



A Selection of Curious Ephemera  
for Summer, 2014



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EST. 1888

TIMES TEST

G.E. Stevens & Co.

"New Idea" Salesmen

AND AUCTIONEERS

Who have Elevated Sale Proposition to High Standard Desired by Merchants

POWERFUL—CLEAN—LEGITIMATE

RESULTS OBTAINED OR NO PAY!

GUARANTEE TO SELL THIRD, HALF OR ENTIRE STOCK. TERMS REASONABLE.

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HOURS FOR PRIVATE CONFERENCE: 10.00 TO 12.00; 1.00 TO 6.00; 7.00 TO 9.00

WRITE FOR TERMS WITH SERVICE FOR PLANS WITHOUT FOR FREE INFORMATION NOW

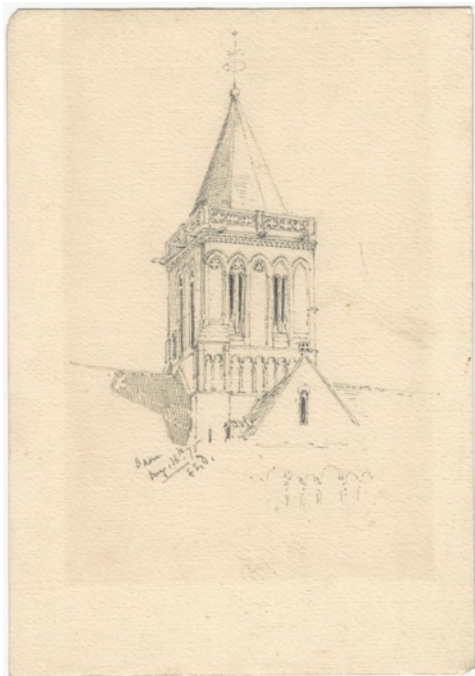
EXPERTS IN ALL BRANCHES of the profession. Will conduct any kind of sale but earnestly advise one of our "New Idea" sales, independent of auction to reduce stock and boom business at a profit, or STRONG methods to get out of business at cost. No matter what kind of sale you have held in the past, our NEW "New-IDEA PLANS" will accomplish results desired. The best is a power to be considered. Highest references.

1. [Auctions] **Fascinating 1920s 'New Idea' Auction & Inventory Liquidation Advertising Blotter.** A very busy advertising blotter from this go-getting firm of Chicago inventory liquidation specialists. "G.E. Stevens + Co. 'New Idea' Salesmen and Auctioneers - Who have Elevated Sale proposition to High Standard Desired by Merchants - Powerful - Clean - Legitimate - Results obtained or No Pay! Face to face with Kings of the Profession - Experts in all branches of the profession Will conduct any kind of sale but earnestly advise one of our 'New Idea' sales, independent of auction to reduce stock and boom business at a profit, or STRONG methods to get out of business at cost. No matter what kind of sale you have held in the past, our New 'New-Idea Plans' will accomplish results desired. The best is a power to be considered. Highest references" and so on. My my my. An advertisement in the May 6, 1905 issue of Dry Goods Reporter magazine gives a little more information- the company was founded in 1888, "re-established" in 1892 and "re-organised" in 1898. Stevens was about to publish a book titled 'Wicked City', the "story of merchant's siege with bandits." Apparently they stole all the firm's conjunctions. Card. 6"x3.25". Some wear and soil. Unused. [40700] \$40

*"If everybody minded their own business,  
the world would go around a great deal faster than it does."*

**-Lewis Carroll, Alice in Wonderland**

Several sketches from a small collection of architectural pencil sketches by E[dward] Eldon Deane. Deane [1851-1919] was an English-born architectural illustrator who began his career in London and worked there for four years before moving to America in 1883. Mary N. Woods, in her book "From Craft to Profession: The Practice of Architecture in Nineteenth-century", explains- "During the late 19th century, men who specialized in perspectives and moved from office to office were known as journeymen draftsmen or itinerant renderers. Among the more celebrated were E. Eldon Deane and Theodore Langerfeldt, who worked as perspectivists for prominent Boston architects...Unlike photographers, who rarely received a credit line in the architectural press, renderers like Deane [and] Langerfeldt signed their works and received recognition". The Smithsonian holds 32 sketchbooks by Deane, executed between 1868 and 1896, and notes- "most of the sketches are of medieval architecture and ornamental details in England, but also included are portraits, landscape, and genre in various places".



2. [Architecture] **Edward Eldon Deane- Signed 1875 Pencil Sketch of a Tower in Caen.** A nice pencil sketch titled "Caen - Aug 16th, '75. E.E.D.". 7"x10". Minor soil, matte-darkening. [40960] \$125



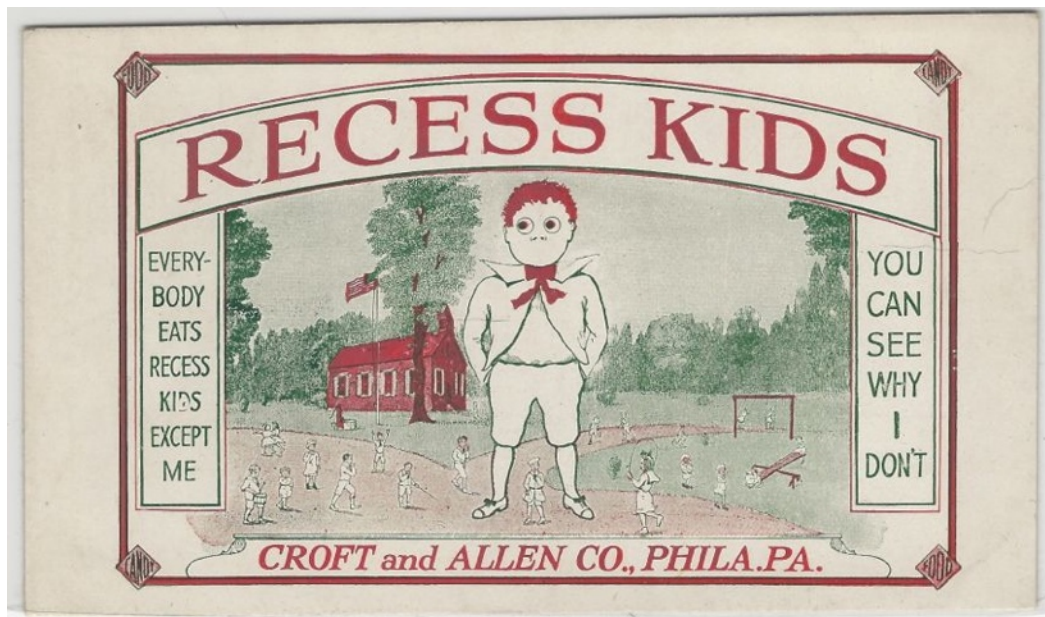
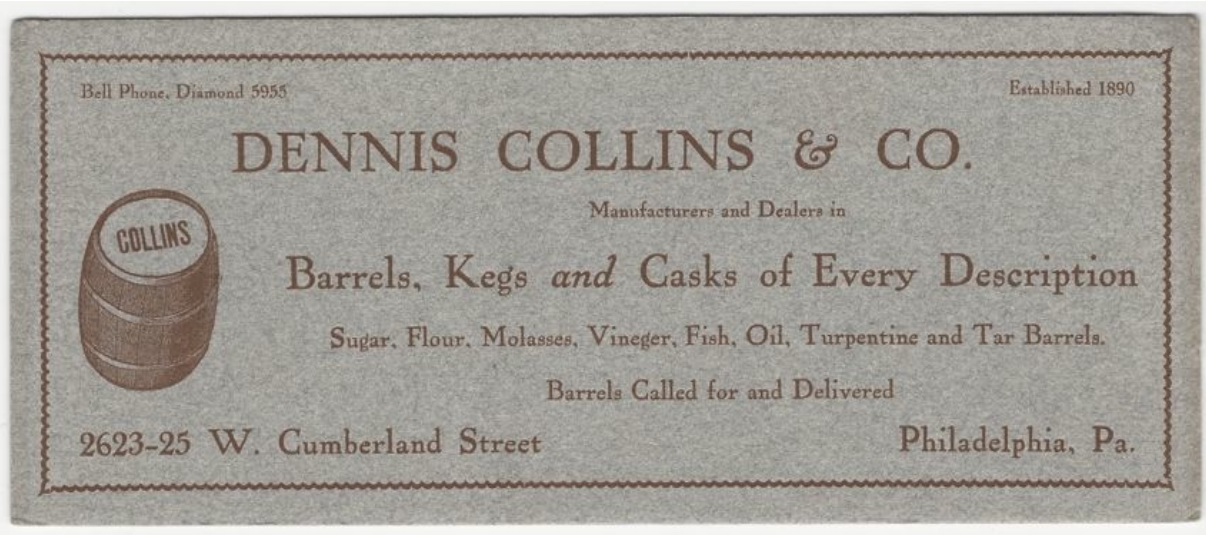
3. [Architecture] **Edward Eldon Deane- Signed 1875 Pencil Sketch of a Medieval House in Bayeux.** A fine pencil sketch titled "Old house in the Rue S. Martin Bayeux - Aug 26 '75. EED.". 10"x13.5". Some soil. [40965] \$375

