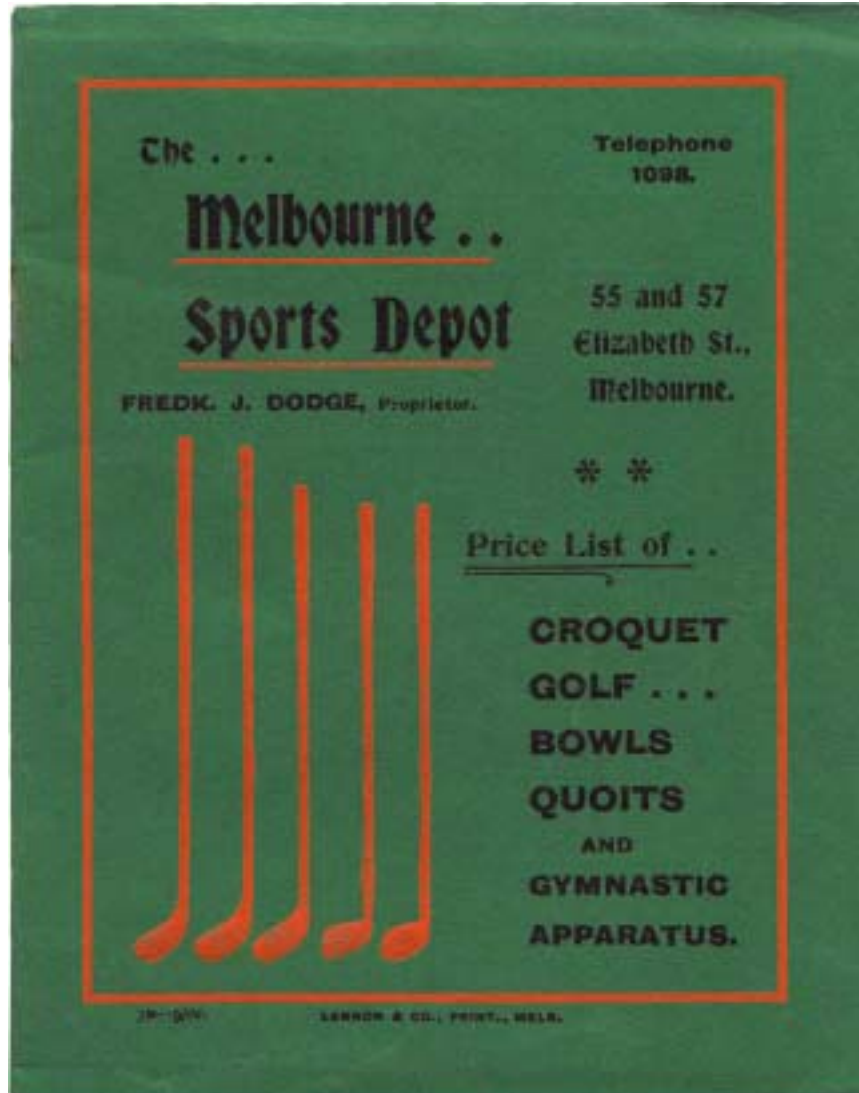


The Travelling Salesman



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.

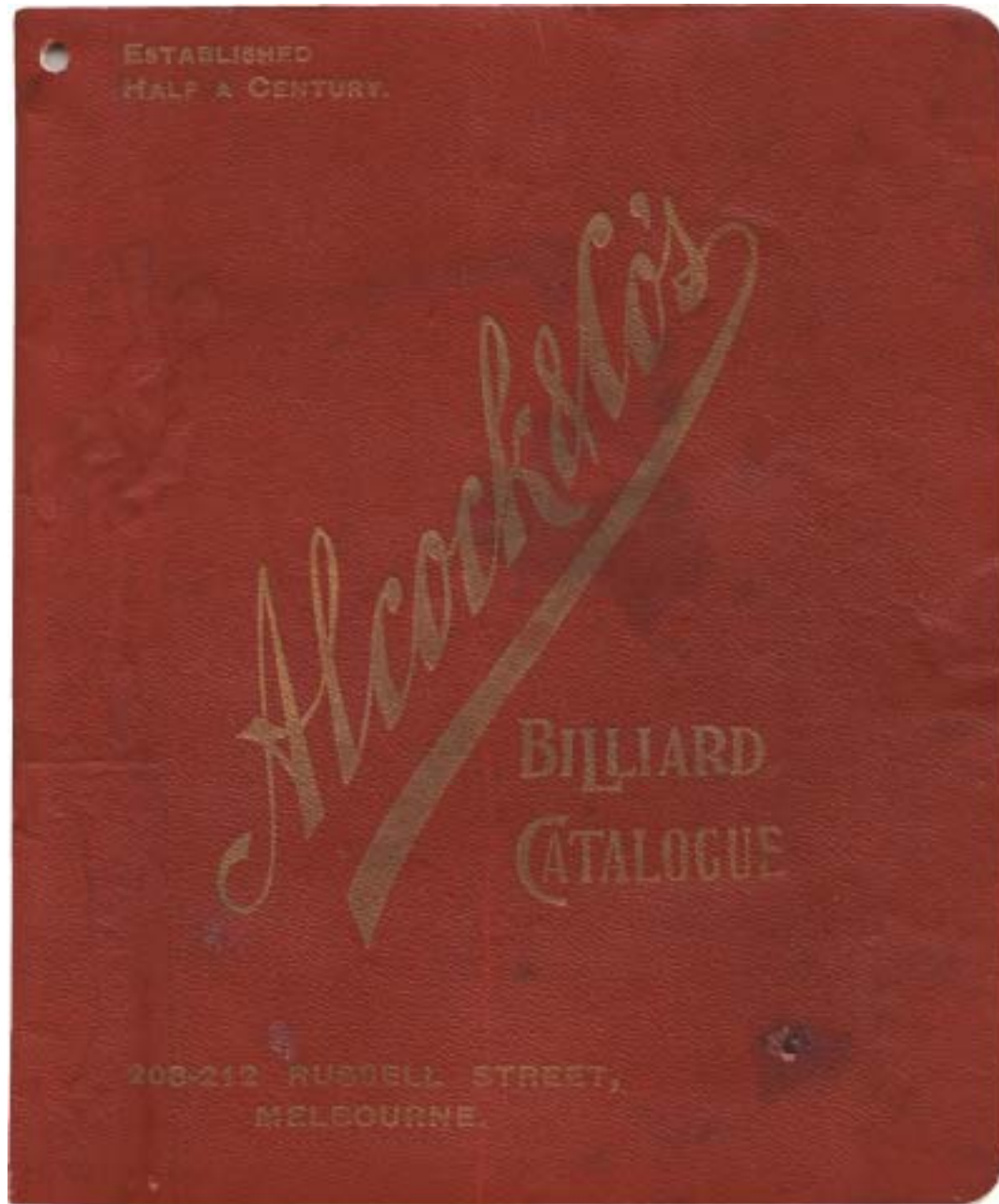
The uniformly rare and ephemeral catalogues that follow come from the papers and accumulated detritus of Alfred L. Davidson, a travelling salesman in the early decades of the last century. Most of these pieces date from 1903, almost all carefully dated by Davidson and signed by him. These were his stock 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.



