The Travelling Salesman

catalogue 71

new century

antiquarian books
Books are offered subject to prior sale at the nett prices in Australian dollars. All prices include Australian Federal Government Goods and Services Tax. Freight and insurance are extra and will be added to your invoice. Overseas customers will be invoiced in Australian dollars and are requested to remit payment in Australian dollars only. Books will be sent by airmail.

Orders may be left at any time on our 24-hour answer phone (03) 9853 8408 (International +613 9853 8408) or by email – wantrup@newcentury.net.au or keating@newcentury.net.au or by mail to PO Box 325 KEW VICTORIA 3101 AUSTRALIA

We accept Mastercard and Visa. Please advise card number, ccv number, expiry date, and name as it appears on your card. Payment is due on receipt of books. Customers not known to us may be sent a pro forma invoice.

Any item may be returned within five days of receipt if we are notified immediately.

Normal trade courtesies are observed where a reciprocal arrangement exists.

‘Travelling salesman’, ‘commercial travellers’, or simply ‘travellers’, fell into two broad classes: they were either representatives of a large business and were paid a stipend, perhaps expenses, and a commission on any orders they secured; others led a more precarious existence surviving entirely on commission, free agents, they sought approval to represent any number of businesses and promoted their products throughout their territory.

Alfred L. Davidson was one of the latter, representing a large number of businesses on his travels, almost certainly through rural Victoria, but perhaps also in the outlying suburbs of Melbourne.

In the days before mass media, travellers fulfilled an essential function in enabling the market to operate efficiently by bringing products to the attention of communities and retailers who might otherwise not have learnt of newer and better products.

Only large enterprises could support the cost of their own travelling representatives and so travellers like Davidson seem to have largely represented the smaller trader or manufacturer, carrying news of their products to a widely dispersed market.

The uniformly rare and ephemeral catalogues that follow come from the papers and accumulated detritus of Alfred L. Davidson, a travelling salesman in the early decades of the last century. Most of these pieces date from 1903, almost all carefully dated by Davidson and signed by him. These were his stock in trade, so to speak. They represent cumulatively a very useful ‘slice’ of Victorian commerce at the turn of the century, predominantly small traders, agents, and manufacturers.

A small number of the catalogues (the last seven in this catalogue) date from the 1920s when Davidson seems to have become a traveller in building hardware, probably based in the metropolis.

It is only rarely that we have had the opportunity to offer such a large selection of these very early trade catalogues with uniform provenance.
Alcock and Co’s Billiard Catalogue [cover title]. Melbourne, Alcock & Co., [1903]. Small quarto, pp. 32, numerous illustrations, some photographic, printed in red and black; in original red art leather wrappers, printed in gilt, a few trivial marks, some neat enough early annotations, an excellent copy. **$550**

Rare early catalogue from the premier Australian manufacturer of billiard tables (and still in business), issued in the firm’s fiftieth anniversary, appealingly illustrated, and perhaps somewhat celebratory.
HENRY BERRY.
Catalogue of Butcher’s Machinery and Requisites, Melbourne,
Henry Berry, April 1902 Quarto, pp. [2], 76, fully illustrated
throughout; a couple of pages with old, inoffensive juvenile
transfers, otherwise near fine in original green and red printed
wrappers. $330

An impressive array of products including many variants of Scales,
some highly decorative, Preserving Powder and Liquid Antiseptic
(“Keeps meat and sausages from turning Dark and Unsightly”),
Sausage Meal, Savors & Seasonings, Liquid Smoke & Smoke Powder
(“Renders the Smoke House unnecessary. Saves bother and Money”),
Steels, Knives, Choppers and Cleavers, Saws, Pig Scrapers, Brine and
Salting Pumps, Pepper and Spice Mills, Butchers’ Clothing, Aprons,
Brushware, Hooks, Shop Fittings, Butchers’ Blocks, Sausage Filling
Machines, Lard Mixers and Renderers, Steam Digestors, Washable
Wall-Cloth, Meat Cutters, “Excelsior” Refrigerators and Cold Storage
Room, Portable Ice Chambers, Steam Engines and Boilers, and Hog
Shacklers and Scrapers…
CHAMBERS AND SEYMOUR.
Concerning Eating, Drinking, Cooking, Boiling, Weighing, Lighting, Washing, Sweating [cover title]. Melbourne, Chambers and Seymour, circa 1903. Small octavo, pp. 8, uncut, illustrations; near fine in original stapled tan wrappers (clever typographic design). $185
An attractive, small piece, probably produced in time for the Agricultural Show in 1903, promoting “IXL” Cooking Stoves, Table Cutlery, Soda Syphons, Primus Stoves, Cooking Utensils, Scales, Lamps, Washing Machines, and a Folding Vapor Bath Cabinet.