(a larger reproduction of this sketch appears at the end of the catalog)



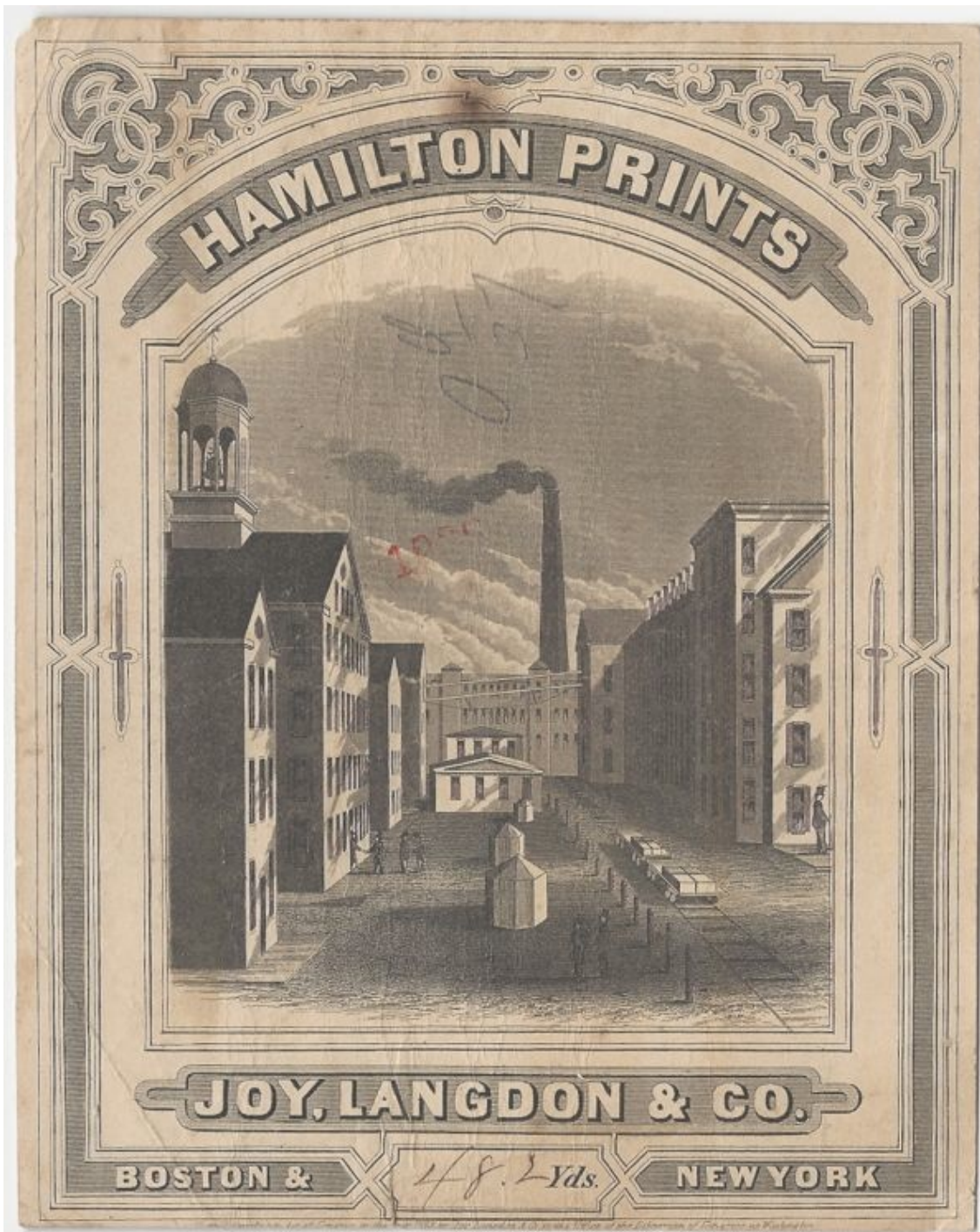
4. [Architecture] **Edward Eldon Deane- Unsigned 1876 Pencil Sketch of Batley Church, Yorkshire, and its Sexton.** A fine pencil sketch titled "The old Sexton - Batley Church. 21/9/76". 10"x13.5". Minor soil. [40967] \$300

5. [Barrels] **1910s Philadelphia Barrel & Keg Maker Advertising Blotter.** An advertising blotter issued for Dennis Collins & Co., "Manufacturers and Dealers in Barrels, Kegs and Casks of Every Description. Sugar, Flour, Molasses, Vinegar, Fish, Oil, Turpentine and Tar Barrels, Barrels Called for and Delivered". Card. 9"x4". Minor soil, light wear. Unused. [40710] \$35



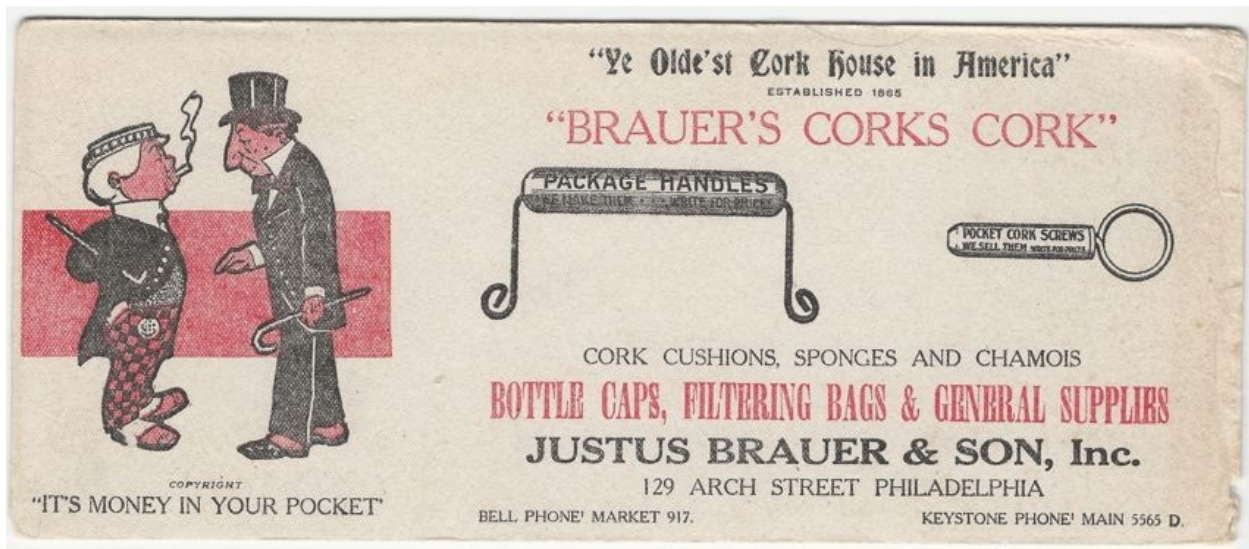
6. [Candy] **1910s Humorous Philadelphia 'Recess Kids' Candy Advertising Blotter.** An interesting advertising blotter for Recess Kids - "Everybody eats recess kids except me - You can see why I don't" (the boy has no mouth), by Croft and Allen Co., Philadelphia candy makers. Card. 6"x3.5". Minor soil, light wear. Unused. [40726] \$40

