## Hubbell Trading Post

Wareroom Furnishing Study<br>by Benjamin<br>Levy

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This study is authorized by Historical Resource Study Proposal BUTR-H-5. It is needed to properly develop and interpret the Area as a, "living trading post," which is the shorthand expression of the basic management concept. This concept means that Hubbell Trading Post will be conducted as a vigorous and active enterprise--the historical extension of an earlier business operation. A number of the details have changed but the enterprise still functions as an economic and cultural contact point between western civilization and Indian society. As far as possible, it will continue to function in this fashion.

While the "living trading post" concept logically results in the present significantly ranking with the past, this is no obstacle to the elimination of the modern veneer which generally detracts from an appearance that the visitor would regard as "historic." It is, therefore, toward a more antique appearance in the Wareroom that this study is directed. Furthermore, if the day arrives when the "living trading post" is no longer reasonably functional, it will serve a good purpose to have a documented physical inventory of merchandise from an earlier and more vigorous period.

In certain parts of the Post complex, such as the Trade Office, Rug Room, and the Living and Dining Booms of the Hubbell Home, the appearance is sufficiently dated to serve the interpretive program with little modification.

In those rooms, not only is the appearance historic, but many of the original objects are still displayed. The Wareroom too, in large respect,
retains qualities reminiscent of the distant past. One can still see Arbuckle coffee crates strewn about, sacks of piñon nuts sitting on the floor, and. the pungent aroma of fresh sheepskins and recently sheared wool is heavy in the air. Nevertheless, much of the physical inventory has changed since the heyday of reservation trade. This study attempts to compile a documented record of the articles stored in the Wareroom about the "turn of the century" or "early nineteenth century."

This study seeks an inventory of goods stored in the Wareroom during the "early 1900s." This suggested time zone is used both in the Master plan for the Area and the Historic Structures Report, Part I. Here, it is taken to mean the first decade of the present century - 1900 to 1910.

Pictorial evidence of the Wareroom interior is restricted to one photograph taken by G.B. Wittick, c. 1897: ${ }^{1}$ While taken several years earlier than the time period ©elected-for this report,; It is unlikely that there was any substantial change in the brands of merchandise stored in the Wareroom or the manner in which the goods were stored. There are other photographs of the period revealing interiors of similar trading posts and general stores which could be examined. ${ }^{2}$ These would, however, be only suggestive of commodities displayed at Hubbell's Ganado store and would not strictly document original post supplies. For this reason they will not be used here, but should be consulted by the furnishings curator preparing the final plan in order to fill in undocumented gaps.
E.A. Burbank's painting of the Trade Room done in $1908^{3 .}$, does not contain sufficient detail to identify specific brands of merchandise but does reveal.

1. This photograph is in the files of Hubbell Trading Post National Historic Site, hereafter cited "HUTR," and bears the file code, HTP-PP-14. | It is reproduced here in Illustrations, p. 47.
2. For example, HTP-PM-11 is a photograph of Hubbell^s Store in Gallup and HTP-PM-14 is one of Richardson Brothers Store in Winslow, Arizona.
3. See Illustrations, p.47.

The leather harness hanging from the ceiling much as it does in the Wittick photograph. It also indicates the style of blankets that were likely stored in the Wareroom for sale to Indian customers. The furnishings curator might examine the original painting for suggestions of probable display items beyond the ken of this study.

The documents used in this report consist entirely of business correspondence and records still stored at the Historic Site. They are contained in a number of letter boxes arranged by year. While the entire collection of Hubbell Papers ranges from the 18808 to the present, there do not appear to be any business letters, and but a few invoices, from years prior to 1903- The letter box material used here dates exclusively from the period 1900-1910

The photograph taken by G.B. Wittick has been variously dated. The year 1897 was applied to it in the Historic Structures Report, Part I, and apparently was supplied by the Laboratory of Anthropology of Santa Fe, New Mexico, which may have a copy of the original, or the original itself. How the date of the photograph was derived is not known, although it Is understood that Wittick practiced his art In the vicinity of the Hubbell Trading Post around the turn of the century. That the photo is no earlier than the l890s is indicated by the date "189[?]" carried on a crate bearing the inscription "Gold Medal - Highest Award." While the last digit of the date is not clear, it suggests the year 1898. The implication of the inscription is probably that 1898 was the year that the award was received by the product contained in the package. This type of a date is ordinarily retained on a product's package for some time, a fact that suggests this scene could well have been photographed in the first decade of the twentieth century.

The Wittick photograph reveals considerable detail. It suggests piles of freshly sheared wool, burlap bags of Indian-woven blankets, sacks of flour, and crates of unidentifiable produce. It clearly shows at least two woven blankets next to Don Lorenzo himself, elements of leather harness and bridles hanging from the rafters, and sheepskins draped on wires strung along the ceiling. A freight scale appears and so do hoops, probably of
4. See Illustrations, p. 47.
iron, resting against the back wall. The latter were likely iron tires for the freight wagons. A baby carriage was stored, in the Wareroom by covering it with canvas and suspending it from the ceiling. There seem to be saddles stored up above as well as broom sticks and push brooms. Some of the crates reveal their contents; "Arbuckle's Roasted Coffees," "Duke's Mixture" smoking tobacco, and, "Royal Bakery" crackers. Several crates carry the "Gold Medal" brand mentioned above but do not identify the product. Another box is Inscribed "Swift and ? Monogram," but the description of-the contents is hot clear. Axe handles stand in the midst of the crates and numerous unidentified objects are scattered about the room. Further examination of this photograph by the furnishings curator aided by a low powered magnifying glass might be fruitful.

Of the material available from the period 1900-1910, the bulk of it consists of invoices from the years 1908 and 1909. There is scattered data bearing on furnishings from other years-1903, 1905, 1907 -- but this is largely correspondence and little of it relates to merchandise that might have been stored in the Wareroom. An. examination of the business records for the above mentioned years quickly indicates little, if any, substantial change in the commodities purchased by Don Lorenzo Hubbell for resale at the trading post. Therefore, $a$ tedious examination of all relevant papers from 1903 to 1909 is unnecessary and, on the basis of quantity and type of available material, the year 1908 represents an adequate sampling.