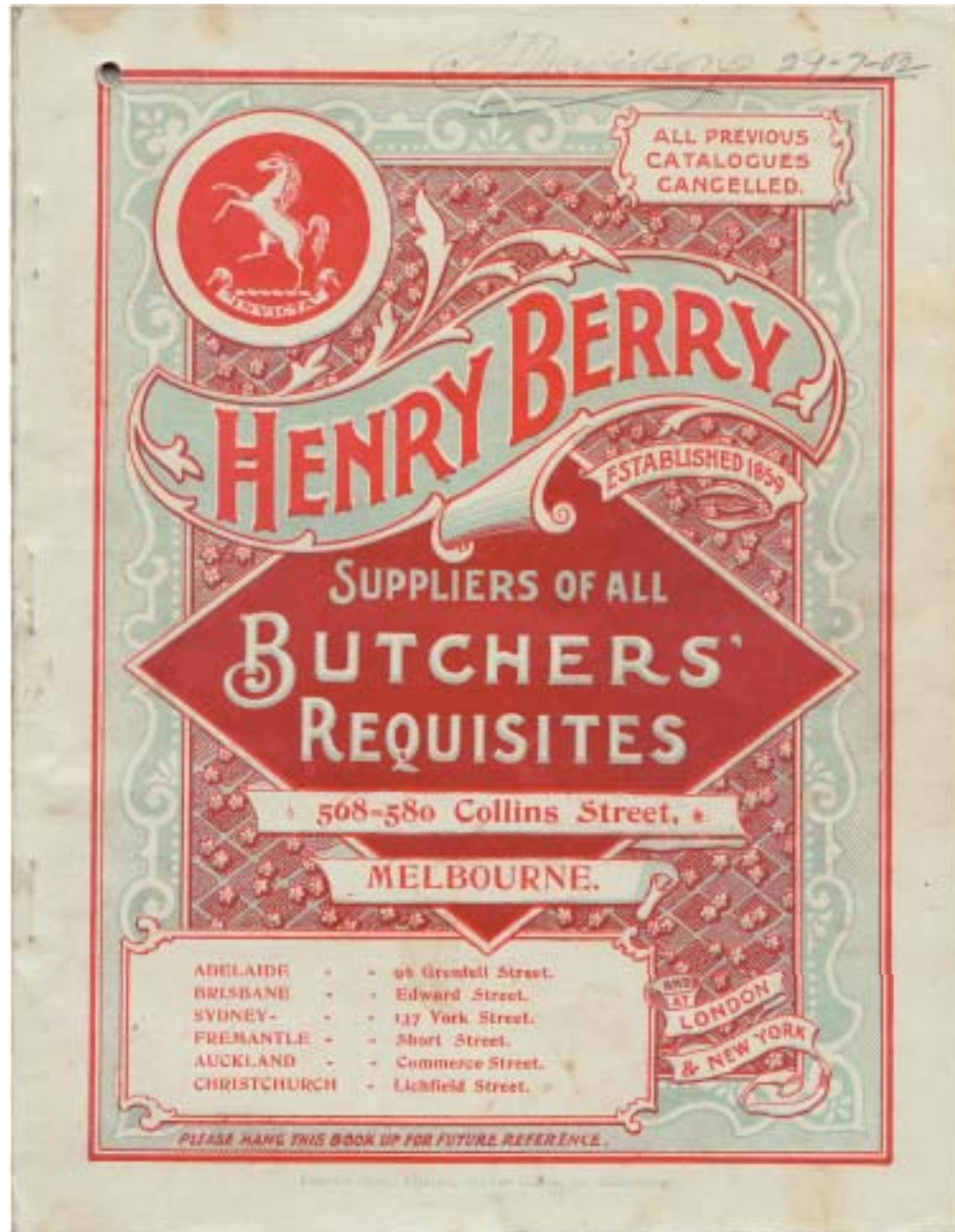
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[1] **ALCOCK & Co.**

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.



[2] **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...

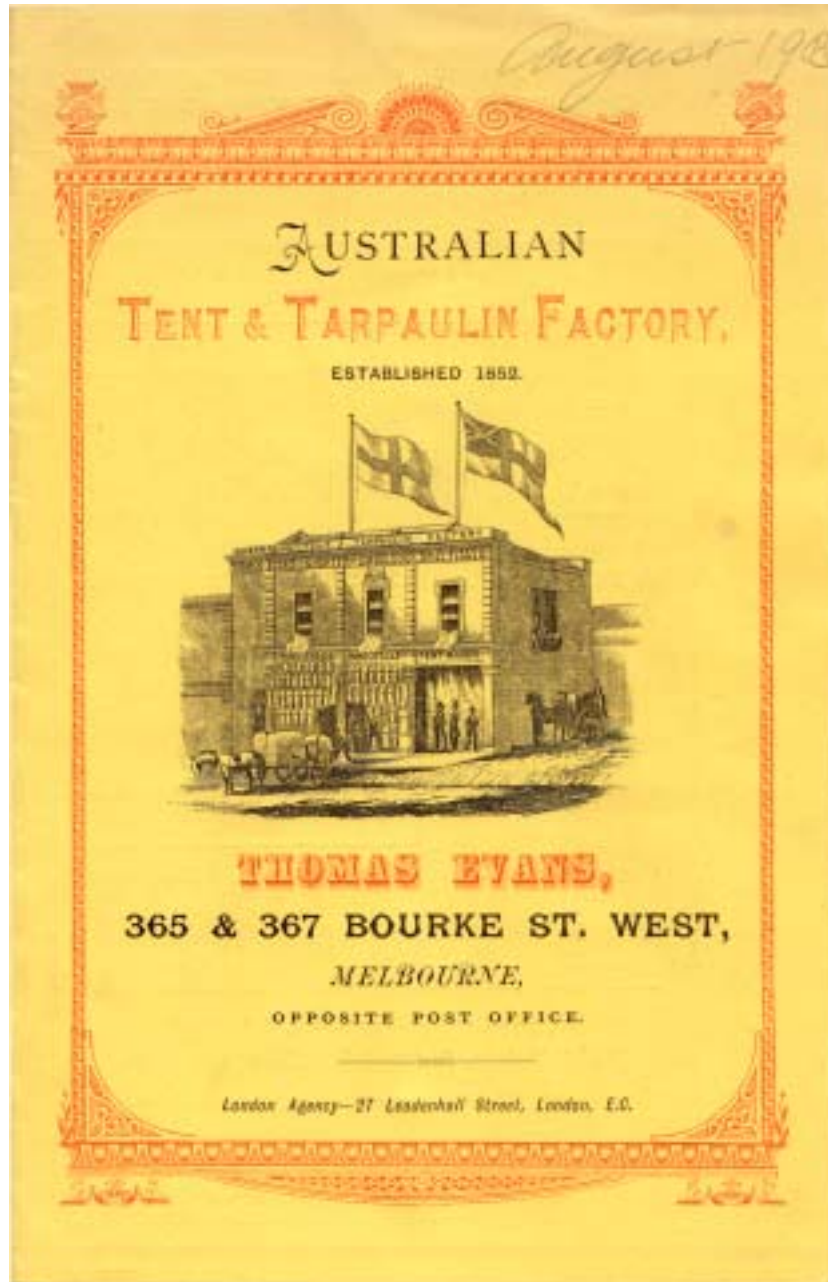


[3] **CHAMBERS AND SEYMOUR.**
**Concerning Eating, Drinking, Cooking, Boiling,
Weighing, Lighting, Washing, Sweating [cover
title].** Melbourne, Chambers and Seymour, circa
1903. Small octavo, pp. 8, uncut, illustrations; near
fine in original stapled tan wrappers (clever
typographic design). **\$185**

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.

[4] **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.

365 & 367
DURKE STREET WEST,
MELBOURNE.



August 1913
LONDON BRANCH:
27
LEADENHALL STREET.

PRICE LIST.

TENTS.
WITH WATER AND WIND COVERS.

PRICE LIST.

FLYS.
PRINTED IN A SIZE LARGER THAN OTHERS.

TARPAULINS.

RICK COVERS.

TILES & WAGGON COVERS.

BRITISH BUNTING FLAGS, OF ALL NATIONS, COMMERCIAL AND IMPERIAL.

WOOL DRYING SHEETS, ALL COMPLETE.

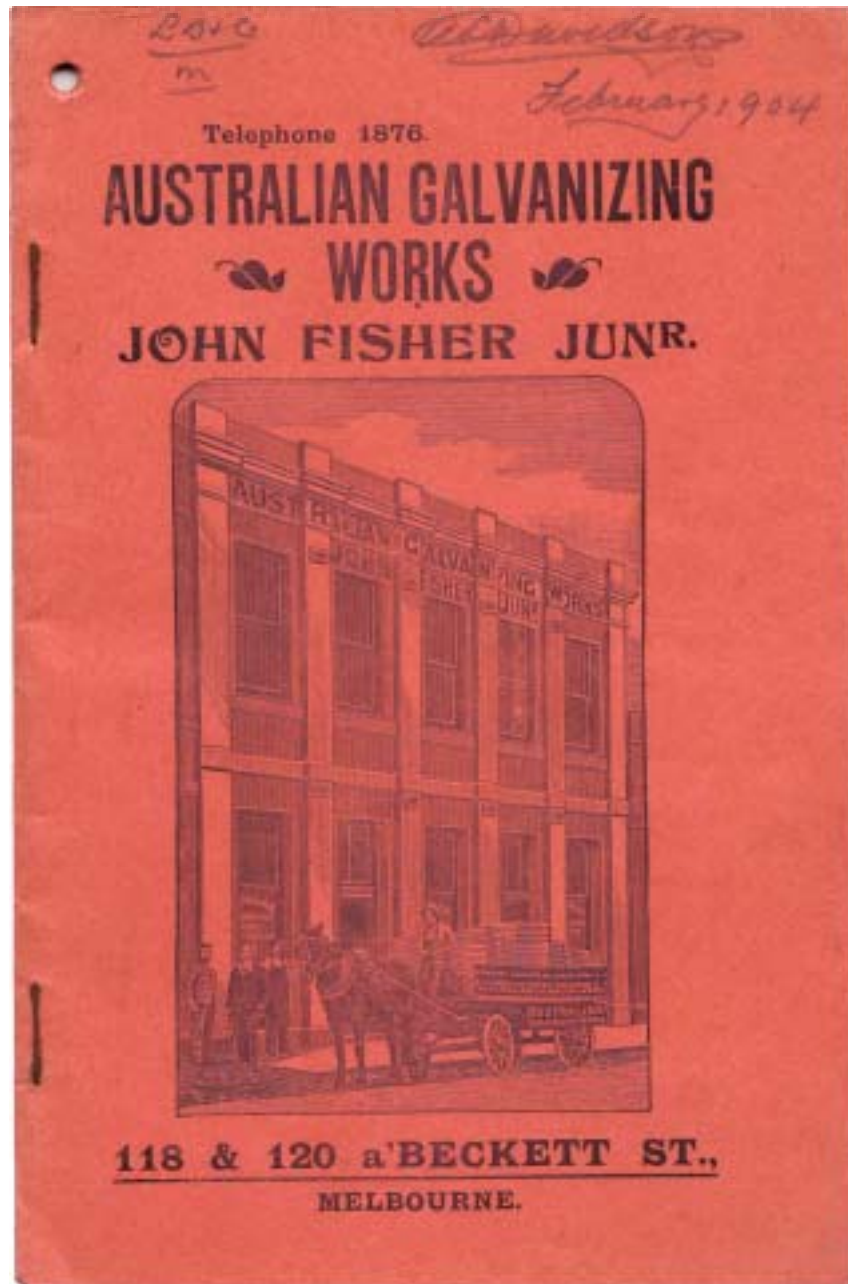
THOMAS EVANS, 365 & 367 DURKE STREET WEST, Opposite Post Office, Melbourne.