CHAMBERS AND SEYMOUR.
Do you want a Kerosene Lamp… [cover title] Melbourne, Chambers and Seymour, circa 1903. Small octavo, two conjugate leaves, each page illustrated; folded as issued, about fine. $185
Another attractively-produced, small piece, produced around the same time, promoting the firm’s kerosene lamps, with three lines – Table, Pillar, and Hanging – all with detailed illustrations. The last page advertises the “IXL” Cooking Stove with a photographic illustration.
[5] THOMAS EVANS. Australian Tent & Tarpaulin Factory. Established 1852 [cover title]. Melbourne, Thomas Evans, circa 1903. Octavo, pp. [4], vignette illustration, printed in red and black on yellow paper; folded as issued, an excellent copy. $185

Rare: a beautifully produced piece: “Special Price List” for items such as Calico Tents, Calico Flys, and Brown Canvas Tarpaulins. Thomas Evans noted his other interests: “Cash purchaser of Rabbit, Opossum, and all Native Skins”, “Flags of all Nations, for sale and hire”, “Halls and Rooms Tastefully Decorated by Experienced Men”. What with the firm of Evan Evans (young Ivor Evans designed the Commonwealth Flag at 14 years of age) a few blocks away, one is forced to the conclusion the Evans clan had cornered the canvas market, beginning in the gold rush.
THOMAS EVANS.
Price List [drop title]. Melbourne, Thomas Evans, circa 1903. Large folio broadside, printed in red, blue and black; one old horizontal fold, in near fine state. $175
Rare: of such a size that one can only conclude this was intended to be displayed as a poster – which would explain its rarity. The ‘poster’ comprises a very extensive “Price List for Tents, Flys, Tarpaulins, Rick Covers, British Bunting Flags”, with prices for all sizes and materials listed.
FISHER, John Junr.

Australian Galvanizing Works [wrapper title]. Melbourne, John Fisher Junr., circa 1904 Octavo, pp. 40 [2] + two loosely inserted leaves on yellow paper, with illustrations throughout, printed on pink, green, and yellow papers; original illustrated hot pink titling-wrappers, back wrapper with some blue marks but a fine copy. $375

Rare: cabin trunks, basins, dustbins, watering cans, dippers, hods, slop pails, closet pans, hermetically sealed cess pans, ash pans, coal scoops, milk buckets, tubs, japanned baths, water barrows, wheel barrows, trunks, the ‘Toorak’, the ‘Lorne’ and the ‘Hawthorn’ bonnet boxes, and other lines manufactured by Fisher. The inserted leaves add to the lines listed in the catalogue.
HALL & WARDEN.
Price List of Accessories and Duplicate Repair Parts. Melbourne, Hall and Warden, circa 1900 – 1905. Oblong duodecimo tan card (by dimensions), folding twice vertically to form six pages, with photographic illustration; about fine. $195

Rare: Hall & Warden’s “Eureka” bicycle (£10 10s) is photographically advertised on one outer page, the balance of this delightful piece comprises an extensive priced list of accessories and parts for cycles carried by the firm. Despite the fact that the bicycle was the predominant mode of personal transportation in those days, rather than an affectation of the environmentally virtuous, early bicycling ephemera is now inexplicably uncommon.
WM. HARLAND & SON.
Varnish List [cover title]. Melbourne, Wm. Harland & Son, circa 1903. Octavo, pp. [4], printed in red and black; folded as issued, signs of light use, very good. $165

An extensive list of varnishes for decorators and house painters, describing the use and application of more than thirty different types of product. Such early Australian pieces are most uncommon and obviously important in conservation architecture.
## Lewis & Witty’s Bulk Oil Price List

These Prices are subject to 2½% only, and may be altered at any time without notice.

