

PUBLISHERS' CANVASSING BOOKS

IN SPECIAL COLLECTIONS AND ARCHIVES,
KENT STATE UNIVERSITY LIBRARIES

Compiled by Cara Gilgenbach
Kent State University Libraries
• 2012 •



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INTRODUCTION

“Canvassing books,” “sample books,” “salesman’s dummies,” “prospectuses,” and “order books” all are terms related to the phenomenon of subscription publishing. In general, these terms apply to any book volume produced as a partial representation of the full work, used by publishers and their book sales agents to secure buyers of the complete work. The practice of subscription publishing has a long history in Western book history. As early as 1481, publishers employed the practice of securing one or more sponsors or subscribers to finance the publication of a work. In these early cases, this sponsorship entailed payment in advance by subscribers, in order to ensure that the costs of production could be paid for books that would have been too expensive to publish otherwise (Compton, 5-6). In its nineteenth- and twentieth-century American practice, subscription publishing allowed for the sale of books at any stage of their publication, not just in advance of the printing and production of the completed book. “[S]ubscription bookselling expanded during the nineteenth century into a door-to-door solicitation of commitments to purchase particular titles not just prior to publication, as had been the case with earlier subscription ventures, but at any point in the publication process” (Farrington, 1). Some version of subscription publishing had always been part of the book-selling landscape in the United States. However, the widespread sale of books by subscription through sales agents traveling the country armed with canvassing or sample books, became most popular in the United States starting after the Civil War, reached its height in the 1890s, but remained in practice at least through the 1950s.

A review of the literature related to subscription publishing reveals two areas of particular interest to historians and others who have written on this topic. The first is a study of how subscription publishers compared to traditional trade publishers and what kind of competition existed between these types publishing houses. In contrast to subscription publishers, trade publishers relied primarily on sale of their books to wholesalers who in turn sold the books to retailers (booksellers), who then sold the same books to their customers (Cook, “Reshaping Publishing,” 223). Newspaper editorials, trade journals, and publishers’ advertisements of the nineteenth century provide evidence of this battle between trade and subscription publishers. Trade houses viewed subscription houses as inferior, arguing that they put out hastily written and produced, cheap, popular titles with little enduring value (Cook, “Reshaping Publishing,” 224-228; Pfitzer, 56). Subscription publishers in turn argued that their methods served democracy, education, and literacy by bringing books to people in areas not served by bookstores or other retailers (Cook, “Reshaping Publishing,” 225).

Another area of historical interest relates to salesmanship and the techniques employed by subscription publishers and their sales agents to entice potential buyers into subscribing. One enticement to potential buyers was offering more than one binding design, often of varying levels of elegance with corresponding pricing. Also, producing volumes in subject areas of potential interest to the masses such as American histories, popular biographies, religious works, sensational works about natural disasters, and home reference books, allowed subscription publishers to appeal to a potentially larger number of consumers. Additionally, producing sample books with a high percentage of appealing and colorful illustrations was a tactic that might have secured more subscribers (Arbour, xxii; Hackenberg, “Hawking Subscriptions,” 151). A study of the several published biographies and memoirs of book sales agents can also shed light on sales techniques and how subscription selling took place.

In his catalog of the very large Zinman Collection of Canvassing Books now owned by the University of Pennsylvania Libraries, Keith Arbour not only provides a valuable historical overview of publishers’ sample books, but also establishes clear definitions of the various forms they take. He clearly defines the differences among a “canvassing book,” a “sample book,” and a “salesman’s dummy.”

Nearly every specimen in the Kent State University collection is properly categorized as a “canvassing book” as Arbour describes it: “generally a thinnish volume comprising (in its most basic form) specimen pages, specimen plates, one or more leaves of promotional text (usually at least conditions of sale), and subscription leaves” (Arbour, xv). Although “salesman’s dummy” is a popular term applied to these books, the Kent State collection includes only one true dummy—a volume meant to match the full size and binding of the completed work, but comprised largely of blank leaves. Canvassing books in the collection follow a very typical pattern of composition which includes a sample title page; sample text; sample illustrations; a publisher’s description of the book and conditions of sale, along with a description of available binding styles and their attendant pricing; and subscription leaves (blanks) that allow a subscriber to fill in his or her name, address, and other details. In a few cases, the canvassing volumes include the sample title pages, texts, prospectuses, and subscription leaves for more than one title, bound into the same canvassing volume. The collection also includes a handful of publishers’ sample portfolios that include sample illustrations and text for a larger number of titles, often relating to a single theme or genre, such as children’s literature, or home reference works.

Interestingly, several of the canvassing books present in this collection also exhibit unexpected owner interactions with the sample volume such as annotation of the subscription leaves for handwriting practice, or note-taking completely unrelated to the activities of a sales agent. In some cases, the subscription leaves are scrawled with the penmanship and stray markings of a young child. It is supposed that the blank subscription leaves were used in these ways after the canvassing book was no longer actively being used for subscription activities. The leaves were also often excised from the volume, one might assume for use as notepaper, if the leaves were blank. It is also possible that subscription leaves that included subscribers’ names would have been excised for some purpose by the sales agent once he or she was no longer using the canvassing volume in question. One might also imagine that these sample volumes, often replete with attractive plates of illustrations, might have been cut apart so that the plates could be used for decoration, or mounted into scrapbooks, although the Kent State collection offers no direct evidence of this possible practice.

Most of the books in the Kent State University collection date from 1870-1920, but the collection also includes earlier and later examples of canvassing books, with the entire collection covering a period from 1855-1957. The collection is comprised of a pleasing range of subject areas with particular concentrations in histories, including military histories, biographies, religious texts, works related to natural and human disasters such as earthquakes, cyclones, floods, and fires, and a group of titles related to travel and exploration. A small number of literary works are also represented including one title, *A Connecticut Yankee in King Arthur’s Court* by Mark Twain, an author who became well known for his involvement in subscription publishing. Twain published a number of his own books through subscription publishing, but he was also directly involved in the enterprise when he partnered with his nephew Charles Webster to publish and sell by subscription the memoirs of Ulysses S. Grant. Enough copies of the memoirs were sold by 1886 to generate an enormous sum for the Grant estate (Friedman, 49).

The books described in this catalog are first organized into broad subject areas. In a few of these subject areas, there may be only one or a very few titles, while others include a large number of titles. Within each subject area, the entries are then arranged alphabetically by author name, or title, for those lacking an author. Each entry is numbered so that it can be easily located when referenced in the author/title index found at the end of this catalog. Please see the Explanation of Entries for a detailed description of the structure and content of this catalog’s entries.

It is hoped that this compilation will be of interest to both those familiar with and heretofore completely ignorant of the phenomenon of subscription book publishing and sales. In an ever-increasing electronic publishing world,

the idea of a book agent taking a sample book door-to-door in order to garner subscribers may seem a slow and quaint way to sell books. However, in the heyday of this practice, subscription publishers and book agents were not only helping publishers to sell books at a relatively rapid pace, they were also providing books to people, who in many cases, had no easy access to a bookstore or library. Subscription publishing contributed to increased mass consumption of books in America. A review of the literature indicates that book agents targeted both urban and rural areas, but some authors have argued that subscription book sales were particularly important for people living in remote areas where books were not otherwise easily obtainable (Hackenberg, “Hawking Subscriptions,” 137).

Canvassing book collections provide scholars with many possible areas of inquiry, some of which have been noted earlier. Although many of these sample books were eventually discarded once their primary purpose had passed, historians, bibliographers, and collectors have found value in their preservation. Arbour notes that most sample books were discarded because they are by their nature incomplete and therefore thought to lack any sort of enduring value. However, he argues quite persuasively for their preservation as primary sources.

...some of these volumes contain the first states or earliest printings of selected pages. Many contain samples of bindings unknown to bibliographers. Almost all contain added promotional material that constitutes an untapped contemporary commentary on texts, authors, illustrations, bindings, publishers, agents, purchasers, readers, and reading (Arbour, xi).

Publishers’ canvassing books form an important part of the study of publishing and sales history in the United States, as well as inquiries into readership and reader-text interactions. It is hoped that this catalog will help to contribute to a fuller awareness of this interesting phenomenon of publishing history.

ACKNOWLEDGMENTS

I wish to acknowledge Dean H. Keller, Emeritus Curator of Special Collections at Kent State University, for approaching me with the idea of compiling this catalog. The Kent State University Libraries supported this work in a number of ways: approving the faculty research leave requests that allowed me to complete this compilation; providing the design work for this publication, expertly completed by Elizabeth Traina; supporting the printing costs of the catalog; and creating and editing the library catalog records that allowed for the discovery of the works included herein. Special Collections Cataloger Kathleen Siebert Medicus and former graduate student assistant Erin Valentine were responsible for cataloging the bulk of this collection in local, state, and international library catalog systems.