A. S. Thomas & Co., Station Street, Melbourne.

[6] **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.



[7] **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, Cycle Agents
and Manufacs.
SUPERS

HALL & WARDEN.

Price List of . . .

ACCESSORIES and
DUPLICATE REPAIR PARTS



£10 10s.

EUREKA

Bells.

Bells	3d and 0	6
Double Action	9d and 1	0
"	"	1 0
Clockwork	2- and 2	6

Brakes.

Front Tyre	5	0
Ruck Roller	8	0
Front Rim	10/6 and 12	6
Rondon, Back and Front	20	0

Bags (Tool).
1-, 1 1/2, 1 3/4, 1 9/16, 2-

Balls
2d, 4d and 6d per doz.

B. S. A. Parts

Chain Wheels, Front	8	0
" Back	2/6 and 3	0
Axles, Bracket	3	0
" Front Wheel	0	9
" Back Wheel	1	0
Cones, Front Wheel	1	0
" Back Wheel	1	3
Cups, Bracket	1	0
Crank	per pair	11 6
Pedals	"	12 0

Chains.

Hempston's Block	4	0
" Roller 2"	7	0
Garnard's Block	5	6
" Roller	7 6, 8 0 and 10	0
" 1-in. Pitch	7 6, 8 6 and 10	0

196 SWANSTON STREET.

610 - BUNLETT, BRISTOL, FLEMINGTON.

Telephone 2850

[8] **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.



[9] **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.

August 1903

LEWIS & WHITTY'S BULK OIL PRICE LIST.

These Prices are subject to 2 1/2 % only, and may be altered at any time without notice.

No.	DESCRIPTION AND NAMES OF OILS.	PRICE PER GALLON IN					
		Case	4 Gal. Tins	Drums	1 Gal. Tins	1 Gal. Tins	4 Gal. Tins
Machinery and Engine Oils.							
1	Golden Light Machinery Oil ...	1/6	1/8	1/9	2/1	2/1	2/5
3	Lubroline Pale Machinery Oil ...	1/7	1/9	1/10	2/2	2/2	2/6
4	Medium Machinery Oil ...	1/9	1/11	2/0	2/4	2/4	2/8
5	Heavy Machinery Oil ...	1/11	2/1	2/2	2/6	2/6	2/10
131	Heavy Red Engine Oil ...	2/4	2/6	2/7	2/11	2/11	3/3
132	Medium Red Engine Oil ...	2/2	2/4	2/5	2/9	2/9	3/1
133	Light Red Engine Oil ...	1/11	2/1	2/2	2/6	2/6	2/10
14	Dark Machinery Oil (Heavy body)	1/5	1/7	1/8	2/0	2/0	2/4
14	Dark Machinery Oil (Fluid body)	1/5	1/7	1/8	2/0	2/0	2/4
221	Hydraulic Oil ...	2/7	2/9	2/10	2/2	2/2	2/6
27	Mineral Sperm Oil ...	1/7	1/9	1/10	2/2	2/2	2/6
734	Dark Machinery Oil ...	1/0	1/2	1/3	1/7	1/7	1/11
Cylinder Oils.							
117	600 F.T. Dark Marine Cylinder Oil	2/6	2/8	2/9	3/1	3/1	3/5
8	Special Cylinder Oil ...	2/10	3/0	3/1	3/5	3/5	3/9
9	Diamond Cylinder Oil ...	2/3	2/5	2/6	2/10	2/10	2/2
126	XX Cylinder Oil, Dark Green ...	1/10	2/0	2/1	2/5	2/5	2/9
127	X Cylinder Oil, Dark Green ...	1/8	1/10	1/11	2/3	2/3	2/7
125	Lubroline Cylinder Oil ...	2/5	2/7	2/8	3/0	3/0	3/4
124	Royal Valve Oil ...	2/5	2/7	2/8	3/0	3/0	3/4
Harvesting Oils.							
70	Ruby Harvesting Oil (Reaper)	1/7	1/9	1/10	2/2	2/2	2/6
71	Golden Harvesting Oil (A Binder)	1/7	1/9	1/10	2/2	2/2	2/6
72	Scipper Oil ...	1/10	2/0	2/1	2/5	2/5	2/9
73	Dark Harvesting ...	1/7	1/9	1/10	2/2	2/2	2/6
74	Machinery Castor Oil ...	2/4	2/6	2/7	2/11	2/11	3/3
75	Lubroline Harvesting Oil (Newmill)	1/10	2/0	2/1	2/5	2/5	2/9
11	Lubroline Castorine ...	2/2	2/4	2/5	2/9	2/9	3/1

For 5-Case or 8-drum 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

LEWIS & WHITTY

[10] **LEWIS & WHITTY'S.**

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

Oils – Machinery, Cylinder, Harvesting, Leather, Rosin, Axle, Separator and Refrigerator, Gas Engine, Burning, Compressor, Batching, and Marine. All priced.



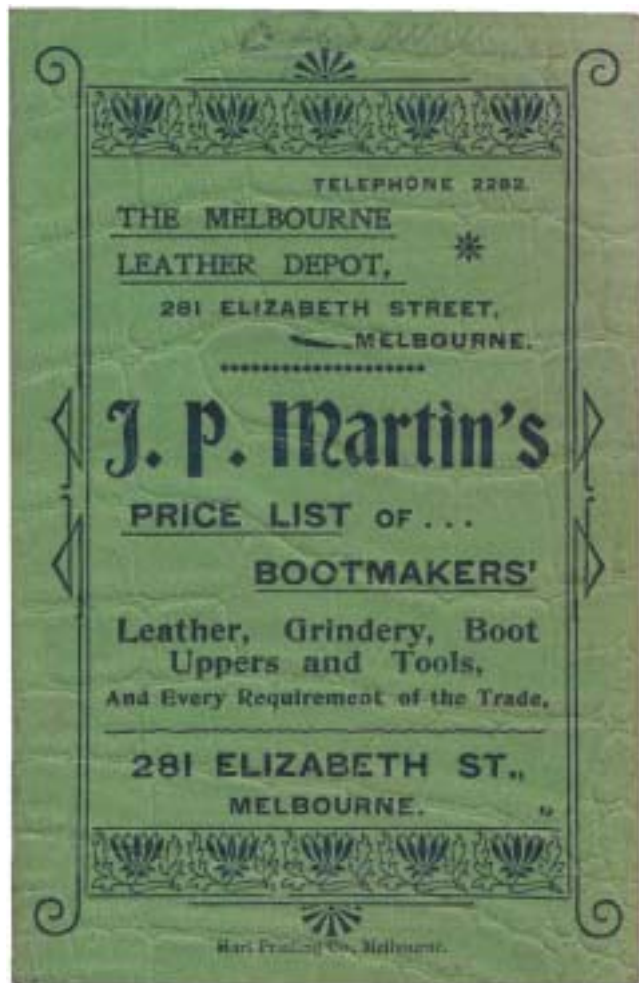
[11] **McMILLAN & Co.**

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.

