



In The News

Our Eighth Annual Antique Engine Jamboree was covered by CBS National News and our press release for the Third Annual Lumberjack Festival was aired internationally by CNN. These news spots capped a well publicized summer that included a 30 minute program shown on Watertown's public television station and an article published by the nationally distributed Grit magazine.

The arrival of CBS National News was itself a local news story. Since their filming was rained out on Saturday, as the tail end of Hurricane Hugo washed through upstate NY, the CBS crew stayed over and caught the excellent weather that accompanied Sunday's show. The rain delay did require a helicopter pickup so they could air film at eleven. There's no telling when the museum's hay field will next be used as a heliport.

School Program Added

Hanford Mills' relationship to East Meredith's agricultural community and changes in gristmilling technology are subjects being examined in a new school program developed this summer in response to a growing interest among area teachers. This program, entitled "Field to Feed", was piloted this Fall with groups from a local 4H club and the Charlotte Valley Central School's "Challenge Program."

"Field to Feed" spends two hours having students cut, shock, husk, shell, and grind corn as it was done before the introduction of silos and the growing demand for increasing milk production. These intensive hands-on activities accentuate the students' understanding of how the Hanfords adapted their gristmilling business during a period when the local agricultural community, prompted by the extension of the railroad, switched from butter making to liquid milk production.



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1989 Annual Appeal Begins

In a few weeks, the museum's Annual Appeal will be sent to our members, friends, visitors, and local residents. Since 1986, this annual drive has been an important funding source that has significantly helped to expand the museum's endowment fund.

This year's annual appeal will once again be dedicated to raising funds to match the O'Connor Foundation's endowment challenge grant. All gifts will, thereby, have their value doubled. And, contributors who work for corporations with matching gifts programs can actually have the value of their gift more than doubled. IBM, for example, offers a 2 for 1 match. Therefore, a \$100 gift from an IBM employee will be matched with a \$200 corporate gift and the resulting \$300 gift to Hanford Mills will be matched by the O'Connor Foundation, meaning a total increase of \$600 to the museum's endowment!

Building the endowment is one way the museum expects to insure the site's preservation for future generations. Today, Hanford Mills Museum meets its expenses from a variety of sources. About 20% of the budget is raised from admissions and shop sales. Approximately 7% comes from membership dues and individual contributions. Another 20% is received from state and federal granting agencies, and nearly 45% is covered by private foundations. Less than 10% of the museum's annual budget is covered by endowment income. Since annual grants (a combined total of 65%) are subject to wide fluctuations they cannot always be depended upon to provide sufficient funding. Building the endowment minimizes the risk of dramatic fluctuations that could severely limit the museum's programming.

Please help us build the endowment with a gift to our 1989 Annual Appeal. Remember, all gifts to Hanford Mills Museum and the Endowment Fund are tax deductible.

Funding News

Since April, the Museum has received grants from the O'Connor Foundation, the Mohawk Hudson Community Foundation, and the Institute of Museum Services (IMS). Hanford Mills was one of only about 400 museums nationwide to receive IMS funding in 1989. More than 1,300 organizations applied.

The museum would also like to recognize the following businesses and corporations who have contributed to the museum's endowment and who have provided important gifts in kind:

Endowment Contributors	Gifts in Kind
Astoria Federal Savings and Loan	Crop Production Services Feed and Seed
Butler Manufacturing Co. Foundation	Hartwick College Holiday Inn
Delaware Co. Bankers Association	Jamesway Lutz Feed
Equitable Life Assurance	MacDonalds P & C
Household International	Price Chopper West Nesbitt
International Business Machines	
Keith Clark	
Lutz Feed	
National Bank of Delaware County	
H. W. Naylor Company	
Wilber National Bank	

Members Preview Exhibit

Its grand opening for the public will be announced next spring, but members, volunteers, and residents have had the opportunity to preview the museum's new orientation exhibit "An Envious Reputation: Hanford Mills and East Meredith, New York". The exhibit displays more than 50 historic photos, extensive period diary and newspaper quotes, and well over 100 artifacts. All together, a vivid picture is developed of how Hanford Mills and East Meredith grew and changed from around 1860 into the early 20th century.

The exhibit was made possible with funding from the New York State Council on the Arts, the O'Connor Foundation, and the Institute of Museum Services. The guest curator for the exhibit was Frank McKelvey. It was designed by Dan Mayer. Drew Harty was the principal photographer. The exhibit is expected to be open for the next five years.

Visitation Continues to Grow

On-site visitation for 1989 is ahead of last year's record numbers in spite of inclement weather at two major special events and the total rain out of another. Visitors have come from at least 38 states and 11 countries. Nearly 2,000 students visited this year, coming from as far away as Potsdam to the north and Pennsylvania to the south. As the decade draws to a close it is encouraging to note that annual site visitation now surpasses 12,000 compared to the well under 1,000 who visited in 1980.