In this study the term "furnishings" means essentially sales merchandise rather than fixtures and furniture. There was little, if any, furniture to speak of - the Wareroom was a large open room in which commodities •were stored simply by stacking thea on the floor. In brief, the interior of the Wareroom today is the same Interior it was sixty years ago. About the only exception to this statement, would be the small stone enclosure built into the southwest corner of the room. Mrs. Eoman Hubbell, daughter-in-law of Don Lorenzo, could probably explain its use and recall its construction date.

While the Boat evident items in the Wareroom in 1908 were the commodities intended for sale to IndiAl customers, these were not the only things to have been found there. The Wittick photograph, c. 1897, suggests that other items
"meant for sale to the American public and for consumption within the Hubbell operation were stored there as veil. For example, Indian woven blankets which were consigned to the Rug Room obviously overflowed Into the Wareroom. Items belonging to the family, such as the baby carriage, were stored there when not needed. It is probable that Hopi pots and baskets were stored there, at least on an overflow basis. The wagon tires and harness may all have been for sale, but they may also suggest that some supplies of the sort ordinarily foun^ in the Barn or Blacksmith Shop might have been' scattered about •toe Wareroom. All this should suggest that the total character of the Wareroom developed in an unplanned and coincidental fashion. It was laden with goods intended to be there, and with objects that accumulated through casual coincidence. The arrangement of most of the objects, and the nature of some of them, was quite accidental,

Using the invoices and other business records of 1908, the attempt will be made to document the stores of the Wareroom in several categories:

First, the items certain to have been there - the produce and goods carried on the invoices and identified in the business correspondence. Second, the items likely to have been found, but with less certainty --blacksmith tools and supplies, Indian pots and baskets, and farm products and related supplies.

The following compilation is drawn from the Cotton Co. invoices to Don Lorenzo at the Ganado store for the months of September, October, and November 1908. This is an analysis for the entire quantity of goods ordered for that period and is quite representative of the rest of the year. No attempt to footnote the exact invoice for each item will be made since all
the invoices for the selected three-month period, were used. Typical invoices were duplicated and are included as illustrations attached to this report.

In order to simplify the extensive Hubbell inventory the products have been grouped into categories such as groceries, clothing, yard goods, and hardware. Each line item has been reproduced and no effort was made to average the quantities of materials delivered. By seeing the actual number of deliveries made and the quantities involved, the furnishing curator can gain an impression of the approximate character of the storage room.

## INVENTORY OF THE SAMPLING PERIOD

## GROCERIES

The items definitely stored in the Wareroom were the groceries sold to Indian customers, although some of the products, especially those in small quantities, may have been stored for use by the family and their guests. In either case, they would have been locAted in the Wareroom at some time.

The invoices of 1908 indicate that Don Lorenzo Hubbell purchased most of his merchandise from C.N. Cotton Co., Galiup, New Mexico. The items were billed to him but not all at Ganado. Hubbell operated a number of sub-posts at Oraibi,Keam's Canyon, Cornfields, Cedar Springs, and others and the invoices carried the name of the post to which the produce was destined. - This report is based only on those invoices carrying charges made against the Ganado trading post in order to eliminate products which were sold peculiarly at one location, the sampling of bills on the Ganado store seems sufficient to make unnecessary the drawing of an implication as to what could be found in the Wareroom on the basis of merchandise handled at another post.
5. Typical examples of these invoices are reproduced in the Illustrations section of this report, p. 47-

## Flour

Flour, understandably enough, was one of the major stock items in the Wareroom. Several brands were purchased but "Paltt." was by far the aost common. Of this one brand, the largest total quantity purchased in the three-month period was in $100-$ pound sacks, nearly 27,000 Ibs. . Of course, as with other commodities, the total amount was quickly depleted and would not have been in evidence all the time. The most popular quantity of "Palm" flour was the quarter sack of 251 bs . In the three-month period, about 480 of this size were delivered to Hubbell. The least popular size was the half sack weighing 50 Ibs. Only 26 of these were delivered in the three-month period. The following Is a recapitulation of the specific orders of flour filled for the representative period:

120 quarter sacks Palm flour
100 " " " "


## Coffee

It will surprise some people, but in 1908 "Arbuckle's" was not the most popular coffee at the Hubbell trading post. Over the three-month period only five cases of that famous brand were ordered, against the more popular "7 Day" or "Seven Day." Ten shipments of the "7 Day" coffee were made, ranging in lots of from two to eight cases. The usual amount delivered at Ganado was five cases. One case of "Postum" appears in the records for that time.

| 1 | five | case | lot | Arbuc | ;kles | coffee |
| :--- | :--- | :--- | :--- | :---: | :--- | :--- |
| 1 | 15 | case | lot | 7 | Day | coffee |
| 1 | 8 | case | lot | 7 | Day | coffee |
| 4 | 5 | case | lots | 7 | Day | coffee |
| 2 | 4 | case | lots | 7 | Day | coffee |


| 1 | 3 | case | lot | 7 Day | coffee |
| :--- | :--- | :--- | :--- | :--- | :--- |
| 1 | 2 | case | lot | 7 Day coffee |  |
| 1 | 1 | ease | lot | Postum |  |

Cream.
Several different items appear under the general category of "cream." There are several entries for "pure cream" and others for "Fig cream", the latter suggesting a brand name.

2 cases pure cream coffee 96 [items]
1 case Is pure cream [for] coffee $k Q$ [items]
1 case cream [for] coffee
3 eases Fig cream
2 cases Fig cream
1 case Fig cream
1 case Fig cream

Sugar
In the three months under consideration, about 110 sacks o^ sugar were delivered at the Ganado store. Assuming each sack weighed 100 Ibs., the total purchase for the period amounted to 11,000 Lbs. A delivery never exceeded twenty sacks and usually was about ten sacks. Unfortunitely, a brand name appears nowhere on the invoices.
6. The invoice carries this item as package rather than cases, but more likely cases was meant.

| Sugar (contd.) |  |  |
| :--- | :--- | :--- |
| 2 deliveries | 20 | sacks each |
| 5 deliveries | 19 | sacks each |
| 3 deliveries | 5 | sacks each |
| 1 delivery | 4 | sacks each |

Butter /.
Considering the three-month period, little butter was delivered at the Ganado trading post-at the most some 500 Ibs. As with the sugar, no brand name appears and usually deliveries are confined to 1 case lots. The cases varied in size - some weighed 30 Ibs. and others 60 Ibs. In all only eight eases were delivered to Hubbell throughout the three-month period.