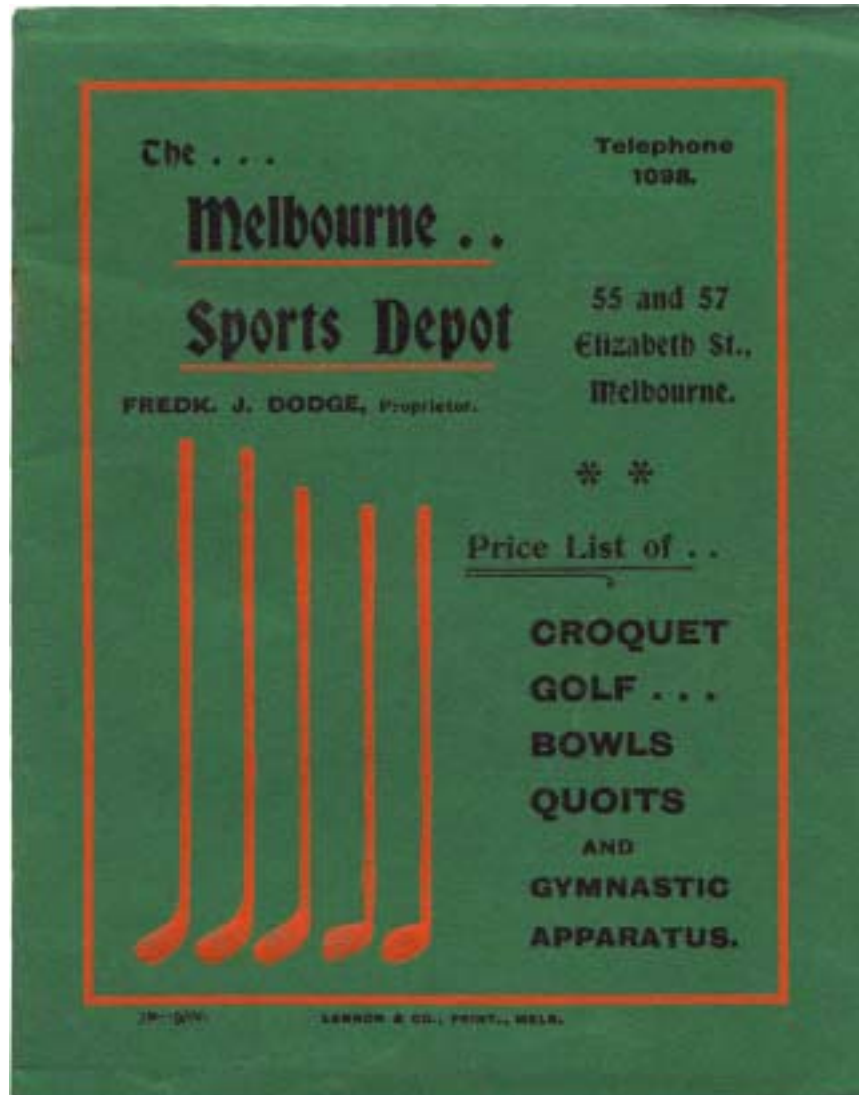


[12] **J.P. MARTIN.**

The Melbourne Leather Depot. Price List of Bootmakers' Leather, Grindery, Boot Uppers and Tools... [wrapper title]. *Melbourne, J.P. Martin, circa 1903.* Small octavo, pp. 24, photographic illustration of the business frontage; original green alligator-grain card titling-wrappers, stapled as issued, about fine. **\$220**

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.



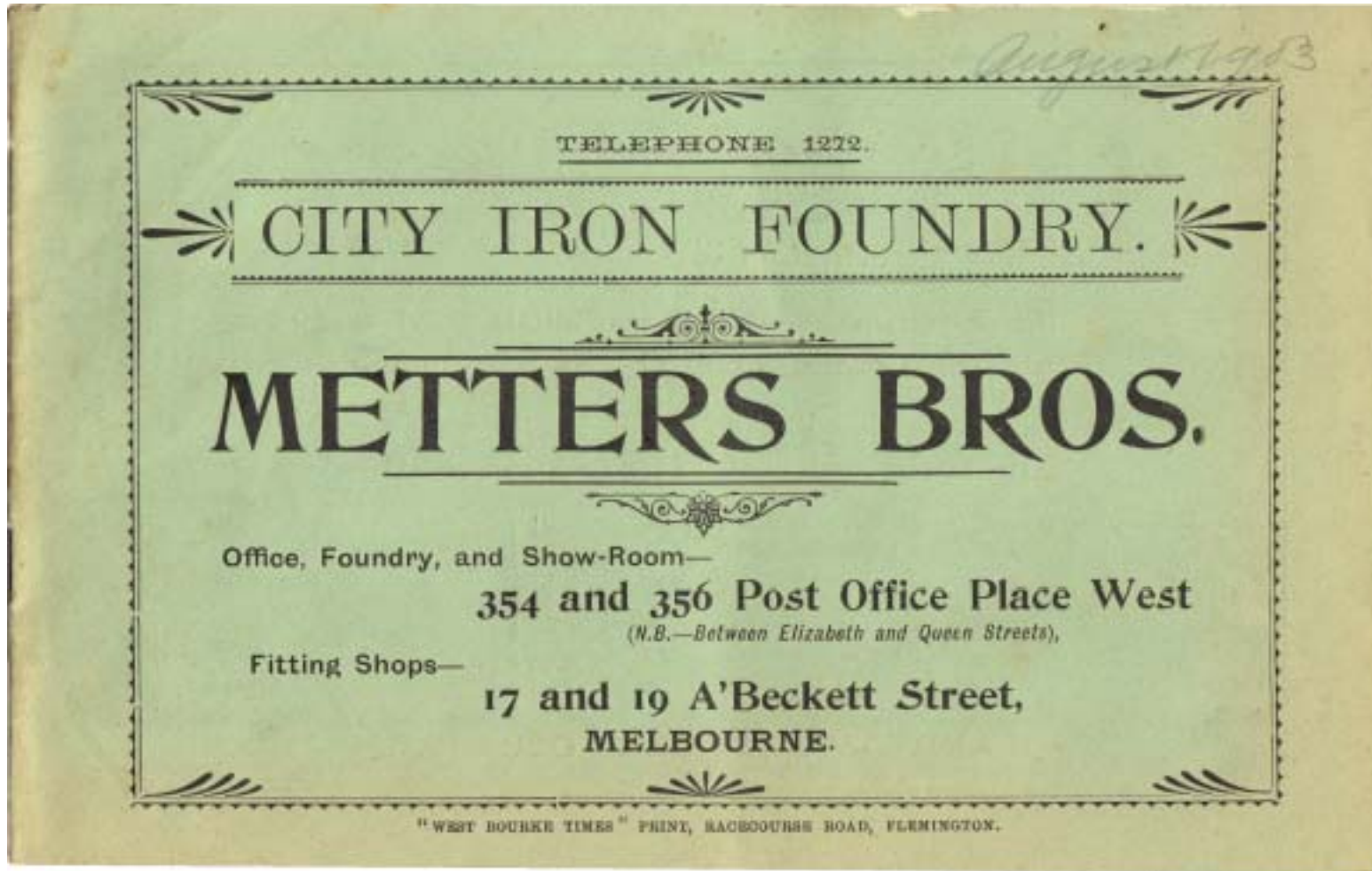


[13] **MELBOURNE SPORTS DEPOT.**

The Melbourne Sports Depot. Price List of Croquet, Golf, Bowls, Quoits and Gymnastic Apparatus [wrapper title]. *Melbourne, Fredk. J. Dodge, (dated in code) September, 1902.* Small square octavo, pp. 16, illustrations; near fine in the attractive original embossed green titling-wrappers printed in red and black. **\$375**

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).



[14] **METTERS BROS.**

City Iron Foundry. Metters Bros. [wrapper title]. Melbourne, Metters Bros., n.d. but circa 1890s. Oblong octavo, pp. 16, richly illustrated; original pale green titling-wrappers, an excellent copy. **\$1750**

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

**MURCHISON'S
SCRUB
EXTERMINATOR**

AND HOW TO USE IT.

WOOL SEASON,

**SKINS,
HIDES,
TALLOW,
BARK,
LEATHER,
GRAIN
BROKERS**

On
Commission
Only.

CAPITAL:
Paid-up - £1,200,000.
Debiture Stock,
Perpetual, £4,000,000.
Making a total
of
£5,200,000.

NEW ZEALAND LOAN & MERCANTILE AGENCY COMPANY LTD.
HEAD OFFICE: LONDON.

Auction Sales
of WOOL every
Thursday and Saturday
throughout the season.