7. [Cloth] **1873 Hamilton Prints – Joy, Langdon & Co. New York & Boston Label.** An interesting label- the artwork is distinctly 1850s, but the register date is 1873. Historic New England holds the same label in their collection, and notes- "Engraving showing a detailed depiction of the dry goods company of Joy, Langdon & Co. at 76 Chauncey St. in Boston. There is a set of train tracks going toward a smoke stack in the middle of the image, along with a building with a bell tower on the left side." Very handsome. Label. 5.5"x6.75". Several folds, corner chip, light soil. [40845] \$65



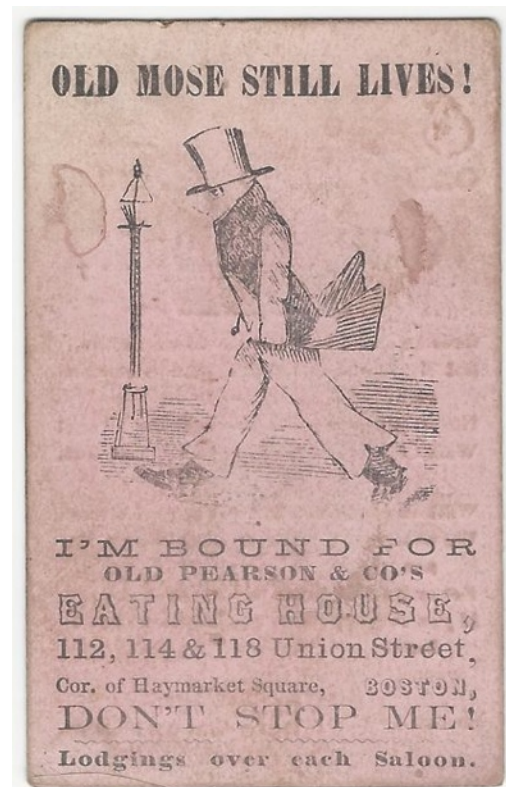


8. [Cocoa] **Two 1920s Rosedale Cocoa Advertising Blotters with Beautiful Flappers.** A handsome pair of advertising blotters featuring Art Deco Flapper beauties in fancy hats, promoting Rosedale Cocoa sold by Schwenk & Caldwell, "Grocers & Importers", of Philadelphia. 2 Cards. 4"x9". Minor soil, light wear. [40694] \$60



9. [Corks] **1910s Philadelphia Cork Maker Advertising Blotter.** An attractive advertising blotter issued by Justus Brauer & Son of Philadelphia, "Ye Olde'st Cork House in America - Brauer's Corks Cork! - Cork Cushions, Spongers and Chamois - Bottle Caps, Filtering Bags & General Supplies". Card. 9"x3.5". Light soil, some wear, especially along the edges. Unused. [40709] \$40

10. [Dining] **1870s Old Mose – Pearson & Co. Eating House, Boston Trade Card.** Boston, 1870s. A small trade card for Old Pearson & Co's Eating House in Boston, with reference to the famous Mose Skinner's Grand Peace Jubilee and Jewsharp Oratorio, an 1869 satire of Boston's famous National Peace Jubilee. "Old Mose Still Lives! I'm bound for Old Pearson & Co.'s Eating House – Don't Stop Me! - Lodgings over each Saloon – Gentlemen walk in and set down awhile / Old Mose will greet you with a glorious smile / His waiters are polite, his cooks are all meat / Walk in gentlemen and take the best seat // Walk in gentlemen and get a good dinner / We welcome all whether Christian or sinner / Fat or lean we never mind your looks / If you're gentlemen, and good in our books." Card. 2"x3.25". Some soil, minor wear. [40820] \$40



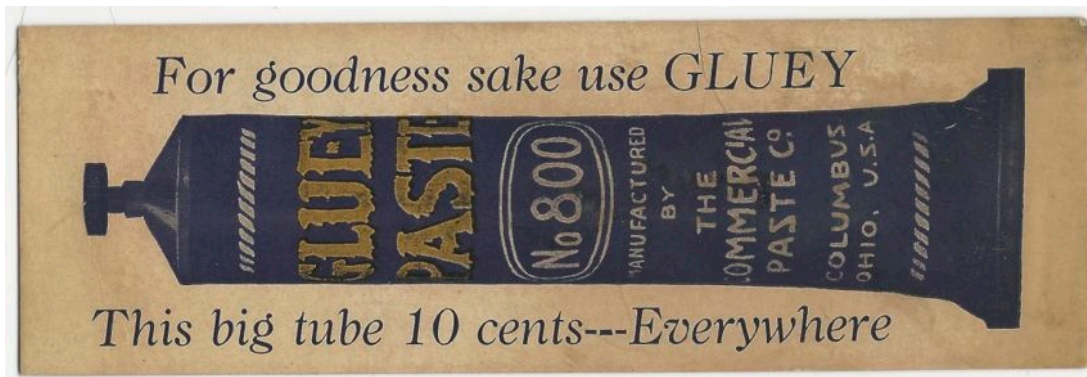
*"Eating and reading are two pleasures that combine admirably."*

