

Where
the past
is present

DETROIT HISTORICAL SOCIETY

TEACHER RESOURCE LESSON PLAN

THE FRENCH FUR TRADE



INTRODUCTION

This lesson helps third grade students understand the life and culture of the early French settlers that lived in Michigan in the first half of the 18th century. This lesson includes a comprehensive background essay on the French and New France, as well as a list of additional resources, and copies of worksheets and primary sources.

ESSENTIAL QUESTIONS

How did the fur trade work, and why was it important to the economy in Detroit and the region?

LEARNING OBJECTIVES

Students will:

- Learn the important role Detroit played in the fur trade.
- Gather and analyze information through small group discussion.
- Illustrate jobs at each step of the fur trade route through group skits.
- Demonstrate and apply the principle of supply and demand.

MI GLCES – GRADE THREE SOCIAL STUDIES

H3 – History of Michigan Through Statehood

- 3-H3.0.1 - Identify questions historians ask in examining Michigan.
- 3-H3.0.6 – Use a variety of primary and secondary sources to construct a historical narrative about daily life in the early settlements of Michigan (pre-statehood).
- 3-H3.0.7 – Use case studies or stories to describe how the ideas or actions of individuals affected the history of Michigan.

E1 – Market Economy

- 3.E1.0.1 – Explain how scarcity, opportunity costs, and choices affect what is produced and consumed in Michigan.
- 3.E1.0.3 – Analyze how Michigan's natural resources influenced its economic development.

COMMON CORE ANCHOR STANDARDS - ELA

Speaking and Listening

- 1 - Prepare for and participate effectively in a range of conversations and collaborations with diverse partners, building on others' ideas and expressing their own clearly and persuasively.
- 2 - Integrate and evaluate information presented in diverse media and formats, including visually, quantitatively, and orally.

Writing

- 3 - Write narratives to develop real or imagined experiences or events using effective technique, well-chosen details, and well-structured event sequences.

LESSON PLAN: THE FRENCH FUR TRADE

BACKGROUND ESSAY

After Columbus discovered the “New World,” people from many nations sailed across the Atlantic Ocean. In general, these travelers were looking for one (or more) of three things:

Rich goods and wealth: Stories from the first sailing expeditions told about great wealth in the New World – gold, silver, furs, spices, wild animals and unique plants. Adventurers also sailed to the New World to find an easier sailing route to Asia, which would open up new trade routes.

New territory: Many European Kings wanted new land, or colonies, to make their kingdoms larger. They offered generous rewards

to men who would sail the seas, build forts, and claim new land for the king.

A new life: Some travelers had fallen on hard times where they lived, and were looking for a new home with lots of land, few laws and restrictions, and great opportunities.

Starting in the early 1600s, many European nations sent ships, explorers and settlers across the Atlantic on huge sailing vessels. Many settled on the Atlantic coast of North America. For example, the French settled along the east coast of Canada, the British settled in Massachusetts and Virginia, the Dutch settled in New York and the Spanish settled in Florida. Some groups, especially the French, sent smaller boats inland to explore the Great Lakes region.

Under the powerful King Louis XIV, France became a center of European fashion. Fur coats and hats were a sign that a person was rich and important. There were not enough fur-bearing animals in Europe to supply all who wanted them, and as a result, furs were very expensive. French voyagers traveled to the New World to find a bigger

source of fur and to make their fortune selling them in France. The trading and transportation of furs, especially beaver, became the most important economic force in Michigan between 1700 and 1815.

The fur business became a trading business because the Native American cultures did not want European money; they preferred to trade for goods. The fur trading process followed the seasons, moving goods when the rivers weren’t frozen. Native Americans and French trappers spent the fall and winter hunting, trapping, and skinning the animals. In the spring, merchants

from coast cities on the Atlantic Ocean sent men and trading supplies westward through the Great Lakes waterways. Tools, blankets, silver, muskets, and glass beads were distributed to traders and taken to smaller trading posts.

In the spring, the traders met the trappers to bargain for animal

pelts, sometimes at the trading posts and sometimes at Native villages. The traders transported the pelts to large trading centers on the Atlantic Coast, where huge merchant sailing ships waited to carry the furs to Europe. In return, the merchants and sailors in Europe shipped back supplies to continue the trading process the next spring.

