleveland attorney; the group later changed its name to the Cleveland Business League. An ephemeral work from an important Cleveland-area African American business organization, and seemingly unrecorded, with no copies listed in OCLC.

(McBRB4016)

\$750



EARLY BUSINESSES IN ALASKA

5. [Alaska]. [Yukon]. Sterling, Joseph S. *[Substantial Photographic Archive Related to Joseph S. Sterling and His Business Dealings in the Yukon Territory and Alaska]*. 1901-1912. 162 photographs in two albums, loose, and mounted on card. Various sizes. First album octavo, black cloth with manuscript paper label on cover; moderate wear, several images clipped throughout (81 photos, captioned in ink, plus newspaper clippings and ephemera; most images 2.5 x 3.5 inches, with a handful both larger and smaller). Second album quarto, black cloth with gilt cover; light wear (53 photos, 3.5 x 5.5 inches, captioned in ink or the negative). Thirteen images mounted on card; cards worn, minor soiling, most images clear but a few grainy (many images 6 x 8 inches with some larger, captioned in ink). Fifteen photos loose, most 5 x 7 inches, captioned in ink. About very good.

A wonderful photographic archive documenting the business dealings of Joseph S. Sterling during his years in central Alaska and the Yukon Territory. Sterling left Trenton, New Jersey for the Yukon Territory in

1901 at the age of twenty-three, during the Gold Rush. He worked as a fur trader and miner before establishing a business partnership with Peter Vachon in 1904. The two established several trading posts and mercantiles, first at Fairbanks, then later at Chena, and Ft. Gibbon, specializing in furs. This partnership lasted until 1914, at which time Vachon moved to Seattle to work in real estate and Sterling began an enterprise raising silver foxes, first in Alaska and then in New York State. The images here document Sterling and Vachon's business efforts, life on the Alaskan frontier, and the local natives with whom they did business. Most of the images are neatly captioned and dated.

The earliest images are found in the smaller photo album, labeled on the cover: "Book No. I. Dawson, Yukon Territory, Canada and Fairbanks, Chena, Fort Gibbon, Alaska and Other Points in Alaska. Joseph S. Sterling." The opening image shows three men inside, two seated with their arms crossed and one standing between them, captioned "Our Cabin at Dawson 1901." Further images of Dawson include the governor's mansion, a street scene, an "Indian tent" as well as local natives, a fire in town, and a self portrait.



One of Vachon & Sterling's business cards is among the ephemera in the album, dated in pencil 1904; other pieces include clipped letterheads and newspaper clippings about the men and their enterprise.

The mounted and loose photographs are the largest images present, and some of the most striking. One such shows a group of five native men and three

children, as well as a sled dog peeking in at the corner, and is captioned, "Taken when Joseph S. Sterling was 47 days with the Indians. Some of the party at the head of the Tanana River. Alaska, winter 1903-4." Though a bit blurry in spots, the standing men are clearly discernible, as are their bold expressions. Another image from this group shows the store in Chena in 1908, noted as being "26 x 80 - 3 stories - Log." Several people stand on the porch of the storefront, which has handsome plate-glass windows along its first floor fronting and a bow window on the second. Other images show the Chena docks and warehouses of the company, and the barges on the waterfront. Some of the loose photos show the exterior and interior of the Tanana Commercial Company store in Ft. Gibbon, also in 1908. One interior shot is captioned "Downstairs showing fire pump & hose, Dec. 1908," depicting two men in the background holding the fire hose for effect. Blankets, suits of clothing, and other sundry dry goods can be seen in the background, as well. Another is labeled "The grocery side, downstairs, Dec. 1908," presumably representing the other half of the store. The same two men pose again with the first hose, canned goods lining the shelves neatly behind them. The upstairs of the store is also depicted, where pots and pans and other dishware are on display, as well as cafe-style tables. The fire hose again makes an appearance: "Up stairs showing reach of hose. Dec. 1908."

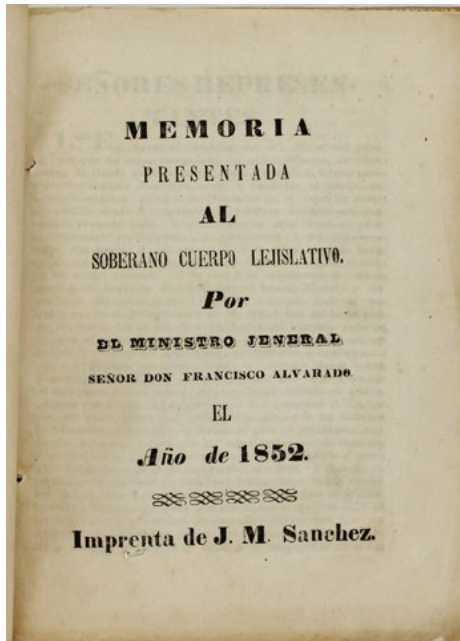
The final album dates to the final years of Sterling's time in Alaska, 1911 to 1914. Highlights include distant vistas of an Indian village on the bank of the Tanana River, as well as a similar shot of Ft. Gibbon. A handsome photograph depicts "Front Street, Cordova, Alaska Aug. 21, 1914", taken by Sterling, with several other images also of Cordova. Others show Sterling's silver fox farm and its operations, with images of the animals and their enclosures. Altogether, this is a wonderful photographic archive of one man's business ventures in Alaska and the Yukon, showing a full range of his progress from trapper to merchant to fox rancher.

(McBRB3733)

\$7,500

HONDURAN DISPUTES WITH GUATEMALA & GREAT BRITAIN

6. **Alvarado, Francisco.** *Memoria Presentada al Soberano Cuerpo Lejislativo.* [Honduras]: Imprenta de J.M. Sanchez, 1852. [2], 16pp. Small quarto. Later marbled wrappers. A couple of minor edge chips to title page. Moderate, even tanning and light dust soiling. Very good.



A rare report on foreign affairs and trade by Honduran prime minister Francisco Alvarado to the national legislature, delivered in 1852. In the background were tensions with the United Kingdom, who sought debt repayment and land claims on the Hondurans, and ongoing conflict with Guatemala, amongst other issues. Alvarado laments that Honduras is peaceful with all of its Central American neighbors except for Guatemala, but blames their neighbors for continuing hostilities:

“Solamente con Guatemala, por una fatalidad para ambos Estadis, no se ha restablicido la buena armonía que en otro tiempo reinara entre este y aquel Gobierno; mas no por que Honduras no hubiese puesto de su parte los medios de una reconciliacion. Véase el acuerdo dee 22 de Octubre último inserto en la Gaceta, y se conocerá que se procurado evitar motivos de desavenencia. Empero, Guatemala que nos ocupa indebidamente una gran parte de nuestro territorio por el lado de Copan, disponiendo sin atender al indisputable derecho que nos asiste, de sus preciosas producciones; procura mantener en pié la desavenencia para continuar en sus avances.”

He also attacks the British for attempting to expand the boundaries of British Honduras and threatening to blockade the port of Trujillo, and seizing Honduran territory:

“Ya no cabe decir mas sobre el ridículo pretesto con que se intente despojar á Honduras de una parte de su territorio poseida con tantos titulados de legalidad. Que nacion, sino es la Inglaterra, ha reconocido esa parodia de monarquía? Donde está su corte, donde sus leyes, donde sus majistrados?... Nada existe, ni ha podido existir siendo como los mosquitos, tribus errantes de salvajes leprosos, sin hogares fijos, sin templos de adoracion, sin escuelas donde ilustrar la juventud; en una palabra, sin ninguno de los elementos que pueden constituir una nacion. Sin embargo, es un hecho, que bajo el nombre de un monarca despreciable, se nos arrebatata lo mejor y mas rico de nuestro territorio.”

The remainder of the report goes on to discuss recent domestic legislation, education, trade, and production. One of his main points of emphasis in this realm is the importance of indigo production, writing that, “Este ramo es el de añil, que en el dia acaso es el principal de los que forman la riqueza publica del Salvador;” and arguing that it should be so in Honduras as well. Scarce, we locate only three copies -- at Berkeley, William & Mary, and the Library of Congress.

(McBRB2834)

\$2,000

ENORMOUS PHOTOGRAPHIC ARCHIVE OF MINING OPERATIONS ACROSS THE U.S. AND LATIN AMERICA

7. **American Smelting and Refining Company.** [*Giant Archive of Photographs, Stocks, Ephemera, and Manuscripts Documenting the Operations of the American Smelting and Refining Company Throughout North and South America*]. [Various locations including Baltimore, Texas, Arizona, Mexico, and Peru: 1916-1980s]. Approximately 5,000 photographs, of which perhaps a third are duplicative. Mostly loose black and white photographs, many 8 x 10 inches or larger. Additionally, thousands of stock certificates for ASARCO companies, several official typescript works and documents, and a handful of ephemera and other manuscript materials. Altogether, approximately 7.5 linear feet. Condition generally strong, with images clean and sharp, though some chipping and wear to scrapbooks and earlier photos. Overall, very good.



Massive photographic archive documenting mining activities of the American Smelting and Refining Company (ASARCO). Originally organized in 1899, ASARCO consolidated numerous mining and smelting operations at its inception and added to its operations over time. It is still in business today, though the company was acquired by Grupo Mexico in 1999 and declared bankruptcy in 2005. Today it operates only two smelters in the United States and is responsible for over twenty superfund sites.