Upcoming Events

Our Annual Holiday Gathering for members will have a country flavor this year when it is held in the historic John Hanford House. The festivities will be Saturday, December 2nd, beginning at 3 p.m. and refreshments will be available until 6 in the evening. Parking will be in the visitor parking lot across from the museum store. Guests will be transported to the John Hanford House by a horse drawn wagon over the spillway and through the mill yard. Be sure to mark your calendar today.

Also, be looking forward to our 2nd Annual Ice Harvest. The date is not yet firmly set, but it will most likely be Sunday, February 4th, 1990. This year we hope to have a small ice house to fill in preparation for a summertime ice cream social.

When the automobile was first invented, many people considered it a passing craze. Even still, hundreds of small companies sprang up to meet what they hoped would be a great demand for the "horse-less carriage."

Horace Hanford, always ready to try something new in his mill and retail business, did not let this early period in automobile history pass him by. By at least 1910, he had acquired his first car, an Overland with tonneau (an area where either a flat bed or a back seat with doors could be attached). After that he continued to sell and acquire cars. Many of his vehicles were from companies that are now out of business, or were consumed by the major three companies. At different times, Horace owned an Enger (around 1912), a 1915 Chandler touring car, a 1915 five passenger Pullman, three different Franklin touring cars in the 1920's, a Brockway and a Graham truck in the 1930's, and a REO truck which they traded in 1937. The more popularly known manufacturers were not ignored though, with the ownership of a Ford sedan in 1919 a Ford roadster in 1920, a Chevrolet 490 sedan (offered for sale in 1922), and a series of Ford and Dodge trucks beginning in 1918.

At any one time usually more than one automobile was owned, and there is evidence that they were used both for personal and company business. The 1919 Hanford Brothers business inventory lists two cars, while both the 1920 and 1921 inventories list three - this is not counting trucks. In a November, 1918 letter, Horace offered a job to his nephew and former employee, Merritt Barnes. The offer included the "occasional use of an automobile" as part of the job benefits. In this same letter, Horace wrote about their Ford truck in glowing terms, calling it "just about the best thing that ever happened," having made a profit of \$22 over its operating costs. This letter provides graphic evidence for the beginning of the demise of the railroad due to cheaper trucking costs.

Historic documents show that the Hanfords were not always satisfied with the vehicles they owned. Problems with two of their cars are especially well documented. In July of 1916, and again in 1917, letters were sent to the Chandler Motor Car Company, of Cleveland, Ohio, indicating that there was a problem with the clutch on their 1915 Chandler. Eventually Chandler wrote that too much oil was probably coming in contact with the clutch disks. Hanford records are silent about the Chandler for another year, until the Hanfords returned a defective hood latch in June of 1918. This defective hood latch started a flurry of seven letters and invoices between June 6 and 21 of 1918. There were two major topics in these letters: arguments as to whether the latch was really defective, and arguments as to whether the Hanfords



Ralph Hanford changing a tire on one of the family Fords. Probably a Horace Hanford photograph taken around 1920.

should have to pay for it. By June 19, Horace Hanford was becoming irate, writing: "The writer has a right to claim to be just as honest as you are, and when I ask for this small part it is because it is justly due to me and not because I want to get something for nothing." Chandler apologized on June 21st and removed the charge for the new part. The Chandler auto last appeared in Hanford inventories in 1920.

In 1917 the Hanford Brothers bought a 1915 Pullman auto for \$200. Two months later, in May, they wrote the Pullman Motor Car Company (of York, Pennsylvania) asking for advice on how to fix up this car, which had apparently seen better days. A series of twelve letters and invoices (including one telegram) followed until October of that same year. These letters discussed repairs and replacement parts, but invariably, Pullman sent the wrong parts and the Hanfords argued over the charges. In the end, however, their problems appear to have been ironed out without too many bad feelings on either side. This Pullman auto must have been sold soon after, for the 1919 inventory does not mention it (a 1918 inventory does not exist).

The Hanfords not only supported the automobile industry by buying their products, they also bought stock in at least one auto company. The Cortland Cart & Carriage Co., of Sidney, New York, started

its business building and designing carriages and sleighs, later starting a line of Hatfield Motor Cars as well. In December of 1916, Horace and his brother Will, bought \$300 worth of Cortland stock. For a time, between December, 1916 and June, 1918, reports from the car company were regular - they offered a suburban (or sedan), a light express (similar in style to today's pickup truck), a touring car, a roadster, and a speedster. One letter even mentions the possibility of selling 300 cars in Japan if the company could furnish that many. Hanford records are scant for 1919, but by 1920 there were no more letters about Hatfield automobiles. Many of the Cortland letters contain appeals for stockholders to increase their holdings so that the company can buy more supplies. It does not appear that the Hanfords ever increased their stock holdings.

The Hanfords also sold a number of automobile parts in their business. In the period between 1916 and 1918 they sold, or at least inquired about selling, tires, lenses for automobile lamps, adjustable bolts, and nuts. Some of these products they may have used for themselves, but the quantities they were buying indicate they were also selling some parts, although it did not become a major part of their retail business.

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