-C.S. Lewis

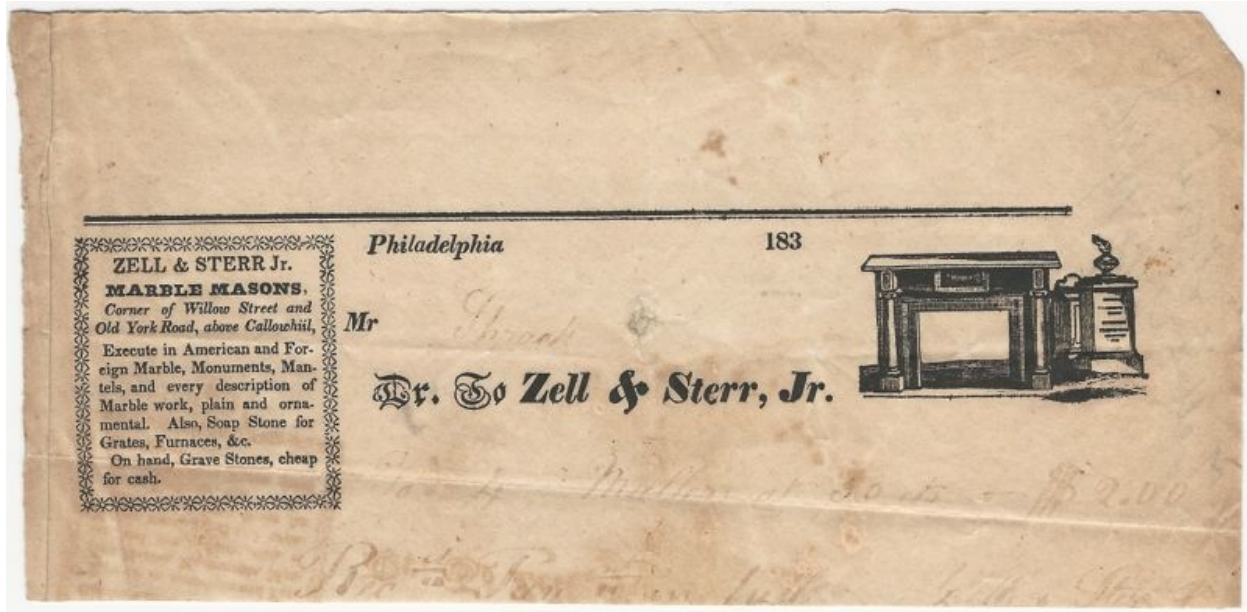


11. [Easter] **Thirteen 1920s Easter Sample Advertising Blotters.** A fine assortment of sample Easter- and Spring-theme blotters, promoting the Art Advertising Blotter line. Includes- 3 promotion cards, 2 telling retailers it is time to order Easter blotters, one promoting "Human Interest" blotters - 2 sample Easter blotters imprinted with sample florist's ads - 5 unprinted blotters with Easter decorations - 3 unprinted blotters with Spring themes. All quite lovely. 13 Cards. 6.25"x3.25". Minor soil, light wear. [40696] \$150

12. [Glue] **Dramatic 1910s Gluey Paste Advertising Blotter.** A rather wonderful advertising blotter for Gluey paste, "For goodness sake use Gluey", manufactured by the Commercial Paste Company of Columbus, Ohio. Card. 7.25"x2.5". Minor soil, light wear. Unused. [40702] \$35



13. [Gravestones] **1830s Philadelphia Gravestone Carver Billhead.** A handsome early American billhead by a Philadelphia monument maker, Zell & Sterr, Jr. of Philadelphia. "Marble Masons. Corner of Willow Street and Old York Road, above Callowhill, Execute in American and Foreign Marble, Monuments, Mantels, and every description of Marble work, plain and ornamental. Also, Soap Stone for Grates, Furnaces, &c. On hand, Grave Stones, cheap for cash". Single sheet. 7.75"x3.75". Minor soil, light wear, corner clipped. [40968] \$150



*"In The Gatekeeper, his superb memoir of growing up Irish Catholic... Terry Eagleton says that his family's aim was to have the words 'We Were No Trouble' engraved on their gravestones."*

**-Maureen Corrigan**

14. [Gravestones] **Striking Red & Blue 1850s-60s Printed Broadside for Mount Hope Marble Works of Rochester, New York.** A very handsome broadside, printed in red and blue, for the Mount Hope Marble Works of Rochester, New York, Henry S. Hebard & Thomas Graham, proprietors. "Manufacturers of every variety of Monuments, Tombs, Head Stones, Tablets, and all Cemetery Work. Our stock of Marble Mantels is not surpassed in quality and finish in Western New York, and at prices the most reasonable. Floor tiles, of American and Italian marble, furnished and laid on short notice - Furniture and Wash-basin tops kept constantly on hand". The Hebard & Graham Mount Hope Marble Works, on South St. Paul, advertised in the 1855 city business directory. In 1883 Trott & Weigand established a Mount Hope Marble Works on Mount Hope Ave., but the two were apparently unrelated. Single sheet. 8.75"x11.5". Minor soil. [40974] SOLD

**MOUNT HOPE**

**MARBLE WORKS!**

**HEBARD & GRAHAM,**

CORNER OF SOUTH ST. PAUL AND JACKSON STREETS,

**ROCHESTER, N. Y.**

MANUFACTURERS OF EVERY VARIETY OF

**MONUMENTS, TOMBS, HEAD STONES,**

**TABLETS, AND ALL CEMETERY WORK.**

OUR STOCK OF

**MARBLE MANTLES.**

Is not surpassed in quality and finish in Western New York, and at prices  
the most reasonable.

FLOOR TILES, of American and Italian Marble, furnished and laid on short notice, in the  
most substantial manner. For a specimen, reference is respectfully made to the Osburn House,  
Rochester.

**Furniture and Wash-Basin Tops kept constantly on hand.**

We keep the best and most reliable workmen to finish and put up our work in all parts of the  
country; and all our work is warranted to give satisfaction.

**PLASTER OF PARIS**

For Sale at all times, at the Lowest Cash Prices.