The images present here show operations at numerous plants across both North and South America. These include Baltimore and Tacoma; various locations in Texas, Arizona, California, and New Mexico; smelters in Idaho, Colorado, and Montana; plants in Illinois, Nebraska, Missouri and several other eastern locations; and numerous mines in Peru and Mexico. Images generally depict the exterior and surrounding areas near the smelter and mine, as well as workers preparing ore and various metal products. Often these can be found in sequence, providing a detailed and step-by-step picture of the processes involved. Most appear to be professional and likely promotional photographs commissioned by the company -- some are noted as being for the newsletter, some for specific magazines or other publications. A substantial number of images in the archive have a photographer's stamp on the verso, and these include such notable firms as Manley Commercial Photography of Tucson, Arizona; Cal-Pictures of San Francisco; Fluor Utah, Inc. in San Mateo; and Tom Upper of Tacoma, Washington. The bulk of the images date from the 1950s through the 1970s.

A substantial portion of the archive focuses on ASARCO plants in the American West. There are significant caches of photos from Texas (ca. 300), Arizona (ca. 200), Tacoma (ca. 300), and Montana (ca. 200). There are about a hundred photos each from California, Idaho, and Colorado. Images from San Francisco show the operation and later demolition of the smokestack at the Selby smelter; the plant there closed in 1970. The earliest images are from ASARCO operations at the copper refinery and mill in Baltimore, dating to 1916 and continuing through the 1950s. Photographs of Baltimore are the most numerous of any single smelting operation, numbering more than 700, together with other documentation. Interestingly, the early photos include several panoramic views of the plant and operations there, comprised of two or more individual photographs combined. Operations continued in Baltimore until the 1970s. The next largest group of images is from Peru. The Toquepala mine and Ilo smelter were opened by the Southern Peru Copper Corporation in 1960, and the images here depict the establishment of operations at those locations. Many of the photos in Peru depict miners down in the mines, as well as their ASARCO housing villages, humanizing the industrial documentation. Throughout the archive, miners can be seen at various phases of work, across time and cultures.

In addition to hundreds if not thousands of stock certificates, other printed and manuscript documentation herein includes a typed history of the Tacoma plant from 1890 to 1980 (38pp.); a typed appraisal of the Federated Metals Division in St. Louis dated 1938 (143pp.); and an ASARCO laboratory manual, dated 1971 -- housed in a very large and official three-ring binder, this item details laboratory safety, analytical



methods, and information on thirty-two individual minerals ranging from arsenic to chromium to molybdenum to zinc. There are also numerous pamphlets on safety regulations from individual plants, as well as some union information and other related material.

Altogether, this archive represents a significant photographic record of one of America's largest mining conglomerates, spanning the better part of a century. Despite having been produced by a variety of commercial agencies, there is a general consistency to the prints that one does not always see in such archives. Furthermore, many of the images in the collection have a strong artistic quality, as well, such as the abstracted overhead views of the mines, which are quite striking and unusual. Undeniably useful for students of industrial history, mining history, and photographic documentation. More information regarding the individual breakdown of regional photographs is available upon request. (McBRB1565) \$27,500

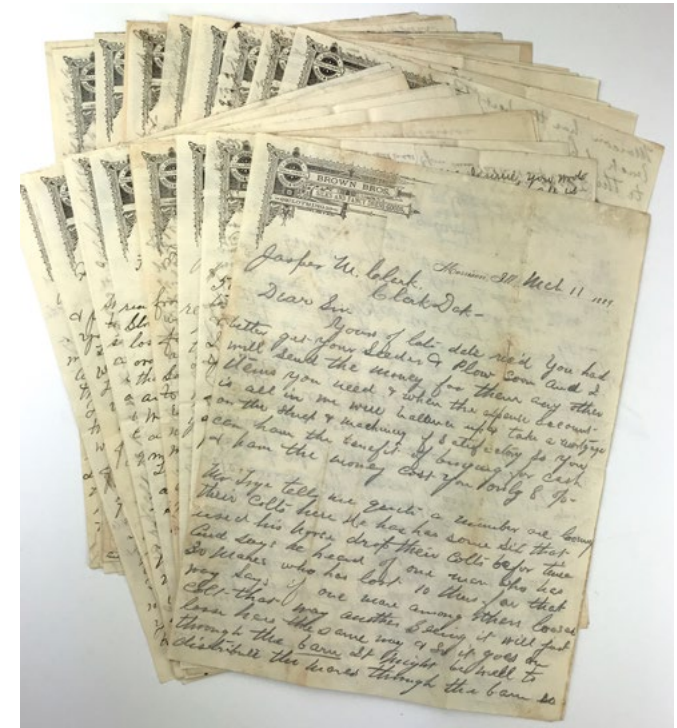
MANAGING A SOUTH DAKOTA FARM

8. Brown, George. [*Archive of Letters from Farmer George Brown to His Managing Agent, Jasper Clark, in North Dakota*]. Morrison, Ill.: 1889, 1891-1892]. Twenty-three letters, [48]pp. total. Folio sheets. Old fold lines, minor scattered soiling and wear. In a legible hand. Very good.

An archive of correspondence between an Illinois sheep farmer and his South Dakota-based farm manager detailing business over the course of several years. George Brown, based in Morrison, Illinois, writes here to Jasper Clark of Clark, [South] Dakota, where Clark appears to be the manager or partner for another sheep ranch owned by Brown, possibly a relation of some sort. Clark, South Dakota is located in the northeast quadrant of the state, not near much of anything. In addition to sheep, the farm in South Dakota raised oats and corn for the livestock, as well as some horse breeding. All but three of the letters date to the first seven months of 1889, providing a detailed glimpse of the Dakota operation.

The first letter is dated January 18th, and seems to be early in the establishment of the operation out west. Brown writes with a flurry of

questions, asking for details about the stock, the horses, and everything else: "Not having heard from you for some time have on the old theory that, no news is good news, concluded that everything must be working all right. How is the water supply, and how are the colts, yearlings also the bay 3 yr old with the swelled hock joint. Also the other mares, and how does Marlow flourish, in fact I guess I would like to hear from you in regard to the cattle & sheep which constitutes all the stock." He asks after grain usage during the winter, and suggests ordering a carload of corn from Iowa in conjunction with their neighbors to get a better rate.

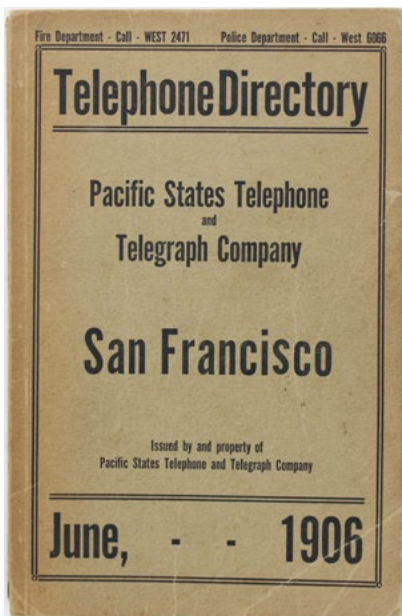


In February there is a lengthy discussion about buying a plow, and the advantages of the riding plow versus the walking version for the price. In March, Brown writes about improvements to the property: "Now Jasper if can get along all right with a summer kitchen instead of an upright for a year or so I would like it as I would like to have the crops pay for the improvements from this if can. However I will write Father & see what he thinks best & what an upright would cost me, &c." He also writes in May about fires in the area:

"Friend Jasper, Since writing you have been reading the Clark Pilot of the numerous fires. Strange about Fred Steeres fire and a heavy loss. I think many of these fires on that order are caused by using these parlour

[matches] that have large heads by being dropped and something steps on it & away it goes. We don't have them around our house at all we use the old fashioned small head match. Then fire like Frank Austins caused by a spark lighting in some bunch of hay straw or dead grass with the high winds you have there it will need extra caution to guard against these different ways for fire to clean us out. I think you are careful and watchful."

In a letter dated June 27, 1889, Brown encloses money for expenses and discusses the wool clip from the farm in Dakota, writing: "Enclosed find draft for \$50.00 dollars to pay for corn bought, tools for paring horses hoofs, &c. wool twine &c. I think if your wool is good quality you had better send to W.A. Allen & Co. [in] Chicago for sacks & ship there. If can sell the poor lot you sheared at home do so. Parties here shipped yesterday to Allen. They expect to get 24 cents clear after paying frt. & commission." He also discusses the sale of two mares, writing that Clark should do as he thinks best, "But the blind mare would probably be all right another year & the grey has raised two good colts in succession & may do all right another year. The large blind mare bred ought to bring \$55 or \$60, I should think." A good look at farming life in the Dakotas. (McBRB1657) \$950



POST-QUAKE DIRECTORY

9. [California]. [Directories]. *San Francisco Telephone Directory*. San Francisco: Pacific States Telephone and Telegraph Company, 1906. 229,[3] pp., plus four leaves of advertisements printed on colored paper. Publisher's brown printed wrappers. Minor creasing and edge wear to wrappers, tiny chip to bottom corner of front wrapper. Minor occasional foxing to text, about half of final leaf, comprising advertisements, lacking. Otherwise a nice survival. Very good.

