




# Navajo Trader

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## Navajo Trader:

*Navajo Trader* Gladwell Richardson, 1986-10-01 Gladwell Toney Richardson came from a long line of Indian traders and published nearly three hundred western novels under pseudonyms like Maurice Kildare His forty years of managing trading posts on the Navajo Reservation are now recalled in this colorful memoir Navajo Trading Willow Roberts Powers, 2002-11 This overview is the first to examine trading in the last quarter of the twentieth century when changes in both Navajo and white cultures led to the investigation of trading practices by the Federal Trade Commission resulting in the demise of most traditional trading posts **Navajo Trader** Gladwell Richardson, 1991-07-01 Gladwell Toney Richardson came from a long line of Indian traders and published nearly three hundred western novels under pseudonyms like Maurice Kildare His forty years of managing trading posts on the Navajo Reservation are now recalled in this colorful memoir The Trading Post System on the Navajo Reservation United States. Federal Trade Commission, 1973 The trading post system History The historical role of credit The modern trading post Legal status of the trader Multiple roles of the trader Geographical monopoly Credit Abusive trading practices Off reservation problems Responsibility Bureau of Indian Affairs The Navajo tribe State action Recommendations Appendices **Traders, Agents, and Weavers** Robert S. McPherson, 2020-03-12 For travelers passing through northern Navajo country the desert landscape appears desolate The few remaining Navajo trading posts once famous for their bustling commerce seem unimpressive Yet a closer look at the economic and creative activity in this region which straddles northeastern Arizona northwestern New Mexico and southeastern Utah belies a far more interesting picture In *Traders Agents and Weavers* Robert S McPherson unveils the fascinating and at times surprising history of the merging of cultures and artistic innovation across this land McPherson the author of numerous books on Navajo and southwestern history narrates here the story of Navajo economic and cultural development through the testimonies of traders government agents tribal leaders and accomplished weavers For the first half of the twentieth century trading posts dominated the Navajo economy in northwestern New Mexico McPherson highlights the Two Grey Hills post and its sister posts Toadlena and Newcomb which encouraged excellence among weavers and sold high quality rugs and blankets Parallel to the success of the trading industry was the establishment of the Northern Navajo or Shiprock Agency and Boarding School The author explains the pivotal influence on the area of the agency's stern and controversial founder William T Shelton known by Navajos as Tall Leader Through cooperation with government agents American settlers and traders Navajo weavers not only succeeded financially but also developed their own artistic crafts Shunning the use of brightly dyed yarn and opting for the natural colors of sheep's wool these weavers primarily women developed an intricate style that has few rivals Eventually economic shifts including oil drilling and livestock reduction eroded the traditional Navajo way of life and led to the collapse of the trading post system Nonetheless as McPherson emphasizes Navajo weavers have maintained their distinctive style and method of production to this day Hubbell Trading Post Erica Cottam, 2015-09-22

For more than a century trading posts in the American Southwest tied the U S economy and culture to those of American Indian peoples and in this capacity Hubbell Trading Post founded in 1878 in Ganado Arizona had no parallel This book tells the story of the Hubbell family its Navajo neighbors and clients and what the changing relationship between them reveals about the history of Navajo trading Drawing on extensive archival material and secondary literature historian Erica Cottam begins with an account of John Lorenzo Hubbell who was part Hispanic part Anglo and wholly brilliant and charismatic She examines his trading practices and the strategies he used to meet the challenges of Navajo exchange customs and a seasonal trading cycle Tracing the trading post s affairs through the upheavals of the twentieth century Cottam explores the growth of tourism the development of Navajo weaving the automobile s advent and the Hubbells relationship with the Fred Harvey Company She also describes the Hubbell family s role in providing Navajo and Hopi demonstrators for world s fairs and other events and in supplying museums with Native artifacts Acknowledging the criticism aimed at the Hubbell family for taking advantage of Navajo clients Cottam shows the family s strengths their integrity as business operators and the warm friendships they developed with customers and with the artists writers archaeologists politicians and tourists attracted to Navajo country by its unparalleled landscapes and fascinating peoples Cottam traces the preservation efforts of Hubbell s daughter in law after the Great Depression and World War II fundamentally altered the trading post business and concludes with the post s transition to its present status as a National Park Service historic site

Patterns of Exchange Teresa Wilkins,2008 The Navajo rugs and textiles that people admire and buy today are the result of many historical influences particularly the interaction between Navajo weavers and the traders who guided their production and controlled their sale John Lorenzo Hubbell and other late nineteenth century traders were convinced they knew which patterns and colors would appeal to Anglo American buyers and so they heavily encouraged those designs In Patterns of Exchange Teresa J Wilkins traces how the relationships between generations of Navajo weavers and traders affected Navajo weaving The Navajos valued their relationships with Hubbell and others who operated trading posts on their reservation As a result they did not always see themselves as exploited victims of a capitalist system Rather because of Navajo cultural traditions of gift giving and helping others the artists slowly adapted some of the patterns and colors the traders requested into their own designs By the 1890s Hubbell and others commissioned paintings depicting particular weaving styles and encouraged Navajo weavers to copy them reinforcing public perceptions of traditional Navajo weaving Even the Navajos came to revere certain designs as the weaving of the ancestors Enhanced by numerous illustrations including eight color plates this volume traces the intricate play of cultural and economic pressures and personal relationships between artists and traders that guided Navajo weavers to produce textiles that are today emblems of the Native American Southwest Winner Multi cultural Subject New Mexico Book Awards