By the 1690s, the French traders had brought so many furs to France that the prices dropped. Also, the French had started quarreling with the Native American tribes in northern Michigan. King Louis XIV decided to stop the fur trade in Michigan. He closed all the forts, including those in Mackinac and St. Joseph, and called the traders back to France.

Antoine de la Mothe Cadillac was a Frenchman stationed at Mackinac in the 1690s. After he returned to France, he persuaded King Louis XIV that a



LESSON PLAN: THE FRENCH FUR TRADE

French military post and colony at the southern part of the Great Lakes would be the best way to secure, control and protect French interests in the area. The King agreed to Cadillac's idea.

Cadillac picked the location for his venture and called it Detroit, which is a French word for "the straits." A strait is a waterway that connects two lakes. Cadillac arrived at Detroit on July 24, 1701, equipped with men and supplies to build a fort and settlement for the French King.

Detroit was a strategic place for the fur trade in Michigan. The Detroit River connects the Great Lakes of Erie and

Huron. Lake Erie connects to Lake Ontario, and Lake Ontario connects with the Saint Lawrence River. The Saint Lawrence River connects to the Atlantic Ocean. This 2,000 mile waterway made it possible for the French to

reach the heart of the American continent. Detroit was a perfect location for a settlement and a fort because the river was narrow and easy to defend against invaders. Also, the land was perfect for planting and farming.

What Was Daily Life Like at Le Détroit?

For almost fifty years, a bustling trading community grew on the Detroit River. For the first time, the land at the river was claimed and "owned." French seigneurs, or nobleman, owned the lands; they also owned animals, fruit trees and important buildings like the church, the gristmill and the brewery. French settlers, called habitants, found jobs working on the seigneur's property.

As the number of traders, military men, women and children in the fort grew, skilled tradesmen

arrived to meet their needs. Barrel makers provided storage for grain, beverages and gunpowder. Bakers made bread, cakes and pastries. Carpenters built houses, buildings and boats. Blacksmiths forged metal tools and shod the horses.

Cadillac invited Native Americans to live near the fort as trading partners. For Native women in the area, life continued according to tradition. They contributed to the tribal community by tanning hides, making clothes, gathering food, raising children and caring for elders. Some Native women married French trappers and learned to speak French.

Madame Cadillac was the first Caucasian woman to live in Detroit. For

Caucasian women, daily life in Detroit was very different than in Europe or Canada, where they shopped at city markets for many family needs. Instead, they carried water to the house from the river, cooked over a fireplace

and made their own soap, clothes, food and toys. If children learned to read and write, it was the women who taught them. There were no schools during this frontier century. Women coming from Europe and Canada to the Detroit frontier had to work very hard and learn many new life skills.



LESSON PLAN: THE FRENCH FUR TRADE

MATERIALS USED

Data Elements

- *Photo: Beaver Pelt*
- *Chart: Fur Trade*
- *Letters: Fur Trade 1833*
- *Letters: John Askin*
- *Illustration: Royal Exchange*
- *The Hat Maker*
- *Variations on the Beaver Hat*
- *Painting: King Louis XIV and Cadillac*