The first complete telephone directory published after the monumental 1906 San Francisco earthquake and resulting conflagration that consumed and destroyed much of the city. Two temporary directories were printed after the disaster, the first issued on May 12; its supplement was issued May 26. Both of the temporary directories are extremely scarce, as is the present work. Interestingly, as some mention of the 1906 earthquake and fire were printed in the temporary directories, the present work does not dwell on recent events, but is a rather straightforward phone directory. This perhaps speaks to the resilience of the people and commercial interests in San Francisco to simply put the tragedy behind them and get on with life and business. The Pacific States Telephone and Telegraph Company directories began in 1905 and ceased in 1907. Rare, with only two physical copies located in OCLC, both understandably in the Bay Area, at the Oakland Public Library and St. Patrick's Seminary & University.

(McBRB3972)

\$650

"READ THIS CAREFULLY, AND SEND IT TO SOME FRIEND"

10. [California]. Ellis, Wilson R. *Resources of San Joaquin County, California. A Review of Its Agricultural, Manufacturing and Commercial Interests* [cover title]. San Francisco: Bacon & Company, 1886. 64pp., plus two folding plates. Original printed wrappers. Spine and wrapper corners chipped; relatively sympathetic tape repairs to spine. Contemporary ownership inscription on front wrapper. Plates separating at folds. Even tanning, scattered foxing. Good plus.



Scarce, 1886 promotional pamphlet for San Joaquin County and its county seat of Stockton, "Addressed particularly to the stranger who wishes to know in what portion of California he may find combined those advantages in climate, location and soil, that would determine the fixing of his new home." The pamphlet contains two maps, one double-page color map of the county by soil type, chromolithographed by Britton and Rey, the other a folding map of rail routes and connections of the Sierra Nevada & San Joaquin Railroad. The verso of this plate depicts the county exhibit at the 1886 California State Fair. The text itself is quite extensive, with a focus soil and agriculture; numerous local advertisements throughout. OCLC locates seven copies; only one in auction records for the last fifty years.

(McBRB2850)

\$850

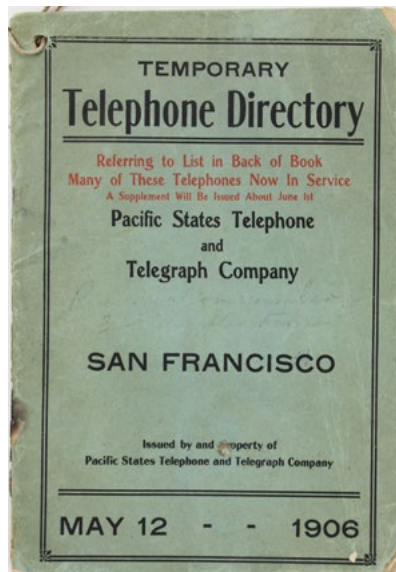
REBUILDING SAN FRANCISCO

11. [California]. [Great San Francisco Earthquake]. *San Francisco Temporary Telephone Directory. May, 1906.* San Francisco: Pacific States Telephone and Telegraph Company, 1906. 48pp. Original printed wrappers, stapled. Light wear and chipping, lightly soiled; spine worn and chipped. Text lightly toned. Good.

Temporary telephone directory issued after the Great San Francisco Earthquake of 1906. "Since the great fire swept our City, we have put forth every effort...to restore the telephone service in the unburned district and provide such temporary telephone service as was possible to those business concerns located in the burnt portion." The introduction goes on to explain the process of rebuilding the telephone network, noting, "We shall issue telephone lists from time to time as the restoration of service advances." To that end, the final five pages list telephones ordered but not connected. Scarce.

(McBRB3986)

\$850



"BUT ISN'T IT DREADFULLY HOT AND SICKLY IN CUBA?"

12. [Cuba]. *The Herradura Land Company of Cuba (Incorporated Under the Laws of South Dakota).* [Pierre, S.D.: ca. 1904]. Oblong folio, folded to a narrow quarto. 16pp. plus folding map. Original black wrappers printed in silver, stapled. Some light wear and soiling, a few small tears at edges. Slight dampstaining to top edge. About very good.

Elaborate promotional pamphlet outlining the prime opportunities in Herradura, Cuba, presented by the Herradura Land Company of South Dakota. The work is extensively illustrated, highlighting the agricultural and cultural situation in Herradura, including images of the train station, fields, a country store, and the local scenery. The company offers 8,000 acres at \$20 an acre as an inducement for settlers: "The Herradura Land Company wishes to encourage the immigration of Americans, and is making the above offer with the idea of securing quickly some good American settlers on their plantation, those who will go to Cuba and assist in improving and developing the plantation and the country in general." The map shows the island of Cuba with the location of the plantation highlighted. While we locate an OCLC record for this item, there are no holdings attached. An interesting look at one aspect of American enterprise and imperialism following the Spanish-American War.

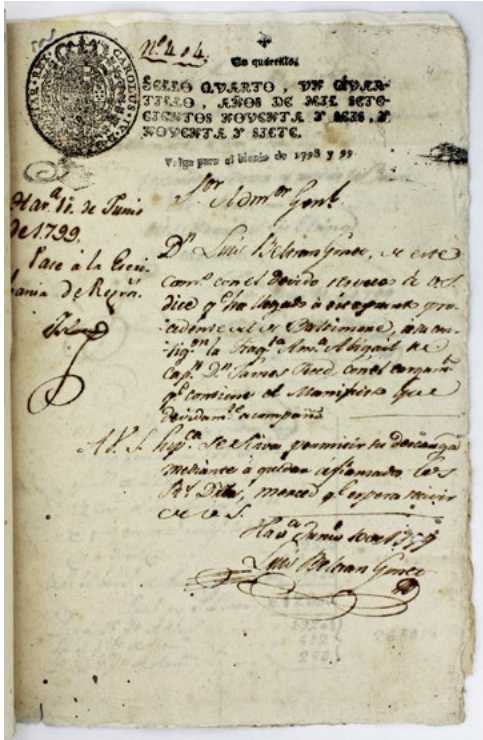
(McBRB3435)

\$850



SHORT LEG OF THE TRIANGLE TRADE

13. [Cuba]. [Trade]. *Liquidacion de Entrada de la Fragta. Americana y Abigail Proced[ien]te de Baltimore...* [manuscript cover title]. [Havana]: 1799. [6]pp. on five small folio leaves. Stitched. Some worming and iron gall ink oxidation causing minor losses to text, but not affecting sense. Light tanning and foxing. Accomplished in several legible scripts. Good plus.



A very interesting record of late-18th century maritime trade between the United States and Cuba. In June 1799, an American frigate called the Abigail sailed from Baltimore to Havana under the command of James Reed containing food and goods to be sold in the Spanish colony. The present manuscript documents comprise an official summary of the ship's arrival, its cargo, and the sale of its good in the port of Havana. They include an official sanction for the arrival of the Abigail into port on June 10, a brief manifesto of the cargo from the same day, an acknowledgement of

the shipment's arrival from the customs office from June 15, and a brief account of the prices brought by the goods when they were sold on July 9. The cargo included 200 hogsheads of rice, twelve barrels of flour, and a dozen chairs. The Abigail would have taken sugar, molasses, and quite possibly slaves back to Baltimore in its service on this portion of the triangle trade. An excellent document of American trade with European colonies in the Caribbean during the Federal Era.

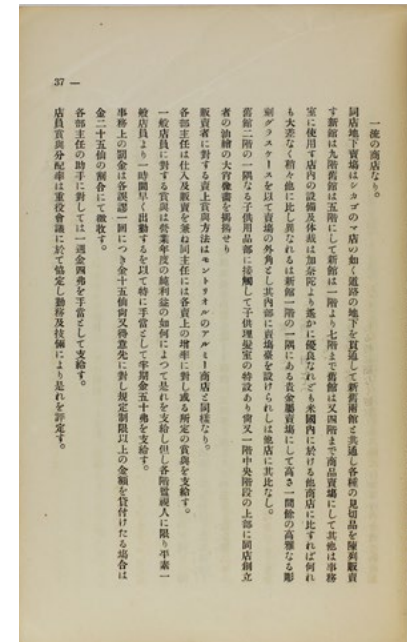
(McBRB2267)

\$875

JAPANESE TOUR OF AMERICAN DEPARTMENT STORES

14. Kaneko, Ryozo. Itoi, Kunihara. *Hokumai Gasshukoku Oyo Hide Ryo Kanada ni o Keru Depatomento Sutoa Shisatsu Hokoku Ka* [Report on an Inspection Tour of Department Stores in the United States of America and British Canada]. [Osaka?: 1922?]. [2],3,[1],66,[2],8,111pp., plus one folding chart. Mostly in Japanese, with some names occasionally in English. Original plain light pink wrappers. Mostly minor loss at the top and bottom of the spine, wear to the corners, some creasing to the wrappers. Good plus.

A report of a three-month tour of department stores in the United States and Canada by a pair of Japanese businessmen. The first half provides reports for each of the fifteen cities visited, including Portland, Seattle, Detroit, Kansas City, Montreal, Boston, and Los Angeles (plus Tokyo, for comparison, before the authors returned to Osaka). The second half describes equipment, clerk training, customers, advertising, and commerce. A folding chart between the first and second sections illustrates the organization of the various departments within a given store.