Frank and Andrea Klein of The Bookseller, Inc., Akron, Ohio, have played a central role in Special Collections and Archives' ability to build a collection of publishers' sample books. The majority of works included in this catalog were acquired through The Bookseller over a number of years. Our long-standing relationships with The Bookseller and other independent book dealers have allowed the Kent State University Libraries to build strong collections in the history of printing and publishing, as well as in many other subject areas such as literature, poetry, and regional history.

EXPLANATION OF ENTRIES

Every attempt has been made to create consistently formatted entries, with standardized notations used to refer to elements commonly present in these volumes. However, no specific differentiation among a “salesman’s dummy,” “canvassing book,” or “sample book” has been made. (See the Introduction for a discussion of these terms.) That said, the Kent State collection overall is most accurately described as a collection of “canvassing books.” Most of the books in the collection follow a very standard pattern of composition. A few of the volumes differ from this typical pattern. This distinction should be clearly recognizable in the entries for items that differ significantly from a typical canvassing book format.

Entries, each of which is numbered, are organized by broad subject area, with an author and title index included at the end of this work. Within each subject area, entries are then organized alphabetically by author’s name or title if no author is given.

Each entry begins with a simple bibliographic citation to the work. In the case of extremely long titles and subtitles—a common occurrence in this group of publications—titles have been truncated as indicated by ellipses. The notation “no place” indicates that no place of publication was present on the title page or title page verso. “No name” indicates that no publisher name was included in the volume.

If a specific edition is noted somewhere in the publication, that is listed below the main bibliographic entry (e.g., “Memorial edition”).

Following this, pagination or total number of pages is indicated. No effort has been made to provide precise pagination, and the most common notation used is “1 vol. (various pagings),” meaning that the sample exists in one volume, but due to the inclusion of several sample textual sections, pagination is not continuous. This, of course, is reflective of the very nature of a canvassing book. No effort has been made to differentiate textual pages from plates of illustrations, but if illustrations are included, the term “Illustrations” will be present. The presence of maps and printed music is also noted, if applicable.

A binding description is included and refers to the binding of the canvassing volume itself. It is interesting to note that a handful of volumes in this collection include different alternative bindings on the upper (front) cover and on the lower (back) cover. Additional notes on book edge and endpaper decorations are included, when relevant.

In addition to a binding description for the canvassing volume itself, sample alternative bindings are noted when present. “Sample spine and alternate binding(s)” is meant to convey that a sample spine for the binding style of the canvassing volume is included, as well as sample alternative bindings offered for sale. Alternative bindings are often represented solely through the inclusion of additional sample spines pasted inside the upper and/or lower covers, or, in more elaborate constructions, an alternative full cover and spine are included to illustrate the alternative binding(s). Sometimes these fuller sample bindings fold out (see Illustration 1). No attempt has been made to differentiate the method of illustrating an alternative binding. In the Kent State collection, it is far more common to see alternative bindings illustrated simply through the inclusion of additional sample spines pasted on the inside upper and/or lower covers of the book.

“Sample spine” indicates that the canvassing book’s spine design has been illustrated either by inclusion of a pasted-in full-size spine or, in many cases, by printing that spine design onto the outside lower cover of the book.

This is most often present in samples that are notably slimmer than the complete publication, lacking the spine “real estate” to show the full spine design. This method of illustrating the spine design is very common within the Kent State collection (see Illustration 2).

If additional items such as “agent instructions,” extra sample illustrations, or other items are tipped, pasted, or laid into the volume, that is noted.

The publisher’s prospectus and conditions of subscription are commonly found immediately before the subscription form on which subscribers’ names were to be entered. The publisher’s prospectus is printed, in almost all cases, perpendicular to the main text, presumably so that it could more easily be read by the subscriber, before he or she filled in the subscription form (see Illustration 3). This distinctive component of the sample book is referred to as a “Publisher’s prospectus/conditions.” In some cases, this prospectus is a full sheet, folded in half (see Illustration 4). In other cases, it is not printed in the manner described above, but simply as another section of the text, usually in the back of the volume. However, in almost all cases, it immediately precedes the subscription leaves, if present. In canvassing books that include editions in alternative languages, a prospectus in that same language is often included. In our collection, the only other language present is German. If a German prospectus is included, that will be indicated as well. Other than the language note, no attempt is made to describe the specific physical nature of each prospectus.

The subscription blank or form is usually comprised of a number of blank leaves, usually ruled or lined, sometimes including columns and column headings indicating which piece of information (name, address, binding selection) the subscriber or agent was to fill in (see Illustration 5). If present, the term “Subscription leaves” is included and, parenthetically, the state of these leaves is noted (blank, includes subscribers’ names, excised, etc.). As has been noted in the Introduction, it appears that many eventual owners of salesman’s dummies cut out the subscription blanks, perhaps to use as scrap paper or to remove names of subscribers from the volume. It is fairly easy to tell when the leaves have been excised as opposed to never having been present.

Additional notes regarding contents, provenance, or other interesting features of a given sample are included, when relevant. If the Kent State University Libraries own a copy of the complete work represented by the canvassing book, that is also indicated. If the full copy’s binding is different from that of the canvassing volume, that is noted (see Illustration 6).



ENTRIES	SUBJECT	PAGE NUMBER
1	Art	2
2-23	Biographies and Memoirs	2
24-26	Children's Literature	7
27-33	Discovery, Exploration, and Travel	9
34-36	Elocution, Oratory, and Recitation	10
37-43	History	11
44-55	Literature, Poetry, and Gift Books	13
56-67	Military History and Wars	16
68-76	Natural and Human Disasters	19
77-80	Reference Works	21
81-92	Religious History, Texts, and Biographies	22
93	Science	26



ART

1. Shepp, Daniel B. *Shepp's Library of Fine Art: A Pictorial History of All Lands and Times.... Philadelphia: Globe Bible Publishing Company, 1901.*

1 vol. (various pagings); Illustrations
Bound in decorated silk cloth, stamped in red, gold, and dark green
Sample spine and alternate binding
KSU copy may be incomplete
Publisher's prospectus/conditions
Subscription leaves (excised)

BIOGRAPHIES AND MEMOIRS

2. Beamish, Richard J. (Richard Joseph), b. 1879. *The Story of Lindbergh: The Lone Eagle; Including the Development of Aviation, Epoch-making Flights of the World's Greatest Airmen and the History of Efforts to Bridge the Distance Between the Old and New Worlds. Chicago: P. A. Lindberg and Co., 1927.*

1 vol. (various pagings); Illustrations
Bound in muted blue cloth stamped in black and gold
Sample spine
Publisher's prospectus/conditions
Subscription leaves (blank)

3. Daniels, Josephus, 1862-1948. *The Life of Woodrow Wilson, 1856-1924. Philadelphia: Universal Book and Bible House, c1924.*

1 vol. (various pagings); Illustrations
Bound in blue cloth, stamped in gold with a printed portrait on front cover
Sample spine
Publisher's prospectus/conditions
Subscription leaves (blank)
Stamped on front endpapers: "The Association for Colored Community Work, 199 Perkins Street, Akron, Ohio"

4. Dawson, George Francis. *Life and Services of Gen. John A. Logan: As Soldier and Statesman. Chicago; New York: Belford, Clarke & Company, 1887.*

1 vol. (various pagings); Illustrations
Bound in pictorial cloth, stamped in black and gold; decorated endpapers

Sample spine and alternate bindings
Publisher's prospectus/conditions
Subscription leaves (include one subscriber's name)
KSU also owns complete book

5. Halstead, Murat, 1829-1908. *The Illustrious Life of William McKinley: Our Martyred President. Philadelphia: American Book & Bible House, c1901.*

1 vol. (various pagings); Illustrations
Bound in brown cloth, stamped in gold and black with a printed portrait on front cover
Sample spine; alternate bindings shown photographically on plate at back of volume
"Special Notice to Agents and the Public" tipped in at front
Publisher's prospectus/conditions
Subscription leaves (include subscribers' names)

6. Halstead, Murat, 1829-1908. *Life and Achievements of Admiral Dewey: From Montpelier to Manila.... [no place: no name, 1899].*

1 vol. (various pagings); Illustrations
Bound in pictorial cloth, stamped in black, gold, red, and white
Sample spine and alternate binding
Publisher's prospectus/conditions
Subscription leaves (blank)