**Working the Navajo Way** Colleen O'Neill,2005-10-20 The Dine have been a pastoral people for as long as they can remember but when livestock reductions in the New Deal era forced many into the labor market some scholars felt

that Navajo culture would inevitably decline Although they lost a great deal with the waning of their sheep centered economy Colleen O Neill argues that Navajo culture persisted O Neill s book challenges the conventional notion that the introduction of market capitalism necessarily leads to the destruction of native cultural values She shows instead that contact with new markets provided the Navajos with ways to diversify their household based survival strategies Through adapting to new kinds of work Navajos actually participated in the reworking of modernity in their region weaving an alternate culturally specific history of capitalist development O Neill chronicles a history of Navajo labor that illuminates how cultural practices and values influenced what it meant to work for wages or to produce commodities for the marketplace Through accounts of Navajo coal miners weavers and those who left the reservation in search of wage work she explores the tension between making a living the Navajo way and working elsewhere Focusing on the period between the 1930s and the early 1970s a time when Navajos saw a dramatic transformation of their economy O Neill shows that Navajo cultural values were flexible enough to accommodate economic change She also examines the development of a Navajo working class after 1950 when corporate development of Navajo mineral resources created new sources of wage work and allowed former migrant workers to remain on the reservation Focusing on the household rather than the workplace O Neill shows how the Navajo home serves as a site of cultural negotiation and a source for affirming identity Her depiction of weaving particularly demonstrates the role of women as cultural arbitrators providing mothers with cultural power that kept them at the center of what constituted Navajo ness Ultimately Working the Navajo Way offers a new way to think about Navajo history shows the essential resilience of Navajo lifeways and argues for a more dynamic understanding of Native American culture overall

**A New Deal for Navajo Weaving** Jennifer McLerran,2022-05-10 A New Deal for Navajo Weaving provides a detailed history of early to mid twentieth century Din weaving projects by non Natives who sought to improve the quality and marketability of Navajo weaving but in so doing failed to understand the cultural significance of weaving and its role in the lives of Din women By the 1920s the durability and market value of Din weavings had declined dramatically Indian welfare advocates established projects aimed at improving the materials and techniques Private efforts served as models for federal programs instituted by New Deal administrators Historian Jennifer McLerran details how federal officials developed programs such as the Southwest Range and Sheep Breeding Laboratory at Fort Wingate in New Mexico and the Navajo Arts and Crafts Guild Other federal efforts included the publication of Native natural dye recipes the publication of portfolios of weaving designs to guide artisans and the education of consumers through the exhibition of weavings aiding them in their purchases and cultivating an upscale market McLerran details how government officials sought to use these programs to bring the Din into the national economy instead these federal tactics were ineffective because they marginalized Navajo women and ignored the important role weaving plays in the resilience and endurance of wider Din culture *Traders, Agents, and Weavers* Robert S. McPherson,2020-03-12 For travelers passing through northern Navajo country the desert

landscape appears desolate The few remaining Navajo trading posts once famous for their bustling commerce seem unimpressive Yet a closer look at the economic and creative activity in this region which straddles northeastern Arizona northwestern New Mexico and southeastern Utah belies a far more interesting picture In *Traders Agents and Weavers* Robert S McPherson unveils the fascinating and at times surprising history of the merging of cultures and artistic innovation across this land McPherson the author of numerous books on Navajo and southwestern history narrates here the story of Navajo economic and cultural development through the testimonies of traders government agents tribal leaders and accomplished weavers For the first half of the twentieth century trading posts dominated the Navajo economy in northwestern New Mexico McPherson highlights the Two Grey Hills post and its sister posts Toadlena and Newcomb which encouraged excellence among weavers and sold high quality rugs and blankets Parallel to the success of the trading industry was the establishment of the Northern Navajo or Shiprock Agency and Boarding School The author explains the pivotal influence on the area of the agency's stern and controversial founder William T Shelton known by Navajos as Tall Leader Through cooperation with government agents American settlers and traders Navajo weavers not only succeeded financially but also developed their own artistic crafts Shunning the use of brightly dyed yarn and opting for the natural colors of sheep's wool these weavers primarily women developed an intricate style that has few rivals Eventually economic shifts including oil drilling and livestock reduction eroded the traditional Navajo way of life and led to the collapse of the trading post system Nonetheless as McPherson emphasizes Navajo weavers have maintained their distinctive style and method of production to this day