Worksheet

- *Fur Trade Job Descriptions*

Pencils and paper

LEARNING SEQUENCE

1. Divide the class into seven groups representing the different steps along the fur trade route and provide the *Fur Trade Job Description* sheets and relevant Data Elements as follows:
 - Native American trappers: *Photo: Beaver Pelt* and *Chart: Fur Trade*
 - Voyagers: *Letters: Fur Trade 1833* and *Letters: John Askin*
 - Todd and McGill Fur Trading Company, Montreal, Canada: *Letters: John Askin*
 - Royal Exchange – London, England: *Illustration: Royal Exchange*
 - Hat Maker (Millinery): *The Hat Maker* and *Variations on the Beaver Hat*
 - Consumer: *The Hat Maker* and *Variations on the Beaver Hat*
2. Introduce the lesson by showing *Painting: King Louis XIV and Cadillac* and commenting on the beaver hats people are wearing in the painting. Tell the class that they will learn the process of the fur trade from the beaver to the beaver hat. Ask the students what they think/know about this process. Allow responses.
3. Ask the students to follow the directions on their *Fur Trade Job Description* sheets and discuss the process. Then they should prepare a short skit showing what their job is. They can use the Data Element document(s) in the skit if they want. Allow 15-20 minutes in groups while monitoring their progress.
4. Ask each group to share their skits.
5. Use the following scenarios to lead a discussion of how the process of supply and demand might be interrupted or changed by different factors. Ask groups how their jobs might be affected. Lead students in writing and developing stories to summarize:
 - There is a bad trapping season and the number of beavers trapped is less than expected.
 - Native Americans capture the boat carrying furs to Montreal.
 - Native Americans need different trade goods.
 - A better beaver trap is designed.
 - A storm at sea sinks the ship with furs that is bound for London.
 - A disease (such as cholera) sweeps through the Native American villages.
 - War breaks out in Europe and/or war breaks out in America.
 - The government imposes taxes on furs or requires hunting licenses.
6. Conclude the lesson by asking students how Detroit was important to the fur trading process. The major reason for founding Detroit was its strategic position for transportation of supplies and furs and as a gathering place for many different people from the Great Lakes area and beyond.
7. Give students an opportunity to look at a large map and trace the route from Detroit to all of the Great Lakes and to France. Emphasize to students that there were few roads and that the area now known as Michigan was heavily forested. Rivers were the best mode of transportation at that time.

LESSON PLAN: THE FRENCH FUR TRADE

ADDITIONAL RESOURCES

Books:

Ackerson, Robert C. *LaSalle: A Classic Source Book*. Baltimore, Md: Bookman Pub, 1986.

Askin, John, and Milo Milton Quaife. *The John Askin Papers*. [Detroit]: Detroit Library Commission, 1928.

Brown, Henry D. *Cadillac and the Founding of Detroit: Commemorating the Two Hundred and Seventy-Fifth Anniversary of the Founding of the City of Detroit ...* Detroit: Published for the Detroit Historical Society by Wayne State University Press, 1976.

Cadillac, Antoine Laumet de Lamothe, Pierre de Liette, and Milo Milton Quaife. *The Western Country in the 17th Century: The Memoirs of Antoine Lamothe Cadillac and Pierre Liette*. New York: Citadel Press, 1962.

Deur, Lynne. *Settling in Michigan: And Other True Pioneer Stories*. Spring Lake, Mich: River Road Publications, 1992.

Deur, Lynne, and Sara Michel. *The Making of Michigan*. Spring Lake, Mich: River Road Publications, 1987.

Hamil, Fred C. *When Beaver Was King*. Detroit: Wayne University Press, 1951.

Johnson, Ida Amanda. *The Michigan Fur Trade*. Lansing: Michigan Historical Commission, 1919.

Kent, Timothy J. *Ft. Pontchartrain at Detroit A Guide to the Daily Lives of Fur Trade and Military Personnel, Settlers, and Missionaries at French Posts*. Ossineke, Mich: Silver Fox Enterprises, 2001.

Knudsen, Anders. *Antoine De La Mothe Cadillac: French Settlements at Detroit and Louisiana*. New York: Crabtree Pub. Co, 2007.

Marsh, Carole. *Michigan History: Surprising Secrets About Our State's Founding Mothers, Fathers & Kids!* Peachtree City, GA: Gallopade Pub. Group, 1998.

Morton, Edward Payson. *Lake Michigan and the French Explorers*. Chicago: Ainsworth & company, 1914.

Stapler, Harry, Berenice Bryant Lowe, and Amy South. *Pioneers of Forest and City*. Lansing: Michigan Historical Commission, Bureau of History, Michigan Dept. of State, 1985.

Stockham, Peter. *Little Book of Early American Crafts and Trades*. New York: Dover Publications, 1976.