The perishability of butter raises one question and may answer another. It may be the reason so little butter was ordered at Ganado. Then too, it was not a staple in the Indian diet and the few who would use butter probably made it at home. Nevertheless, the question is raised as to how Don Lorenzo stored the butter. He must have utilized some type of cooling arrangement, but just what is not clear. No cooling device remains in the Wareroom today and no business records of that day refer to ice that might have been used in either an ice box or ice house. Hubbell did utilize a root cellar, which was connected to the house, and this might have served for butter as well as apples and potatoes.

The invoice entries for butter are as follows:
2 deliveries 1 case butter 60 Ibs.

## Butter (contd.)

2 deliveries 1 case butter weight not specified
1 delivery 1 case butter 30 Ibs.
1 delivery 3 cases butter 90 Ibs.

Lard
About the same amount of lard as butter was ordered. Again we are left without a brand name. Usually the lard was ordered by the case, each case weighing 60 Ibs. It is probable that this meant 60 packages each of one Ib. Lard was also ordered by the 50 Ib. can. Canned lard was cheaper.

4 deliveries 1 ease $10 s^{7}$ lard 60 Lbs.

1 delivery 2 cans 50 Lbs. a piece lard

1 delivery 100 Lbs. lard 1 delivery

50 Lbs. lard

Crackers and biscuits

Crackers were a relatively popular item. Twenty-five cases were stocked during the three months, each case containing 3 dozen cartons. No brand name is revealed In the invoice entries, although the Wittick photograph of 1897 shows several cases of "Boyal Bakery" crackers. The
7. The symbol "s" appears frequently on invoice entries in combination with many different numbers, such as Is, $2 \mathrm{~s}, 4 \mathrm{~s}, 10 \mathrm{~s}$, and even $\mathrm{I} / 2 \mathrm{~s}$. This seems to indicate a package size or quantity--in some cases, a size of can. It is important to have the symbol defined for it may define the appearance of the packages and containers stored in the Ware-room.
photo, however, is of questionable value for the year 1908. It shows "Arbuckle's" coffee, although it has already been demonstrated that this was a minority brand in 1908. Furthermore, "Duke's Mixture" is not one of the tobacco products in 1908 at the Ganado store even though it appears in storage in the Wittick photo, along with an unidentified product, "Gold Medal" which likewise disappears by 1908. One brand that does show up is "Uneeda" biscuits, of which one delivery of 10 cases was made.

1 delivery 10 cases Is crackers 30 dz .
1 delivery 6 cases Is crackers
1 delivery 4 cases carton crackers 12 dz .
1 delivery 3 cases ls crackers
1 delivery 2 cases Is crackers
1 delivery 2 pkgs. Is crax
1 delivery 1 pkgs. Is crackers
1 delivery 2 [boxes?] bulk crackers
1 delivery 4 [boxes?] crackers [bulk? . 1

1 delivery 10 cases "Uneeda" biscuits
Baking Powder

Much of the baking powder, as well as the flour, was consumed in the Bakery as well as sold to customer. The only brand name that appears is "Dr. Prices". And the commodity came in a number of different sizes.

2 deliveries 2 cases 4 oz. baking powder
1 delivery 6 cases 4 oz. baking powder 36 [items]

```
1 \text { delivery 1 case 8 oz baking powder}
1 delivery 2 dz 12 02. baking powder
1 \text { delivery 1 case l6 oz. baking powder}
1 \text { delivery 1 [Lb.?] 0.P. baking powder}
1 \text { delivery 10 Ibs 2 1/2 Lb. tins Dr. Price baking powder}
1 delivery 4, 5 Lb. cans Dr. P.B. powder
```

Salt

Salt was ordered by the "mat," a measure that would nave to be determined before the quantity of this commodity stored in the Wareroom could be determined.

1 delivery 2 dz . mats salt
1 delivery 4 mats salt
2 deliveries 3 mats salt

1 delivery 2 mats salt

Cakes, cookies^ candy, and nuts
1 delivery 4 cases assorted cakes 103 Ibs.
1 delivery 2 eases assorted cakes 73 Ibs.

1 delivery 4 boxes No. 4 assorted cakes [no weight]
1 delivery 2 boxes Cotton assorted cakes 1
delivery 2 boxes ginger snaps
8. The term "Cotton" probably refers to the Cotton Co. which supplied Hubbell with much of his merchandise. The packages may have born the company's name.

Cakes, cookies, candy, and nuts (contd.)

2 deliveries 2 boxes "Our Aims"-7 .9
1 delivery 2 boxes "Jumbles"
1 delivery $1 / 2$ Ibs. mixed candy
1 delivery 5 Ibs, chocolate candy
1 delivery 10 Ibs. walnuts
1 •delivery 10 Ibs. almonds
1 delivery 10 Ibs. pecans
1 delivery 10 Ibs. filberts

Potatoes
Although potatoes were a major item in the inventory, it is unlikely that a considerable portion of Hubbell's supply would be in evidence in -the Wareroom. The bulk of them would be stored in the root cellar with just enough in the back room for current needs, perhaps a dozen sacks.

1 delivery 70 sacks spuds 10,762 Ibs.

1 delivery 17 sacks spuds 2,040 Ibs.

1 delivery 10 sacks spuds 1,192 Ibs.

1 delivery 6 sacks potatoes 706 Ibs.
9. That "Our Anns" are cookies is purely a guess.
10. "Jumbles" are included with the candies since the item appears right next to the other candies in the invoices.

Potatoes (contd.) 3 deliveries 6 sacks spuds or potatoes [no weight]

2 deliveries 4 sacks spuds

Fruits and vegetables
The greatest problem in evaluating the nature of this category of commodities is in determining how they were packed - fresh, canned, or dried. There is some evidence to indicate that invoice entries of case lots refer to canned fruits and vegetable. For example, an entry on a Cotton Co. invoice, dated August 27, 1908, to the Keams Canyon post reads, "1 cs Sliced Lemon Cling Peaches 5.05". Sliced peaches would have to be canned. Similar entries would, therefore, suggest a canned item. Furthermore, other products, such as apricots, cherries, and blackberries carry nearly the same price per case, suggesting the same type of package. The threat of spoilage in 1908 was probably considerable, another factor militating against the possibility that most of the following fruits and vegetables were shipped in fresh.