Following the First World War, chain and department stores expanded rapidly in the United States. Business leaders in Japan, whose retail economy was growing apace, became very interested in American stores and how they were run. The authors of this report may have been connected to the textile industry. In 1923, Itoi Kunihara described his experience in the United States in an issue of the East-West Textile World (Tozai orimono kaisha) magazine, published in Tokyo. For further information, see Timothy Yang's *A Medicated Empire: The Pharmaceutical Industry and Modern Japan*, which describes similar tours made by representatives of Hoshi Pharmaceuticals of American

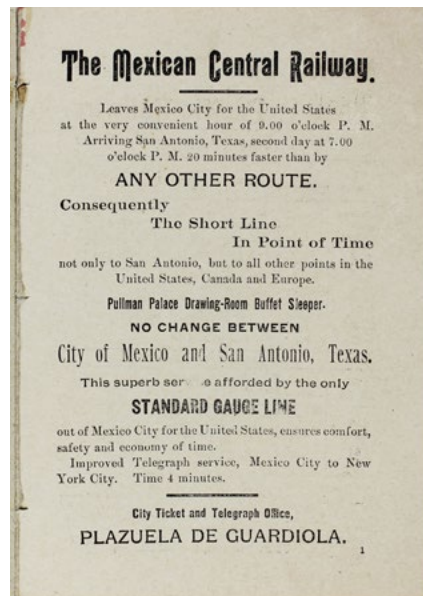
chain and department stores. The present report has no imprint or colophon, and was likely printed for private distribution. No holdings recorded in OCLC.

(McBRB3709)

\$1,250

SCARCE RAILROAD GUIDE TO CUERNAVACA, MEXICO

15. [Mexico]. Pritchard, William T. *Mexico to Cuernavaca. Over the Hills and Down the Dales. Mexico, Cuernavaca and Pacific Railway.* Mexico City: Universal Steam Printing Works, 1898. [4],76,[2] [i.e., 108] pp., sometimes paginated on rectos only and sometimes not, as issued. Original tan printed wrappers. Minor soiling and edge wear, light chipping to spine ends. Internally clean. Very good.



A rare guide to “El Gran Pacifico... the greatest scenic road of Mexico and indeed of the Americas” and the route of the Mexico, Cuernavaca and Pacific Railway, encompassing the region’s “history and traditions, ruins and landscapes.” The colonial city center of Cuernavaca features the 16th-century Palace of Cortés. The work includes a general description of the road to Cuernavaca, its origin and history, a description of each of the twenty-two stations along the line, a general description of the city of Cuernavaca, its hotels, theaters, and

other amenities, descriptions of some of the surrounding towns, and chapters on “Cuernavaca as a Health Resort” and “The Legend of the Three Marys.” The text is only paginated for Pritchard’s narrative, and not for the advertisements, which are often printed on the versos of the work, leading to an irregular pagination. As such, the work is complete, as issued. The ads themselves are an important feature of the work,

touting contemporary railroads, hotels, land companies, and various retailers. OCLC lists only about a dozen copies in various institutions.

(McBRB3361)

\$750

A RARE PROMOTIONAL WORK ON CHIAPAS, WITH A MAP

16. [Mexico]. Yorba, J., translator. *The State of Chiapas: Its Actual Condition, Its Wealth, Its Business Advantages from Statistics Published by the Chiapas Bureau of Information...* Mexico City: 1895. 28pp., plus color-printed folding map, 11.75 x 12.25 inches. In English. Modern half brown calf and black paper-covered boards, stamped in gilt on front cover. Marbled endpapers, marca de fuego along top edge. Even toning to text, a couple of short closed tears along fold lines of map. Very good.

An informative and quite rare late-19th-century promotional work focused on the Mexican state of Chiapas containing “Most exact information on this most southern state of the Republic.” The work contains an attractive folding map of the state, with the different municipalities printed in one of four colors. The text of the book is a straightforward statement of facts on Chiapas, based on statistics published by the Chiapas Bureau of Information. The work is organized into two chapters

- general information (inhabitants, land, resources, etc.) and the departments (regions within the state, such as Pichucalco, Simojovel, Palenke, and others), Chiapas contains the largest population of indigenous people in Mexico, with a long history of troubles between the indigenous populations and the Mexican government. Conflicts between



colonial landowners and indigenous peoples continued through the 19th century. However, the Mexican Revolution which started in 1910, left Chiapas largely untouched. In the years following the Revolution, the Institutional Revolutionary Party (PRI) quickly became a dominant political force. By aligning themselves with PRI leaders, Chiapas's privileged landowners blocked land reforms designed to benefit the large indigenous population. As a result, Chiapas remained among Mexico's poorest states. The Zapatistas continue to seek governmental autonomy for their communities and promote social and political reform. Despite such activism, even today Chiapas's population is one of Mexico's most marginalized. OCLC records just three copies of this first edition, at the Bancroft, American Philosophical Society, and the Biblioteca Nacional de Mexico.

(McBRB2690)

\$850

SELLING BOOZE AND CIGARS IN MONTANA AND IDAHO

17. [Montana]. Halliday, Richard C. [*Archive of General Store Owner and Wholesaler Richard C. Halliday in Southern Montana During the Late 19th Century*]. Dillon, Mt.: 1885-1896. 261 manuscript items, varying sizes. Light wear and toning throughout; occasional dampstaining and soiling. In a variety of legible scripts. Very good, overall.

A large and impressive collection of correspondence between a general goods purveyor, Richard Halliday, and his customers in the mining towns of Montana and Idaho, as well as with his suppliers across the country. Halliday went to Montana in the early 1880s, and for a time was a passenger conductor on the Utah and Northern Railroad. In 1885, he established his business in the southwestern town of Dillon, where he operated until 1896 and also served as mayor in 1891 and 1892.

The manuscript documents present here consist primarily of manuscript orders, inquiries, and letters to Halliday from purchasers across southern Montana and eastern Idaho. His business cast a wide net, and attracted customers from numerous towns in the region, including Beaver Canyon, Eagle Rock, Gibbonsville, Idaho Falls, Junction, Oxford, Pocatello, Salmon, and many more. Halliday's principal line of business was as a

wholesale liquor distributor, and he received orders for large quantities of beer, whiskey, rum and other spirits. He also did brisk sales in other soft beverages, and was a purveyor of tobacco, food, clothing, and other general goods. The orders and inquiries provide names of individual and other business customers, types and makes of goods ordered, exact quantities and prices of goods sold, methods of payment, and many other salient details of the day-to-day operation of Halliday's business. The correspondence contains much additional, similar information, and addresses issues of payment, wrangling over bills, and other financial minutiae.



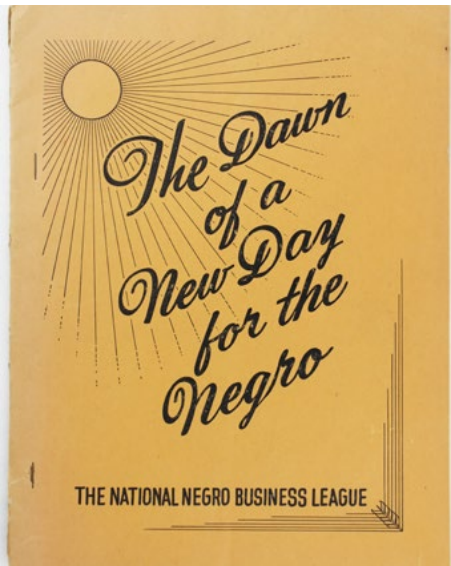
The present collection spans the entire duration that the business was in operation, with approximately half of the material here dating from the first four years of his business, through 1888, and the other half being composed of documents from the last eight years to 1896. In sum, they provide an excellent view of everyday business beyond the mining industry in Montana and Idaho during their late territorial years and first years of statehood, and should prove a valuable resource in the study of business and trade in the northwestern United States during the latter part of the 19th century.

(McBRB2352)

\$3,250

FUNDRAISING FOR THE NEGRO BUSINESS LEAGUE

18. [National Negro Business League]. *The Dawn of a New Day for the Negro*. Memphis: [1949]. [49]pp., including portraits, plus original pledge card and envelope laid in. Original pictorial wrappers, stapled. Minor splits along spine. Internally clean. Very good.



A quite-rare work issued by the National Negro Business League containing a letter from the organization's president Horace Sudduth, along with the text of a budget resolution approved at the group's 1948 annual convention. The preponderance of the remainder of the work is comprised of reproduced letters to Sudduth from various African-American individuals and institutions expressing support for the fundraising effort. The work also contains a few portraits of notable members of

the National Negro Business League, including Sudduth himself, plus Dr. J.E. Walker, president of the Universal Life Insurance Company and chairman of the NNBL's budget committee; C.C. Spaulding, president of the North Carolina Mutual Life Insurance Company and co-chairman of the group's budget committee; and Mrs. Rosa Brown Bracy, secretary of the budget committee. Bracy writes that she welcomes the opportunity "to share responsibility in promoting the program undertaken by the Business League, because its achievement will speed the Dawn of the New Day for the Negro." Mrs. Bracy's optimism is shared throughout the letters present here. OCLC records just two copies of this rare work, at the University of California, Davis and the University of Wisconsin, Milwaukee.

(McBRB4026)

\$550

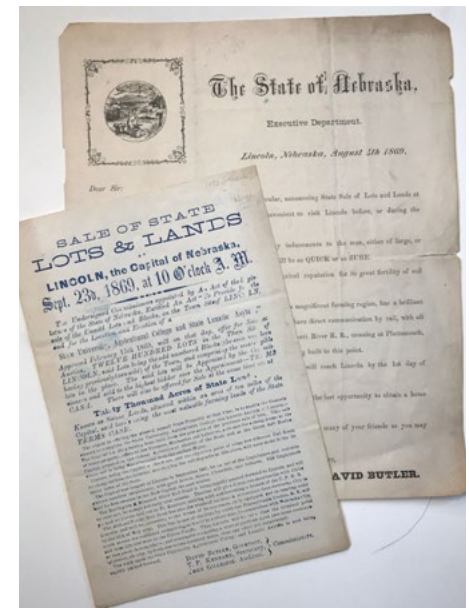
SELLING THE STATE CAPITAL

19. [Nebraska]. [*Two Promotional Pieces for State Government Land Sales in Lincoln, Nebraska during 1869*]. [Lincoln, Ne.: 1869]. Two small broadsides. One previously folded, with minor wear at edges and closed tear along horizontal fold line. Light tanning and dust soiling. Good.