**HENRY S. HEBARD.**

**THOMAS GRAHAM.**

A. Strong & Co's Press, Rochester.

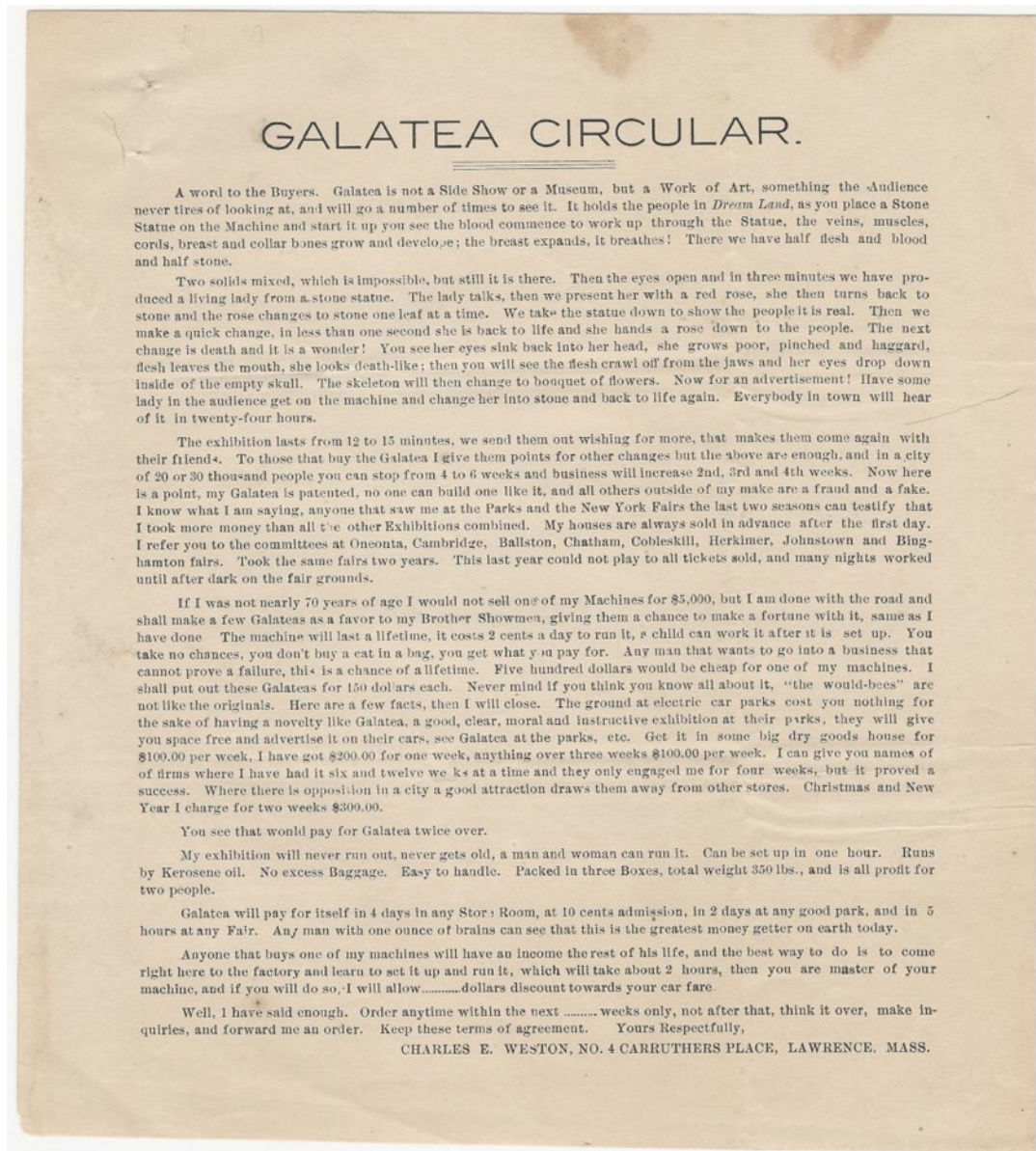


15. [Hats] **Four 1920s Art Printing Company Sample Advertising Blotters with Pretty Women in Hats.** A series of four handsome sample blotter cards issued by the Art Printing Company of Nutley and Newark, New Jersey, featuring pretty young women on fancy hats. 4 Cards. 6.25"x3.5", Minor soil, light wear. [40693] \$75

16. [Linoleum] **Dramatic Syracuse New York Armstrong Linoleum Distributor's Advertising Blotter.** A rather visually startling advertising blotter for the Columbia Jobbing Company, of Syracuse, New York, "Wholesale Distributors Armstrong's Linoleum". The card is in the form of a rolled-up section of black & white linoleum. Card. 8.25"x3". Minor wear, light soil. Unused. [40704] \$45



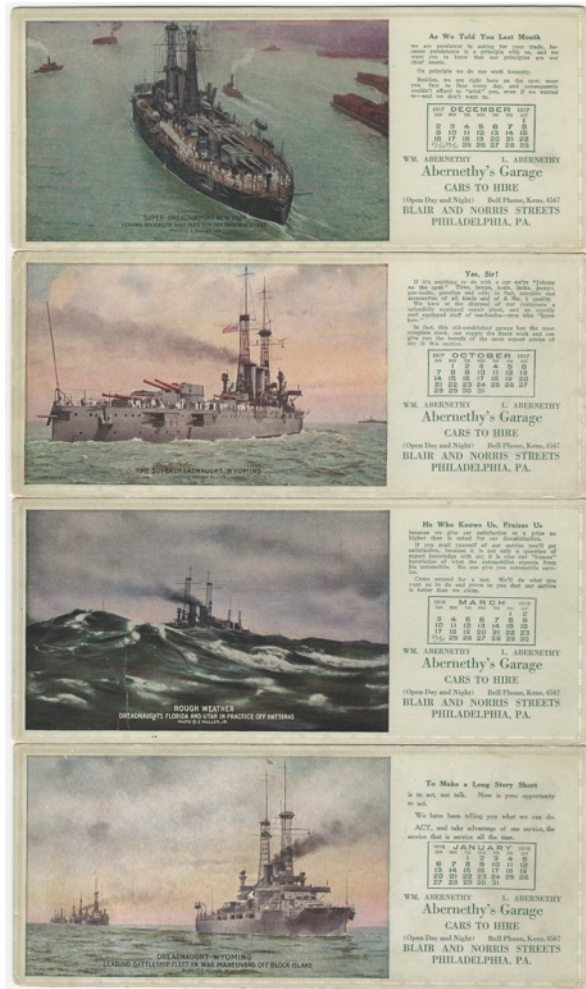
17. [Magic] **Galatea Circular - 1904 Magician's Broadside Offering a Statue-Comes-To-Life Magic Trick.** Lawrence, Massachusetts. No date, but 1904. An interesting broadside by Charles E. Weston of Lawrence, Massachusetts, who says he was about to retire from the stage, offering to sell a few examples of the magician's "Galatea" mechanism, a magic trick whereby a statue is turned into a living woman, then back into a statue, then into a fast-decomposing corpse, then back into a woman, for \$150 each. Weston describes the illusion (though not the mechanism behind the illusion) in some detail, and then describes in great detail the amounts of income which the illusion can produce for the lucky magician who owns it. An abridged version of the same text ran in an advertisement in a May(?) 1904 issue of Billboard, with a note that the offer was only good for the next 6 weeks. Galatea is an ancient Greek word meaning "she who is milk-white". Though the name and the story of the sculptor Pygmalion who falls in love with his statue are ancient, the application of the name to the statue appears to have begun in the 18th century. Single sheet. 8.5"x9". Minor wear, light soil. [40929] \$200



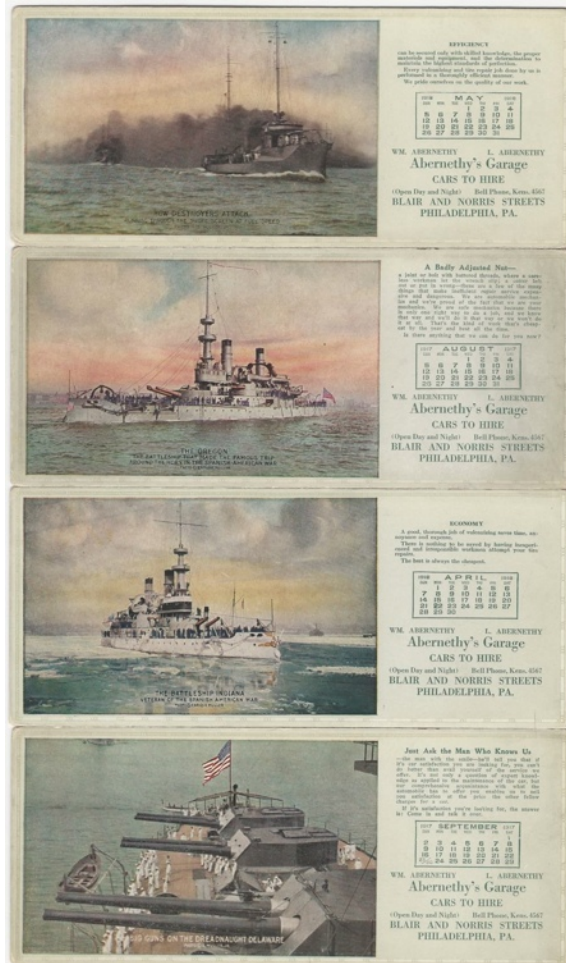
18. [Metals] **1899 Striking Advertising Blotter Card for 'Best Metal'.** An attractive advertising blotter for "Best Metal", "An anti-friction metal which we guarantee will stand more Speed, and Wear than any other Metal or we will refund price paid. Best because it is Best". According to an advertisement in the may, 1918 issue of 'The Nation's Business' magazine, 'Best Metal' was developed and manufactured by Marks Lissberger & Son of Long Island City, New York. The card features an elaborate hanging sign printed in red and blue, and a dramatic view of the upper hemisphere of the world, the land masses printed in a dramatic silver, with the motto "Where Old Glory Floats", with a large American flag over the United States and smaller ones over Hawaii, Cuba and Puerto Rico. The card is signed "Copyrighted 1899 by Wm. C. Popper & Co., N.Y.". Quite striking. Card. 9"x4". Minor soil, light wear. [40679] \$35



19. [Milk] **1910s Red Cross Brand Condensed Milk Advertising Blotter.** A rather dramatic advertising blotter issued by the Mohawk Condensed Milk Company of Rochester, New York, promoting their Red Cross brand Condensed Milk - "Better than a cow! Prepared in the Fertile Mohawk Valley, under Rigid Inspection, from the Finest Quality Milk - Absolutely Clean and Pure". Card. 9.5"x4". Some light soil and wear. Unused. [40718] \$25