3 deliveries 2 cases peaches
1 delivery 2 cases G.S. peaches
1 delivery 1 case "Bear W.H." peaches ${ }^{13}$ -
1 delivery 2 cases "G.S." peaches
1 delivery 2 cans dried peaches
11. Cotton Co. invoice, Keams Canon, August 27, 190®/ explains "W.H." as "White Heath."

4 deliveries 2 cases pears
1 delivery 2 cans dried prunes

1 delivery 4. boxes raisins 200[lbs.j
1 delivery 1 case seedless prunes
1 delivery 1 case pkg. dates $30[l b s . j$
121 delivery 1 case Iris [sliced pineapple ${ }^{12}$

1 delivery 5 cases tomatoes
4 deliveries 4 cases tomatoes
1 delivery 2 cases tomatoes

1 delivery 1 can tomatoes
1 delivery 2 cases sweet potatoes

4 deliveries 2 cases corn 1 delivery

1 case corn

1 delivery 1 sack onions 103 Ibs.

1 delivery 1 sack onions 75 Ibs.
1 delivery 1 sack No. 43 rice
The following two items were undoubtedly supplied fresh;

50 watermelons
1 case grapes
12. Ibid.

4 deliveries $£$ cases pears
1 delivery 2 cans dried prunes
1 delivery 4 boxes raisins 200[lbs.j
1 delivery 1 case seedless prunes
1 delivery 1 case pkg. dates $30\left[\right.$ lbs.] ${ }^{12}$
1 delivery 1 case Iris [sliced] pineapple

1 delivery 5 cases tomatoes
4 deliveries 4 cases tomatoes
1 delivery 2 cases tomatoes
1 delivery 1 can tomatoes

1 delivery 2 cases sweet potatoes

4 deliveries 2 cases corn

1 delivery 1 case corn

1 delivery 1 sack onions 103 Ibs.

1 delivery 1 sack onions 75 Ibs.

1 delivery 1 sack No. 43 rice

The following two items were undoubtedly supplied fresh:
50 watermelons

1 case grapes
12. Ibid.

## Meat

Fresh slaughtered meat was not a sales item. The Indians slaughtered the sheep they herded - occasionally some cattle. Hubbell probably slaughtered his own cattle for home consumption. Only specialty meats appear on the invoices.

1 sack B. bacon

1 sack narrow bacon
6 Bcs, [pieces?] B. bacon U lbs.

1 pe. narrow B. bacon

1 sack D.S. meat 180 Ibs.

1 sack D.S. meat

7 lba. D.S. meat

1 case deviled meat

2 cases corn beef Is

2 cases $2 s$ corn beef

Tea
A fair amount of tea was supplied to Hubbell's post and in a greater variety than the coffee.

1/2 lb. Gunpowder tea Tree?
2 boxes No. 7 gunpowder-tea 20[lb8.]
4 boxes[?j 1/2 lb.[?j green gunpowder tea
2 cases 1-3 Vulcan tea 40 [Ibs.]

2 cases Thirds tea

1 case Thirds tea
4 pkg. Blue Ribbon tea

## Breakfast cereals

1 case l8s Scotch Oats

1 'case Puffed Rice
1 case Puffed rice
1 case Quaker corn flakes

1 case corn flakes
1 case cream wheat

Peas, peanuts, beans, and barley

1 case peas [canned]

1 case "Star Beam" peas [canned]

1 sack "Ro" peanuts
2 cases "Reber" beans [probably canned]

1 sack pinto beans Idz [?j
1 sack pinto beans

1 sack rolled barley 80 [lbs.j

60 Ibs. barley

Syrup, honey, and jam
1 case 2 s syrup

2 cases 2s syrup

1 case syrup

1 case Puritan maple syrup
2 cases extracted honey 40 cans

1 case "Pheasant" jam
1 can "Iris" jam

2 cans "Iris" jam
2 cases jam

Cheese
1 cheese 12 lbs.
1 long horn cheese 13 lbs.
1 long horn cheese 10 lbs .

Incidental foodstuffs

There are considerable food products entered only occasionally. Many of these items may have been ordered for home consumption, especially if they were ordered an item at a time. In this case, they would not have appeared among the many commodities stored in the Wareroom. On the other hand, merchandise ordered for personal use may have been purchased in case lots with several single items finding their way to the kitchen pantry of the Hubbell Home. In the latter case, however, a partial case
would have been left in storage for sale purposes. The following items fall
into this category of occasional merchandise and probably not all of them would have been found in the Wareroom at one time.

2 lbs. Citron
2 lbs. Lemon Peel
2 dz . Lemons
4 boxes "Magic" yeast
20 sacks "Club House" ${ }^{13}$

1 case "Boudet" sardines

1 case "Jockey Club" sardines

2 pint bottles "Sylmar" olive oil
1 can lunch tongue
1 case eggs ${ }^{14}$
1 case Chow Chow
1 pt. box "'Tanglefoot"

1 case clam chowder
1 case 3s pumpkin
6 -turkeys ${ }^{16}$
1 case asparagus
1 pkg. nutmeg and grater
1 sack hams
12 only tapioca
1 case Eng.[?]
1 case 1 lb. pkg. Macaroni 25 pkg.

2 large size bottles Worchestershire

1 case "Medium Blue" label catsup
13. Probably an occasional brand of flour.
14. These are most likely dehydrated eggs for baking.
15. A type of relish.
16. These were purchased in November before what is now Thanksgiving, but in 1908 wasn't the holiday celebrated in October? The suggestion is that turkeys may have been raised along with the chickens.

## TOBACCO PRODUCTS

A number of kinds of tobacco were sold at the Trading Post. The tobacco was ordered in different measures, by the case, by the pound, and by the butt. One entry indicates that a butt weighed 9 lbs .