Two pieces of interesting promotion for land sales in and around the new state capital of Nebraska, Lincoln, in 1869. Nebraska became a state in 1867, and the capital was moved from Omaha to the more centrally located town of Lancaster, which was renamed Lincoln. The first piece is a flyer that advertises the sale taking place on September 23rd of:

"Twelve Hundred Lots in the Town Site of Lincoln, said lots being the odd numbered Blocks (the even number having previously been sold) of the Town, and comprising the most eligible lots in the place. The said lots will be Appraised by the Commissioners and sold to the highest bidder over the appraisalment -- TERMS CASH. There will also be offered for Sale at the same time about Thirty Thousand Acres of State Land, Known as Saline Lands, situated within an area of ten miles of the Capital, said lands being the most valuable farming lands of the State."

The state legislative act authorizing the sale mandated that the funds be used first for a state university, agricultural college, and lunatic asylum. The flyer is accompanied by a printed letter from David Butler, the first governor of the state, drawing attention the sale, with the usual blandishments about the fertility of the soil and profitability of the investments, also stating that, "This will probably be the last public sale of State Property, and opportunity to obtain a home (at low figures) at the State Capital. In view of these, and other facts, I am desirous that you, with so many of your friends



as you may induce to come with you, should be present on the day of the sale.” Good documentation of the establishment and expansion of Lincoln.

(McBRB1092)

\$475

TWO NOTABLE COMPANIES, ONE IMPORTANT OIL FIELD

20. [Oklahoma Photographica]. [Oil]. *Sinclair Oil and Gas Co. West Kisner. Roxana Pet. Corp. Schroeder Lease. Garber-Covington Field, June 24, 1926. Photo from Top of Kisner No. 12 [caption title].* Wichita: E.J. Banks, 1926. Panoramic photograph, 8 x 39.25 inches. Some soft creases, handful of very short closed edge tears, but overall in nice shape. Very good.



A fantastic panoramic photograph featuring two notable companies drilling on an important oil field in north-central Oklahoma during a boom time for the industry. The left third of the photograph shows the Sinclair Oil and Gas Company's West Kisner field, while the remaining portion of the image depicts the Roxana Petroleum Corporation's Schroeder Farm Lease, both on the important Garber-Covington Field. The fields were located about twenty miles southeast of Enid, Oklahoma. The image records about 130 oil derricks scattered across the two leases, along with many dozens of buildings and support structures, as well as numerous supply yards. Interesting note: when the Garber brothers, of Garber-Covington Field fame, first sought to drill for oil, they contracted with Harry Ford Sinclair, founder of Sinclair Oil to perform the drilling. Sinclair was a successful oilman, but met with his fair share of trouble as part of the Teapot Dome scandal in Wyoming; he served six months in prison for jury tampering in the case. The Roxana Petroleum Corporation

was a subsidiary of the Royal Dutch/Shell Group specifically created to find and extract crude oil in Oklahoma. The present panoramic photograph is a stark visual example of the environment and landscape created by successful oil fields.

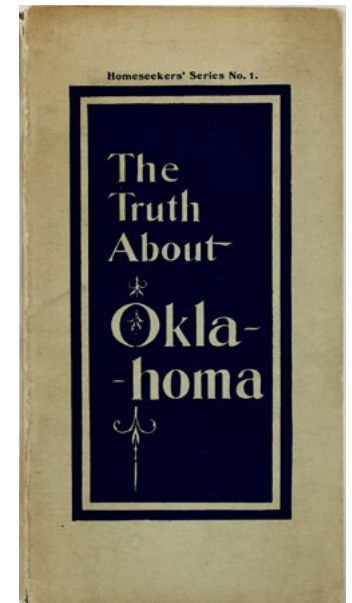
(McBRB3419)

\$1,500

PROMOTING OKLAHOMA

21. [Oklahoma]. *The Truth About Oklahoma [cover title].* Chicago: Rand McNally, 1899. 102,[2]pp. Publisher's cream wrappers printed in blue. Minor edge wear, short closed tear along front joint, wrappers detached from text block. Tiny ink stamp on title page, otherwise clean internally. Very good.

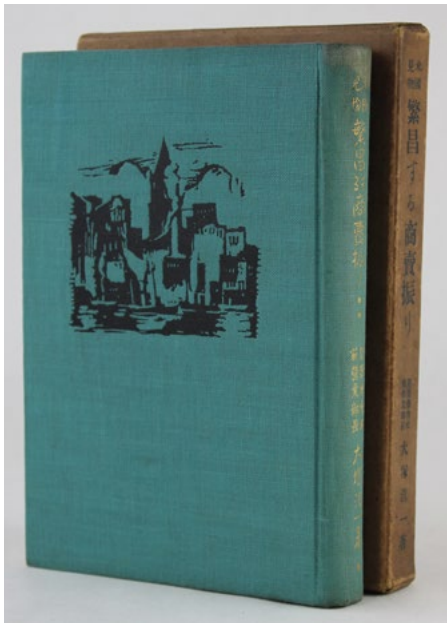
An illustrated pocket-sized guide issued by the Santa Fe Route's Passenger Department to promote settlement in the Oklahoma Territory. This copy is identified on the title page as one of the "Fortieth Thousand." According to the introductory note: "This is not a statistical report nor a guide book. It is an attempt to truthfully depict, by interviews, clippings, contributed articles, and copious illustrations, a few of the many phases of Oklahoma life, so that a stranger may understand something of the Territory's industries and people." The pen-and-ink drawings in the work were done by C.M. Tuttle and James McCracken, with additional "Half Tones from special photographs." The photographs feature a wide range of the state's history and features, starting from the land rush in 1889 and including images of agricultural scenes, homesteads, mills, schools, churches, town scenes, Native Americans, and more. The final page contains an "Outline Map of Oklahoma Territory." OCLC records just four institutional copies, at Yale, Fort Hays State University, Oklahoma Historical Society, and AAS. (McBRB3958)



\$650

A JAPANESE LOOK AT AMERICAN RETAIL

22. **Otsuka, Koichi.** *Hanjosuru Shobaiburi: Beikoku Kenbutsu [Prosperous Business Behavior: A Look at the United States]*. Tokyo: Jitsugyo No Nihonsha, 1927. [2],4,2,3,9,289,[16]pp., plus four halftone photographic plates. Numerous halftone photographs and illustrations printed in the text. Publisher's light blue cloth, spine stamped in gilt, front cover stamped in black. Original cardboard slipcase, stamped in black on spine and front cover. Minor wear and dust-soiling, light edge wear. Very good.



A Japanese businessman's rare report on American retail store operations based on a tour he made in the mid-1920s. The author had been an executive with Hoshi Pharmaceuticals, a Japanese company that began as a drug manufacturer, and in the 1920s expanded into a network of retail stores throughout Asia based on the American chain store model. The company's founder, Hoshi Hajime, contributes a preface to this book. Timothy Yang explored Hoshi Pharmaceuticals' growth and adaptation of American retail methods (among other topics) in

A Medicated Empire (Columbia University Press, 2021). The present work is not cited by Yang, perhaps because the online cataloging for the book does not identify Hoshi's contribution.

The photographic plates in the book feature street scenes in America showing advertising, roadside billboards advertising products such as Oh Henry candy bars, and a farm-to-market scene. The in-text halftone photographs and illustrations depict stores, advertisements, retail fixtures, and more, such as a page from the Sears & Roebuck catalogue, a schematic drawing of an American retail store, a shot of canned goods

stacked on a store shelf, an illustrated display for Gillette razors, and so forth. OCLC records just two copies in Japan and a placeholder record with no copies noted.

(McBRB3712)

\$1,750

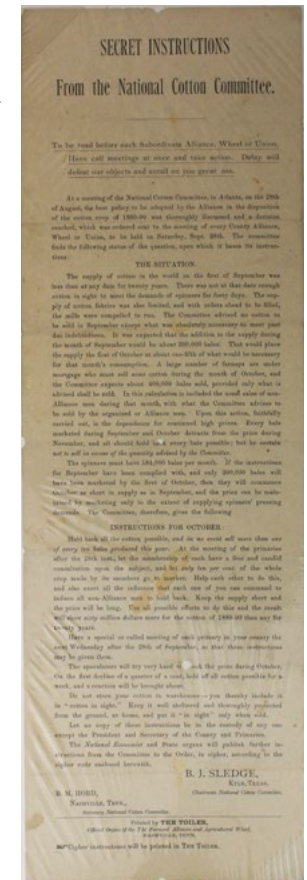
AN UNRECORDED BROADSIDE FORMALIZING PRICE FIXING BY THE COTTON INDUSTRY

23. [Tennessee]. [Texas]. [Cotton]. *Secret Instructions from the National Cotton Committee [caption title]*. Nashville: The Toiler, [1889]. Printed broadside, 18.25 x 5.75 inches. Old folds, light chipping, minor dust soiling, a couple of tiny holes costing just a few letters. Mounted in clear corner mounts and shrink wrapped on foam core. Good plus.