Links:

- The French Fur Trade, Wisconsin Historical Society: <http://www.wisconsinhistory.org/turningpoints/tp-007/>
- New France, The Canadian Encyclopedia: <http://www.thecanadianencyclopedia.com/index.cfm?PgNm=TCE&Params=a1ARTA0005701>
- Virtual Museum of New France, Canadian Museum of Civilization: <http://www.civilization.ca/virtual-museum-of-new-france>
- Seigniorial System, The Canadian Encyclopedia: <http://www.thecanadianencyclopedia.com/index.cfm?PgNm=TCE&Params=A1ARTA0007270>
- Pathfinders and Passageways, The Exploration of Canada, Library and Archives Canada: <http://epe.lac-bac.gc.ca/100/206/301/lac-bac/explorers/www.collectionscanada.gc.ca/explorers/index-e.html>

For more information about the **Detroit Historical Society**, or to schedule a field trip to the **Detroit Historical Museum** or **Dossin Great Lakes Museum**, visit detroithistorical.org

FUR TRADE JOB DESCRIPTIONS

Directions for groups:

1. Study your primary sources and discuss the following questions: Why did the people you represent want to do this current job? Were there any downsides to doing this job?
2. Devise a skit which illustrates your assigned job.



Native American Trappers: Native Americans lived in the Michigan area prior to and during the European settlement. They contributed to the fur industry by trapping and skinning the animals, then trading them with the voyagers.

Voyagers: European traders came to the Detroit area because of the abundance of beaver and other animals for the fur industry. They paid the Native Americans for their trapping by trading different types of goods for fur.



Trader: Successful merchants provided the Native Americans with firearms, blankets, and other supplies in the fall, and he was paid with fur which the Native Americans brought in the following spring.



Northwest Company, Montreal: This company forwarded furs to London and other European cities and advanced to the traders in Detroit the goods required for the Indian trade.



Royal Exchange, London: Furs were sold or traded with millineries (hat makers) in a large market.



Milliner (Hat Maker): Uses long and short hair of a beaver to make hats. The hats are then displayed and sold.

Consumers: People who bought the products that were made from fur such as hats, coats, etc. Most were French and British.



PHOTO: BEAVER PELT



Trading Chart

INDIAN GOODS

TO BE SOLD FOR

A Stroud of two yards long

Penniston stockings of 1½ yards

Men's large blankets

Men's strip'd single

Women's Worsted stockings per pair

Women's yarn

Childrens yarn

Black Wampum, if good per hundred

White Wampum

Gunpowder per lb.

4 Bars of lead

12 Flints

One fathom Calico

Cutteau Knives

Small Knives

Brass Kettles per lb.