Auction Sales of TALLOW,
HIDES, SHEEPSKINS,
LEATHER, &c., three times a
week throughout the year.

Auction Sales of GRAIN every Wednesday.
One Month's Free Storage allowed.

General Manager for Australia:
DAVID EIDER.

Inspector Pastoral Properties: W.M. OLIVER.
W.H. EADE, Manager.

Wool and Grain Warehouses: SOUTH KENSINGTON.

Offices: COLLINS ST. WEST, MELBOURNE.

Printing Brothers, Printers, 180-181 William Street, Melbourne.

[15] **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.

August 1903

Shearer's



Patent Wrought Steel Plough and Cultivator Shares



Are positively the best for Australian use, being made of Special Steel, carefully treated throughout the whole process of manufacture up to the finished article, without even being subjected to the deteriorating effects of direct contact with coal fires.

THIS scientific treatment of good material is why **SHEARER'S SHARES** will neither break nor bend, and have universally declared to be the best Share for use. With the cultivation of rough, timbered, and stony land it was found that all Shares then in use were too expensive, giving so red of trouble by breaking or bending, and all wearing out too quickly to be used, probably with the lower prices of grain and poorer crops. This first induced Messrs J. & D. SHEARER, who were manufacturing ploughs in experiment with a view of adapting nations, with the result that the now FAMOUS **SHEARER'S** patent **PLOUGH** and **CULTIVATOR SHARES** were invented and brought to the market. But the manufacturers did not stop on their first success, but proceeded with a fixed determination to further increase the durability and usefulness of these Shares, until now **SHEARER'S SHARES** are universally used throughout the Australian States for rough, timbered, and stony land and are rapidly coming into use for ordinary soil.

This unparalleled success has led to many imitations which attempt to be "just as good as Shearer's." But they are not just as good, nor anything near as good. If they were, experience would go for nothing. While we thank these imitators for their most sincere battery in trying to copy us, we caution the farmers who have given us their support in producing positively the **Best Share** for Australian use, to be careful.

SHEARER'S SHARES have not come into general use by advertising, but on their merits alone. It is their **good durability** that has brought them into universal favor, and spread their fame by the farmer in the field notifying to his neighbor the great saving he has effected by using **SHEARER'S SHARES** that has caused the increasing demands for them. These facts are sustained on the evidence of the farmers who have so readily acknowledged their merits. On the following two pages will be found samples of the many Testimonials we have at our disposal.

J. & D. SHEARER, Manufacturers

MANNUM, SOUTH AUSTRALIA.

Advertiser Price, Adelaide. 922

[16] **J. & D. SHEARER MANUFACTURERS.**

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

CABLE ADDRESSES:
METZON, MELBOURNE.
SOMERSET, WELLINGTON.

TELEPHONES:
2019 MELBOURNE.
889 WELLINGTON, N.Z.

TRADE WINNER

Complete Price List

— OF —

CYCLE & MOTOR FITTINGS, AND ACCESSORIES.

SEASON 1903.

HERBERT H. SMITH,

AND AT
FARISH STREET, WELLINGTON, N.Z.



129 KING WILLIAM ST., ADELAIDE.
AGENCY

SOMERSET PLACE

(OFF 340 LITTLE BOURNE STREET.)

MELBOURNE.

E. Wyatt, Printer, 215 Johnston Street, Wellington

[17] **HERBERT H. SMITH.**

Complete Price List of Cycle & Motor Fittings, and Accessories. Season 1903 [wrapper title]. *Melbourne, Herbert. H. Smith, circa 1903.* Octavo, pp. 24; slight stain on the fore-edge but about fine in original red titling-wrappers. **\$185**

Rare: an early cycling catalogue, including products for motor bikes – but not evidently for cars which were then exceptionally rare.



[18] **A. SPOONER and Co.**

Manufacturers of Boot Dressings, Harness Dressings, &c., &c. [cover title]. *Melbourne, A. Spooner and Co. Pty., circa 1903.* Small octavo, bifolium on pink card, about fine. **\$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.



[19] **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.

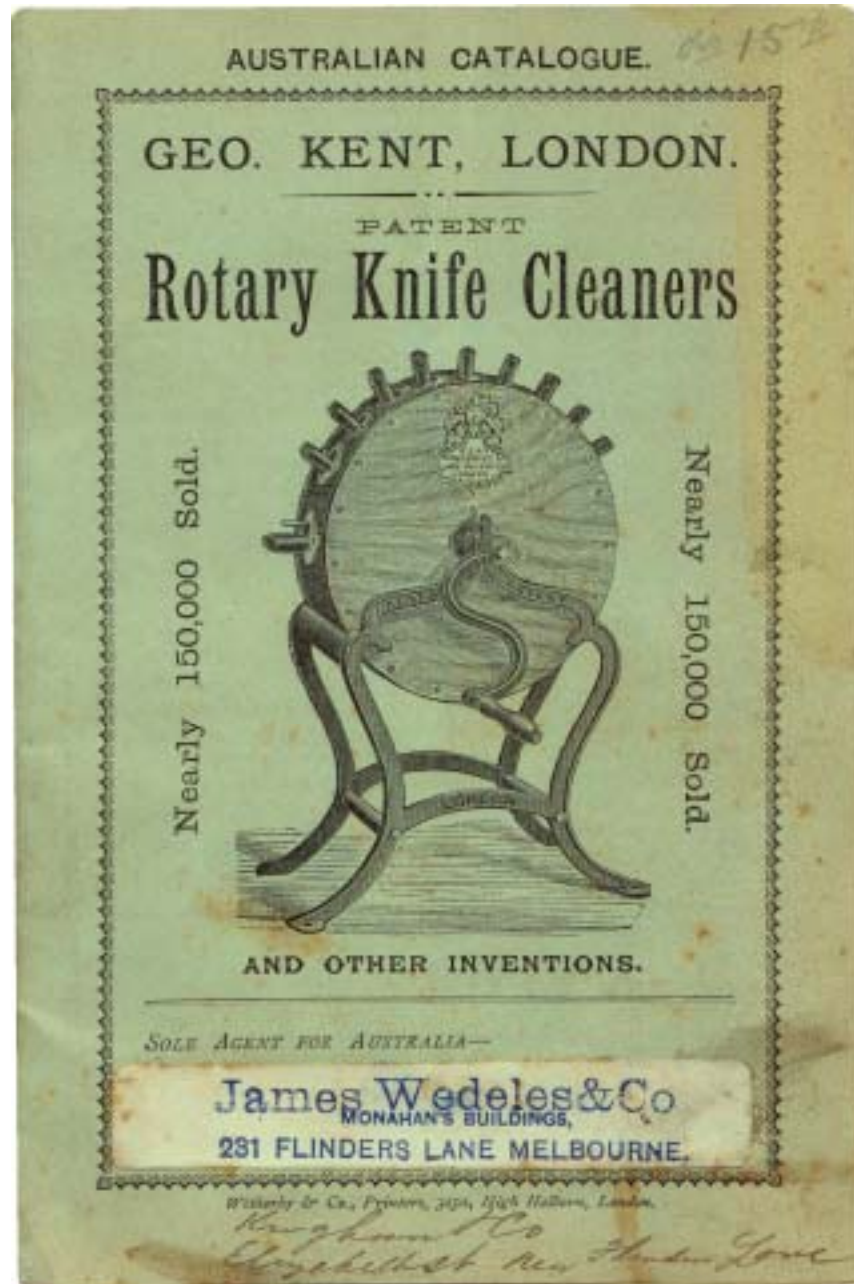


[20] **WALLIS BROS. & Co.**

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.