7. Johnson, Willis Fletcher, 1857-1931. *The Red Record of the Sioux: Life of Sitting Bull and History of the Indian War of 1890-'91: A Graphic Account of the Life of the Great Medicine Man and Chief Sitting Bull.... [Philadelphia, Pa.]: Edgewood Publishing Company, Publishers, [c1891].*

1 vol. (various pagings); Illustrations
Bound in pictorial cloth, stamped in gold and brown; decorated endpapers
Sample spine
"Notice" regarding number of illustrations included in published work, tipped in before title page
Publisher's prospectus/conditions
Subscription leaves (include subscribers' names)
KSU also owns complete book

8. King, William C., b. 1853. *Portraits and Principles of the World's Great Men and Women: With Practical Lessons on Successful Life by Over Fifty Leading Thinkers. With an introduction by Rev. Charles H. Parkhurst. Springfield, Mass.; Cincinnati; Des Moines; Dallas; Sacramento: King, Richardson & Company, Publishers, 1895, c1894.*

1 vol. (various pagings); Illustrations
Bound in red leather, stamped in gold and blind; top edge gilt; fore-edge sprinkled in black
Sample spine and alternate bindings
Publisher's prospectus/conditions
Subscription leaves (blank)

9. **Knox, Thomas Wallace, 1835-1896. *Life and Work of Henry Ward Beecher: An Authentic, Impartial and Complete History of His Public Career and Private Life from the Cradle to the Grave....* Cincinnati, Ohio: The W. E. Dibble Publishing Co., 1887.**

1 vol. (various pagings); Illustrations
Bound in dark reddish brown cloth, stamped in gold and blind; decorated endpapers
Sample spine and alternate binding
Publisher's prospectus/conditions
Subscription leaves (blank)

10. **Merrill, Arthur Lawrence. *Life and Times of Queen Victoria: Containing a Full Account of the Most Illustrious Reign of Any Sovereign in the History of the World... ; To Which Is Added the Life of King Edward VII, and Sketches of the Members of the Royal Family* Written in collaboration with Henry Davenport Northrop. Chicago: A. B. Kuhlman Company, c1901.**

Memorial edition
1 vol. (various pagings); Illustrations
Bound in pictorial cloth, stamped in red, gold, and black with a printed portrait on front cover; decorated endpapers
Sample spine and alternate binding
Publisher's prospectus/conditions
Subscription leaves (blank; but someone has used leaves to record a list of "Correspondents")
KSU also owns complete book

11. **Miller, Francis Trevelyan, 1877-1959. *Thomas A. Edison, Benefactor of Mankind: The Romantic Life Story of the World's Greatest Inventor.* [no place: no name], c1931.**

1 vol. (various pagings); Illustrations
Bound in red cloth, stamped in gold
Sample spine
Publisher's prospectus/conditions
Subscription leaves (blank)
KSU also owns complete book (alternate binding)

12. **Morris, Charles, 1833-1922. *The Life of Queen Victoria and the Story of Her Reign: A Beautiful Tribute to England's Greatest Queen in Her Domestic and Official Life, and Also The Life of the New King, Edward VII.* Chicago: E. C. Morse & Co., [c1901].**

1 vol. (various pagings); Illustrations
Bound in pictorial cloth, stamped in red, green, gold, and black with a printed portrait on front cover; decorated endpapers
Sample spine and alternate binding
KSU copy lacks title page
Publisher's prospectus/conditions
Subscription leaves (blank)

13. **O'Brien, P. J. (Patrick Joseph), 1892-1938. *Forward with Roosevelt: An Authentic Narrative of His Life, Aims, and Ambitions, and a Graphic Story of His Endeavors for Social Security.* Philadelphia: Universal Book and Bible House, c1936.**

1 vol. (various pagings); Illustrations
Bound in blue cloth, stamped in black
Sample spine
Publisher's prospectus/conditions
Subscription leaves (blank)

14. **O'Brien, P. J. (Patrick Joseph), 1892-1938. *The Lindberghs: The Story of a Distinguished Family.* Philadelphia: Universal Book and Bible House, 1935.**

1 vol. (various pagings); Illustrations
Bound in red cloth, stamped in black
Sample spine
Publisher's prospectus/conditions
Subscription leaves (include subscribers' names from Pennsylvania; most leaves have been excised)
KSU also owns complete book (International Press imprint)

15. **O'Brien, P. J. (Patrick Joseph), 1892-1938. *Will Rogers: Ambassador of Good Will, Prince of Wit and Wisdom. With an appreciation [written] by Lowell Thomas.* Philadelphia: Universal Book and Bible House, c1935.**

1 vol. (various pagings); Illustrations
Bound in pictorial cloth, stamped in black
Sample spine
Publisher's prospectus/conditions
Subscription leaves (blank)
KSU also owns complete book (John C. Winston imprint)

16. **Pierce, James Wilson. *Life of the Hon. James G. Blaine: Containing an Account of His Last Sickness and Death; Also Copious Extracts from Some of His Most Important Addresses, Political Writings, and State Papers.* Baltimore: R. H. Woodward and Company, 1893.**

1 vol. (various pagings); Illustrations
Bound in red cloth, stamped in gold and black
Sample spine
Publisher's prospectus/conditions (recto includes offer of special pricing to Blaine subscribers on a biography of William Tecumseh Sherman)
Subscription leaves (blank)

- 17. Ridpath, John Clark, 1840-1900. *The Life and Work of James A. Garfield, Twentieth President of the United States....* Cincinnati; Philadelphia; Chicago; St. Louis: Jones Brothers & Company, c1881.**

Memorial edition

1v. (various pagings); Illustrations

Bound in pictorial cloth, stamped in gold and black

Sample spine and alternate bindings

Kent State University copy missing several pages at front and back, including title page

Includes sample pages from German edition

Publisher's prospectus/conditions (English only)

Subscription leaves (blank; several leaves have been excised)

KSU also owns complete book

- 18. Russell, Thomas Herbert, 1862-1947. *The Illustrious Life and Work of Warren G. Harding, Twenty-Ninth President of the United States: From Farm to White House: Complete Biography of the Chief Executive....* Introduction by Medill McCormick Chicago: Dwight B. McCurdy Co., c1923.**

Memorial edition

1 vol. (various pagings); Illustrations

Bound in dark green cloth, stamped in gold with a printed portrait on front cover

Sample spine and alternate binding

Publisher's prospectus/conditions

Subscription leaves (blank)

- 19. Sherman, John, 1823-1900. *John Sherman's Recollections of Forty Years in the House, Senate, and Cabinet: An Autobiography.* Chicago; New York; London; Berlin: The Werner Company, c1896.**

Popular edition

1 vol. (various pagings); Illustrations

Upper cover bound in blue cloth, stamped in gold; lower cover and spine bound in textured dark red cloth and half morocco, stamped in gold; decorated endpapers

Sample spines

Publisher's prospectus/conditions

Subscription leaves (blank)

KSU also owns complete book (rebound)

- 20. Tibbles, Thomas Henry, 1840-1928. *Buckskin and Blanket Days: Memoirs of a Friend of the Indians Written in 1905.* Garden City, NY: Doubleday & Inc., 1957.**

1st edition

32 p.; Illustrated

Bound in printed paper wrappers (of the same design as the dust jacket for the full book)

Contains the first chapter of the book.

KSU also owns complete book (lacks dust jacket)

- 21. Townsend, G. W. (George Washington), 1839-1905. *Our Martyred President as a Man, the Noblest and Purest of His Times....* Introduction by Hon. James Rankin Young. [United States: no name, 1901].**

1 vol. (various pagings); Illustrations

Bound in pictorial cloth, stamped in green, white, and black with a printed portrait on front cover; decorated endpapers

Sample spine

Envelope laid in

Publisher's prospectus/conditions

Subscription leaves (excised)

- 22. Weaver, G. S. (George Sumner), 1818-1908. *The Lives and Graves of Our Presidents.* Chicago: Elder Publishing Company, 1884.**

1 vol. (various pagings); Illustrations

Bound in pictorial cloth; top edges gilt, other edges marbled; decorated endpapers

Sample spine and alternate binding

Publisher's prospectus/conditions

Subscription leaves (include subscribers' names)

- 23. Winkelman, Barnie F., b. 1894. *John D. Rockefeller: The Authentic and Dramatic Story of the World's Greatest Money Maker and Money Giver.* Philadelphia: Universal Book and Bible House, c1937.**

1 vol. (various pagings); Illustrations

Bound in pictorial cloth, stamped in black and gold

"This Prospectus" included on front pastedown endpaper

Sample spine

Publisher's prospectus/conditions

Subscription leaves (blank)

CHILDREN'S LITERATURE

- 24. [Portfolio of Publisher's Samples]. Chicago; Philadelphia: Monarch Book Company, formerly L. P. Miller & Co., c1894.**

1 vol. (various pagings); Illustrations

Portfolio bound in black cloth

Sample spines and pictorial cloth bindings for each title
Publisher's prospectus/conditions
Subscription leaves (include subscribers' names)

Titles included: *Frolic & Fun for the Wee Ones and Menagerie of Animals, or, Natural History Made Easy for Boys and Girls*, edited by Lida Brooks Miller; *Charming Talks About People and Places* by Allen E. Fowler; Our Poets, *Their Portraits and Poems*

25. [Portfolio of Publisher's Samples]. Chicago: George F. Cram, c1906.