200 25/35 eggs $^{17}$
100 "Out West Conchas" cigars

6 butts "Climax"
3 butts "Climax"

5 Ibs. ."Union Leader" 25 lbs. "Eng [English?] Curve" cut
tobacco

3 butts "Big Four" tob 27 lbs.
1 case $2 / 3$ oz. "Durham" fob. 25 lbs.
2 cases "Bull Durham" 50 Ibs.

1 box "Wheat Straw" cigarette paper
4 boxes papier mais ${ }^{18} 4^{\star} 00[l \mathrm{lbs} . ?]$
2 cases "Leader" matches

1 cases "Leader" matches

LAUNDRY PRODUCTS

1 dz. pkg. "Gloss" starch
1 case "Best Gloss" starch
17. Probably a reference to cigars, the $25 / 35$ symbol indicating price per dozen.
18. Papier mais almost certainly refers to cigarette paper but 400 lbs. does seem to be a considerable amount of such an item.

LAUNDRY PRODUCTS (contd. )

1 box fly paper
2 eases 3s "Compound 120"
1 case "Alamo" lye
2 boxes "White Star" soap
1 case "White Star" soap

2 dz. "Autumn Rose" soap
1 dz. "Autumn Rose" soap
2 dz. "Wheelman's" soap
2 dz. "Wheelman's" soap
1 dz. "Wheelman's" soap

1 dz. "Premo" soap
2 dz. "Premo" soap
4 dz. glycerin soap
2 dz. "Elder Flower" soap
1 dz. "Eng. [English] Elder" soap

2 dz. "Elder Flower" soap

1 case C.S. soap

1 case C.s. soap

LEATBER GOODS
As Indicated in both the Burbank painting of the "Trade room and the Wittick photo of the Wareroom, there were in evidence many leather products such as harness and saddles.

2 nose bags
1 No. 423 saddle

LEATHER GOODS (contd.)
1 No. 1042 saddle

1 Ho. 1020 saddle
2 No. 404 saddles
1 case No. 855 saddles
2 No. 1005 saddles
1 No. 1018 saddle
6 Sid[?j Case Skirting leather 76 lbs.
3 pieces skirting

UTENSILS
2 dz .2531 pocket knives
2 dz .50518 pocket knives
$1 \mathrm{dz}$.50477 1/2 [?] pocket knives
1/2 dz. 6294 pocket knives
$1 / 2 \mathrm{dz} .16234$ pocket knives $1 / 2 \mathrm{dz} .6230$ pocket knives
2 dz. 2462 pocket knives
$1 / 2 \mathrm{dz} .6231$ pocket knives $1 / 2 \mathrm{dz} .6245$ pocket knives

9 lbs.[?j dutch oven 1 dz .

1 dz . Berlin 03 kettles

6 dz . kitchen knives 2
dz. kitchen knives 4
dz. kitchen knives

UTENSILS (contd.)
1 dz .10 quart galvanized pails
£ dz. 10 quart galvanized pails
9 only Diz[?] 16 "Elange" sauce pans
4 only $\quad 16$ "Elange" stew pans
12 only No. 20 "Elange" stew pans
1 dz .10 quart galvanized camp kettles

1/2[dz.] "E2" camp forks

2 dz . sieves
2 dz . enameled plates
12 only "Dixie" no. 10 dipper
$1 / 2 \mathrm{dz} .1170$ coffee mills
$1 \mathrm{dz}$.431 coffee mills
2 dz . enameled coffee pots
1, 1 gal. enameled coffee pot
$4 \mathrm{dz} . \quad$ dairy pails
12 only 6 quart dairy [pails]
9 only 3 quart dairy [pails]
1 dz . "Dixie" no. 9 cups
4 dz . enameled cups
12 only "Dixie" wash basins
1/6 dz. No. 3 galvanized tubs
1/2 dz. "Brass King" wash boards

A number of items of clothing were staple goods ordered regularly and in moderate quantity, sueh as overalls and a number of styles of robes.

1 delivery 3 dz . youth's overalls

2 deliveries 2 dz . youth's overalls
2 deliveries 2 dz . boy's overalls
1 delivery 1 dz . boy's overalls
4 deliveries 2 dz. men's overalls $1 / 4 \mathrm{dz}$. bib overalls.

4 deliveries 15 "Manuelito" robes

1 delivery 10 "Manuelito" robes

3 deliveries 10 "Jacquard" robes
63 lb. "Jacquard" robes
5 only 3 Ib. "Jacquard" robes

1 dz .1112 comforts

2 dz . comforts, 2, 1, [?]
1 dz .1209 comforts
5 "Navajo" [or Navajo] robes

17 "Navajo" [or Navajo] shales [shawls?]

2 dz . red bandas [probably short for bandanas]

6 dz . large turkey red handkerchiefs

DRY GOODS (contd.)

1 dz . Scarlet 612 handkerchiefs
1 1/2 dz. 612 Wt. [white?] silk handkerchiefs
2 dz .612 black silk handkerchiefs
$11 / 4 \mathrm{dz} .612$ handkerchiefs
2 dz. 4036 silk handkerchiefs
$41 / 2$ dz. shirts [various grades and styles]
"2 dz. black sateen shirts
2 dz . black satine shirts

3 dz . hats [various styles]
$13 / 4 \mathrm{dz}$. hats $1 / 2 \mathrm{dz} .4200$ hats

1/2 dz. 53908 hats

2 dz .430 x suspenders
2 dz . suspenders
2 dz .646 suspenders

6 dz . "R and R" hose
1 dz .81 hose
6 dz .6201 hose
3 dz , heavy wool socks
6 dz . ladies hose
6 dz . socks

1 pr. khaki pants
2 pr. boy's Shoes

12 pr. elkskin shoes

2 dz. drawers
3 pr. 5 lb. bik. blankets

YARD GOODS
In 1908 at Ganado no dresses were "Store bought." They were made by hand from material purchased at the Trading Post. The invoices record the traditional materials used by the Navajo women for this purpose.

2 pc. brown velveteen 60 yards
5 pc. brown velveteen 146 yards
1 pc. black velveteen 30 yards
5 pc. velveteen 144 yards

20 pc. prints 1001 yards
2 pc. solid yellow prints 96 yards
20 pc. prints 994 yards
1 pc. solid red prints 60 yards
4 pc. indigo prints 200 yards
4 pc. heavy manias 183 yards 6

6 pes. Crystal mania 180 yards

1 bale mania 800 yards

5 pes. twill drapery

YARD GOODS (con-fed.)
4 pcs. lerma fleece 183 [yards or pounds?]