<table>
<thead>
<tr>
<th>No.</th>
<th>DESCRIPTION AND NAMES OF OILS</th>
<th>PRICE PER GALLON IN</th>
<th>£</th>
<th>Qtr.</th>
<th>Pint</th>
<th>Half</th>
<th>One-Quart</th>
<th>One-Gallon</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td><strong>Machinery and Engine Oils</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>Golden Light Machinery Oil</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
</tr>
<tr>
<td>2</td>
<td>Lubrolene Pale Machinery Oil</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
</tr>
<tr>
<td>3</td>
<td>Medium Machinery Oil</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
</tr>
<tr>
<td>4</td>
<td>Heavy Machinery Oil</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
</tr>
<tr>
<td>5</td>
<td>Standard Red Engine Oil</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
</tr>
<tr>
<td>6</td>
<td>Medium Red Engine Oil</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
</tr>
<tr>
<td>7</td>
<td>Light Red Engine Oil</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
</tr>
<tr>
<td>8</td>
<td>Dark Machinery Oil (Heavy body)</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
</tr>
<tr>
<td>9</td>
<td>Dark Machinery Oil (Fluid body)</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
</tr>
<tr>
<td>10</td>
<td>Hydraulic Oil</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
</tr>
<tr>
<td>11</td>
<td>Mineral Spirit Oil</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
</tr>
<tr>
<td>12</td>
<td>Dark Machinery Oil</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
</tr>
<tr>
<td></td>
<td><strong>Cylinder Oils</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>13</td>
<td>000 F.T. Dark Marine Cylinder Oil</td>
<td>2/6</td>
<td>2/6</td>
<td>2/6</td>
<td>2/6</td>
<td>2/6</td>
<td>2/6</td>
<td>2/6</td>
</tr>
<tr>
<td>14</td>
<td>Special Cylinder Oil</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
</tr>
<tr>
<td>15</td>
<td>Diamond Cylinder Oil</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
</tr>
<tr>
<td>16</td>
<td>XX Cylinder Oil, Dark Green</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
</tr>
<tr>
<td>17</td>
<td>X Cylinder Oil, Dark Green</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
</tr>
<tr>
<td>18</td>
<td>Lubrolene Cylinder Oil</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
</tr>
<tr>
<td>19</td>
<td>Royal Valve Oil</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
</tr>
<tr>
<td></td>
<td><strong>Harvesting Oils</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>20</td>
<td>Ruby Harvesting Oil (Var, Etc.)</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
</tr>
<tr>
<td>21</td>
<td>Golden Harvesting Oil (Var, Etc.)</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
</tr>
<tr>
<td>22</td>
<td>Steam Oil</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
</tr>
<tr>
<td>23</td>
<td>Dark Harvesting Oil</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
</tr>
<tr>
<td>24</td>
<td>Machinery, Castor Oil</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
</tr>
<tr>
<td>25</td>
<td>Lubrolene Harvesting Oil (Newm)</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
<td>1/10</td>
</tr>
<tr>
<td>26</td>
<td>Lubrolene Casterine</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
<td>1/2</td>
</tr>
</tbody>
</table>

For 5-case or 8-drums lots of any assortment of these Oils in one delivery, an allowance of 1d. per gallon will be made.

For quart and pint tins, see our yellow list.

---

[10] **LEWIS & WITTY’S.**

Lewis & Witty’s Bulk Oil Price List [drop title], *Melbourne, Lewis & Witty’s, circa 1903*. Octavo, pp. [4]; folded as issued, light use. **$95**

McMILLAN & Co.
Wholesale Only. March 1st, 1898. All previous lists are hereby cancelled. Catalogue of Goods Manufactured by McMillan & Co… [wrapper title]. Melbourne, McMillan & Co., 1898. Octavo, pp. 18, printed in blue on white paper, extensively illustrated; near fine in original blue titling-wrappers, two small patches of adhesion on the back wrapper. $440

A richly illustrated catalogue of the firm’s manufactures: Tobacco Cutters, Tin Openers, Knife Cleaners, Lemon Squeezers, Trivets, Coke Grates, Coal Vase Tongs, Gas Stoves, Iron Stands, Potato Mashers, Gate Latches, Mane Combs, Weights, Saucepan Stands, Dumb Bells, Lamp Brackets, Carriage Jacks, Barn Door Rollers, Mangle Wheels, Stove Lifters, etc.

Loosely inserted is an updated pricelist for 1901 (and evidently still current in about 1903):
Attach to Catalogue, March 1st, 1898… McMillan & Co.’s Revised Prices & Discounts. November 1st, 1901… [wrapper title]. 16mo, pp. 8, printed in blue on blue paper; touch of adhesion on blank back wrapper.
J.P. MARTIN.