[21] **JAMES WEDELES & Co.**

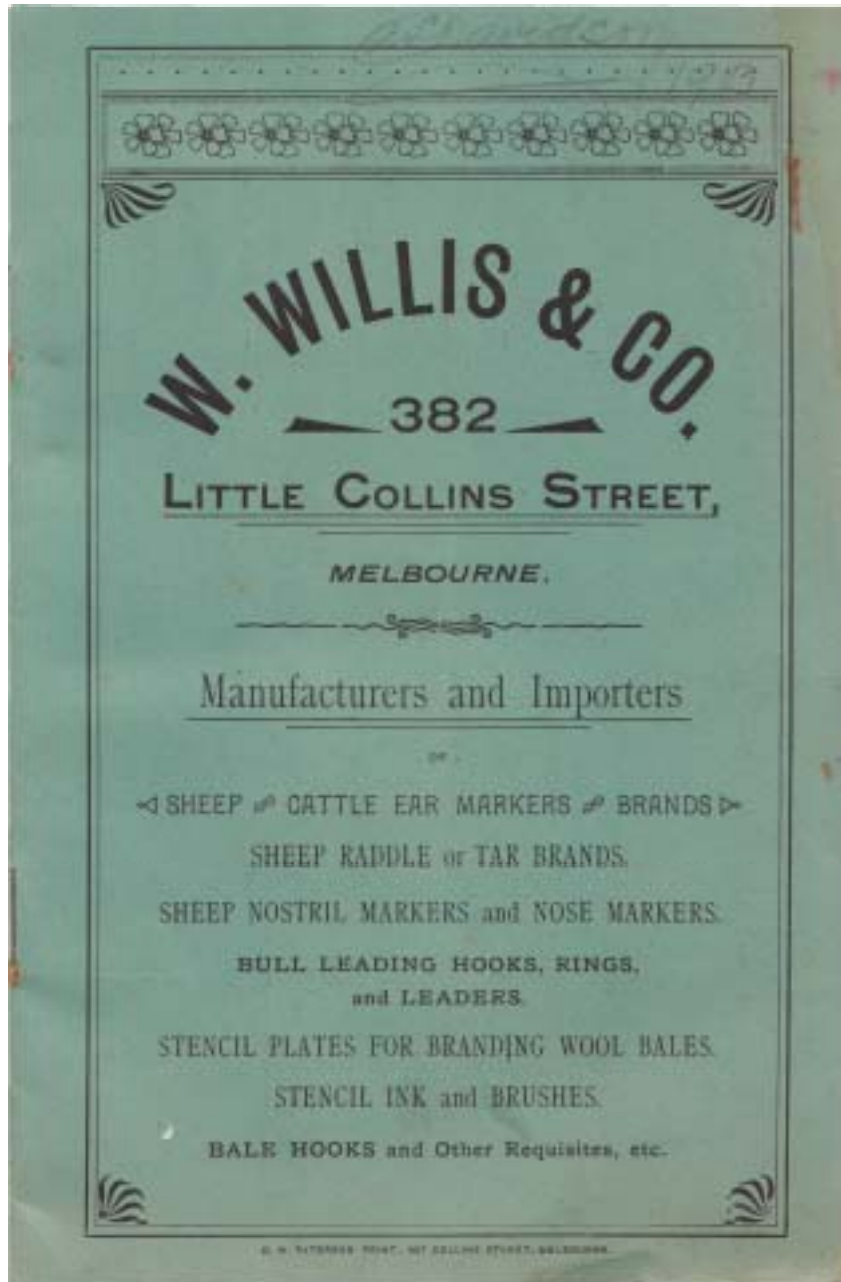
Australian Catalogue. Geo. Kent, London. Patent Rotary Knife Cleaners and other Inventions [wrapper title]. *Cancelling imprint: Melbourne, James Wedeles & Co., printed circa 1886 [but later].* Octavo, pp. 20, illustrated throughout, hand-written stock list tipped in neatly, with the imprint label of Melbourne distributor, James Wedeles & Co. pasted on front wrapper; original illustrated green titling-wrappers, expert paper repair to top edge of back wrapper, a very good copy. **\$195**

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 Wedeles & 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.



[22] **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.

Awarded First Prize, Melbourne International Exhibition, 1880-1.

W. Willis & Co.
 382 LITTLE COLLINS ST.,
 MELBOURNE.
 (Established over 40 Years.)

Manufacturers
Fire Proof Safes = =
 . . . and . . .
Strong Room Doors,
 etc., etc.


STEEL STAMPS, SEALS, RUBBER STAMPS,
 every size and design.

*
 SHEEP and CATTLE EARMARKS,
 and other Squatters' Requisites.

*
 WEIGHING MACHINES and WEIGHBRIDGES
 Repaired and Adjusted in Town and Country.

*
 HORSE TOOTH CUTTERS,
 CATTLE DENORNERS, RASPS, EMASCULATORS,
 and HOOF TESTERS.

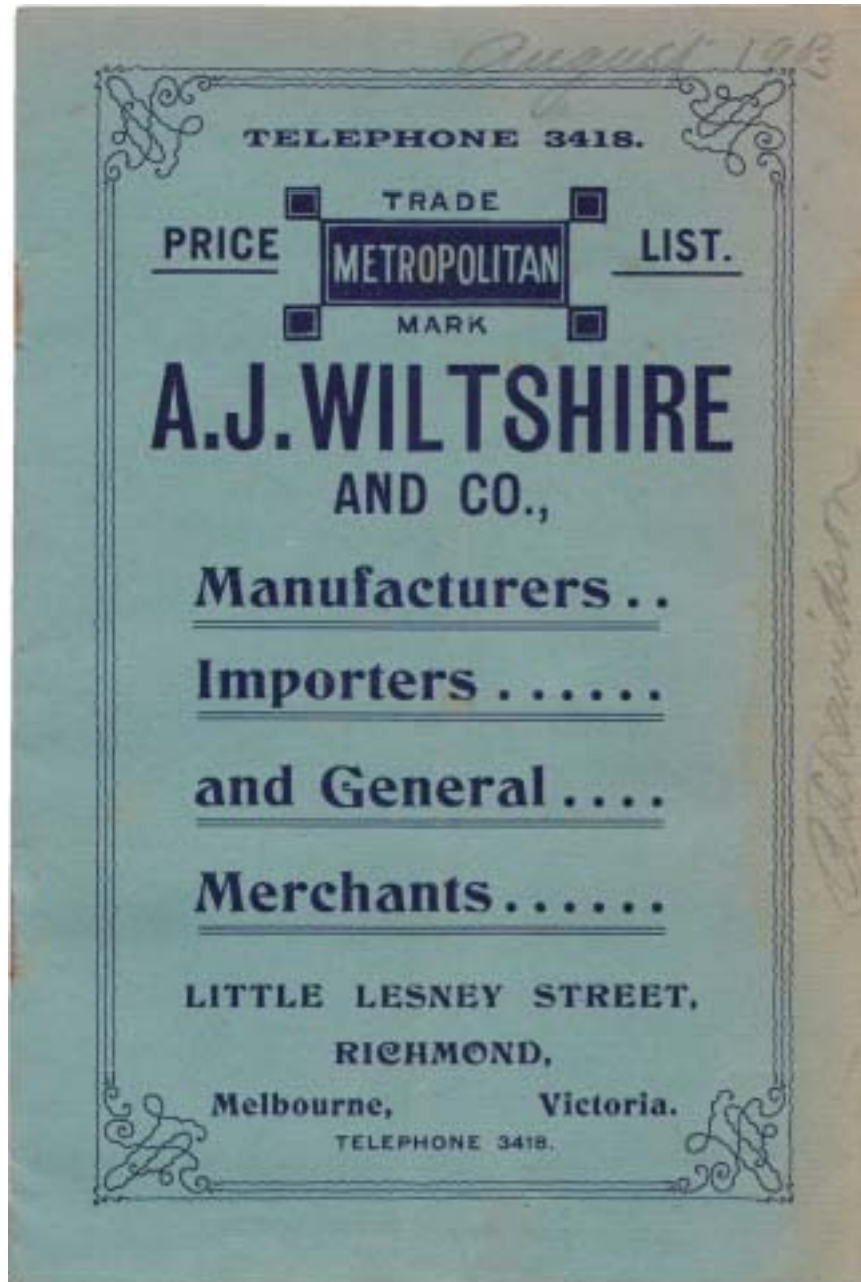
*
 BRANDS of Every Description made to order.



GREEN & SONNET, PRINTERS, MELBOURNE.

[23] **W. WILLIS & Co.**
Manufacturers of Fire Proof Safes and Strong Room Doors, etc. etc... [cover title]. *Melbourne, W. Willis & Co., circa 1900.* Octavo, pp. 8 (including wrappers), printed on pale pink paper, with numerous illustrations; near fine in original self-wrappers **\$275**

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.



[24] **A.J. WILTSHIRE & Co.**

Metropolitan (Trade Mark) Price List. A.J. Wiltshire & Co. Manufacturers, Importers and General Merchants [wrapper title]. Melbourne, A.J. Wiltshire, circa 1903. Octavo, pp. [8], some illustrations; original blue titling-wrappers, a little pale marking. **\$220**

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.

AXLE GREASE, WILTSHIRE'S "METROPOLITAN."
Is a superior grade of a rich yellow colour, being manufactured from the best heavy-bodied Lubricating Oils, will accommodate itself to any kind of Axle.

It comes only 3 sizes. But follow: guaranteed Pure	Per cwt.	5 11
Green.	Per dozen	2 10
AXLE GREASE Large Size.	Per gallon	4 0
Also in 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50.	Per dozen	4 0

CASTOR AXLE OIL.
Is a splendid Lubricating Oil for all kinds of quick running vehicles.