1 vol. (various pagings); Illustrations
Portfolio bound in black cloth
Sample spines and pictorial cloth bindings for each title
Publisher's information from first title page; subsequent titles have no publisher, but all have copyright statements for W. E. Scull on title page versos
Advertisement for *Bible Stories and A. B. C.'s* printed on linen and tipped in at end of *The New Book of Alphabet and Rhyme...*
Publisher's prospectus/conditions
Subscription leaves (blank)
Ownership label: "Chas. A. Shilling, Warnock, Ohio, Belmont Co."

Titles included: *The New Book of Alphabet and Rhyme for Little Children of Every Clime and Child Life in All Nations* by Lindley Smyth; *The Beautiful Story of the Bible* by Rev. Jesse Lyman Hurlbut; *Beautiful Thoughts by Famous Authors for Reading and Recitation*, edited by Henry T. Coates; *New and Complete History of the World* by Francis T. Furey.

26. [Portfolio of Publisher's Samples]. Chicago: George F. Cram, c1907.

1 vol. (various pagings); Illustrations
Portfolio bound in dark blue cloth
Sample spines and pictorial cloth bindings for each title
Publisher's information from first title page; subsequent titles have no publisher, but all have copyright statements for W. E. Scull on title page versos.
Advertisement for Bible Stories and A. B. C.'s printed on linen and tipped in at end of *Jolly Fun for the Little Ones*
Publisher's prospectus/conditions
Subscription leaves (blank)

Titles included: *Jolly Fun for the Little Ones and Stories About Children Every Child Should Know* by Charles Dickens, related by his granddaughter Mary Angela Dickens, and others; *The Story of Jesus Every Child Should Know* by Rev. Jesse Lyman Hurlbut; *Everybody's Encyclopedia for Every Day Reference*, edited by Charles Morris; *A Century of American Literature*, compiled and edited by William Wilfred Birdsall [and] Rufus M. Jones.

DISCOVERY, EXPLORATION, AND TRAVEL

27. Cozzens, Samuel Woodworth, 1834-1878. *The Marvellous Country, or, Three Years in Arizona, the Home of the Apaches.* Boston: Henry L. Shepard, [1873?].

1 vol. (various pagings); Illustrations
Bound in reddish brown cloth, stamped in gold and black; coated brown endpapers
Sample spine and alternate bindings
Publisher's prospectus/conditions
Subscription leaves (include subscribers' names)

28. *Discovery of the North Pole: Dr. Frederick A. Cook's Own Story of How He Reached the North Pole April 21st, 1908, and the Story of Commander Robert E. Peary's Discovery April 6th, 1909. Special introduction by General A. W. Greely. Edited by J. Martin Miller. [Chicago?: no name], c1909.*

1 vol. (various pagings); Illustrations; Maps
Bound in red cloth, stamped in gold with a printed illustration on front cover
Book salesman's instruction sheet laid in
Publisher's prospectus/conditions
Subscription leaves (blank)

29. *Finding the North Pole: Dr. Cook's Own Story of His Discovery, April 21, 1908; The Story of Commander Peary's Discovery, April 6, 1909; Together with the Marvelous Record of Former Arctic Expeditions. Introduction by George W. Melville. Philadelphia: National Book & Bible House, c1909.*

1 vol. (various pagings); Illustrations
Bound in muted green pictorial cloth, stamped in blue, gold, red, and white; decorated endpapers
Sample spine
"To the public and the agent" tipped in at front
Publisher's prospectus/conditions
Subscription leaves (blank)
KSU also owns complete book (rebound)

30. Howe, Henry, 1816-1893. *Life and Death on the Ocean: Being a Collection of Extraordinary Adventures in the Form of Personal Narratives: Illustrating Life on Board of Merchant Vessels and Ships of War...* [Cincinnati, Ohio]: Henry Howe, [1855].

1 vol. (various pagings); Illustrations (hand-colored, including several fold-outs)
Bound in leather; decorated endpapers
Publisher's prospectus/conditions
Subscription leaves (include subscribers' names)

- 31. Miller, Francis Trevelyan, 1877-1959. *The Fight to Conquer the Ends of the Earth: Byrd's Great Adventure, with the Complete Story of All Polar Explorations for One Thousand Years.* Forewords by A. W. Greely, Henry Fairfield Osborn. Philadelphia: Universal Book and Bible House, c1930.**

1 vol. (various pagings); Illustrations
Bound in pictorial cloth, stamped in black and silver with a printed illustration on front cover
Sample spine
Publisher's prospectus/conditions
Subscription leaves (blank)

- 32. Parkman, Francis, 1823-1893. *Francis Parkman's Works.* New York: Charles Scribner's Sons, 1915.**

Frontenac edition
1 vol. (various pagings); Illustrations; Maps
Bound in red cloth, stamped in gold
Sample spines for vol. 1 and vol. 5
Publisher's prospectus with complete volume listing bound in at back

- 33. Unger, Frederic William, b. 1875. *Roosevelt's African Trip: The Story of His Life, the Voyage from New York to Mombasa, and the Route Through the Heart of Africa, Including the Big Game and Other Ferocious Animals, Strange Peoples and Countries Found in the Course of His Travels.* Dayton, Ohio: The Thomas Manufacturing Co., c1909.**

1 vol. (various pagings); Illustrations; Maps
Bound in pictorial cloth, stamped in black, brown, and gold
Sample spine
Page of instructions "To the public and the agent" and "Explanation" tipped in at front
Publisher's prospectus/conditions
Subscription leaves (include subscribers' names, from Akron, Ohio)

ELOCUTION, ORATORY, AND RECITATION

- 34. Hoyle, Frances P. *The Complete Speaker and Reciter for Home, School, Church and Platform: Recitations, Readings, Plays, Drills, Tableaux, etc. Explained by Special Pose Pictures, with Rules for Physical Culture and for the Training of the Voice and the Use of Gesture, According to the Delsarte System.* [no place: no name], c1905.**

1 vol. (various pagings); Illustrations
Bound in pictorial cloth, stamped in black, red, and white; decorated endpapers
Sample spine

Includes space at bottom of title page for individual publisher's stamp
"Explanation" tipped in at front
Publisher's prospectus/conditions
Subscription leaves (include subscribers' names)

- 35. *Modern Eloquence: Library of After-Dinner Speeches, Lectures, Occasional Addresses* Edited by Thomas B. Reed. Philadelphia: J. D. Morris and Company, c1900.**

1 vol. (various pagings); Illustrations
Bound in black limp leather; top edge gilt; fore-edge untrimmed
Publisher's prospectus/conditions
KSU also owns complete book (vols. 1 and 7 only; with alternate binding)

- 36. *The New Century Perfect Speaker: A Complete Encyclopedia of Elocution, Oratory and Etiquette; Great Orators and Their Greatest Oration....* Edited and Copyrighted by John Coulter. [no place: no name, c1901].**

1 vol. (various pagings); Illustrations
Bound in dark red cloth, stamped in gold with a printed illustration on front cover
Sample spine and alternate binding
Publisher's prospectus/conditions
Subscription leaves (blank)

HISTORY

- 37. Greene, Frederick Davis. *Armenian Massacres, or, The Word of Mohammed: Containing a Complete and Thrilling Account of the Terrible Atrocities and Wholesale Murders Committed in Armenia by Mohammedan Fanatics... to Which is Added The Mohammedan Reign of Terror in Armenia.* Edited by Henry Davenport Northrop. [Philadelphia]: American Oxford Pub. Co., c1896.**

1 vol. (various pagings); Illustrations; Maps
Bound in pale green cloth, stamped in black, red, and gold; decorated endpapers
Sample spine and alternate binding
Publisher's prospectus/conditions
Subscription leaves (blank)

- 38. Madden, Richard Robert, 1798-1886. *The United Irishmen, Their Lives and Times; Newly Edited with Notes, Bibliography and Index by Vincent Fleming O'Reilly.* New York: Catholic Publication Society of America, c1916.**

Shamrock edition
1 vol. (various pagings); Illustrations

Bound in green cloth, stamped in blank and gold; top edges gilt, other edges untrimmed
Sample spine
Some leaves are unopened

- 39. McCabe, James Dabney, 1842-1883. *A Centennial View of Our Country and Its Resources: Giving a Brief Outline History of the Birth and Growth of the Nation and Each State Separately....* Philadelphia; Springfield, Mass.; Cincinnati; Chicago: Hubbard Brothers, c1876.**

1 vol. (various pagings); Illustrations
Bound in reddish brown cloth, stamped in black, gold, and blind
Sample spine and alternate binding
Publisher's prospectus/conditions
Subscription leaves (blank; but annotated with various scribbles)

- 40. McCabe, James Dabney, 1842-1883. *Specimen Pages of The Centennial History of the United States: From the Discovery of the American Continent to the Present Time... ; with a Complete History of the Centennial Exhibition.* Philadelphia: National Publishing Company, [1875], c1874.**

1 vol. (various pagings); Illustrations
Bound in brown beveled cloth, stamped in gold and black
Sample spine and alternate binding
Includes German title page and sample text
Also includes sample title page, sample text, prospectus for another title: *Creative and Sexual Science, or, Manhood, Womanhood, and Their Mutual Interrelations...* by O. S. Fowler.
Publisher's prospectus/conditions (German and English and for the Fowler title)
Subscription leaves (excised?)