Wristbands

Silver Broaches, cache

Large Crosses

Earbobs

4 Beavers or 5 Buckskins

1 Beaver, or one buck and doe

5 Beavers, or 4 Buckskins

2 Beavers or 3 Buckskins

1 good Beaver or a buck and a doe

1 Buckskin

1 Doeskin

1 good Beaver or Buck and Doe

1 Buckskin

1 good Beaver or a Buck and a Doe

1 Beaver, or a Buck and Doe

1 Doeskin, or 3 Raccoons

2 Beavers, or 3 Buckskins

1 Doeskin or 3 Raccoons

1 Raccoon or 2 muskrats

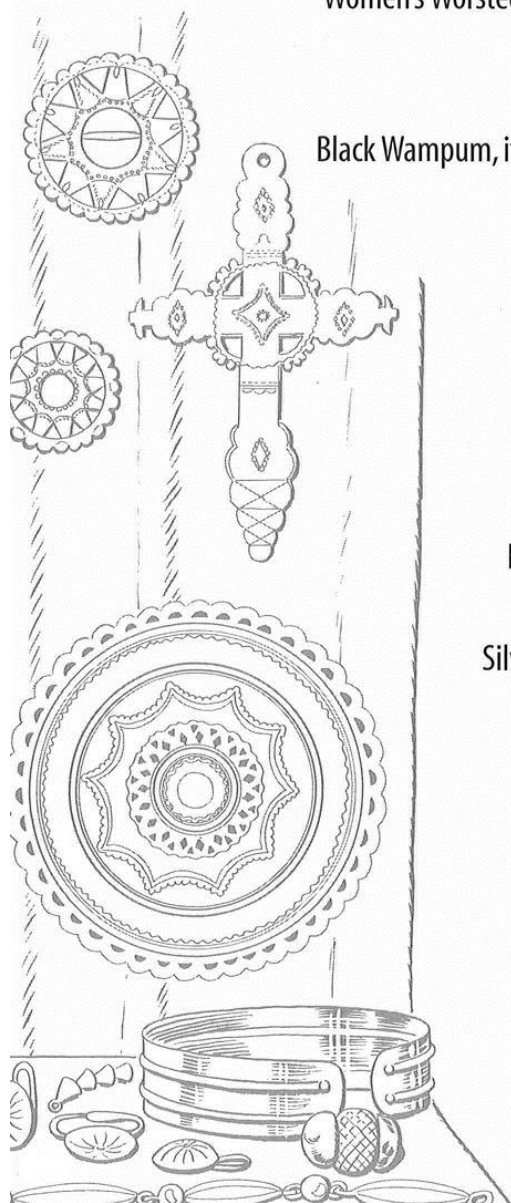
1 pound of Beaver

2 good beavers, or 2 Bucks and a Doe

1 Raccoon

1 Buck, or middling beaver

1 Doe, or small Beaver



LETTERS: FUR TRADE 1833 (PAGE 1)

Sault Ste. Marie, July 23th 1833

Dear Sister,

In compliance with the intention I had formed, that when I should leave for the country bordering on the sources of the Mississippi; to write to you from time to time, and to inform you of the incidents that may befall me on my journey inland; this labor is very hard, for in a few years they are completely broken down in constitution, they have to work more like beasts of burden than men, and when they can procure the means they will go into all kinds of excess; exposed constantly to change of heat and cold; which soon brings them to an untimely grave.

The workmen immediately on leaving this outfitting post, are put on allowances of one quart of lyed corn, and one ounce of tallow per day. It is very nourishing, and more than they can eat, and when deprived they complain for want of it; the nourishment derived is sufficient for them to perform their most fatiguing labor, and it is also convenient, in not occupying space, in the boats or canoes, with which long journeys can easily be performed, nothing could be used as a substitute in the place of it. The wild rice has been used frequently, but it is not found to strengthening and the men commonly fail in strength from the to[o] constant use of it. All article whatever, must not exceed eight pounds; and the goods are covered with tow-sheeting, and each of every package weighs as above stated. This is done, that the men may conveniently carry them on their backs, with their portage collars. The boats are loaded and ready to start; a very large concourse of people are present to bid farewell to their friends. They have pushed off and the men commence keeping time with the oars, which glisten in the rays of the sun; and now comes floating to our ears the Canadian boat song, keeping time with the oars. All combines to make the scene, around us, rather of a melancholy stamp, the scenery around us, wild; the river calm, boats gradually disappearing, the song dies away in the distance. Each boat carries in proportion to size, some sixty to one hundred pieces; besides all the baggage of the traders, clerks, and men. Our next care was, to appointment for the management of their respective boats, they generally have from five to six oarsmen, beside the steersman; also one or two clerks to attend to the goods and men; and to see that the sails are ready for a favorable wind.

The men are generally very ambitious in performing their duties; and they are very anxious to start; for the opposition brigade is five or six days in advance of us. We have to furnish our men with an equal portion of flour and pork to pass the lake with; although they have their allowance of lyed corn, and tallow. They purchase it at the inland prices, each man is allowed fifty pounds of flour, and twenty five of pork; for which they have to pay twenty five cents per pound for the pork; and twelve and a half cents for the flour.

August 1st 1833 the word was given to embark, before sunrise; and the men prepared the boats with great eagerness; in a few minutes no appearance of the tents could be seen. But in their place, the boats presented a crowded scene; they are loaded to the gunwales with the heavy baggage, and which is covered with old cloths; above that, all the loose baggage is placed, such as trucks, bedding etc. The boats are loaded deep, and so much light baggage being on the top, gives them the appearance of being top heavy. They are not over a foot out of water,

LETTERS: FUR TRADE 1833 (PAGE 2)

but as soon as we get into the lake, they will be more buoyant, caused by the coldness and density of the water, which will cause our boats to rise out of the water four or five inches more. In consequence of this, boats are generally loaded very deep, when departing from the Sault; and any one unaccustomed to the manner traders perform their voyages through the lake, and would think it almost impossibility.