A seemingly unrecorded broadside issued by The Toiler, official organ of the Farmers' Alliance and Agricultural Wheel, in which B.J. Sledge of Kyle, Texas, Chairman of the National Cotton Committee exhorts the membership to restrict sales of cotton in the coming month in order to control the supply and therefore the prices. Sledge is basically plotting for better prices in the face of a glut of supply in cotton, and instructs farmers to "hold back all the cotton possible, and in no event sell more than one bale of every ten bales produced for this year..." He also encourages the membership to keep this message private and to "let no copy of these instructions be in the custody of any one except of the president and Secretary of the Count and Primaries." Further instructions to the farmers will then be published in cipher through The Toiler. No copies in OCLC.

(McBRB2450)

\$450



**PHOTOS OF A LARGE ENGINEERING PROJECT
BY THE HALLIBURTON COMPANY**

24. [Texas Photographica]. [Halliburton, Erle P.]. [Pair of Vernacular Photograph Albums Documenting the Construction of the Tex-Mex Cement Company Plant on the Gulf Coast of Texas]. Corpus Christi: 1948-1949. Two contemporary “Fotofolio” flip-style photograph albums, illustrated with 385 black-and-white photographs, all measuring about 4 x 5 inches, all hinged along the top edge and mostly arranged sequentially. Most of the images are annotated with the date in ink or with a printed date in the margin, and sometimes carry a letter-number code printed in the margin, as well. Some chipping to album spines, some splits along the joints, moderate rubbing and edge wear. A few photos creased, three leaves in second album detached. Very good.



A large collection of photographs documenting a large-scale construction project along the Texas Gulf Coast in the mid-20th century by one of the state’s most notable companies. The photographs date from October 11, 1948 to July 29, 1949, and picture the construction of the Tex-Mex Cement Company Plant in Corpus Christi. The photos were likely made for a architect, contractor, or construction supervisor building the plant. The Tex-Mex Cement Company was a subsidiary of the Erle P. Halliburton Company, today one of the most well-known multinational corporations in the energy industry. The company’s

plant in Corpus Christi began construction in the summer of 1948 and was designed to make “Portland cement” from oyster shells and clay

dredged from Nueces Bay. The plant was estimated to cost \$6 million, and included its own power plant, shipping facilities, sales offices, and more. Following construction of the plant, the Tex-Mex Cement Company’s franchise was transferred to the Halliburton Portland Cement Company. By March 1950, the company’s new Corpus Christi plant was at full production capacity, churning out 4,000 barrels of Portland cement per day. Interestingly, Halliburton began as an oil well cementing company and still makes Portland cement for the oil and fracking industry, among its many products and services.

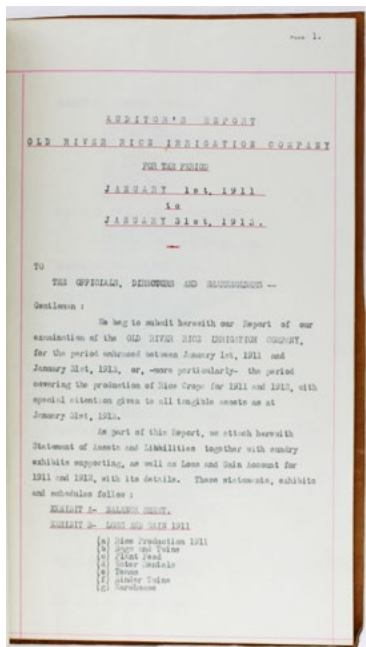
The present collection of photographs document almost two years of the construction of the Tex-Mex Company Cement Plant. Four of the earliest photographs are annotated in ink on the verso, identifying the project and providing some general observations on the content of those specific images. These annotated images, all taken from the roof of the west end shop on the grounds of the project, picture the “Piling Cutoff - 175’ Slurry Thickener & Tank Farm,” “Clinker Silos...Power House & Raw Grind,” “Kiln Piers, Kiln Feed End, Slurry Tanks,” and “Forms for Clinker Silos...Piling for Finish Grind...Nearly complete Piling in Cement, storage...[and] left side ready for excavation & cutoff.” Ranging over the next nineteen months, the photographs capture the plant as construction moves along apace, showing human workers in the field, construction of pilings and the smokestacks of the power plant, truck beds full of supplies, several shots of crane work, closeups of the plant’s machinery and infrastructure, the setting in place of drainage pipes, buildings being constructed, some of the railway lines and rail cars to be employed at the plant, and numerous other aspects of the massive project. In one shot, a truck from the South Texas Materials Company is clearly visible. Some of the photographs are back-stamped from the studio of John F. Maxwell, while others were developed by Culli’s Custom Prints, both Corpus Christi-area photography shops during this time. A healthy collection of photographs memorializing construction of a major cement plant on the Gulf Coast of Texas by one of the state’s and the nation’s most visible and successful energy companies.

(McBRB3661)

\$1,250

RICE CULTIVATION IN TEXAS

25. [Texas]. Giraud, Stuart A. *Auditor's Report on Audit and Examination of Accounts Old River Rice Irrigation Company January 31st 1913*. [Houston: 1913]. [3],44pp., mimeographed text, including some folding charts, printed on rectos only. Folio. Original limp maroon leather folder, string tied with leather tie. A couple of manuscript additions. Very good plus.



A rare surviving business report for the Old River Rice Irrigation Company in Texas in the early-20th century. The audit covers the two years between January 1, 1911 and January 31, 1913, in particular the production of rice crops for 1911 and 1912. The report was submitted to the officials, directors, and shareholders of the company. The auditor, Stuart A. Giraud concluded that “we are of the opinion after having made as exhaustive investigation of each asset as possible, that in the aggregate they did not truly represent the available capital assets of the company.” According to Giraud, the company’s real estate, land leases, and buildings were undervalued.

The Old River Rice Irrigation Company (ORRIC) operated in Winfree, Texas, some thirty-five miles east of Houston, serving farmers in the area in the early 1900s. For a time the rice industry, which required a plentiful water source, thrived in this area, though did not survive long past the time represented by the current report. The ORRIC dug and maintained irrigation canals to channel water to the rice fields, building the first canal in Harris County in 1902. According to an issue of the journal *Rice Industry*, published in Houston on May 31, 1902, “the condition of rice at this date is uniformly good throughout the prairie rice belt of the two states. Reports from every quarter give news of abundance of water for irrigation, and timely rains have everywhere benefitted sowings not yet

ready for flooding.... There never was a time more propitious, and there is not anywhere in the world a region susceptible of greater development than the gulf coast country of Texas and Louisiana.” OCLC is silent on any works produced by the Old River Rice Irrigation Company. (McBRB3109) \$650

SPINDLETOP ARCHIVE

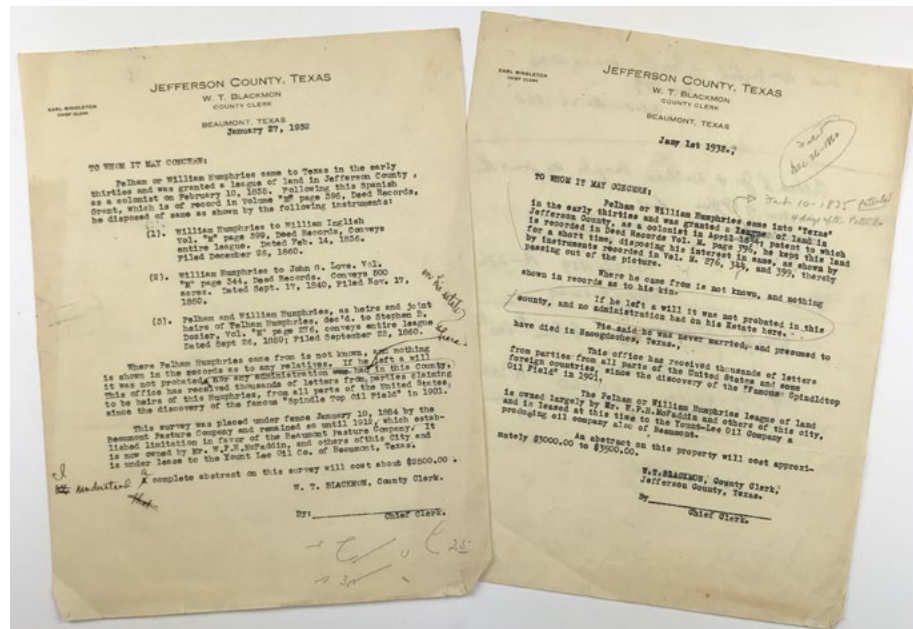
26. [Texas]. [Oil]. *[Archive of Correspondence and Records Related to Speculative Claims on the Spindletop Estate]*. [Various places, mostly Texas, Tennessee, Kentucky, and Virginia.: 1931-1932]. Eighty-five typed and manuscript letters, including thirty mimeographed copies of a form response. Moderate chipping and wear to a few letters, most previously folded but otherwise in strong condition. Overall, good plus.

A fascinating collection of correspondence relating to spurious Depression-era claims on the famed Beaumont estate of Pelham Humphries (1810?-1835?). In 1834, Humphries, a colonist in the disputed lands along the US border with Mexico, filed a claim for a league (some 4,428 acres) of land to the west of the Neches River, a few miles south of what is now Beaumont in Jefferson County, Texas. The land, a patchwork of swamp and grassland good only for grazing, was deemed valueless until oil was discovered there in 1901, by which time it had become known as Spindletop, and the area became the epicenter of the Texas oil boom.