- 41. Morris, Charles, 1833-1922 and Edward S. Ellis. *Men and Issues of 1904: Containing Intimate Biographies of the Presidential Candidates and Leading Statesmen of All the Parties, with the Party Platforms and Proceedings in Full of the Various Conventions....* Chicago: A. B. Kuhlman Co., c1904.**

1 vol. (various pagings); Illustrations
Bound in pictorial cloth, stamped in blue, red, white, and gold; decorated endpapers
Sample spine
"Explanation" tipped in at front
Publisher's prospectus/conditions
Subscription leaves (blank)

- 42. Nye, Bill, 1850-1896. *Bill Nye's History of the United States.* Illustrated by F. Opper. [Chicago: A. B. Kuhlman Co., c1906].**

1v. (various pagings); Illustrations
Bound in pictorial cloth, stamped in black, red, and white
Sample spine

Publisher's prospectus/conditions
Subscription leaves (include subscribers' names)
"Presented to Miss Daisy R. Loy by the G. C. Aldrich & Co., Chicago, Ill." inscribed on front free endpaper

- 43. [Portfolio of Publisher's Samples]. New York; Cambridge; Chicago: The Continental Press, [188?].**

Author's Edition
1 vol. (various pagings); Illustrations
Bound in muted green cloth with leather shelfback
Sample alternate bindings
Brief descriptions of titles pasted onto front and back free endpapers
Versos of some plates have been annotated, apparently by a child practicing handwriting

Titles included: *The Ancient History of the Egyptians, Carthaginians, Assyrians, Babylonians, Medes and Persians, Macedonians and Grecians* by George Rawlinson; *The Seven Great Monarchies of the Ancient Eastern World* by Charles Rollin; *History of the English People* by John Richard Green; *A History of France from the Earliest Times* by M. Guizot

LITERATURE, POETRY, AND GIFT BOOKS

- 44. Balzac, Honoré de, 1799-1850. *Honoré de Balzac in Twenty-five Volumes: The First Complete Translation Into English.* [New York]: P. F. Collier & Sons, [c1900].**

1 vol. (various pagings); Illustrations
Bound in black cloth
Includes a large number of sample illustrations
KSU also owns complete book (all volumes with alternate binding)

- 45. Conrad, Joseph, 1857-1924. *The Works of Joseph Conrad.* Garden City, NY: Doubleday, Page & Co., 1920.**

Sun-dial edition
xvi, [2], 3-10 p.
Bound in black leather
Samples spines and alternate binding
Publisher's prospectus and prospectus for the Memorial Edition of the *Works of O. Henry*, laid in
Letter from Gabriel Wells (distributor of the edition) to "Miss Helen M. Lohman" of Boston, Massachusetts, laid in
Includes author's note, preface, and first ten pages of chapter 1 of *The Nigger of the Narcissus*
KSU also owns complete set (with alternate binding)

46. Crissey, Forrest, 1864-1943. *Tattlings of a Retired Politician: Being the Letters (Non partisan) of Hon. William Bradley, Ex-Governor and Former Veteran of Practical Politics, Written to His Friend and Protege Ned....* Chicago: Thompson & Thomas, 1904.

Special limited political edition
1 vol. (various pagings); Illustrations
Bound in red cloth stamped in gold and white with printed portrait on front cover;
decorated endpapers
Sample alternate binding
Publisher's prospectus/conditions
Subscription leaves (blank; but someone has written on the first page a personal endorsement of the book)
KSU also owns complete book
Work of fiction based on the author's personal experiences with politicians

47. Dickens, Charles, 1812-1870. *The Posthumous Papers of the Pickwick Club*. London: Blackwood, Le Bas & Co., [1900?].

London edition
Novels of Charles Dickens, vol. 1.
1 vol. (various pagings); Illustrations
Bound in black cloth
Sample alternate bindings
Includes a large number of sample illustrations
Publisher's prospectus/conditions
Subscription leaves (blank; but someone has written "For Ever and [illegible word]" on leaf 4)

48. *The Harvard Classics: The Five-foot Shelf of Books*. Edited by Charles V. Eliot. New York: P. F. Collier & Son Company, c1909.

1 vol. (various pagings); Illustrations
Bound in blue textured cloth, stamped in blind
Includes a large number of sample illustrations

49. Lardner, Ring, 1885-1933. *First and Last*. New York: Charles Scribner's Sons, 1934.

vi, 6 p.
Sales sample for first edition, first printing of this work
Bound in dark blue cloth, stamped in light green and blind
KSU also owns complete book

50. London, Jack, 1876-1916. *The House of Pride: And Other Tales of Hawaii*. New York: Macmillan, 1912.

1 vol. (various pagings); Illustrations
Bound in red cloth, stamped in black
Sample spines
Samples for London's *The House of Pride* (4th printing); *Lost Face* (3rd printing); *Burning Daylight*

(6th printing), with title pages from the three books, sample illustrations, and excerpts from the stories "Good-by Jack" and "Flush of Gold"

51. McAlpine, Frank. *Treasures from the Poetic World: With Biographical Sketches*. Chicago: Elliott & Beezley, 1882.

1 vol. (various pagings); Illustrations
Bound in pictorial cloth stamped in gold and black; decorated endpapers
Sample spine
Publisher's prospectus/conditions
Subscription leaves (blank; but annotated with calculations of sums)
KSU also owns complete book (with alternate binding)

52. McCoy, John. *A Tribute of Flowers to the Memory of Mother: Containing Thoughts on Mother's Love, Mother's Death, Mother's Grave, Mother's Home Beyond and Echoes from the Heart's Dearest Memories*. Revised and Enlarged by D. H. Wever. Chicago: Union Publishing House, 1893.

1 vol. (various pagings); Illustrations
Bound in pictorial cloth, stamped in black and gold; marbled edges; top edge gilt; decorated endpapers
Sample spine, alternate bindings, and alternate endpapers
Publisher's prospectus/conditions
Subscription leaves (include three subscribers' names and their binding selections)
Name of book agent, C. F. Smith, is entered on the prospectus
KSU also owns complete book (1895 imprint with alternate binding)

53. Twain, Mark, 1835-1910. *A Connecticut Yankee in King Arthur's Court*. New York: Charles L. Webster & Company, 1889.

1 vol. (various paging); Illustrations
Upper cover bound in reddish brown cloth with leather shelfback and corners, stamped in gold;
lower cover bound in pebbled dark red leather, stamped in blind; all edges marbled; decorated endpapers
Sample alternate bindings and endpapers
Additional sample illustrations laid in
Publisher's prospectus/conditions
Subscription leaves (blank)
KSU also owns complete book (with alternate binding)

54. Voltaire, 1694-1778. *The Works of Voltaire: A Contemporary Version with Notes*. Revised and Modernized by Tobias Smollett. New Translations by William F. Fleming. Introduction by Oliver H. G. Leigh. A Critique and Biography by the Rt. Hon. John Morley. Paris; London; New York; Chicago: E. R. DuMont, 1901.