20. [Navy] **Twelve 1917-1918 American Navy-Theme Advertising Blotters.** An interesting set of patriotic World War 1 blotter cards featuring the United States Navy. The ships featured include the dreadnoughts New York, Wyoming (on 2 cards), Florida & Utah (on one card together), and Delaware, and the battleships Oregon and Indiana, as well as destroyers in action, a gun crew at work, Marines on deck, and 2 submarines. Apparently these were issued on a monthly basis, and this set includes cards with calendars for July, August, September, October, November, and December 1917, and January, February, March, April, May, and June 1918. Imprinted for Abernethy's Garage, "Cars to Hire", of Philadelphia. 12 Cards. 9"x4". Some soil and wear. [40697] \$250





21. [Orient] **1870s Albumen Print of a Group of Chinese Women in Formal Costume.**  
A studio portrait of a group of Chinese women titled "Costume Chinese - Chinese Ladies" in faint impressed lettering along the top. The negative was printed to give the illusion of a mat surrounding the ladies. Mount size: 12"x10", image size 9"x7". Corner chip. [40976] \$850

*"Wherever I am, the world comes after me.  
It offers me its busyness. It does not believe  
that I do not want it. Now I understand  
why the old poets of China went so far and high  
into the mountains, then crept into the pale mist."*

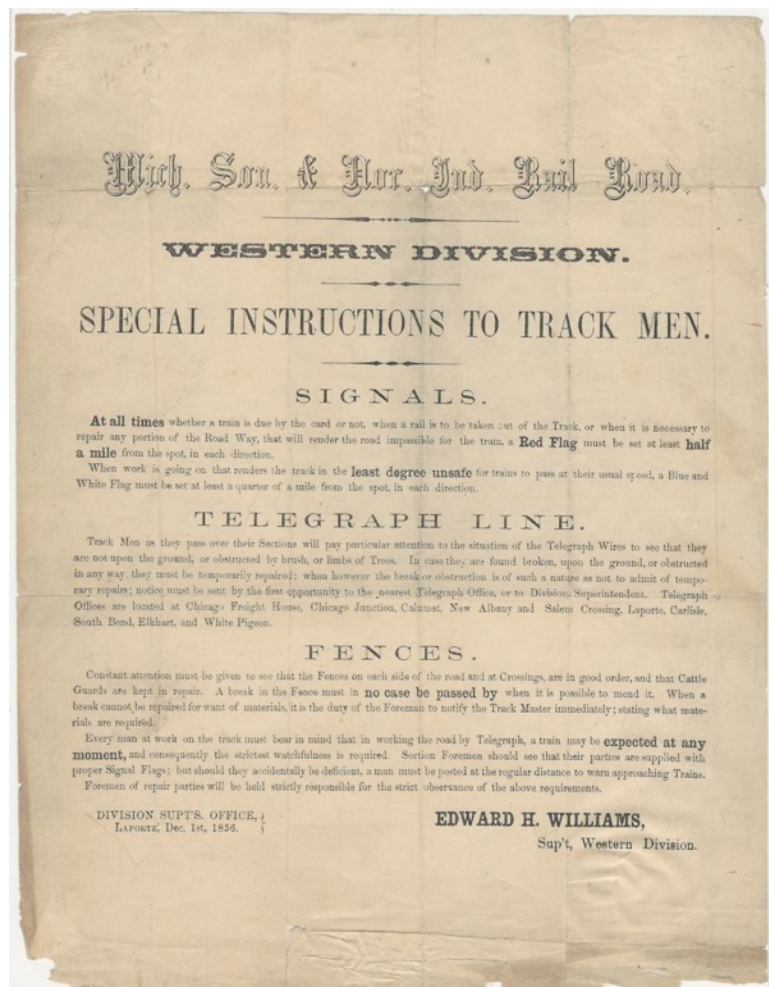
**-Mary Oliver**



22. [Racing] **1940 Rockingham Park, Salem, New Hampshire Bussey's Little Green Card Horse Race Pick Card.** A relic from a bygone era, when racetrack 'Tip sheets' made their producers thousands of dollars a week. Jack's Little Green Card, begun in 1893, is credited as the first of all these sheets, and was begun when Charles Bussey brainstormed the idea while in a Turkish bath in Baltimore. Bussey became a millionaire for his efforts, but according to a 1994 Philadelphia Inquirer story, he was eventually edged out of the tip card business by his sons who confined him in a hotel room, and in 1955, he jumped into Baltimore Harbor and drowned. The card proudly proclaims, "The Man Who Picks the Winners Also Gets the Best Information – Beware of Bogus Imitators – Jack's, Better Known as Bussey, Original and Undisputed Originator of the Little Green Card – Compiled, Printed and Sold After Scratch Time and according to Track Conditions". This card picks winners in the 8 races run at Rockingham Park, Salem, New Hampshire, on October 26, 1940. Card. 3.5"x7". Top faded, light soil. [40822] \$20

23. [Railroad] **1856 Michigan Southern & Northern Indiana Railroad 'Special Instructions to Track Men' Handbill.**

A handbill dated December 1, 1856 at Laporte, Indiana, titled "Mich. Sou. & Nor. Ind. Rail Road - Western Division - Special Instructions to Track Men", regarding signals, the telegraph line, and fences. The Michigan Southern Railroad merged with the Northern Indiana Railroad on April 25, 1855. Single sheet. 8.25"x11". Several folds, edge chipping, some soil, quite fragile. [40973] \$175



U. S. P. R. R. Exp. & Surveys — 32<sup>nd</sup> Parallel (East)

Birds — Plate XIV.



24. [Railroad Survey] **1855 Lithograph of a Red-tailed Black Hawk from the Pacific Railroad Survey.** A lithograph of a Red-tailed Black Hawk (*Buteo calurus*). The Pacific Railroad Surveys, published between 1855 and 1861, were the result of a massive effort to find the best route through the American west for a transcontinental railroad. The expeditions enlisted not only surveyors but also scientists, naturalists, geologists and artists, and the resulting reports, 12 in number, provided details not only on the topography of the land, but the scenery, animals, plants and inhabitants. The lithographs and chromolithographs provide a stunning and important record of the state of the American west before the Civil War. Lithograph. 8"x11". Minor soil. [40995] \$85

25. [Railroad Survey] **1855 Lithograph of a Mountain Bluebird from the Pacific Railroad Survey.** A lithograph of a Mountain Bluebird (*Sialia artica*). Lithograph. 8"x11". Minor soil. [40996] \$65

26. [Railroad Survey] **1855 Chromolithograph of a White-throated Swift from the Pacific Railroad Survey.** A chromolithograph of a White-throated Swift (*Panyptila melanoleuca*). Lithograph. 8"x11". Minor soil. [40937] \$50

27. [Railroad Survey] **1855 Chromolithograph of a Hepatic Tanager from the Pacific Railroad Survey.** A chromolithograph of a Hepatic Tanager (*Pyranga Hepatica*). Lithograph. 8"x11". Minor soil. [40944] \$50