Rare and appealing: an extensive priced list of the lines Martin carried. J.P. Martin took over the business of Fahey, Richardson and Abson at 281 Elizabeth Street; a photograph of his shop front is on the first page. It was knocked down in the 1930s and the site now forms part of Mitchell House, the landmark art deco building built in 1936.
[13] MELBOURNE SPORTS DEPOT.

Rare: in addition to the lines mentioned on the front wrapper – these were apparently the most popular – the list includes badminton, billiard requisites, athletics, boxing, fencing, fishing tackle, ping pong, etc.

The first page illustrates Dodge’s new premises, 55 – 57 Elizabeth Street. “Designed by the noted architect, Nahum Barnet and built in two stages by Clements Langford for Frederick Dodge from 1902, the former Melbourne Sports Depot, although much altered, is of regional architectural significance for its notable decorative elements from Barnet’s much-favoured tall-arch Romanesque revival phase, and for its contribution to the streetscape. The building is of historical significance as a remnant of Melbourne’s foremost Edwardian sporting goods store” (National Trust).
METTERS BROS.

Rare: catalogue of stoves and ovens, most accompanied by a detailed illustration and full explanation of the features of each product. “We now have the largest stock of patterns in Australia, comprising (besides our original patterns) the patterns of the late Wm. Hutcheson, McCulloch Gray and Co., Hicks and Addenbrooke, and Jas. Ballantyne”. The catalogue is undated but in style it predates Davidson’s pencilled 1903 on the front wrapper. Stylistic, and more importantly internal, evidence suggests a date not before 1892 but not much later

$1750
R. J. MURCHISON & Co.
Murchison’s Scrub Exterminator and How to Use It [wrapper title]. Melbourne, R.J. Murchison, circa 1895. Octavo, pp. 16, slight spotting or tanning but very good in original pink titling-wrappers. $245

Rare: promoting Murchison’s preparation for poisoning scrub, the pamphlet is a detailed manual on how to deal with specific problem species of scrub. Also included are a number of full-page advertisements for other, mainly agricultural, businesses such as Mort, Henty, Dalgety, and Bell, as well as pages of testimonials from Victoria and New South Wales. The pamphlet can be dated from internal evidence to 1895-6.
Shearer’s Patent Wrought Steel Plough and Cultivator Shares [drop title]. Mannum, South Australia, J. & D. Shearer, circa 1903. Quarto, pp. [4]; a little soiled and handled but in very good state. $110

Uncommon: in a career ordained at birth, the Shearer’s manufactured plough shares, including stump-jump plough shares. “Shearer’s Shares are positively the best for Australian use…” Includes two pages of testimonials and a listing the different types of shares available for various makes of plough and stump-jumping ploughs. A pencilled note in (surely) Alfred Davidson’s hand on the last page notes that the Victorian agent for Shearer was Morris Meeks & Co., Little Collins Street
HERBERT H. SMITH.
Rare: an early cycling catalogue, including products for motor bikes – but not evidently for cars which were then exceptionally rare.
A. SPOONER and Co.

$185

Rare: priced list of footwear, boot and leather polishes, saddler’s pastes, creams, blackings, dressings, and oils, Spooner note also that they were grocers and ironmongers but on this list they note only such items as furniture cream, knife polish, Maori Gloss, and similar treatments.
STANDARD GREASE & OIL COMPANY.
Ask for this Brand of Manufactures [cover title]. Melbourne, Standard Grease and Oil Company, n.d. but circa 1903 Oblong octavo card, with two vertical folds to making three double-sided panels; both folds expertly mended, contemporary pricing additions in red and black ink. $165

Rare: a wholesale price list, and so noted in red ink on the front wrapper with the date May 1st 1903 and a further annotation “For Office”. An extensive list of oils, dressings, grease, sheep dip, and a miscellaneous listing that includes Chalk, Plaster of Paris, Calcutta Cotton Waste and Asbestos Packing and Sheet and a substantial list of Mantelpieces on the last panel. Throughout the list blank spaces for prices are achieved in red ink manuscript.