Edition de la Pacification
1 vol. (various pagings); Illustrations
Bound in red limp leather stamped in gold; marbled endpapers
Publisher's prospectus/conditions
KSU also owns complete book (1904 Werner imprint; incomplete set)

- 55. Williams, George Forrester, 1837-1920. *Bullet and Shell: War as the Soldier Saw It; Camp, March, and Picket; Battlefield and Bivouac; Prison and Hospital*. Illustrated, from sketches among the actual scenes, by Edwin Forbes. New York: Fords, Howard, & Hulbert, 1883.**

1 vol. (various pagings); Illustrations
Bound in red textured cloth, stamped in black and gold; brown coated endpapers
Sample alternate binding
Publisher's prospectus/conditions
Subscription leaves (include subscribers' names, from Lorain, Ohio, area)
KSU also owns complete book
Work of fiction based on the author's war experiences

MILITARY HISTORY AND WARS

- 56. Baker, La Fayette C. (La Fayette Curry), 1826-1868. *The United States Secret Service in the Late War*. [Philadelphia: Potter, c1890].**

1 vol. (various pagings); Illustrations
Bound in dark red leather, stamped in gold and blind; decorated endpapers
Sample spine (missing) and alternate bindings
KSU copy missing several pages, including the title page
Publisher's prospectus/conditions (excised)
Subscription leaves (blank)

- 57. Hannaford, E. (Ebenezer), b. 1840. *The Story of a Regiment: A History of the Campaigns, and Associations in the Field, of the Sixth Regiment Ohio Volunteer Infantry*. Cincinnati: Published by the author, No. 38 West Fourth Street, 1868.**

32, [48] p.
Bound in dark brown textured cloth, stamped in gold and blind
Sample spine and alternate binding
Publisher's prospectus/conditions
Subscription leaves (blank; two leaves that included subscribers' names have been excised)

- 58. Johnston, Edgar. *The Great American-Spanish War Scenes: With Official Photographs by United States Naval Photographer, E. H. Hart. A History of the War in Cuba and the United States Conflict with Spain*. Chicago: W. B. Conkey Company, c1898.**

1 vol. (various pagings); Illustrations
Bound in pictorial cloth, stamped in silver, gold, and black
Publisher's prospectus/conditions
Subscription leaves (blank)

- 59. Logan, John Alexander, 1826-1886. *The Volunteer Soldier of America; with Memoir of the Author and Military Reminiscences from General Logan's Private Journal*. Chicago and New York: R. S. Peale & Company, Publishers, [1887].**

1 vol. (various pagings); Illustrations
Bound in pictorial cloth, stamped in black and gold; marbled endpapers
Sample spine and alternate bindings
Publisher's prospectus/conditions
Subscription leaves (include subscribers' names)
KSU also owns complete book (with alternate binding)

- 60. March, Francis Andrew, 1863-1928. *History of the World War: An Authentic Narrative of the World's Greatest War*. [Written] in collaboration with Richard J. Beamish. Introduction by General Peyton C. March. Chicago, Ill.: Historical Book Company, 1918.**

1 vol. (various pagings); Illustrations; Maps
Bound in red cloth, stamped in gold and black
Sample spine
"Warning" to seller and reader tipped in at front
Publisher's prospectus/conditions
Subscription leaves (blank)

- 61. March, Francis Andrew, 1863-1928. *History of the World War: An Authentic Narrative of the World's Greatest War*. [Written] in collaboration with Richard J. Beamish. Introduction by Peyton C. March. New York: Leslie-Judge Company, 1919, c1918.**

Complete edition
1 vol. (various pagings); Illustrations; Maps
Bound in tan cloth
Includes large number of sample illustrations and tables of content for seven volumes

- 62. Miller, Francis Trevelyan, 1877-1959. *History of World War II*. Philadelphia: Universal Book and Bible House, c1945.**

Armed Services Memorial edition
1 vol. (various pagings); Illustrations
Bound in dark blue cloth, stamped in gold
Sample spine
Publisher's prospectus/conditions
Subscription leaves (blank)
KSU also owns complete book

- 63. Nasmith, George G. (George Gallie), b. 1877. *Canada's Sons and Great Britain in the World War: A Complete and Authentic History of the Commanding Part Played by Canada and the British Empire in the World's Greatest War.* Introduction by Gen. Sir Arthur W. Currie. Toronto: The John C. Winston Co., Limited, c1919.**

1 vol. (various pagings); Illustrations; Maps

Bound in pictorial cloth, stamped in gold, white, and blue

Sample spine

"Words of highest praise from Canadian newspapers" pasted on inside upper cover

Publisher's prospectus/conditions

KSU also owns complete book

- 64. Russell, Thomas Herbert, 1862-1947. *America's War for Humanity: Pictorial History of the World War for Liberty.* William Dunseath Eaton, contributing editor. Special chapters by James Martin Miller. Naperville, Ill.: J. L. Nichols & Co., c1919.**

1 vol. (various pagings); Illustrations

Bound in light blue cloth, stamped in blue and red, with a printed illustration on front cover

Sample spine and alternate binding

"Selling Talk" tipped in at front

Publisher's prospectus/conditions

Subscription leaves (blank)

- 65. Sweeney, W. Allison. *History of the American Negro in the Great World War: His Splendid Record in the Battle Zones of Europe....* [Chicago: G. G. Sapp, c1919].**

1 vol. (various pagings); Illustrations

Bound in pictorial cloth, stamped in black, gold, pale green, and pale blue

Sample spine

"Salesman's Instructions" tipped in at front

Publisher's prospectus/conditions

Subscription leaves (blank)

- 66. Tyler, Sydney. *The Japan-Russia War: An Illustrated History of the War in the Far East, the Greatest Conflict of Modern Times.* Harrisburg, Pa.: The Minter Company, c1905.**

1 vol. (various pagings); Illustrations; Maps

Bound in pictorial cloth, stamped in black, white, and red; decorated endpapers

Sample spine and alternate binding

Publisher's prospectus/conditions

Subscription leaves (blank)

Bookplate of William G. Nyce

KSU also owns complete book (rebound)

- 67. White, Trumbull, 1868-1941. *Pictorial History of Our War with Spain for Cuba's Freedom: A Thrilling Account of the Land and Naval Operations of American Soldiers and Sailors in Our War with Spain, and the Heroic Struggles of Cuban Patriots Against Spanish Tyranny....* [no place]: Freedom Publishing Co., c1898.**

1 vol. (various pagings); Illustrations

Bound in pictorial cloth, stamped in gold, white, red, blue, and blind

Sample spine and alternate binding

Publisher's prospectus/conditions

Subscription leaves (include subscribers' names; several leaves excised)

NATURAL AND HUMAN DISASTERS

- 68. Curzon, Julian. *The Great Cyclone at St. Louis and East St. Louis, May 27, 1896: Being a Full History of the Most Terrifying and Destructive Tornado in the History of the World....* St. Louis, Mo.: Published by the Cyclone Publishing Company, 1896.**

1 vol. (various pagings); Illustrations

Bound in muted blue cloth, stamped in gold and black; decorated endpapers

Sample spine and alternate binding (missing)

Publisher's prospectus/conditions (partially excised)

Subscription leaves (excised)

- 69. Everett, Marshall, 1863-1939. *The Great Chicago Theater Disaster.* Chicago: A. B. Kuhlman, c1904.**

1 vol. (various pagings); Illustrations

Bound in blue cloth, stamped in gold

Sample spine

Publisher's prospectus/conditions

Subscription leaves (include subscribers' names)

- 70. Everett, Marshall, 1863-1939. *The Great Chicago Theater Disaster: The Complete Story Told by the Survivors....* Chicago: J. S. Ziegler & Co., c1904.**

Memorial edition

1 vol. (various pagings); Illustrations

Bound in dark blue cloth, stamped in gold

Sample spine

Publisher's prospectus/conditions

Subscription leaves (blank)

71. Ferris, George T. (George Titus), b. 1840. *The Complete History of the Johnstown and Conemaugh Valley Flood....* New York: H. S. Goodspeed & Co., c1889.

1 vol. (various pagings); Illustrations
Bound in dark brown cloth, stamped in gold and blind; decorated endpapers
Sample spine and alternate binding
Publisher's prospectus/conditions
Subscription leaves (blank; but someone, possibly a youth, has written "I thing [sic] this is a very good book it learn you lost [sic]" on leaf 1; another jotting appears on leaf 25)

72. Johnson, Willis Fletcher, 1857-1931. *History of the Johnstown Flood.* [Philadelphia]: Edgewood Publishing Co., 1889.

1 vol. (various pagings); Illustrations
Bound in brown cloth, stamped in gold and blind; decorated endpapers
Publisher's prospectus/conditions
Subscription leaves (blank)
KSU also owns complete book (2 copies; 1 with alternate binding)

73. Marshall, Logan. *The True Story of Our National Calamity by Flood, Fire, and Tornado... : How the Whole Nation Joined in the Work of Relief.* Dayton, Ohio: Thomas Manufacturing Co., c1913.