10 pcs. lerma fleece $\$ 04$ [yards or pounds?]

## YARN, DYES, AND RELATED PRODUCTS

It is not clear what the following yarn represented-whether for home consumption or for use by the Indian women for weaving. Commercial "Germantown" yarns and wool were purchased by Hubbell but these seem to have come directly from an east coast firm.

75 lbs. yarn [several varieties] 40 lbs. yarn
45 Ibs. yarn

2 dz .444 towels
2 gr. [gross] black dyes

1/2 gr. black dyes

1 gr. black dyes

1 gr. scarlet dyes
2 gr. scarlet dyes
3 gr. scarlet dyes
1/2 gr. dyes

## 4 boxes buttons

1 box safety pins
12 dz. Blk [black] thread "Coates" No. 8

```
HARDWABE
    The same problem raised over a number of the incidental products already
recorded is raised once again with many of the following hard goods, namely,
that certain items might not have been located in the Wareroom at all, merely
because they were ordered by Hubbell. Some of the tools and supplies could
veil have been intended for use in the Barn or Blacksmith Shop.
Nevertheless, a portion, if not all, of the commodities ordered in quantity
would have been stored in the Wareroom in the hope of making an incidental
sale.
1/2 dz. 8" monkey wrenches
1/2 dz;. 10" monkey wrenches
1/4 dz. 15" monkey wrenches
12 Ibs. sacking twine
15 Ibs. wrapping twine
2 ~ h a t c h e t ~ h a n d l e s
1 crate axe handles
1 crate axe handles
2 dz. axe handles
15ft'. 1/4 [inch] rubber hose
1 \text { case candles}
2 dz. "3 in 1" oil small 1
stick solder 1 1/2 Ibs.
4 letter files
\(1 \mathrm{dz} . \quad 112\) quills
2 btls. ink
```

HARDWARE (contd.)
2 cases "Star" axle grease
2 cases "Star" axle grease
1 case "Star" axle grease
1 tank coal oil 54 gal.
10 boxes No. 19 nails 45 Ibs.
1 keg 20 penny nails
1 keg 30 penny nails
1 keg 10 penny nails
2 coils 7/l6" "H.T." [or just h.t.] rope 139 Ibs. ${ }^{19}$
2 coils 7/16" rope 168 Ibs.
2 coils 7/l6" "H.T." rope 149 Ibs.
2 coils 3/8" "H.T." rope 101 Ibs.
2 coils 1/4" rope 93 lbs.
35 feet 3/4" rope 5 Ibs.
2 coils 1/4" rope 93 Ibs.
2 coils 3/8" rope 151 Ibs.
61 Ibs. baling rope
2 boxes 537 string tags
2 4/5 boxes No. 100 string tags
1 gross spring clothes pins
4 bdl. [size] 0 sand paper
19. The measurement symbol used to indicate the quantity of rope was \# which is ordinarily taken to mean pounds. It is used in that sense throughout the Cotton Co. invoices.

HARDWARE (contd.)
1 bbl. 8 oz. 360 cans, $30 \mathrm{dz} .^{20}$
2 bndl. Is paper bags
2 bndl. 2s paper bags
3 bndl. 3s paper bags

2 bndl. 3s paper bags
2 bndl. 3s cheap bags

2 bndl. 4s "W.A." [or just w.a.] bags "'
2 bndl. 5s "W.A." bags
1 bndl. 12s "B.S." [or just b.s.] bags
1 dz. big str. broom

## AMMUNITION

3 deliveries 50022 short smokeless
1 delivery 50022 long smokeless
1 delivery 10022 long smokeless
1 delivery 200022 long smokeless cartridges
1 delivery 50022 "W.R.F." smokeless cartridges
1 delivery 10012 gauge smokeless No. 6, short leader 24-1 3/8
1 delivery $300 \quad 12$ gauge leader sheels

1 delivery 4 oz. black powder

3 deliveries 50 wool bags or sacks
20. It is difficult to understand this entry. Possibly it refers to an order of empty cans for packing or storage.

AMMUNITION (contd.)

3 deliveries 25 wool sacks

1 delivery 24woolsacks
1 delivery 20 , wool sacks

1 delivery 2 wool sacks

3 deliveries 1 wool sacks

2 bales burlap 196 Ibs.

1 piece burlap 92ft.

FODDER

Most of these products were undoubtedly stored in the Barn. However, as with other items primarily intended for use elsewhere, a small portion of this material could well have found, its way into the Wareroom.

30 sacks chop ${ }^{21}$

15 sacks chop
6 sacks chop

5 sacks chop ${ }^{22}$
3 sacks chop Ibs.
1 sack chop
6 bales Alfalfa 492 Ibs.

5 bales California alfalfa 620 Ibs.
21. This is probably what is referred to in some parts as "chop feed."
22. This entry establishes the weight of one sack at 100 Ibs.

FODDER (contd.)


5 sacks corn

5 sacks corn

1 sack corn
2 sacks bran 200 Ibs.

2 sacks bran 239 Ibs.

OTHER REPRESENTATIVE ENTRIES

This section deals with the C.N. Cotton Co. invoices outside of the threemonth period selected for intensive study. It also includes a sampling of invoices from other suppliers and from companies dealing

OTHER REPRESENTATIVE ENTRIES (contd.) in goods and services more related to the Indian craft business than to standard grocer's merchandise.

## C.N. Cotton Co. Invoices

The following is a compilation of selected entries billed to Don Lorenzo Hubbell for months other than September, October, and November 1908. Duplicate entries are not carried here as was true of the earlier sections of this report. This section does not seek to present the total quantity of goods for the remainder of the year but only a sampling of other commodities probably to be found in the Wareroom. Nothing listed in Invoices for the three-month period will be found here even though those items continued to be ordered in considerable quantity. This merchandise might have been less popular than most of the other already described but it should not be dismissed lightly, since many commodities cannot be expected to turn over rapidly and may well have been in storage in September or October even though ordered much earlier in the year. Then too, often these other entries indicate a possible brand name that has not appeared often.