No one made more money than William Perry Herring McFadden (1856-1935), a rancher who had bought Spindletop in 1883, but ownership of the land was in dispute when he made the purchase. Humphries had died in obscurity, possibly killed in a gunfight or perhaps hanged for stealing horses, and there was no clear transfer of title. The first suit over the Humphries Land Grant was filed in 1880. McFadden purchased the rights of both parties in the suit, but later claimants argued that neither had had a legitimate interest. When geologists struck oil, hundreds of people discovered their fortunate genealogy, as a story swiftly spread that the heirs to the Humphries estate were due a share in the profits from the great companies that extracted oil from Spindletop. Numerous lawsuits

followed, beginning shortly after the discovery and continuing through the 2010s, some extending over decades and involving thousands of claimants.

After one such suit entitled *Anderson v. Lucas* was settled in 1906, the Humphries story appears to have been forgotten for several decades, before it emerged again during the depths of the Great Depression. Humphries reportedly hailed originally from Tennessee, and in October 1931 the Knoxville Journal reported that members of the Humphreys family were gathering in Madisonville, Tennessee to discuss their options. In November, another meeting was held in Knoxville, drawing over 200 attendees. Responding to the growing number of inquiries sent to his office, W. T. Blackmon, the Jefferson County Clerk wrote to the Knoxville Journal to set the record straight – “the Humphreys have absolutely no chance of getting \$40,000,000 worth of oil land,” the Journal summarized. “And so far as he is concerned, he had rather hear no more about it. ... He informed the Journal that he had quit opening letters from the Tennessee Humphreys.” But Blackmon’s letter had no effect. The next day the paper ran a piece in which Oscar Humphrey, a stringer for the Associated Press, voiced his suspicion at the clerk’s response and urged people to fight for their millions.

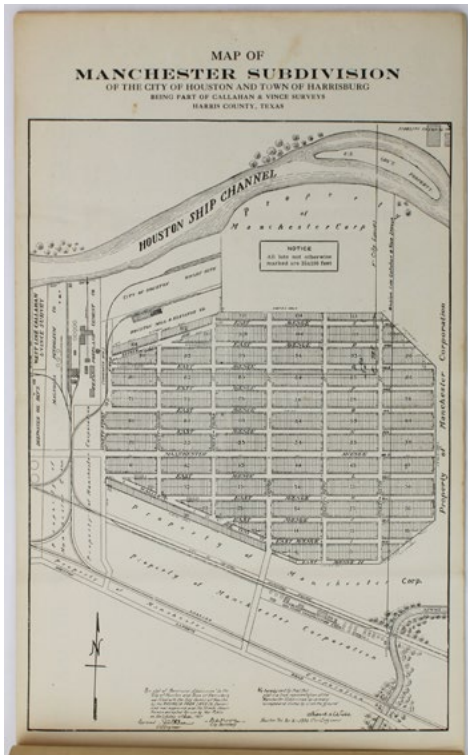


The documents present here constitute Blackmon’s file of inquiries from various Humphries claimants and their representatives, all dated 1931 to 1932. A defiant letter here from Oscar Humphrey encloses clippings from the Knoxville Journal and informs Blackmon that, “You may rest assured that I am going to have these stories reproduced in other papers in several cities in Tennessee and Georgia.” The bulk of the archive consists of over fifty letters containing requests and claims from eleven states, including Tennessee, Virginia, Kentucky, Louisiana, and Texas, as well as the District of Columbia, suggest that Humphrey’s threat was not an idle one. Some of the letters are a few typed lines and comprise simple requests for information, while others are handwritten and run on for pages, with elaborate descriptions of the supplicant’s claims and genealogy. Also present are carbon copies of general Blackmon’s response, which he adapted as a mimeographed form letter, as well as copies of two more personalized. To dissuade inquirers from further correspondence, his form letter notes that a full abstract of the survey of claims to Spindletop would cost “about \$2500.00.” Additional material here suggests that this may have been side scam Blackmon had with Earl Singleton, the proprietor of the Jefferson County Abstract Company. At any rate, the fresh rounds of claims on Spindletop delineated here came to nothing, and Blackmon gave up his duties as County Clerk, and accepted a new position as tax assessor and collector for Jefferson County, the pursuit of tax delinquents perhaps seeming a restful occupation by comparison. An excellent collection of documents detailing one episode in the long saga concerning the rights to the Spindletop fortune.

(McBRB1450) \$1,450

A NEIGHBORHOOD DEVELOPMENT NEAR THE HOUSTON CHANNEL

27. [Texas]. [Real Estate]. *Abstract of Title to the Manchester Subdivision of the City of Houston and Town of Harrisburg Being Part of the Callahan & Vince Survey, in Harris County, Texas* [cover title]. [Houston]: Magnolia Park Land Co., [1921]. Oblong folio. 28pp. Original tan printed wrappers, brown paper backstrip. Three vertical creases throughout, minor soiling to wrappers. Contents toned but clean. Very good.



A highly detailed title abstract to a land development project in Houston, Texas at the outset of the Roaring Twenties. The abstract was prepared by the Texas Abstract Company for the Magnolia Park Land Company, the owners and developers of the subdivision. The text collects the ownership history of the land involved in the Manchester Subdivision going back to 1824, printed in four columns of small type throughout. The text is supplemented by a full-page plat map entitled, "Map of Manchester Subdivision of the City of Houston and Town of Harrisburg..." The development remains today, abutted against the Houston Ship Channel, and

populated mostly with chemical plants, sewage facilities, and refineries. No copies in OCLC.

(McBRB2478)

\$1,250

A VERY RARE WEST TEXAS PROMOTIONAL

28. [Texas]. [Stamford Commercial Club]. *Stamford: The Hub of the Land of Opportunities Central West Texas The Fastest Growing Town in Texas. The Place Where the Cotton Grows* [cover title]. [Stamford, Tx.: Stamford News Print, ca. 1908]. [10]pp., on a single folded sheet, printed in blue and red. Small chip to top corner, minor foxing. Very good.

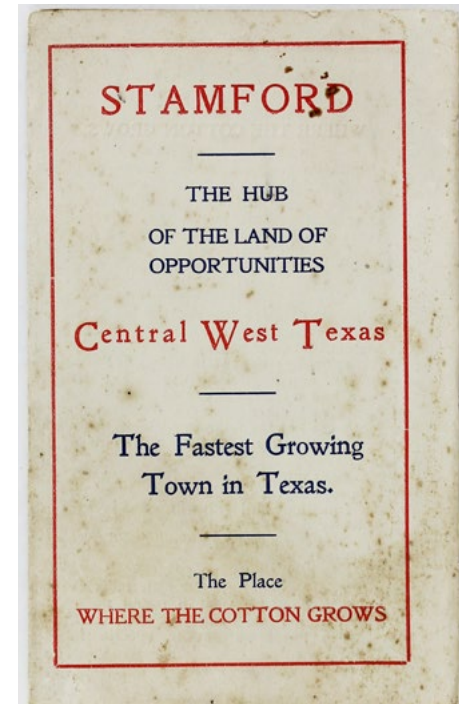
An exceedingly rare promotional pamphlet published by the Stamford Commercial Club touting the advantages of the tiny central-west Texas town, located about forty miles due north of Abilene. The text extolls Stamford's development as a center for cotton, flour, and lumber

production, as well as other industries. It also discusses the Stamford Collegiate Institute, includes directions on how to reach Stamford through the Texas Central Railway, and encourages emigrants to "Come to Stamford... The Place Where the Cotton Grows." Particularly interesting is a passage headed, "Some Needs," listing the commercial interests still needed in the town; these include a "wholesale paint and paper house," a drug store, numerous factories (such as cotton, canning, cracker, pickles, mattress, and others), a "Bank and Trust company," "more dairy farming," and "more actual settlers for 160-acre tracts of land," and more. The pamphlet also contains two gravure images featuring

the Administration Building at the Stamford Collegiate Institute and City Hall, along with a small map of "Stamford's Trade Territory." OCLC records just a single copy, at the University of Texas at Austin.

(McBRB2987)

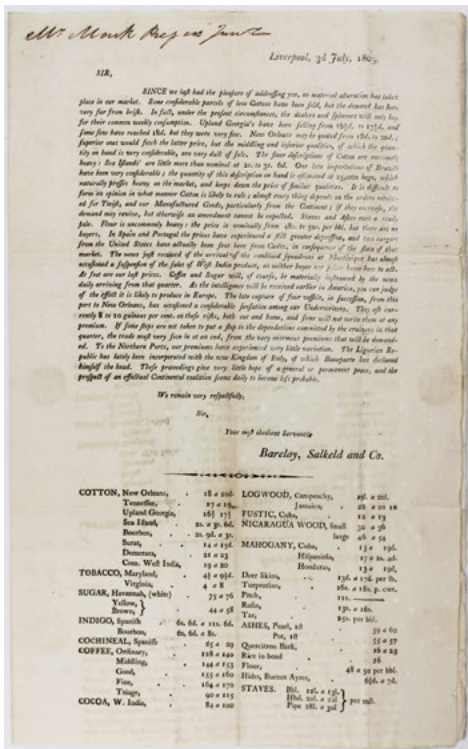
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ENCAPSULATING THE LIVERPOOL SWING OF THE TRIANGULAR TRADE

29. [Triangle Trade]. [Barclay, Salkeld and Company]. [Printed Circular from a Liverpool Commission Merchant Reporting on the Current Market and Prices for Cotton, Tobacco, Sugar, and Other Products Reaped by Slave Labor in the Americas]. Liverpool: July 3, 1805. [1]p. on a single folded folio sheet, addressed and docketed in manuscript on verso of integral blank. Old folds with minor wear at crossfolds, mild toning. Very good.