Keolast Quart Bottles	Per dozen	7 0
Quart Tin	Per dozen	8 0
Half Gal. Tin	Per gal.	4 0
1 Gal. Tin 8 in diam.	Per gal.	3 36
2 Gal. Tin 4 in diam.	Per gal.	3 36
3 Gal. Tin 2 in diam.	Per gal.	3 0
Cases, about 40 gal.	Per gal.	1 9

HARNES DRESSING.
Is a brilliant Jet Black Dressing for Harness, Suggy Tops, Saddles, Waggon Covers, and all leather goods. It is universally known throughout the trade.

Keolast Flat Bottles	Per dozen	8 0
Flat Tin	Per dozen	7 0
Quart Tin	Per dozen	11 0
1 Gallon Tin	Per gal.	4 0
4 Gallon Tin	Per gal.	4 0

HARNES OIL, WILTSHIRE'S "METROPOLITAN."
Jet Black, is a splendid oil for preserving all kinds of leather goods.

Keolast Flat Bottles	Per dozen	8 0
Flat Tin	Per dozen	7 0

NEATSFOOT OIL.
Is the Best refined. We recommend it with every confidence.

Quart Tin 8 dozen in case or less.	Per dozen	8 0
Keolast Quart Bottles	Per dozen	3 0
Also Tin, Green and Cans.	Per gal.	2 0

STOCKHOLM TAR.
Is the best on the Market, being carefully refined.

Flat Tin best top.	Per dozen	4 0
Quart Tin best top.	Per dozen	8 0
4 Gallon Tin.	Per gal.	4 0
3 Gallon Green.	Per Gal.	7 0

SOFTSOAP. *Is specially made for saddlers use.*

10 lb. Tin	Per dozen	4 0
25 lb. Tin	Per dozen	7 0
14 lb and 2-1/2 lb. Tin	Per cwt.	10 0
Cases	Per cwt.	11 0

FAT BLACK WILTSHIRE'S "METROPOLITAN"
Is the best for preserving and preserving all kinds of Leathers. It is the only non-soluble that will thoroughly blacken the goods.

Leather Top Tin	Per dozen	8 0
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DRAY OIL.
Is a good Black Heavy-bodied Lubricating Oil. Specially prepared for Heavy Vehicles.

Quart Bottles	Per dozen	2 0
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CONDITION SPICE.
Gives Horses and Cattle a healthy and glossy appearance, also fattens and keeps healthy free from all diseases.

1 lb. Tin	Per dozen	8 0
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DUBBIN, SADDLERS'.
Is excellent for softening Leather.

	Per dozen	8 0
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SADDLERS' BLACK DYE.
Per gal. 2 0

TO PREVENT MISTAKES
 and disappointment when ordering these goods through any Wholesale Warehouse Please Mention
WILTSHIRE'S METROPOLITAN BRAND.

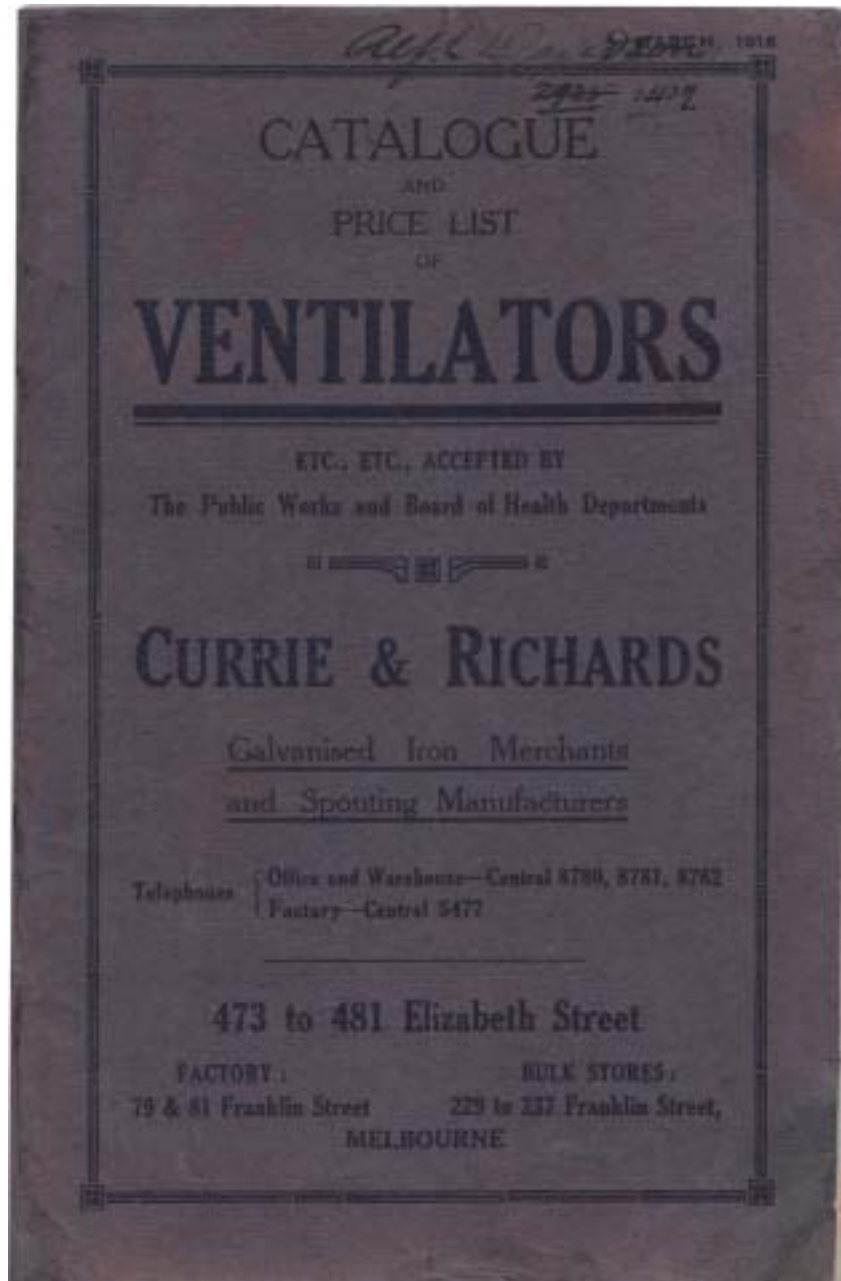
A. J. WILTSHIRE & CO.,
 MANUFACTURERS.
 Little Lesney Street, Richmond, Melbourne, Victoria.

Davidson

[25] **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.

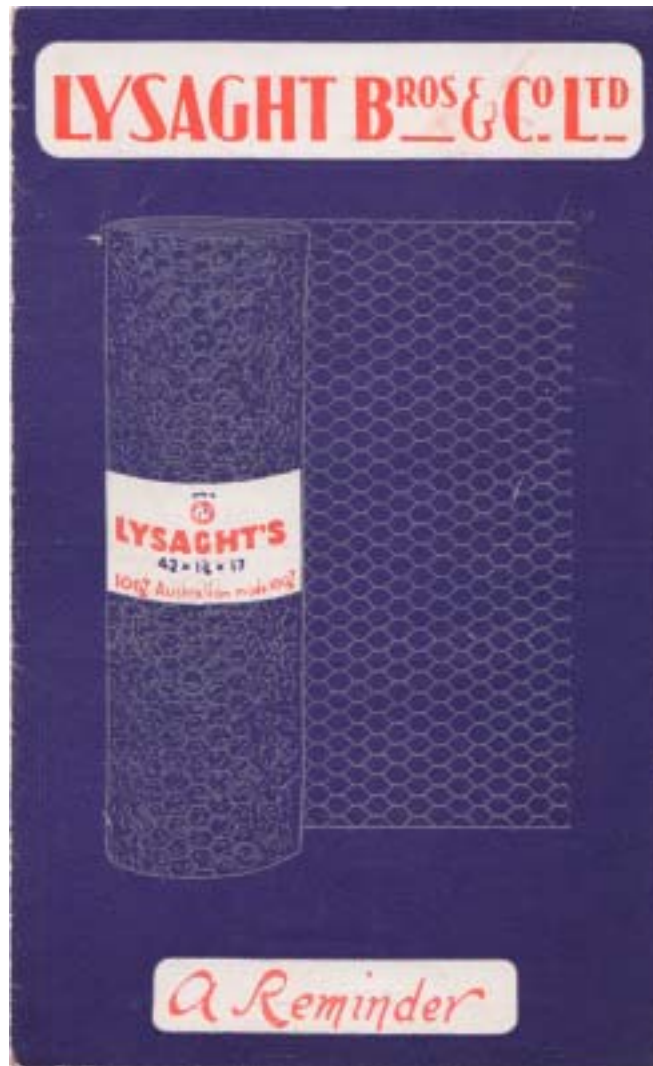


[26] **CURRIE & RICHARDS.**

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.