The weather is clear, and perfectly calm, and we can just begin to see the red tints of approaching day. The boats are on their way, and the oarsmen are beginning to strike the regular stroke. Our brigade is composed of four boats and two large canoes; one of the former is destined of a different section of country from us. One of the latter is an American Fur Company canoe keeping in our company, and watching our movement. There is something pleasant in travelling in these open boats; and in hearing as I now do; the regular splashing of the oars; and the men have all joined in singing their loved boat songs. As we are doubling the Point of Pin, the sun burst forth in all its glory, to run its course. And I wished that ours could be as steadily pursued, and not be overcast by clouds. I cast a last look towards the Sault and in a few moments, that portion of the straits disappeared. "When shall I see it again?" I thought.

White Fish Point L.S., August 4th 1833

My Dear Sister,

My last letter closed with the disappearance; of that portion of the Sault, which was then in view. But the shouts and singing of the men, partially done away with my melancholy feelings. And they now having arrived at what they call a pipe; are now resting on their oars, and smoking their pipes. The average distance of a pipe or resting-place is from three to four miles, and they seldom stop within that distance.

The weather was pleasant, and not the least wind, to ruffle the mirror like appearance of the lake; and the water sparkling in the bright rays of the sun, and the distant headland looming up from the water, adds to the beauty of the prospect. We continued on our route enjoying the perfect calm, and amusing ourselves by looking at the white sand composing the bottom of the lake, also at the fish gliding slowly along, hardly disturbed by the splashing of the oars; the water being so clear, that we could see to a considerable depth. To disturb the silence the men kept constantly singing their songs, and in order to have a little variety, the flutes and violin were put in use. And to me they sounded sweeter than they ever had done before.

We continued on our course, and arrived at White Fish Point a little before sun set; this is the proper entrance into the lake.

Shortly after our leaving, the weather began to show a different aspect; the clouds collected fast, and we soon experienced a heavy wind from the lake, which increased and raised a heavy sea which obliged us to put on shore on a sand beach, not a great distance from our last night's [sic] encampment. The surf was so high, that we had to run our boats stern first on the sand; and then had to place three or four men at the bows, with long poles, to keep the boats steady, with the bows out towards the lake. While the other men had to unload all that

LETTERS: FUR TRADE 1833 (PAGE 3)

was in them; they found great difficulty, as they had to go into the water, on each side, and frequently a wave would come, and wash up to their heads. With some difficulty we succeeded in getting all out, and our next care was to drag out the boats, fortunately there was a small rivulet near, into which we got the boats in perfect safety. The sand beach extended about sixty feet back, from which a higher bank extended cover with trees, and where we had our tents pitched, being sheltered from the wind. The baggage had all to be removed, as the beach on which we first landed, was now occasionally covered by the still rising surge. We are only just entering into our troubles and hardships, for a traders life is composed of such, but the only way, is not to look back but exert all to overcome them, and then to look back, with pleasure on the obstacles that have been surmounted.

While traveling to day one of our boats sprung a leak, and we put into a small river, took all out from the boat, and had it hauled out; put a new piece of timber in the bottom, and we were soon on our way again.

Weather now clear, and pleasant; and we had all our flags flying, and we advanced in line, allowing none of the boats to be in advance of the others. A large concourse of people were assembled on the shore, to witness our landing. Immediately on debarking we were saluted from a large body of Indians with fire arms, they showed this mark of respect, for the flags; although some of their old traders tried to dissuade them from it, as hurtful to their feelings; to return them their civility, on landing I gave them tobacco for expending their ammunition.

We had the boats unloaded, and all the goods carefully covered, and when all our tents were pitched, they presented quite an encampment; We here found the clerk, we had sent forward.

Some Indians told us that numbers of the interior Indians had arrived, and that they were waiting the arrival of all the traders. We approached in line, and on turning a point of low land covered with bushes, we came in full view of the Indian village, and the trading Houses; the national Flag was flying in my canoe which when the Indians perceived, they immediately fired a salute. And we landed a few yards below the Houses, where I had the tents pitched, in line, and in the center of it I had the flag set up. We were visited by the traders to enquire for the news. And soon after the men of the village arrived, with their chiefs, and their [sic] was also ten Indians (Pillagers) from Leech Lake.