A rare printed report presented as a circular letter issued by Barclay, Salkeld and Company, commission merchants in Liverpool who were



active in the triangular trade during the early-19th century. The company also owned large cotton plantations in the American South, most notably Pensacola, Florida. The present document contains a report from the company on the rather flat state of cotton exports from various regional producers, such as “Upland Georgia,” New Orleans, Sea Island, and Brazil, as well as brief mentions of the current disposition of the market for other products such as flour, coffee, and sugar, plus passages on the effect of certain worldwide naval activities on the relevant markets (“The late capture of four vessels, in succession, from this

port to New Orleans, has occasioned a considerable sensation among our Underwriters”). The report even mentions the recent incorporation of the Ligurian Republic “with the new Kingdom of Italy, of which Bonaparte has declared himself head.” The text report is followed by a two-column table printing the current prices for an array of products including cotton, tobacco, sugar, indigo, cochineal, coffee, cocoa, mahogany, logwood, staves, and more from a bevy of American states and territories as well as other trading partners such as Spain, Cuba, Jamaica, Honduras, and Argentina. The circular was likely intended to be sent to company investors or potential investors to report on the current state of the markets in the major exports of the day, which were almost all the result of slave labor in the Americas; this particular example was sent to “Mr. Mark Pregar, Jr.” of Philadelphia. The document is indeed a distillation of the English portion of the triangular trade in its concern for the raw materials coming from the Americas and the resultant “orders received for...our Manufactured Goods [created from those raw materials], particularly from the Continent.” OCLC records just a few

holdings of any kind relating to Barclay, Salkeld and Company, but not explicitly this circular letter.

(McBRB3622)

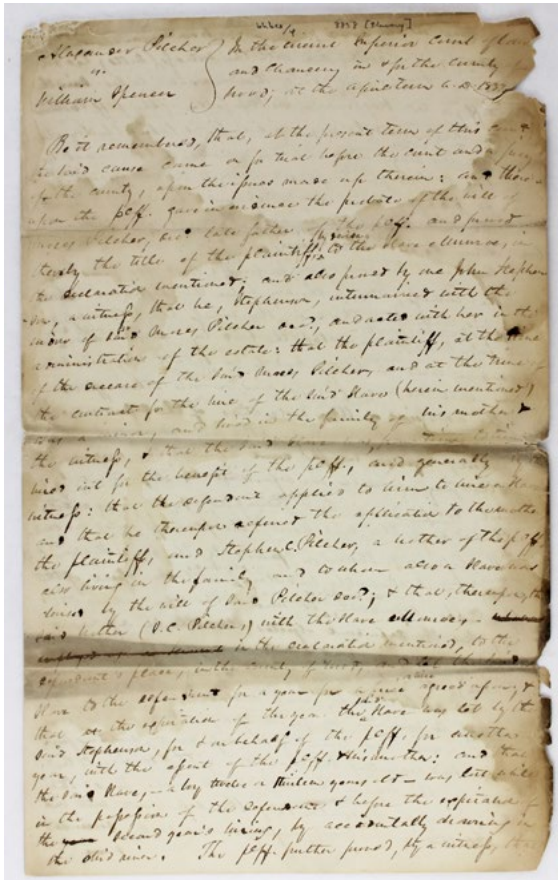
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IMPORTANT VIRGINIA LEGAL CASE REGARDING THE HIRING AND VALUING OF SLAVES

30. [Virginia]. [Slavery]. Pilcher, Alexander, and William Spencer. *Alexander Pilcher vs. William Spencer: In the Circuit Inferior Court of Law and Chancery in & for the County Wood, at the April Term, A.D. 1833 [caption title]*. Wood County, Va.: April, 1833. [4]pp., folio, approximately 1,000 words. Old folds, with short separations and darkening along fold lines, old dampstaining, minor chipping and soiling along edges, one corner chipped with loss of a few words. Good.

An absorbing manuscript transcript of a notable Virginia (now West Virginia) legal case involving the monetary value of slaves, probably a copy or early draft, with manuscript corrections, deletions, and additions. Alexander Pilcher brought suit against William Spencer who had hired one of Pilcher’s slaves, a young boy named Monroe, aged about twelve. Pilcher had assumed Spencer would use Monroe for agricultural work, but he instead employed him as a cook on a boat on the Ohio River. The lawsuit arose when Monroe drowned in the river while in Spencer’s care. This contemporary document states some of the facts in the case and discusses the concept of legal conversion, that the slave was to be used only for the ordinary occupation of the bailee and that any departure in occupation would render the bailee liable for conversion.

On December 17, 1829, ten days before the expiration of the period of bailment, Spencer departed from Wood County on the Ohio River on two large flatboats, loaded with produce and flour, for Cincinnati and New Orleans with Monroe on board as cook. Monroe’s owner did not authorize the voyage as he was unaware of it. On the evening of the first day of departure, Monroe fell overboard and was drowned near Buffington’s Island. Although there was no written agreement, the plaintiff showed that he had hired Monroe with the expectation that he would be employed in agricultural work. Spencer’s defense mentions that



he considered the boy younger and smaller than he expected him to be when he first hired him, and that he was too small to plough and could only be employed hoeing corn or doing light work. Slaves employed in voyages down the Ohio and Mississippi on boats, however, brought much higher wages to their owners. Therefore, Pilcher contended that Spencer was liable for the value of the slave. For good reason, Spencer based his defense on procedural aspects, but claimed that he made every exertion to save the life of Monroe. Also, he noted that he had tried to

obtain permission for the use of Monroe for the voyage, but failed.

The summary statements of two witnesses are recounted in this document, both of whom report they heard Spencer say that he was determined to take the boy down the river with him as a cook on board his boats, and if he did not bring him back again that he would pay for him, "or words to that effect." After hearing from all parties, the Court "charged the jury, that if, upon a bailment of a slave, the bailer used or employed the slave in any way not expressed in the terms of the contract for hire, such use or employment would amount to a conversion: that it might be fairly inferred from, or implied by, a contract for the hiring of a slave that the slave was to be used and employed only about the ordinary occupation and employment of the bailee, and that any departure, in

the use or employment of the slave, would render the bailee liable as for a conversion"; the Court charged that "the jury was bound to make such inference." The defendant on his part "further excepted; and prays the Court here to sign this his bill of exceptions; and it is done" [no signatures present on this copy].

The jury found the verdict for Pilcher and assessed Spencer's damages at \$317. Spencer later appealed to the Supreme Court of Appeals for a writ on procedural grounds. According to an article by John E. Stealey, "The Responsibilities and Liabilities of the Bailee of Slave Labor in Virginia," published in the American Journal of Legal History in October 1968: "In Virginia the hiring of slaves for various kinds of labor was a very common practice. Although an avenue of escape was supplied by the Ohio River, employment of slaves in river trade was also unsafe owing to the inherent possibility of drowning or other marine accident, furnishing more than the usual hazard for bailor and bailee." Common and statutory law that applied to property and bailments also controlled slaves. Stealey writes that when Alexander H. Pilcher (actually his brother Stephen C. Pilcher - since Alexander was a minor at the time) leased Monroe to William Spencer, an inhabitant and extensive farmer of Wood County, Pilcher had the understanding that he was to be employed in routine farm work. The amount of hire was \$15.

The results of Spencer's appeal appear in the Reports of Cases in the Supreme Court of Appeals of Virginia, Vol. 35, July 1837. Judge Richard E. Parker completely enunciated the responsibilities of the lessee of slave labor in affirming the Wood County decision. He emphatically rejected the notion that a bailee of slave labor could fully exercise all the rights of an owner and use the laborer in any desired way if there was no special agreement. "It cannot be maintained that the bailee of a slave for hire has all the rights of a master during the period of bailment. He must not only observe the covenants of hiring, but is bound to perform what has been omitted to be inserted, but ought reasonably to be done. Such a bailee must take care to use the property according to the fair understanding when he hired it; and if, from his own declaration, or any facts or circumstances, it appears that it was hired for one purpose, and has been used for another attended with greater danger of loss or

detriment, he is responsible to the owner, in the event of such detriment or loss. The hirer gains only a transient qualified property in the thing hired, and must use it prudently and reasonably.”

Upholding the seemingly contradictory values of security of private property and humanity, Parker added: “The master or owner of a slave is bound to treat him as an intelligent, sentient being, and will not be presumed, without proof, to place him under the dominion of a temporary bailee, to be used how and where he pleases. If he hires him with a reasonable expectation that he will be employed in a business comparatively healthy and free from danger to life, it ought not to be permitted to the bailee to immure him in an unhealthy mine, or to subject him to the hazard of distant voyages, and the perils of a business he has never followed. Humanity to the slave requires this, and the security of the rights of property imposes other restrictions on the bailee, for the sake of the owner.” Judge Parker, with the full concurrence of judges William Brockenbrough and Francis T. Brooke, in the Supreme Court of Appeals, affirmed that William Spencer was clearly liable and responsible for the death of slave Monroe.

(McBRB3858)

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