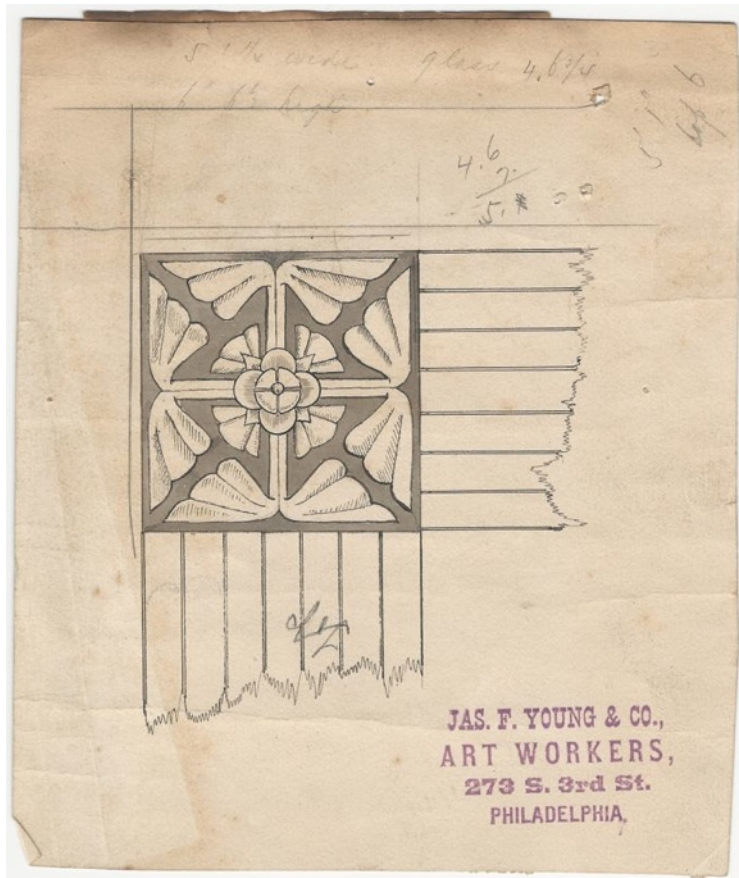


28. [Sears] **1950s Sears "Back to School" Cardboard Adding Machine.** A fascinating child's cardboard mechanical adding machine which uses two gears to add two numbers up to total of 500. An ingenious device which didn't even need double-a batteries.. Card. 6"x4.5". Minor soil, light wear. [40830] \$25



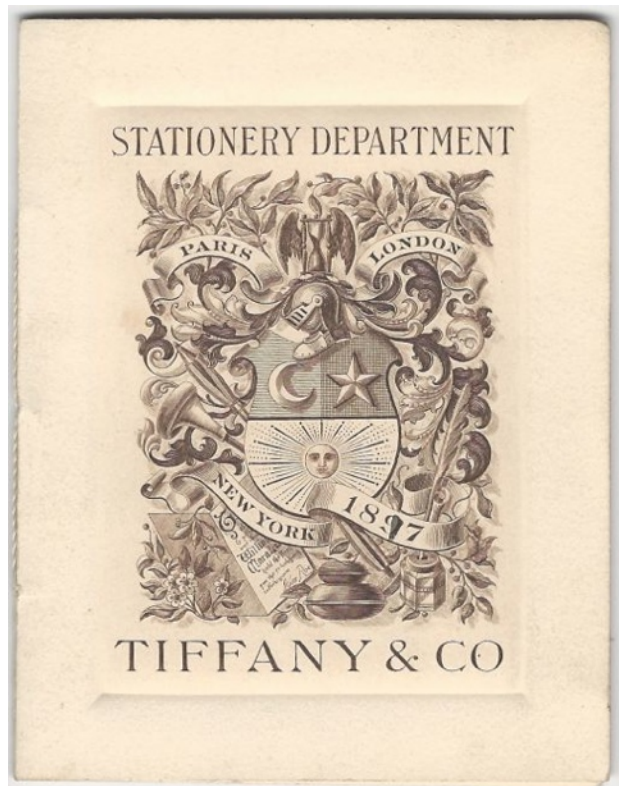
29. [Shoes] **1910s Racist Hood Rubbers Advertising Blotter.** A starkly racist advertising blotter promoting the Hood Rubber Company of Boston's rubbers. With the distributor's imprint of C.S. Sisson Company of Providence. Card. 6"x3.25". Minor soil, light wear. Unused. [40742] \$25

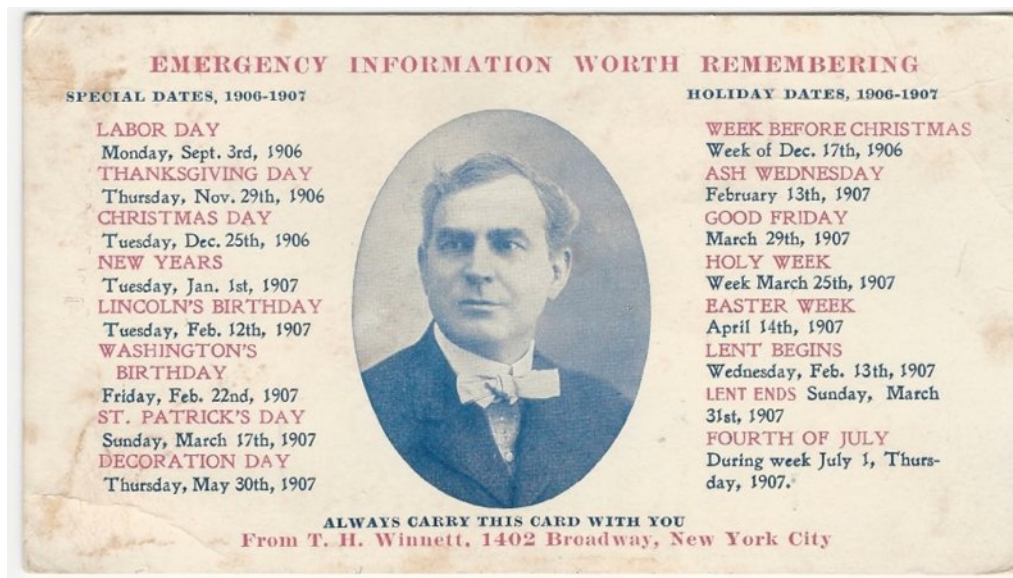




30. [Stained Glass] **Early 20th Century Philadelphia Stained Glass Design.** A design for a stained glass detail stamped "Jas. F. Young & Co., Art Workers, 273 S. 3rd St. Philadelphia". Single sheet. 6.5"x7.5". Some soil and wear. [40969] SOLD

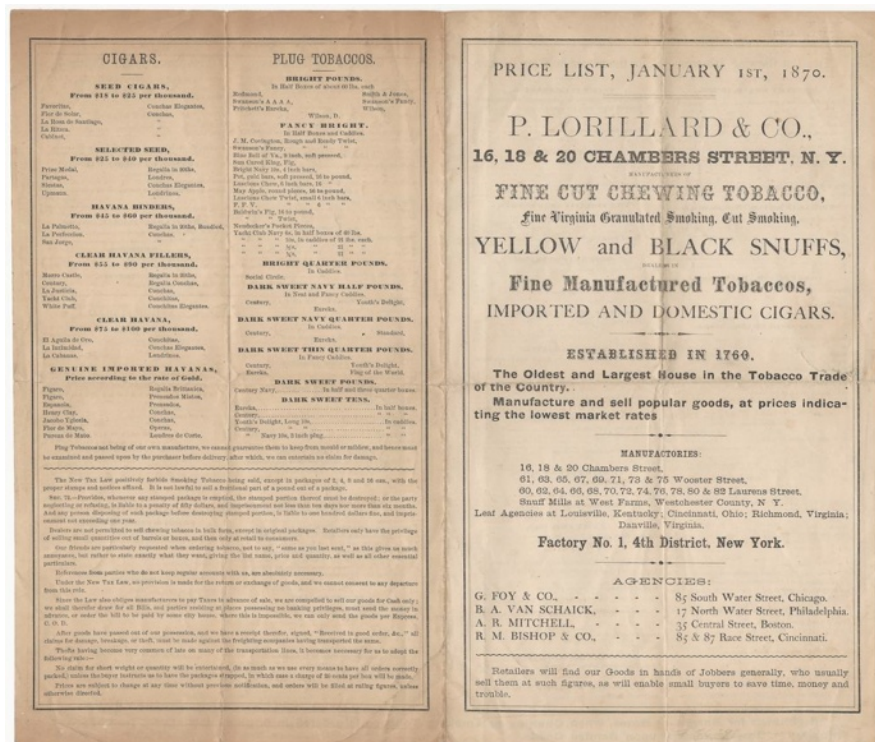
31. [Tiffany] **Tiffany & Co. 1897 Stationery Department Booklet.** A charming little promotional booklet issued by Tiffany & Company in 1897. It includes an 1897 calendar, a description of Tiffany's Stationery Department, a description of the custom work they can do there, notes on holidays, dates of the new moon, domestic postage, foreign postage, international money orders, and a list of dates for "Movable Feasts and Chronological Cycles" (Good Friday, Trinity Sunday, Epact, Whitsunday, and so on). Card covers, with a steel-engraving of a bookplate on the cover. 3.25"x4.25", 12 pages. Minor soil, several small inked notes. [40928] SOLD