The Standard Grease & Oil Company, proprietor John Taylor, had its factory and warehouse at Murphy and Bridge Streets in Richmond.
WALLIS BROS. & Co.
Catalogue of Improved One-Fire Cooking Stoves and Ranges [cover title]. Melbourne, Wallis Bros. & Co., circa 1903. Oblong octavo, pp. [8], including wrappers, well-illustrated; original self-wrappers (expert paper repair to the blank top edge of the spine fold), an excellent copy of a fairly friable piece.

$880

Rare: a good range of stoves and ovens manufactured by Wallis, mainly for the small householder but also “for Squatters and Farmers”. The boast that their stoves will “work equally well in the chimney or in the open air” reminds us when there was a time, especially in the ‘poorer’ parts of the city, when cooking was done in an open air space at the back of the house, sometimes roofed, and persisted well into the twentieth century, until the slum-clearance movement brought such primitive conditions to an end.
Uncommon: a specialised Australian catalogue from the prominent London manufacturer. Makers of Knife Cleaners for more than half a century, George Kent directed his attention to the demands of the Australian market, manufacturing the “Australasian” in four sizes. His other inventions include Carpet Sweepers, Whisking Machines (suitable not only for Pastry Cooks and Confectioners but also for Photographers and Wine Merchants), Mincers, Vegetable Slicing Machine, Family Bread Maker and the “Facile” Lemon Squeezer.

Kent was also at the forefront of designing and manufacturing state of the art Ventilated Ice Safes and Refrigerators and supplied these to a domestic and commercial market but perhaps more impressively, to some of the great steamships making the England to Australia voyage, including the Orient and the ill-fated Lusitania.

Alfred Davidson has dated this in pencil August 1903 in his typical style but the catalogue is over a decade earlier – evidently still current, however. Internal evidence and style suggest a period in the late 1880s, no earlier than 1886 and certainly no later than 1897. The imprint label of James Wedeleis & Co. obscures the original printed imprint of the “Sole Agent for Australia”, C. Vincent Reddy; below that original printed imprint another hand has added in ink “Kinghorn & Co. Elizabeth st near Flinders Lane”, which suggests that the agency passed through three hands in the space of about 15 years or so.

The tipped-in hand-written list is an (undated) “List of Geo Kent’s Knife Machines. Bond & Stock in Melbourne” with quantity and description of lines held, mostly only one or two pieces in each line were held.
W. WILLIS & Co.
Manufacturers and Importers of Sheep and Cattle Ear Markers and Brands, Sheep Raddle and Tar Brands... [wrapper title]. Melbourne, W. Willis & Co., circa 1903, Octavo, pp. 16 + [6] (one leaf folding and one on yellow paper), with very numerous illustrations; neat (invisible!) repair to the fore-margin of the front wrapper, near fine in original blue-green titling-wrappers. $385

Rare: catalogue of manufactures with a prominent rural bent from “The Oldest Established House for Squatters’ Requisites”. Three leaves are inserted at the central opening, one of these is a folding leaf illustrating sheep and cattle stamps.
Rare: a less rural catalogue from “The Oldest Established House for Squatters’ Requisites” who had a strong line in the manufacture of Fire Proof Safes, Strong Room Doors, etc. They also carried other hardware in a small way, noting their lines in Weighing Machines, Seal Presses, Copy Presses, and Brass Stamps.
Rare. An extensive priced catalogue of the large variety of products manufactured by this Richmond firm: such as oils of every description, sealing wax, inks, liquid gums, Phenyle, packing materials, including asbestos and India rubber.
A.J. WILTSHIRE & Co.

Price List [drop title] Melbourne, A.J. Wiltshire, circa 1903. Tall duodecimo broadside on white card, 32 x 12.5cm; one old horizontal fold, some tanning, a few touches of adhesion on blank verso, one edge bumped, a very good copy. $110

Rare. A large format card, possibly produced for retailers to pin up for reference, comprising a detailed price list for products aimed squarely at blacksmiths: axle grease, harness dressing, neatsfoot oil, dray oil, condition spice, Dubbin sold in pints, quarts and gallons &c. All manufactured by Wiltshire at Little Lesney Street, Richmond. The present example has handwritten wholesale prices added by hand in red ink, with Davidson’s pencilled note in the top margin “nett wholesale”; the wholesale discounts are not huge and do not appear to follow any simple arithmetic formula.
Currie & Richards.

