

most complete are the *Formosa, Malay, Mindoro, Sooloo, and Panay*.

There have been mentioned here only the more extensive collections of shipping records. Individual volumes have been neglected, though they often contribute much of interest. Through the records mentioned we are supplied with some valuable material for every year from 1783 to 1893. The whole, however, constitutes only the history of the sailing craft in American shipping. The greatest weakness in the collection is the absence of any adequate records of a representative steamship company.

Hacienda Records

ALONG with the records of the general store of Alfred and Andres Lefebvre, which were given to the Society by Charles P. Howland and were mentioned in the May Bulletin, came a smaller group of accounts, those of the Hacienda de San Bartolomé del Monte, located in the Provincia de Tlaxcala, Mexico. This second group, which includes 27 volumes — journals, ledgers, and cash books — covers the period 1869–1905. The owner of the Hacienda, Don Manuel Fernandez del Castillo, is said to have been the head of one of the oldest and most distinguished families of Mexico and, from the account books, we gather a person of great wealth. On one page of the same account book from which the accompanying illustration was taken the accounts were balanced with the figures 9,699,508.86 pesos.

The produce of the hacienda included cattle, horses, mules, sheep, goats, pigs, wheat, corn, beans, potatoes, grass, bricks, and lumber. Another product of great importance was pulque, the fermented juice of the maguey, and a very popular drink in Mexico.

A study of these records would almost take one back to the feudal period. Here, as under the feudal system, the owner of the land assumed extensive obligations relative to the welfare of those dependent on him — in turn those dependents never became anything more than dependents. Among these were not only the laborers, who received from 6 to 125 pesos per month, but those members of the family who were in need. One other duty assumed by the head of the family was his responsibility toward the upkeep of the church. To this he gave heavily and in return received the

blessing of the church. It is of interest here to note that the church of San Francisco in Tlaxcala, Mexico, is the first church erected on the American continent, and still contains the vestments, pulpit, font, and cedar ceiling brought from Spain in 1521.

The Trotter Manuscripts

AMONG the collections of business records brought together by the Business Historical Society and Baker Library there is one which is outstanding for its size, its completeness, and for the fact that it represents a longer period of time than any other single collection. This is the Trotter collection, the records of a family of Quaker merchants of Philadelphia. There are 1075 volumes of records which include some thirty different types of books. The whole group covers the years 1798–1916. The material has been mentioned before in the *Bulletin*, but no adequate description of the entire collection has appeared.

The Trotter manuscripts are important in that they comprise the records of a firm characteristic in many ways of the great mass of American business. The company was not spectacular either in its origin or its development, yet it was founded on sufficiently sound principles to insure its continuance for 142 years and it is still a going concern. The Trotter Company may be thought of as a company of metal importers, though the importance of that phase of the business varied greatly from time to time. The firm is distinctly a middleman's firm. They bought at wholesale and sold at wholesale.

We are told by the family that the company was first organized under the name of William Trotter in 1789. However, there are no records which antedate 1798. In the early years of the business William Trotter was closely associated with Joseph Sanson, for whom, we are told, William Trotter had worked as a boy. Joseph Sanson seems to have assumed the responsibility of establishing the credit of William Trotter abroad and of launching him out on new enterprises. By 1808 we find that William's younger brother, Nathan Trotter, was working for him and we know that in 1809 the name of the firm became William Trotter and Company. In 1813 the name was changed again to William and Nathan Trotter. In 1815 William Trotter died, while still a young man, and Nathan