

“Dead Men Tell Unusual Tales”

THE Byron Weston Company, paper manufacturers of Dalton, Massachusetts, have been using the historical route to publicity through a contest for the purpose of unearthing old American documents. The prize stories were collected into a book entitled “Dead Men Tell Unusual Tales,” and The Business Historical Society has been presented with a copy. The material in these papers runs all the way from the earliest official document in the history of San Francisco to the price of “a hot dinner of good provisions,” which was twelve and a half dollars in a North Carolina inn in 1780. There are the wills of Jonathan Edwards, Kit Carson and Buffalo Bill, besides that of a kind and ungrammatical old gentleman who left money to the birds around his house, and of a religious zealot who left his whole property to Jesus Christ, “in consideration of love and good will of the Lord Jesus, and one cent found on the premises of His, the rightful owner of all lands.” Altogether, the book has a good deal of real interest, and illustrates the part history is coming to play in advertising.

The First Book Publication of the Society

“THE Industrial and Commercial Correspondence of Alexander Hamilton,” the first book published under the auspices of The Business Historical Society, incorporated, was sent to each member of the Society toward the last of February. It was compiled by Arthur H. Cole, Assistant Professor of Economics at Harvard University, and a member of the Society. The book brings to light new information on the industrial and commercial activities of a period when the economic and political status of the United States was very much in doubt.

“These letters,” says Mr. Ayres, the Executive Secretary of the Society, “are the raw material from which Hamilton wrote his famous Report on Manufactures, 1791, which gave the first impetus to the protective tariff in this country, and was the first attempt to survey the industrial resources of the United States. The book should be of interest to the rapidly growing group of business men who are turning to the past for help in solving some of the present day economic and business problems.”