Flour
60 quarter [sacks] "Alamo" flour
27 sacks "Pride of the Valley" flour
Coffee and cocoa
10 cases "Arbuckle" coffee
1 "Van Houten's" cocoa 24 Ibs.
9 cases McL. coffee

Crackers and biscuits
2 oases "Pert." [Perfection.?.] biscuits

Candy and nuts
"additional on piñons " 6213 @ 2<f. 124.26
2 dz. "Society" chocolates I/2s
1 dz. "Society" chocolates Is
5 boxes "Class ${ }^{1 "}$ chocolates 25 @ 25
2 hf. bbl. mixed candy 304 lbs.
1 case No. 4 "Velvet" candy
2 boxes 25 lbs. assorted, nuts
6 boxes gum
6 cases "Jumbles"
Potatoes 2 sacks new
potatoes

Fruits and vegetables
1 case string beans
1 case pearl barley
3 boxes. fresh apples
5 boxes. oranges
2 cases sauerkraut
1 bx. 25 lbs. "L.M." raisins
Tea.
1 large chest bulk tea 75 Ibs.
3 cases "Nan Chang" tea 15 Ibs.

## Tea (contd.)

## 2 cases spoon tea

2 cases $1 / 3$ s pkg. tea
210 lb . boxes bulk tea
Breakfast cereals
1 case oatmeal 1 case puffed rice
1 case cream wheat
1 case "Banner" oat meal

Syrup and jam
2 case "Mount Hamilton" jam
1 case. "Toboggan" maple syrup
1 case "Louisianna" molasses
3 cases 2s "Sunflower" syrup
2 cases jelly "Glass" [or glass]

Other foodstuffs

10 plegs. corn starch

5 gal. best cider vinegar
1 ease "Jello"

500 Ibs. corn meal

## Tobacco Products

4 butts "Bit 4" tobacco 36 Ibs.
4 butts "Piper Heidsieck" ['This couldn't be champagne, could it?]

Tobacco Products (contd.)
4 butts "Torchlight" tobacco 40 Ibs.
4 butts "Days Work" tobacco 56 Ibs.

Wagon Supplies
2 dz . team bridles
1 roll harness leather $2 ? 4$ Ibs.
$610 \times 128 \mathrm{oz}$. wagon cover
$310 \times 1210 \mathrm{oz}$. wagon sheets.
$310 \times 1410$ oz. wagon covers
2 dz . snaffle bits-
1 dz .77 bits
1 dz .1500 bits
$1 / 4 \mathrm{dz}$. Manilla whips
$1 / 4 \mathrm{dz}$. Chief whips
$1 / 4 \mathrm{dz} .21 / 2$ gat. S.A. water bags
$1 / 4 \mathrm{dz} .5$ gal. S.A. water bags
1 Frazers axle grease
2 sets harness
2 dz . cotton feed bags
$17 / 12 \mathrm{dz}$. hf. leather feed bags
1/2 da. spring binders

Utensils

2 dz. 14 quart galvanized pails

2 dz .12 quart galvanized pails
1 1/2 dz. flairing pails

UTENSILS (contd.)

4 dz . tumblers
$1 \mathrm{dz}$. 10" pie plates
2 dz. 698 forks
1 gross table spoons
6 dz . tin cups
$3 \mathrm{~d}-\mathrm{z}$. enameled cups
6 dz . tea cups
2 dz .1 quart coffee pots
2 dz .2 quart coffee pots
$2 \mathrm{dz}$.4 quart coffee pots
1/2 dz. 2 gal. kegs
1, 5 gal. keg for vinegar
1 dz . snail dutch ovens
2 large trays

Yard Goods
3 pc. "Simp" mourning prints 141 yds.
5 pc. indigo prints 224 yds.
2 pc. "Shepard" prints 88 yds.
1 pc. "Alien" staples 52 yds.
2 pc. hazel brown 92 yds.
1 pc. Ham. [Hamilton?] twills 52 yds.
1 pc. Kenilworth plaids 65 yds.
6 pc. Step Novelties 236 yds.
5 pc. bik. calico 279 yds.

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Yard Goods (contd.)
9 pc. ribbon
12 pc. "Sheperd" 571 yds.
12 pc. mourning prints 54.1 yds.
    5 pc. foulard 228 yds.-
    6 pc. Waco 303 yds.
    2 pc. Hazel brown 117 yds.
    4 pc. silk finish }198\mathrm{ yds.
    3 pe. silver grays l4l yds.
    12 pcs. K.N.F. 56l yds.
    8 \mp@code { p c . ~ t w i l l ~ d r a p e r y ~ 4 5 0 ~ y d s . }
    4 pc. lerma [fleece]
    2 pc. brown canton 130 yds.
    2 pc. blk. satine "Omega"
    4 pc. Foxball mania l60 yds.
Dry Goods
2 4 ~ n a v a j o ~ s h a w l s
    2 gross shoe strings
    2 dz. white thread
    5 dz. Coates thread
    4 dz. Nappies 1 dz. ea. of 5, 4, 6, 7, inch size
Hardware
1 dz. wool cards
35 Ibs. naphthalene
1 dz. 5 ft. whips
```


## Hardware (contd.)

4 Rayo lasses
4 bills. 48 Pa. Bags B.E.
2 bdls. Is Pa. Bags Sampson
4 bdls. 2 s Pa. Bags B.E.
6 long handled spades
1 dz . No. 73 Mephesto copying pencils
$1 / 4 \mathrm{dz}$. No. 2 Rochester chimneys -
1 dz . lantern chimneys
1 barrel tar
5 gal. gasoline
2 dz. "Little lady" brooms
2 dz. tow cards
1 dz. padlocks
2 dz . umbrellas

## Ammunition

2 boxes 303 Savage ctgs.
$100 \quad 12$ gauge B.C. shells

## Fodder

25 sacks rye

OTHER SUPPLIERS
C.H. Cotton Co. was not the only supplier that Don Lorenzo transacted business with although it was the major factor. Certain commodities were