Catalogue and Pricelist of Ventilators etc., etc., accepted by The Public Works and Board of Health Department. Melbourne, Currie & Richards, 1916. Octavo, pp. 24 + [2], very numerous illustrations, printed on green paper; contemporary pencil notes on pricing and installation throughout, a degree of general use but a good copy in original wrappers (these with some expert restoration). $220

Rare: ventilators are just part of it, with most of the catalogue taken up with, among others, Bath Heaters, Lavatories, Sinks, Bath Screens, Spouting, etc. Currie & Richards were hardware merchants specialising in galvanised iron products. This pamphlet was a ‘hand-me-down’, one of several acquired by Davidson when he (apparently) took over the territory of another traveller in builder’s hardware: the title-page has the pencilled name “J. Wenborn, Rep” while the wrapper has the undated inked name “Alf. L. Davidson”.

The notes within suggest that this particular booklet was in use for more than 16 years – and survived!
[27]  **LYSAGHT BROS. & Co. Ltd.**
A Reminder. Sydney, Lysaght Bros., n.d. but 1920s. Small duodecimo by dimensions, pp. [4], printed in red, indigo, and silver; folded as issued, light use and the back page a little soiled but a very good copy. $75

Uncommon: an attractive little promotional piece, printed with silver to emulate the metal of the Rabbit Proof Wire Netting and Fencing Wire it advertises. With a table inside of the sizes, weights, and other details of Lysaght’s various lines in this area; with the Melbourne agents stamp of J.E. Budd & Co.
LYSAGHT BROS. (AUSTRALIA) Ltd.
The Referee. A Handbook of Useful Information. 14th edition [cover title]. Sydney, The Motor Press of Australia Ltd., 1924. Small octavo, pp. 104 + folding double-page map of Victoria, illustrations, printed in red and blue on cream and blue pages; stapled as issued but now loose in the original printed blue cloth, some soiling and use but very good. $85

Very scarce: a promotional piece, mostly advertising the firm’s products but with a long enough section of useful information on things such as First Aid, Weights and Measures, Rainfall, Railways, Fertiliser, and so on. Although from Davidson’s papers, this has an earlier owner’s name on the front cover and first page.
NORMAN McLEOD & Co. for MAJOR BROS. & Co. Ltd.

Price List. Manufacturers of Paints, Varnishes, Enamels and Fine Colours. Sydney, Major Bros. and Co. Ltd., n.d. but 1920s. Oblong octavo, pp.[38], followed by a similar number of pale blue blank leaves (for notes, presumably), with numerous illustrations, many in colour; bound in original gilt-lettered plasticised cloth and consequently a little warped, otherwise a very good copy. $285

Uncommon: highly detailed and attractively illustrated listings of their vast number of paint-related products. Major Bros. & Co. would provide the paint for the yet to be constructed Sydney Harbour Bridge.
Instructions for Nonporite No. 2. Paste (Cement Waterproofing Paste) [envelope title]. Melbourne, Nonporite Pty. Ltd., n.d. but 1920s. Small square octavo broadside on card, folded horizontally to fit the original titling-envelope printed in red and blue, both fine.

Highly ephemeral and a most unusual survival. The enclosed card contains full instructions for the use and preparation of Waterproof Cement Render and Waterproof Concrete.
[31] **ELIZA TINSLEY Pty Ltd.**
Expanded Steel Concrete Flooring and Roofing [wrapper title].
*Melbourne, Eliza Tinsley, n.d. but 1920s.* Octavo, pp. 8, with illustrations, price list corrected by hand in red ink; an excellent copy in original titling-wrappers.  
$110

Very scarce: technical descriptions of materials and properties, instructions and load bearing capacities, evidently directed to the building trade, engineers, and architects.
[32]  **JOHN ZEVENBOOM & Co.**

[Catalogue of Brushes, &c.] *Melbourne, John Zevenboom & Co., circa 1920.* Small quarto, pp. 24, illustrations, interleaved with graph paper (and with a section of blank graph paper at the end; pin bound in plain blue card wrappers (and so issued), near fine. $145

Rare: issued without title-page (why would a good Dutchman waste money on an extra page?) but the purpose of the publication is clear. With more brushes than you can poke a stick at, this is quite an extensive catalogue. A wholesale catalogue of the firm’s manufactures, it has no printed prices but has room for them to be added by hand. Zevenboom was a prominent Melbourne business man and Councillor. Zevenboom Lane was named in his honour.