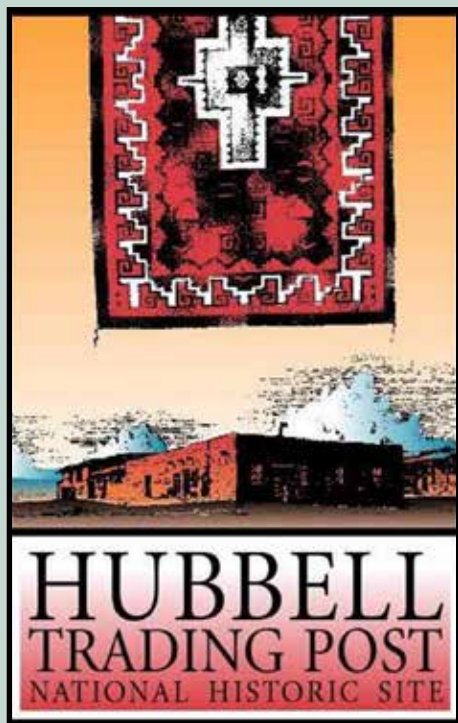


# Friends of Hubbell Trading Post Newsletter

■ Issue No 17   ■ Fall   ■ 2022



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### CHAIRMAN'S REPORT

Our two auctions in 2022 (May and September) produced record setting numbers for both sales and donated items. Total for the year (2022) in sales came to \$321k of which \$20k went into donations for the Friends of Hubbell Scholarship fund. Our number of lots sold also surpassed the 50% mark in each auction.

After our return to Gallup in 2022, we look forward to seeing you on May 6th, 2023, at the Gallup Community Center for our initial 2023 auction.

Volunteers are always welcome. If you want to get a close up look of the workings of our auctions, we would love to have you volunteer.

Let us know of your interest through our website located within this newsletter. Help is needed both at intake prior to the auction as well as on Saturday during the auction.

Through 2022 we had the very capable and helpful children from the Manuelito Children's Home serve as rug runners. We hope to have them back in 2023.

Our board and scholarship committee are investigating adding post graduate scholarships to our awards in August 2023. We thank our consistent and very generous buyers and donors for their continued donations year after year to fund these scholarships. Friends of Hubbell has NEVER missed a year of awarding scholarships since we began keeping records in 1994.

Our online auctions are also gaining steam and we hope to produce several online buying opportunities in 2023. Stay Tuned.

See you in 2023. No sitting on your hands. Buy what you like, love what you buy.

Frank Kohler  
Chairman FoH



Frank Kohler  
Chairman FoH



## FRIENDS OF HUBBELL EXPANDS SCHOLARSHIP PROGRAM

At its September 2022 meeting, the Friends of Hubbell Board of Directors added another tribe and expanded potential scholarship offerings to deserving Native American students pursuing graduate studies.

The board added college students from the Southern Ute tribe to the list of tribes accepted for scholarship applications. In addition to the Southern Ute tribe, students from the Acoma, Hopi, Laguna, Navajo, Zuni are also eligible to apply and compete for scholarship assistance. As long as students are members of one of these six tribes, selected college students can attend any college or university.

In 2023, the Friends of Hubbell will begin accepting applications from graduate school students. Recipients of Friends of Hubbell graduate school scholarships will receive a \$3,000 award.

During 2022, Friends of Hubbell awarded scholarships to eight deserving Native American college students. Since the inception of the College Scholarship Program in 2004, Friends of Hubbell has awarded more than \$300,000 in scholarship money.

### WHERE CAN COLLEGE STUDENTS FIND INFORMATION AND COPIES OF THE FRIENDS OF HUBBELL SCHOLARSHIP APPLICATION for 2023?

Our website: <https://friendsofhubbell.org/scholarships/>

*“Click to Download the application Document.” (Adobe pdf.) If you have further questions, even those questions can be answered.*

*We are looking forward to receiving your application, for next year.*

***Deadline, June 17, 2023.***



Scholarship recipients Elizabeth R. Lukee (Fine Arts Major, Institute of American Indian Arts) and Matthew A. Goodenough (Mechanical Engineering, New Mexico State) speak to the auction audience



## SEPTEMBER 2022 AUCTION



### Thank you for a successful September auction

Thank you for making the Friends of Hubbell September 2022 auction a great success. More than 200 lots were gaveled "sold" with sales topping \$133,000. Native artists benefitted to the tune of more than \$95,500 for their items that were sold. The Friends of Hubbell scholarship fund reaped a gain of over \$12,500 from auction sales and other revenue producing initiatives.