*Thomas Varker Keam* Laura Graves, 2016-11-18 Thomas Varker Keam owned and operated a trading post in Keams Canyon Arizona Territory from 1874 to 1902 He was the first trader to develop American Indian arts and crafts as part of his business and the first to suggest that Native artists modify their techniques to increase sales Keam had a major impact on the evolution of Hopi pottery Involved in early archaeological work in the Southwest Keam was the first trader to develop lucrative contacts with museum curators and anthropologists He sold enormous collections to the Smithsonian Institution the Field Museum and the Peabody Museum as well as several European institutions An advocate for the Indians Keam represented the Hopis and Navajos in confrontations with the U S government over civilizing programs between 1869 and 1902 when the Indians tried to maintain their political and cultural independence Thomas Varker Keam revised Indian trading so that he and American Indian artists profited

**Hubbell Trading Post** Erica Cottam, 2015-09-22 For more than a century trading posts in the American Southwest tied the U S economy and culture to those of American Indian peoples and in this capacity Hubbell Trading Post founded in 1878 in Ganado Arizona had no parallel This book tells the story of the Hubbell family its Navajo neighbors and clients and what the changing relationship between them reveals about the history of Navajo trading Drawing on extensive archival material and secondary literature historian Erica Cottam begins with an account of John Lorenzo Hubbell who was part Hispanic part Anglo and wholly brilliant and charismatic She examines his

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Berkowitz,2011-05-15 This is the story of Billy Gene Malone and the end of an era Malone lived almost his entire life on the Navajo Reservation working as an Indian trader the last real Indian trader to operate historic Hubbell Trading Post In 2004 the National Park Service NPS launched an investigation targeting Malone alleging a long list of crimes that were similar to Al Capone In 2005 federal agent Paul Berkowitz was assigned to take over the year and a half old case His investigation uncovered serious problems with the original allegations raising questions about the integrity of his supervisors and colleagues as well as high level NPS managers In an intriguing account of whistle blowing Berkowitz tells how he bypassed his chain of command and delivered his findings directly to the Office of the Inspector General *Rehabilitation of Navajo and Hopi Indians* United States. Congress. Senate. Committee on Interior and Insular Affairs,1948 Considers 80 S 2363

Navajoland Trading Post Encyclopedia klara kelley,Harris Francis,2018-09-30 Survey of Conditions of the Indians in the United States: Navajos in Arizona and New Mexico United States. Congress. Senate. Committee on Indian Affairs,1932

**Arizona's Historic Trading Posts** Carolyn O'Bagy Davis,2014 On the sparsely settled Arizona reservation lands trading posts were important centers for commerce as well as social gathering destinations With a subsistence economy the posts offered opportunities to trade sheep wool and crafts for necessities such as flour coffee sugar known as sweet salt and tools Most often traders were Anglos living as partners among their Indian neighbors They often were the only contact with the outside culture and their stores provided an outlet for local arts such as rugs pottery baskets and jewelry Traders helped with correspondence transportation and sickness and they even buried the dead Trading posts were the sites of marriages and murders they were destinations for artists scientists and adventurous tourists With the coming of roads and automobiles trading posts have all but disappeared but the stories and photographs shared in this volume offer a glimpse into a vanishing time in the Southwest **Navajo Land, Navajo Culture** Robert S. McPherson,2001 In *Navajo Land Navajo Culture* Robert S McPherson presents an intimate history of the Din or Navajo people of southeastern Utah Moving beyond standard history

by incorporating Native voices the author shows how the Dine s culture and economy have both persisted and changed during the twentieth century As the dominant white culture increasingly affected their worldview these Navajos adjusted to change took what they perceived as beneficial and shaped or filtered outside influences to preserve traditional values With guidance from Navajo elders McPherson describes varied experiences ranging from traditional deer hunting to livestock reduction from bartering at a trading post to acting in John Ford movies and from the coming of the automobile to the burgeoning of the tourist industry Clearly written and richly detailed this book offers new perspectives on a people who have adapted to new conditions while shaping their own destiny      **American Nations** Frederick Hoxie, Peter Mancall, James Merrell, 2020-11-25 This volume brings together an impressive collection of important works covering nearly every aspect of early Native American history from contact and exchange to diplomacy religion warfare and disease      *Diné* Peter Iverson, 2002-08-28 This comprehensive narrative traces the history of the Navajos from their origins to the beginning of the twenty first century Based on extensive archival research traditional accounts interviews historic and contemporary photographs and firsthand observation it provides a detailed up to date portrait of the Din past and present that will be essential for scholars students and interested general readers both Navajo and non Navajo As Iverson points out Navajo identity is rooted in the land bordered by the four sacred mountains At the same time the Navajos have always incorporated new elements new peoples and new ways of doing things The author explains how the Din remember past promises recall past sacrifices and continue to build upon past achievements to construct and sustain North America s largest native community Provided is a concise and provocative analysis of Navajo origins and their relations with the Spanish with other Indian communities and with the first Anglo Americans in the Southwest Following an insightful account of the traumatic Long Walk era and of key developments following the return from exile at Fort Sumner the author considers the major themes and events of the twentieth century including political leadership livestock reduction the Code Talkers schools health care government economic development the arts and athletics Monty Roessel Navajo an outstanding photographer is Executive Director of the Rough Rock Community School He has written and provided photographs for award winning books for young people



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