LETTERS: JOHN ASKIN

FURS TO BE FORWARDED TO FORT ERIE

Dear Askin

I leave in your care 64 packs Markd T M No 1 to 64, which I request you will send to Fort Erie as soon as possible either in the Kings Vessels or any other sending with thim an Acct to Mr Wattan 73 and Mr Hamilton. There is also 17 packs that Mr Hands 74 has of a like number with Mr Dufresne if you can use it in getting them down, I wish you would as they are for us. I think by going to the mouth of the river with Colnt 1 England you might get him to leave an order or at least a request with the Commadr there to give you the first Kinds Vessel that returns from Ft Erie to take packs this on account of freight owing you, and on this assurance you might be ready to send the packs down.

I am Yours Sincerely

Isaac Todd

John Askin Esqr

Endorsed: Isaac Todd to Jno Askin Detroit 1796 Col. England's departure

GOODS ORDERED FOR INDIAN TRADE

Memorandum for Mr. Wm Robertson

Under cover herewith is an Order for Goods to be imported from England. They will amount to about L1000 Sterg I have priced each article according to what they before cost me & tho the prices may change the difference it can make will be inconsiderable. The charges of every kind with the commissions may bring them to L1400 Hafx or a little more. This with as much spirits & wine as would make the whole when leaving Montreal amount to L2000 Hafx is all I want for next year & for which I do not feel the least doubt of being able to pay the year following when due.

Mr. Isaac Toff when here, said tho Mr McGill & him meant in future to do little business in the Upper Country yet if I had a small order they were willing to execute it to serve me. Nothing could give me greater pleasure as I much dislike change & I believe you will agree with me from the Situation their Generosity have put my affairs in that they will not run the smallest risk, indeed if I thought they did after their kindness to me I would rather beg than make the proposition. But surely with the property & debts I now have on hand my current money being almost all discharged, & I not owing any person but them L1000 Hafx to which the goods of this year may add L1000 more, I cannot be pinched this next year of any other to trust L2000 Hafx & for present I do not intend to extend my trade to a greater sum. I have made a partnership with Mr. Anderson at Fort Miamis for the trade of that place for three years & tho it is not extensive it is very sure & has remitted not less than L1500 NYC per year in peltries & money, this added to what is sold & at Malden & here with my share of freights can never fail of giving from L3500 to L400 York yearly. However should you find Mr's Todd & McGill not desirous to compleat my order it would be very rong in me to urge it. The next person I would wish it was offered to is Mctawish Forbisher & Co. as I have a contact with them for corn & flour it might answer. However I think I heard Me. Gregory say they only imported for the N.W.Co. In that case, make choice of whom you please, but let the agreement be that no payments are to be made before the year after the goods are imported and they should always come over with the fast vessells. If you should find a shiness in getting any one to execute my order let me know & drop the matter after a trial or offer to one or two after Mr's T & McG for I would not wish to give you the trouble to halk it about.

I am Dear sir Yours

John Askin

Endorsed: Detroit Septr 20h 1796 Memorandum from John Askin to Mr Wm Robertson

ILLUSTRATION: ROYAL EXCHANGE



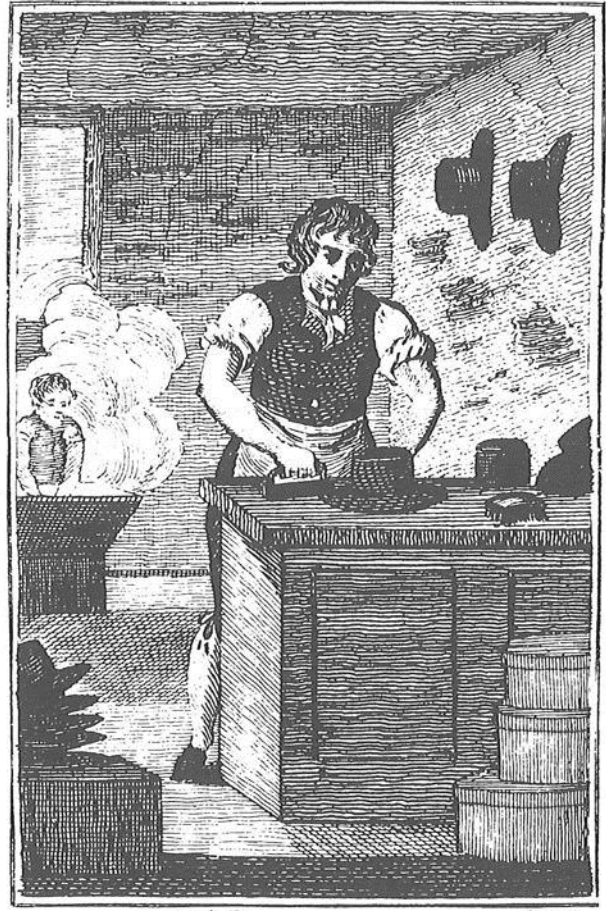
VIEW of the **ROYAL EXCHANGE**
London, England

This market includes hundreds of booths of wholesalers selling a variety of goods, including furs. The wholesalers and buyers are from place all around the world. What do you suppose each of the people outside are doing?