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## Native American Art Auction May 6, 2023

**Gallup Community Center  
Gallup, New Mexico**

**Preview 9:00 - 11:30 AM MST  
Auction 12:00 - 5:00 PM MST**

Look for additional information in the  
next newsletters.



## Vendor Tables

Just a reminder that vendor tables can be rented for \$40 for May 6, 2023 auction. There are approximately 20 tables available for those that get their deposits in first. Please contact Mr. Jeff Clark at [clarke\\_jeff@yahoo.com](mailto:clarke_jeff@yahoo.com) for additional details.

## Post Auction Sales

Once an item has gone through the auction, if the item did not sell and has been returned to the artist after being processed out of the Friends of Hubbell system, the artists are free to negotiate with traders / buyers on a sale price. At that point, the transaction is between the artist and buyer.



## NEWS FROM THE BOARD OF DIRECTORS

### Native American Artists Benefit Directly from Friends of Hubbell Auctions

Since Friends of Hubbell's 2004 auctions, approximately \$4,000,000 in Native American goods have been sold with 85%, approximately \$3,400,000, going directly to the artists.

### Weaver & Carver Demonstrations at Auctions

Friends of Hubbell Spring and Fall Auctions now feature weaving and carving demonstrations during the pre-auction sign-in and viewing hours.

### Friends of Hubbell Auctions Promote Gallup Tourism

For the sixth consecutive year, Friends of Hubbell received a grant from the City of Gallup. For the September 2022 auction Friends of Hubbell received a \$5,600 grant from Gallup.

### New Agreement with Burnham Auctioneering

Friends of Hubbell has a renewed agreement in place with R.B. Burnham and Company with Austin Burnham and Kary Dunham now onboard as auctioneers.

### Manuelito Childrens Home Continues Auction Support

Manuelito Childrens Home of Gallup continued its support of our auctions. The children provide tireless logistical support displaying and running auction items for the audience. The home provides both home and schooling for some 20 children, ages 6 to 16. For more information on the Home and School, visit their website: [MNCH.org](http://MNCH.org) or you can also look them up on Facebook. Their address:

Manuelito Children's Home and Gallup Christian School  
PO Box 58  
Gallup, NM 87305  
Phone: (505) 863-5530





## INDIAN TRADERS FORGED A CRITICAL LINK BETWEEN NATIVE AMERICAN AND WHITE CULTURES REFLECTIONS FROM A BY-GONE ERA

Tom Surface, Friends of Hubbell

### Part 1 of a multi-part series

In the heyday to the Hollywood westerns, trading post operators were often portrayed as the sleazy instigators of fights between the Indians and white settlers. They were depicted as unscrupulous merchants peddling firearms and firewater to the young warriors, all done to make a buck.

There were certainly a few “bad apples” in the batch, but that was really the exception to rule as most traders of the 1800s and early 1900s did much to help support the Native way of life and promote assimilation with the Anglo civilization that was rapidly expanding from the east.

The late Arizona Senator Barry Goldwater wrote that from as far back as 1878 when Lorenzo Hubbell journeyed from the east to establish his first trading post on the Navajo Nation at Ganado, AZ, “traders

and their trading posts were the primary contact between Indians and whites.” Traders exchanged merchandise and food that the Indians wanted for rugs, jewelry and other native handicrafts. The first trade items were coffee, salt and sugar. Later, they became interested in trading for other produce and food items such as vegetables as well as clothing and kerosene. During this time, trading posts themselves started to evolve from shacks with dirt floors to modern stores that have evolved into today’s modern supermarkets and convenience stores. Goldwater wrote that the Cameron Trading Post, that when established in 1916 by the Richardson family, began as a handful of tents and huts. But by the late 1980’s the rudimentary post had grown into a substantial community serving the approaches to the Grand Canyon, Page, Lake Powell and the road to Tuba City and Monument Valley.