```
sampling of merchandise delivered by these firms follows;
    2 pr binges and hooks
    1 nozzle
    5 Ibs. staples
    1 garden rake
    foot bolt. 1 chain bolt
        keg fence staples
        screen doors
    poultry wire
    100 ft. garden hose
    1 Queen range
    1 reservoir, bracket and coil
    k- skillets
```

supplied by other firms such as Grunsfeld Bros., Evans Shoe Company, and others. A
From Edward Bart, Hardware and Lumber, Gallup, N.M., June 1, 1908.
July 2, 1908
1 fiber horse brush
1 farriers hammer
4 sets of mule shoes
1 horse rasp
1 pr. shoeing pincers
2 folding cots--Gold Medal
10 Ibs. horse nails
Dec. 22, 1908
2 l4" Heller rasps
1 shoeing knife and extra blade
2 pairs farriers pincers
From Grunsfeld Bros., Albuquerque, N.M. January
January 11, 1908
12 beaver shawls
127/10 packages imported cotton mufflers

April 15, 1908
8 dz . Big. riding pants
14' pc. saline Cyrano
6 pc. Ottoman silk
sample 1 pc Grecian brown

August 27, 1908
30 brocade Fantasie
4 pc. Lerma flannel
2 dz. Crinkle corduroy pants

Evans Shoe Co., Napa Cal.
November 12, 1908
48 Nap sheepherders
J. Korber and Co.,

Albuquerque, N.M.
July 29, 1908
\&
2 hand made bolsters

September 5, 1908
1 dz . Queen rods 3" Bain [?]
Wagons of several kinds
A.B. Patrick Co.

October 28, 1908
Oak Tanners and Wholesale Leather Dealers San franc 1sco
12 sides red skirting leather 161 Ibs.

Illinois Sewing Machine Company,
Chicago
December 1, 1908
2 sewing machines

The following items are typical of the considerable number of invoices covering Indian crafts. Most of these items--jewelry, turquoise, Hopi pots, and rugs were undoubtedly stored primarily In the Bug Room and Office but Hubbell dealt in such quantities that it is quite likely that an overflow was stored in the Wareroom.
W.H. Kiaap, Chicago

May 1, 1909
1-dz. ring sets 1.80

April 29, 1909
81 dz . Turquoise beads
6 dz. coral beads

November 29, 1908

102 pendants
250 ring sets
400 eyes

These three entries refer to lapidary services of Mr. Knap for Don Lorenzo

The following are typical of the craft products shipped to Ganado from Keam's Canyon:

September 13, 1908


vember 16, 1908

| 76 | blankets .......... \$ | 451.00 |
| :---: | :---: | :---: |
| 1 | larger blanket | 82.50 |
| 11 | Tihius [?]. | 3.75 |
| 1 | rattle | . 20 |
| 1 | 2nd Mesa basket | 5.00 |
| 13 | 2nd Mesa basket | 6.45 |
| 1 | Oraibi basket | . 25 |
| 3 | Oraibi plaques | 1.25 |
| 14 | 2nd mesa plaques . [. | 4.90 |
| 1 | Moqui belt | 1.50 |
| 106 | plain strip small rugs | 79.50 |
| 60 | small rugs | 60.00 |
| 10 | bales saddle blankets 1537 | Ibs. . 768.50 |
| 1 | bales blanket | 57.60 |
| 878 | Ibs. corn | 17.56 |
| 5 | loaves bread 2 cans cream | . 50 |
|  |  | \$1540.46 |

The following items are contained on Invoices form Lorenzo Hubbell, Keam's

Canyon. Don Lorenzo's son, Lorenzo, jr., apparently operated that post for a time. He took in sheep and goatskins and other items and sold them in turn to his father's post at Ganado. Apparently, other stock items were transferred to the Ganado store as the need arose.

August 26, 1908

6 bales goatskins
bales sheepskins

5 sax white wool

3 sax black wool

February 20, 1908

4 loaves bread

1 Angora goat skin

## ILLUSTRATIONS

Other than copies of the Burbank painting of 1908 and the Ben Wittick photograph about l897, the illustrations which follow consist of invoices which form the bulk of the documentary evidence of this report. These are presented because it is helpful to see facsimiles of the invoices for the information they contain such as addresses, successor companies, and occasionally a picture of a product carried on the Hubbell inventory.

## BOUGHT OF A. B. PATRICK COMPANY

incorporated
jv $\wedge \wedge$ Oak Tanners and Wholesale Leather Dealers

\author{
office Am* taknbrv SIXTH AVENUE SOUTH <br> IE Bl«es Keel SS-

irtlne leather $161 \mathrm{lbB} . \mathrm{e} \cdot \mathrm{SB}$$\quad$| 61 | 18 |
| ---: | ---: |
|  | Freight JA |

}

## $' M^{\wedge} P^{\wedge}$

ESTABLISHED JULV I, 1897.

${ }^{\wedge} E P$ PiMS: NET GASH,NO DISGOCNT
--- - $\qquad$ ,flanadp^., Arlz.
BILLS PAYABLE. IN NEW YORK OR SAN FRANCISCO EXCHANGE. PVLE NO, PAIRS PRICE

/ / \ll ${ }^{7} / \wedge^{\prime} . \wedge^{\prime} \wedge \wedge$ Nov. 12, 1908.
quality isthe testofvalue
.Wwmmv HoweH».
^W-.^WU.v-.A Santfl' J».vi.< G^liup.
M. M. ${ }^{\wedge}$; ..JSISI-S^^^T. $\wedge^{\wedge}{ }^{\prime} T^{\wedge}$.
J. L. Hubbell,

OUR PRICES ARE SUBJECTTO CHANGE WITHOUT NOTICE. DESCRIPTION
PAY NO BILLS TO AGENTS WITHOUT WRITTEN AUTHORITY

J.KORBERKO.


Albuquerque, N. M.



^ftpxtni. $\quad b « \lll a b \ll$

23/loe,

## Edward Hart Company,

## Mr;r.L.Hul»b»U; SUCCESSORS TO

Agency For Winchester
Anns and Ammunition, Studebaker Wagons and

Buggies

$$
\text { i iBnitg^ } 1 t f \text {, }
$$

## EfimatA ^art,

^ariimsrf. Eumbrr anb ISmlbitwi Klat^rial.


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\sin ^{5}
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