1 vol. (various pagings); Illustrations; Maps
Bound in red cloth, stamped in gold and black
Sample spine
"Special Notice" regarding sale of book to contribute to the "National Relief Fund" tipped in at front
Publisher's prospectus/conditions
Subscription leaves (blank)
KSU also owns complete book

74. Morris, Charles, 1833-1922. *The Destruction of St. Pierre and St. Vincent: and the World's Greatest Disasters from Pompeii to Martinique....* Philadelphia: American Book and Bible House, 1902.

1 vol. (various pagings); Illustrations
Bound in pictorial cloth, stamped in gold and red with a printed illustration on front cover; decorated endpapers
Sample spine
Publisher's prospectus/conditions
Subscription leaves (blank)

75. *Morris's Story of the Great Earthquake of 1908: And Other Historic Disasters; Embracing Two Books in One Volume.* Edited by Charles Morris. Chicago: The Hoey Publishing Co., c1909.

1 vol. (various pagings); Illustrations
Bound in muted green cloth, stamped in black, gold, and red with a printed illustration on front

cover; decorated endpapers
Sample spine
Publisher's prospectus/conditions
Subscription leaves (blank)

76. Thomas, Lowell, 1892-1981. *Hungry Waters: The Story of the Great Flood, Together with an Account of Famous Floods of History and Plans for Flood Control and Prevention.* Philadelphia: Universal Book and Bible House, c1937.

1 vol. (various pagings); Illustrations; Maps
Bound in muted light green cloth, stamped in silver and black
Bookseller's instruction sheet laid in
Publisher's prospectus/conditions
Subscription leaves (blank)

REFERENCE WORKS

77. Allen, Monfort B. and Amelia C. McGregor. *The Woman Beautiful, or, Maidenhood, Marriage and Maternity: Containing Full Information on All the Marvelous and Complex Matters Pertaining to Women.* St. Paris, Ohio: The Cornerstone Publishing Company, 1901.

1 vol. (various pagings); Illustrations
Bound in brown cloth, stamped in gold and brown with a printed illustration on front cover; all edges marbled; decorated endpapers
Sample spine and alternate binding
"Agent's Key" laid in
Publisher's prospectus/conditions
Subscription leaves (blank)

78. Edwards, Tryon, 1809-1894. *A Dictionary of Thoughts: Being a Cyclopedic of Laconic Quotations from the Best Authors, Both Ancient and Modern.* Detroit: F. B. Dickerson Co., 1906, c1899.

1 vol. (various pagings); Illustrations
Upper cover bound in black leather, stamped in blind; lower cover bound in muted blue-green cloth with black leather shelfback; decorated endpapers
Sample alternate endpapers
Publisher's prospectus/conditions
Subscription leaves (blank)
KSU also owns complete book (cloth binding)

- 79. *The People's Home Library: A Library of Three Practical Books: The People's Home Medical Book, by T. J. Ritter; The People's Home Recipe Book, by Alice G. Kirk; The People's Home Stock Book, by W. C. Fair. Compiled by R. C. Barnum. Cleveland: R. C. Barnum, 1916 [c1910].***

3 pt. in 1 vol.; Illustrations

Each part has a separate title page

Bound in blue cloth boards, stamped in white; top and front edges marbled; marbled endpapers

Sample spine and alternate binding

"My Selling Creed" pasted in at front

Publisher's prospectus/conditions

Subscription leaves (blank)

Annotated throughout, possibly by a sales agent

- 80. *The Standard Dictionary of Facts: History, Language, Literature, Biography, Geography, Travel, Art, Government, Politics, Industry, Invention, Commerce, Science, Education, Natural History, Statistics and Miscellany. Edited by Henry W. Ruoff. Buffalo, NY: The Frontier Press Company, 1912.***

1 vol. (various pagings); Illustrations

Bound in limp black leather, stamped in gold and blind; marbled endpapers

Sample alternate binding

Publisher's prospectus/conditions

Subscription leaves (blank)

KSU also owns complete book (1911 imprint; rebound)

- 82. *Chapman, J. Wilbur (John Wilbur), 1859-1918. The Life and Work of Dwight L. Moody: Presented to the Christian World as a Tribute to the Memory of the Greatest Apostle of the Age. Profusely illustrated with reproductions from the original photographs and rare old prints, including several authentic portraits of Mr. Moody, some of which are here published for the first time. Philadelphia; Chicago; Toronto: John C. Winston & Co., 1900.***

1 vol. (various pagings); Illustrations

Bound in muted green cloth, stamped in gold, blue, and black with a printed portrait on front cover; decorated endpapers

Sample spine and alternative binding (missing)

Instructions "to the agent and subscriber" tipped in on front free endpaper

Publisher's prospectus/conditions

Subscription leaves (include subscribers' names)

- 83. *Dickens, Charles, 1812-1870. The Life of Our Lord. Written During the Years 1846 to 1849 and Now First Published. New York: Simon and Schuster, 1934.***

[4], 3-5, [1] p., [60] blank leaves

Bound in brown cloth, stamped in gold, red, and blind; edges stained brown; decorated endpapers

This is a dummy volume that includes title page and first three pages of chapter 1, followed by blank leaves that fill out the rest of the full-sized volume.

KSU also owns complete book (2 copies; with slightly variant subtitle and variant bindings)

- 84. *Ellis, William T. (William Thomas), b. 1873. Billy Sunday: The Man and His Message, With His Own Words Which Have Won Thousands for Christ. Chicago: Wilmore Books & Bible Co., 1914.***

Authorized edition

1 vol. (various pagings); Illustrations; Music

Bound in blue cloth, stamped in gold and black with a printed portrait on front cover

Sample spine and alternate binding

"Confidential instructions to representatives" tipped in at front

Publisher's prospectus/conditions

Subscription leaves (blank)

- 85. *Fresenborg, Bernard, b. 1847. "Thirty Years in Hell," or, "From Darkness to Light." St. Louis: Published by North-American Book House, 1904.***

1 vol. (various pagings); Illustrations

Bound in red cloth, stamped in black

Sample spine

Publisher's prospectus/conditions

From title page: "By Ex-Priest Bernard Fresenborg; Who for thirty long years tread the slippery and deceitful path of abhorrent Catholicism, but who to-day stands at the Vatican's door, with the torch

RELIGIOUS HISTORY, TEXTS, AND BIOGRAPHIES

- 81. *Beadle, J. H. (John Hanson), 1840-1897. Life in Utah, or, The Mysteries and Crimes of Mormonism: Being an Exposé of the Secret Rites and Ceremonies of the Latter-day Saints.... Philadelphia, Pa.: National Publishing Company, c1870.***

1 vol. (various pagings); Illustrations

Bound in green textured cloth, stamped in gold and blind; pale yellow coated endpapers

Sample spine and alternate bindings

In addition to English text, includes German title page and sample text in German

Publisher's prospectus/conditions (English and German)

Subscription leaves (include subscribers' names, from Grainger Township; most leaves excised)

KSU also owns complete book

of Protestant wisdom, and denounces Popery with a tongue livid with the power of a living God; like a meteor from God's throne, this great book has stirred America from center to circumference; about 400 large pages, and each page a stinging rebuke to Roman Catholicism."

86. Hurlbut, Jesse Lyman, 1843-1930. *Hurlbut's Story of the Bible: Self-Pronouncing: The Complete Bible Story, Running from Genesis to Revelation, Told in the Simple Language of To-day for Young and Old.... Philadelphia: Universal Book and Bible House, c1915.*

"New ed. from new plates"

1 vol. (various pagings); Illustrations

Bound in black limp cloth, stamped in gold; edges stained red; black coated endpapers

Sample spine and alternate bindings (one missing)

Also includes sample title page, sample text, prospectus, and subscription leaves for another title:

Hurlbut's Life of Christ for Young and Old.

Publisher's prospectus/conditions

Subscription leaves (include subscribers' names)

87. Hurlbut, Jesse Lyman, 1843-1930. *Hurlbut's Story of the Bible: Self-Pronouncing: The Complete Bible Story, Running from Genesis to Revelation, Told in the Simple Language of Today for Young and Old.... Philadelphia: Universal Book and Bible House, c1932.*

New and revised edition; printed from new plates with new illustrations

1 vol. (various pagings); Illustrations

Bound in limp black cloth, stamped in gold; edges stained red; black coated endpapers

Sample spine and alternate bindings

Also includes sample title page, sample text, prospectus, and subscription leaves for another title:

Hurlbut's Life of Christ for Young and Old.