32. [Theater] **1906-7 T.H. Winnett Theatrical Agency Information Card for Actors & Actresses.** An interesting "Emergency Information" card, featuring special and holiday dates for 1906-07, issued by the Progressive Emergency Bureau, a.k.a. T.H. Winnett Play Bureau, a.k.a. Winnett Emergency Bureau, of New York City. Card. 6.25"x3.5". Some general wear and light soil. [40670] \$25

**33. [Tobacco] 1870 P. Lorillard & Co. Tobacco Brochure.** A brochure dated January 1, 1870, issued by P. Lorillard & Co. of New York, detailing their extensive line of "Fine Cut Chewing Tobacco, Fine Virginia Granulated Smoking, Cut Smoking, Yellow and black Snuffs", and "Fine Manufactured Tobaccos, Imported and Domestic Cigars". "Established in 1760. The Oldest and Largest House in the Tobacco Trade of the Country". Folder, 6.25"x11", 4 pages. Minor soil, folded, light wear, fragile. [40931] \$45





34. [Upholstery] **Philadelphia 1860s Illustrated Advertising Flyer for W. Henry Patten's Upholstery & Curtain Shop.**

An attractive advertising flyer for "W. Henry Patten's West End Upholstering" at 1408 Chestnut Street, Philadelphia. Patten is listed in city directories in the 1860s, and carried window shades, "damask, lace, muslin and Nottingham curtains", gilt cornices, spring beds & bedding, carpets & mattings, furniture slips & covers, window awnings, iron bedsteads, carpets and carpet bindings & tacks, shade trimmings, and also had a complete upholstery department. The flyer is folded to make 4 pages, 3 of which are printed, two featuring hand-colored curtains and awnings, the 3rd side with a young mother and her two daughters, obviously happy and safe in the knowledge they need not fear for the quality of their curtains. Flyer, folded to make 4 6"x9.5" sides. Minor soil, light wear. [40970] \$350



**The Congressional Club**  
**Washington, D. C.**

**SUGGESTIONS FOR SOCIAL USAGE IN  
WASHINGTON**

Upon reaching Washington each year wives of members of Congress should leave visiting cards at the White House—also upon the wife of the Vice-President and Speaker of the House, as soon after the opening of Congress as possible.

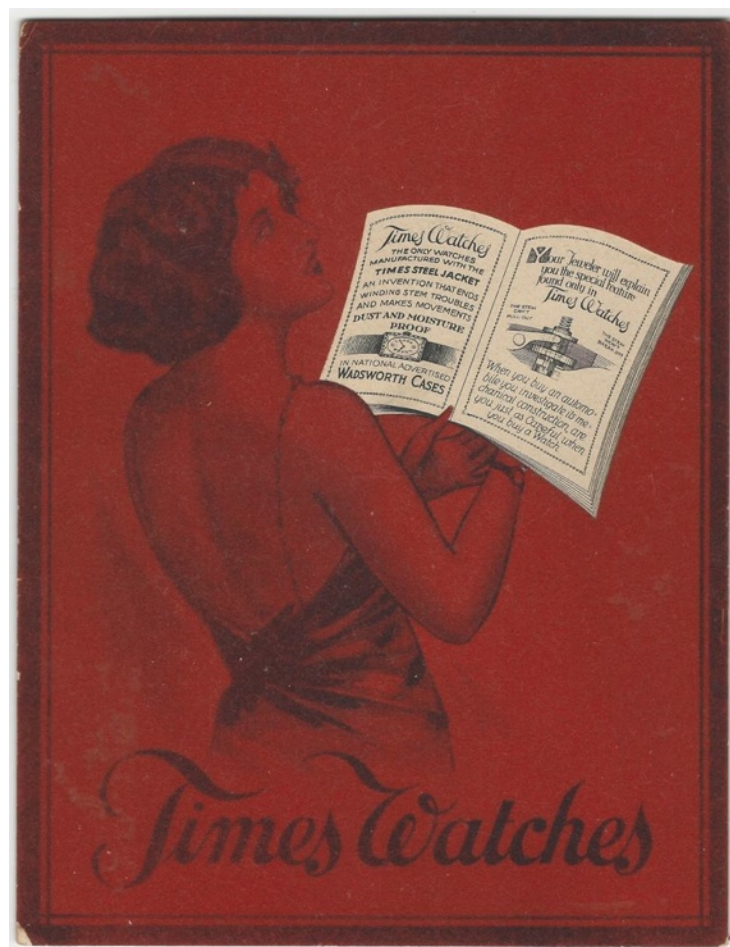
A dinner invitation to the White House should be acknowledged immediately, accepted if possible, and all other invitations canceled in its favor.

At a formal dinner, luncheon or breakfast the guest of honor should leave first.

After having dined at the White House it is proper to leave cards the following day.

35. [Washington] **1914 Suggestions for Social Usage in Washington by The Congressional Club.** A rather fascinating guide to the etiquette every Washington official and his wife needed to know to be a part of Washington Society- "Upon reaching Washington each year wives of members of Congress should leave visiting cards at the White House -also upon the wife of the Vice-President and Speaker of the House, as soon after the opening of Congress as possible – Any function which requires the leaving of visiting cards does not demand an after call upon the part of the guests – A women leaves one of her own and two of her husband's cards when calling upon a married woman. No more than three of her own card should ever be left at any one household – A man's card must follow the length and type of his wife's – All members of Congress make the first call upon Supreme Court Justices – Members of the Cabinet make the first call upon the Senators – New Senators make the first call upon Senators already in office – New members of the House call first upon the Supreme Court Justices, Cabinet, Senators, and the members of the House already in office – The exchange of first calls should be made in person, and will cancel all official obligations for so long as the two ladies are in the same position in official life. A repetition of a call made in person will be considered social, not official". There is then a list of Calling Days- The White House, any day – the Vice-President, Wednesday – Supreme Court Justices, Monday... and so on. Folder.5.5"x6.75". 1 sheet, folded to make 4 pages. Minor soil, light wear. [40844] SOLD

36. [Watches] **1920 Felt Red & Black Printed Counter Card for Times Watches.** A very striking 1920 counter card, printed in red & black on felt, advertising times Watches, "The only watches manufactured with the Times Steel Jacket". Card. 6.75"x8.75". Slight corner chip, minor soil, card stand broken. [40975] \$50



Item #3. Edward Eldon Deane- Signed 1875 Pencil Sketch of a Medieval House in Bayeux.



# *That's All, Folks!*