Commonwealth and State Governments.

Lysaght's Motor Body Sheets

SILVER BRIGHT FINISH.

Used exclusively by

Leading Continental & Australian
Body Builders



Factory Costs show that the extra price
of these Sheets is recouped by the
economy effected in

“WORKING-UP” and “FILLING”

Stocked in 20 and 22 gauge, 6, 7, and 8 feet long
24, 30 and 36 inches wide.

OTHER GAUGES & SIZES ROLLED TO ORDER.

[28] **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.



[29] **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 —

Waterproof Cement Render and Waterproof Concrete

Using —

NONPORITE No. 2 PASTE — a standard all-purpose waterproofer for use above or below grade
NONPORITE No. 3 LIQUID for sub-grade work.

DIRECTIONS —

RENDER — The areas to be treated to be thoroughly cleaned, freshly revealed by hacking, and saturated with water. First apply a grout coat of neat cement, mixed with water to a heavy paste. This is applied to the walls with a brush, and to the floors with a wire brush.

WALLS — To the freshly applied grout coat, a rendering consisting of 1 part of cement $2\frac{1}{2}$ parts of sand, with one quart of Nonporite No. 2 Paste (or No. 3 Liquid) to every cubic foot (94 lb.) bag of cement used, is applied in two separate $\frac{1}{2}$ in. coats.

First thoroughly mix the cement and sand dry, add the Nonporite No. 2 Paste (or No. 3 Liquid) Waterproofer in the required quantity to the gauging water. The first coat to be well saturated and kept damp, and the second coat to be applied within 24 hours.

A lap joint to be allowed between the first coat and the second coat where joints are to be formed after a days work.

FLOORS — In the case of floors, apply a 1 in. topping in 2 coats each $\frac{1}{2}$ in. thick. Use a mix consisting of 1 part of cement and 3 parts of sand or, preferably, graded $\frac{1}{2}$ in. bluestone screenings, waterproofed with Nonporite No. 2 Paste (or No. 3 Liquid) in the proportion of 1 quart to each cubic foot (94 lb.) bag of cement used, as described under "Walls."

Expansion Joints — Expansion joints to be inserted at 3 feet to 9 feet intervals.

Curing — It is important that the rendering on the walls and floors be properly cured by keeping damp for at least 4 hours after the initial set has taken place.

CONCRETE — The concrete of specified gauge, usually 1 : 2 : 4, to be waterproofed by the addition of Nonporite No. 2 Paste (or No. 3 Liquid). Add the Waterproofer to the gauging water in the proportion of 1 quart to each cubic foot (94 lb.) bag of cement used. Excess water must be avoided.

Construction Joints — The joints to be freshly revealed, dampened and grout coated prior to pouring.

Curing — The concrete to be thoroughly cured as described under "render."

NONPORITE PTY. LTD.

Manufacturers and Contractors

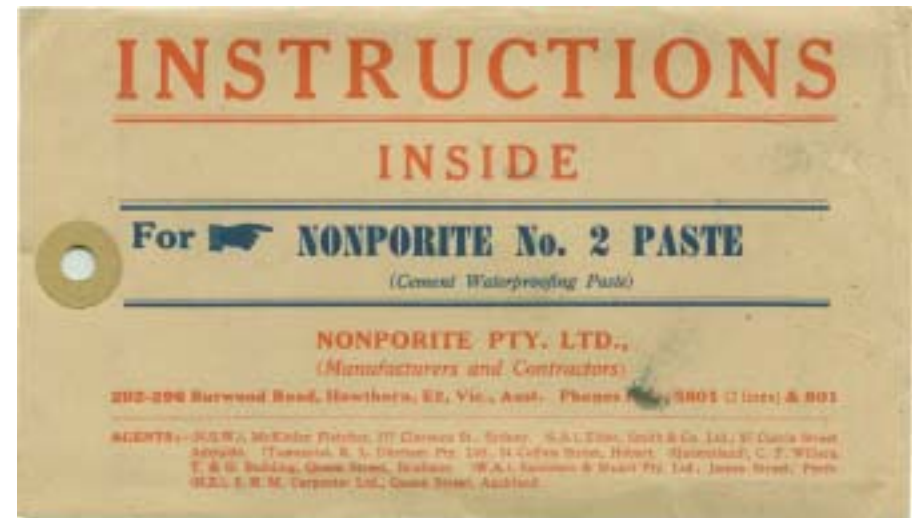
Registered Office — 292-296 Burwood Road, Hawthorn, E.2, Vic. Phone Haw. 5801-2 & 801

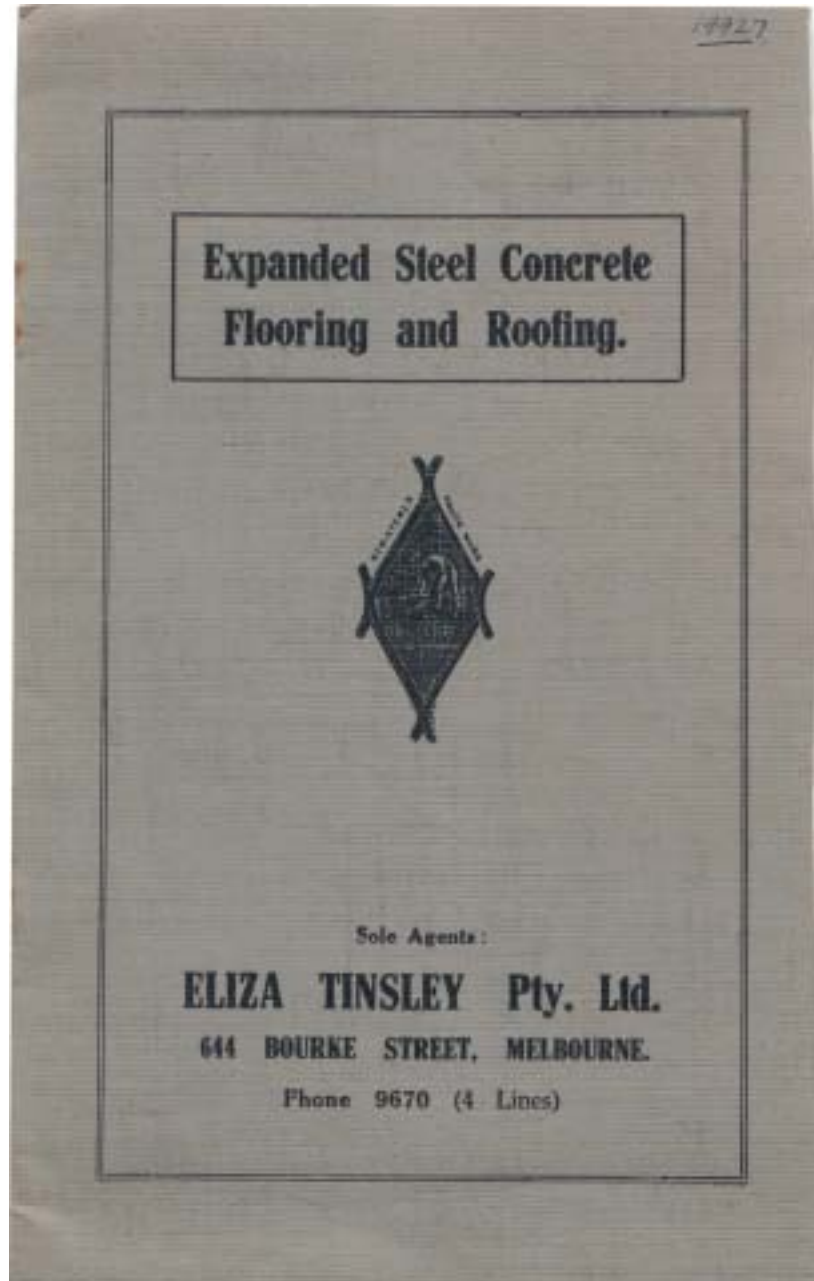
Agents in all States of the Commonwealth and New Zealand

[30] **NONPORITE Pty Ltd.**

Instructions Inside 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. **\$110**

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.

JOHN ZEVENBOOM & CO., BRUSH MANUFACTURERS

HOUSEHOLD BROOMS.

With Handles.



20. Wire Drawn, for Asphalt, Lawn or Drain. 1 2 per doz.

HANDY BROOMS

20a. With Handles per doz.
20b. Machine Made

BASSINE BROOMS.

Made on Hair Broom Stocks.



4 6 8 10 18in. 24in. 30in. 36in.

21.

FLAT DUST or SWEEP'S BRUSHES.



22. Ordinary per doz.
All Hair

233-235 ELIZABETH STREET, MELBOURNE

[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.