Courtesy of Harry Duckworth at University of Manitoba, Canada

The Hat Maker

The Skin of the beaver is covered with two kinds of hair. One is long, stiff and glossy and the other is short, thick and soft. The short hair is used for making hats. The short hair is scraped off the hide with a knife. When the hair is all off the skin, they mix it up and shape it into an oval. The oval shapes of matted down beaver hair are brought to a bason (a bench with an iron plate with a little fire underneath). The oval shapes are then put over a mould and formed into rough looking hat. The hat is then dipped into water and worked for several hours until it is proportioned correctly. The hat is then ready to be given its final shape which is done by laying the conical shaped cap on a wooden block and tying it down with a piece of thread. The rim is now singed and the extra is cut off to form a nice edge. When the shape is finished, the hat needs to be dyed. Lastly, the hat is combed down and given a nice shine and steaming from an iron.

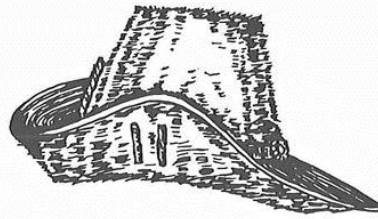


Hat-maker.

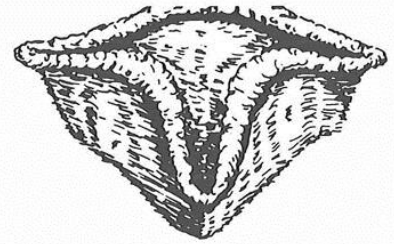
W.C. Fe.

VARIATIONS ON THE BEAVER HAT

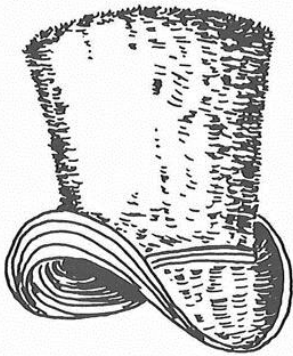
Variations of the Beaver Hat



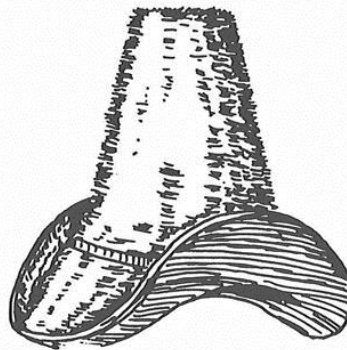
*A clerical hat
(Eighteenth century)*



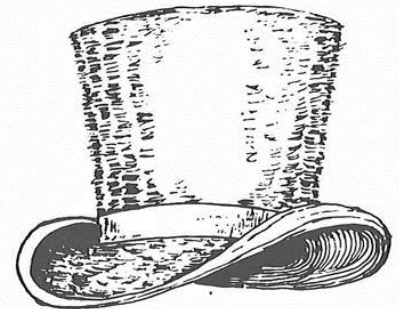
*The continental
cocked hat
(1776)*



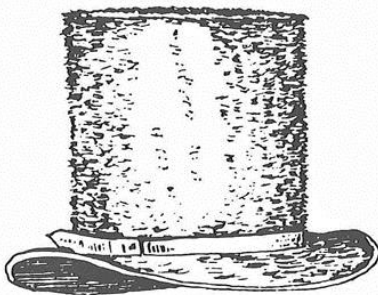
*The Wellington
(1812)*



*The Paris beau
(1815)*



*The D'orsay
(1820)*



*The regent
(1825)*



PAINTING: KING LOUIS XIV AND CADILLAC



King Louis XIV and Cadillac