Publisher's prospectus/conditions

Subscription leaves (blank)

88. Jackson, William, b. 1794, and Arthur T. Pierson. *The Christian's Legacy: With an Appendix, Containing a Compendium of the Holy Bible, and an Index of the Proper Names in the Old and New Testaments, with Their English Pronunciation. New York: W. J. Holland, 1896.*

1 vol. (various pagings); Illustrations

Bound in dark red leather, stamped in gold and blind; gilt edges

Sample spine and alternate bindings

Publisher's prospectus/conditions

Subscription leaves (blank)

89. Leo XIII, Pope, 1810-1903. *The Great White Shepherd of Christendom: His Holiness Pope Leo XIII. Preface by the Right Reverend P. J. Muldoon. Introduction by Rev. Thomas E. Cox. Edited by Charles J. O'Malley. Chicago: J. S. Hyland & Company, c1903.*

1 vol. (various pagings); Illustrations

Bound in pictorial cloth, stamped in white and gold

Sample spine and alternate binding

Publisher's prospectus/conditions

Subscription leaves (blank; but annotated, apparently by a child, including doodles and practice writing)

90. McCabe, James Dabney, 1842-1883. *Cross and Crown: or, The Sufferings and Triumphs of the Heroic Men and Women Who Were Persecuted for the Religion of Jesus Christ. With illustrations on steel by Sartain and Illman. Cincinnati; Memphis; Atlanta: National Publishing Company; Philadelphia; Chicago: Jones Brothers & Co., 1874.*

1 vol. (various pagings); Illustrations

Upper cover bound in leather, stamped in gold and blank; lower cover and spine bound in green textured cloth, stamped in gold and black; brown coated endpapers

Sample spines

Publisher's prospectus/conditions

Subscription leaves (include subscribers' names)

91. Rusk, John, 1849-1910. *The Authentic Life of T. De Witt Talmage: The Greatly Beloved and Divine. Introduction by Russell H. Conwell. [no place: no name], c1902.*

1 vol. (various pagings); Illustrations

Bound in pictorial cloth, stamped in gold with a printed portrait on front cover

Sample spine

Publisher's prospectus/conditions

Subscription leaves (include subscribers' names, from Hudson and Darrowville; most leaves excised)

92. *The Story of the Bible: Told by Living Writers of Authority [including] Rev. H. Balmforth; Rev. Allan Barr; Rev. A. D. Belden... [et al.] New York: Wm. H. Wise & Co., [1948].*

"Library edition in four volumes with upwards of 1200 illustrations in colour and monotone"

4 vols.; (various pagings); Illustrations; Maps

Some color illustrations are tipped in

Bound in dark blue cloth, stamped in blind and gold

Sample spines for four volumes

Bookseller's label inside lower cover: "The Home and School Library Assn., Booksellers, Lexington, Kentucky"

93. *International Science Library. Akron, Ohio: The Werner Company, Book Manufacturers, c1900.*

1 vol. (various pagings); Illustrations; Maps

Bound in brown limp leather, stamped in gold; marbled endpapers

Sample alternate bindings

Sample pages and plates from multiple titles within the International Science Library series

KSU also owns complete book (2 titles only: *Origin of Species*; 1 vol. with alternate binding and 1 vol. rebound and *First Principles*; rebound)

Titles included: *The Evolution of Man* by Ernst Haeckel (2 vols.); *Man's Place in Nature* by Thomas H. Huxley; *The Ancient Life-History of the Earth* by H. Alleyne Nicholson; *Man and the Glacial Period* by D. Frederick Wright; *The Forms of Water in Clouds and Rivers, Ice and Glaciers* by John Tyndall; *The Sun* by C. A. Young; *Sound* by John Tyndall; *Other Worlds Than Ours* by Richard A. Proctor; *The Origin of Species by Means of Natural Selection* by Charles Darwin (2 vols.); *The Descent of Man and Selection in Relation to Sex* by Charles Darwin; *Science and Education: Essays* by Thomas H. Huxley; *The Culture Demanded by Modern Life; Education: Intellectual, Moral, and Physical* by Herbert Spencer; *First Principles* by Herbert Spencer.



Illustration 1
A fold-out alternate binding mounted inside the lower cover (Entry 53)



Illustration 2
Sample full size spine design, included on back cover of canvassing volume (Entry 66)

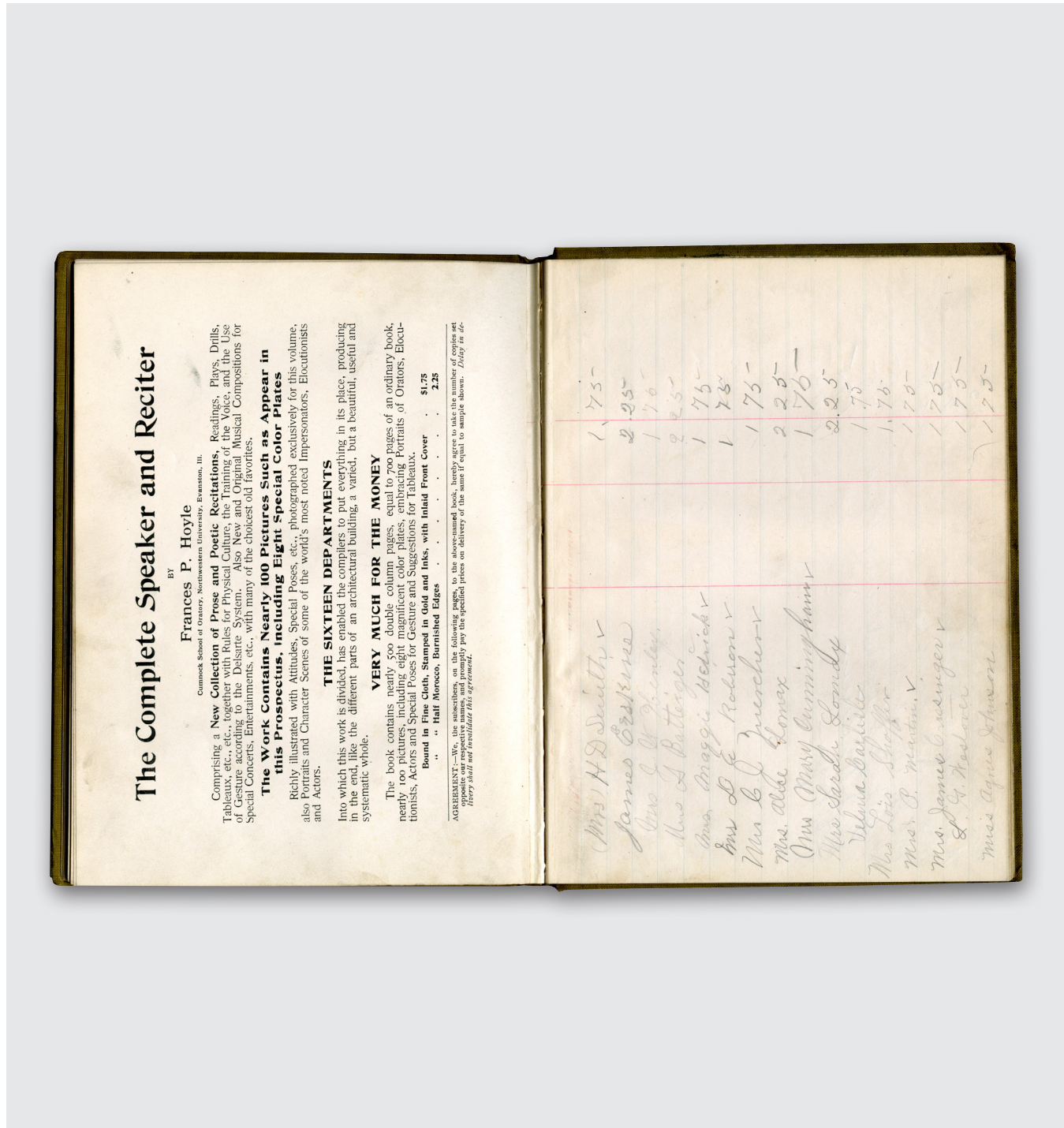


Illustration 3
Prospectus with subscription form, shown as bound into volume (Entry 34)



Illustration 4
Prospectus as a full sheet folded in half, shown as bound into volume (Entry 37)

SUBSCRIBER'S NAME.	STYLE OF BINDING.	RESIDENCE.	OCCUPATION.
D. J. Shaw.	dark red	214 N. Wash. St.	Contractor & Builder
G. A. Offiner	Brown	210 W. Wash. St.	Barber
Thos. Gower	light red	224 W. Wash. St.	Mason

Illustration 5
Subscription leaves with subscribers' names, binding selections, addresses, and occupations (Entry 52)



Illustration 6
Canvassing volume (left) shown with the fully published version of title (Entry 14)

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