Navajo Trading Post early 1900s



Keams Canyon (Hopi) Trading Post in the 1880s (Originally owned by Lorenzo Hubbell)



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In the foreword for Gladwell Richardson's book *Navajo Trader*, Goldwater writes that the role of the trader in the lives of the Indians was, most of the time, fundamental and many times humane. "Whether providing white man's medicine or an understanding ear, he tended to be there when needed," he wrote. Traders developed the pawn system that enabled the Indians to buy things they needed without cash by leaving their jewelry with the traders. Goldwater goes on to say that this pawn had a very strong meaning to the early traders. They would rarely sell any of it and he knew of no trader in the early days of the trading posts that ever did sell the pawn unless it was clear that it was going to be ok.

The early Indian traders were often kind and generous people. They had an attitude toward living that enabled them and the Indians they traded with to trust each other. Traders even buried the dead on many occasions. Because of the belief in a malevolent spirit surrounding the dead during the days immediately following death, the Indians would often ask the white traders to perform the burial. Goldwater himself

took part in the ritual of knocking out the west wall of a Navajo hogan, removing the body, and depositing it in a grave along with that person's earthly possessions, jewelry, saddles and all.

Life on the reservations was difficult for both the trading post operators and their families and for the Indians. The lack of communication and the difficulty of transportation in those early days meant that the two groups had to develop their own means of handling financial matters, treatment of the sick and burial of the dead, sending and receiving messages, and observing religious and cultural ceremonies.

In the eyes of many of the old-time traders the old trading days, that they and the generations of their families before them had known, ended in the period following World War II. Economic standards had improved. Young Native Americans were returning from service overseas and with this came new ambitions and a new upward mobility. New "white man" appliances including cars and trucks, radios, electricity



DETAIL OF EXTERIOR OF TRADING POST ROOM, LOOKING NORTHEAST - Painted Desert Inn, Navajo, Apache County, AZ



The old Bitá Hochee Trading Post at Indian Wells, AZ. Legend has it the John and Bobby Kennedy once campaigned from the porch asking local Navajos to vote "Donkey" instead of "Elephant"



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for ovens and washing machines, brought a demand for products and goods beyond the scope of the traditional trading posts offerings. This new mobility allowed more and more access to stores and markets in the surrounding towns and cities. The Golden Age of the trading posts was coming to an end.

Trading post, then – as did the monasteries in the Middle Ages – served as bank, hospital, post office, school, church, restaurant, inn, tavern and community center. Because trading posts and the traders played such an integral part in the lives of both the Indians and the white settlers, no institution in the history of the American West has a more colorful history.

**Next Newsletter: Part 2: History of an Indian Trading Family Dynasty**



Navajo Reservation, Arizona]: Indian Trading Post, Cañon Diablo



Twin Lakes Trading Post in 2010



Hatch Trading Post near Hovenweep National Monument in Utah



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Tom Surface, Newsletter, Columbia, MD

Mary Walker, Technology, Gallup, NM

Colina Yazzie, Scholarships, Gallup, NM

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Visit the **Friends of Hubbell  
Facebook Page**



[https://www.facebook.com/  
friendsofhubbellauction](https://www.facebook.com/friendsofhubbellauction)

Please visit our Facebook page where we will share more about artists, events, and happenings about Friends of Hubbell. We encourage you to visit the page and contribute images and articles about the wonderful art of Weaving, Pottery, Carvings, and much, much more.

**Please follow us and like our page.**

Again, thank you for your support.  
We could not do this without you.

As a federally recognized non-profit organization incorporated in 1990 [Arizona reg.# 02261435], the Friends of Hubbell Trading Post National Historic Site, Inc. contributes to the management objectives of the National Park Service at Hubbell Trading Post National Historic Site. Related goals include revitalizing Native American arts and crafts, perpetuating John Lorenzo Hubbell's legacy, providing college scholarships to Native American students, and increasing public awareness of the Park. We invite you to assist us in these efforts by becoming a member.

*"Everything that is good; the concepts in Navajo of beauty, perfection, harmony, goodness, normality, success, well-being, blessedness, order, and ideal."*

Handbook of North American Indians Vol. 10 Southwest, Gary Witherspoon, Language and Reality in Navajo World View.

Mark your calendar for the **May 6, 2023 Auction** – Stay tuned for more information...