



Guide to the Henry W. Jones Papers, circa 1906-1948 and undated

This collection guide was produced in **February 2016**.

This PDF version was created on **April 3, 2026**.

David M. Rubenstein Rare Book & Manuscript Library

103 Perkins Library, Duke University

Durham 27708-0185

askRL@duke.edu

URL: <http://library.duke.edu/rubenstein/>

Table of Contents

Summary	3
Background	3
Arrangement	4
Administrative Information	4
Names and Subjects	5
Collection Inventory	5

Summary

Collection Title:

Henry W. Jones papers, circa 1906-1948 and undated

Creator:

Jones, Henry W.

Abstract:

Advertising executive in Ohio and Pennsylvania, Manager for the United Manufacturing Company and other mail order and direct sales companies.

Extent:

0.2 Linear Feet

Language:

English

Language:

Materials in English

Collection ID:

RL.11148

Permalink:

<http://library.duke.edu/rubenstein/findingaids/joneshenryw/>

Preferred Citation

[Identification of item], Henry W. Jones Papers, David M. Rubenstein Rare Book & Manuscript Library, Duke University.

[Return to Table of Contents](#)

Background

Scope and Content

Correspondence, brochures and mail order sales training manuals and other printed materials pertaining to Jones career in direct marketing and mail order. Acquired as part of the John W. Hartman Center for Sales, Advertising & Marketing History.

[Return to Table of Contents](#)

Arrangement

Arranged alphabetically.

[Return to Table of Contents](#)

Administrative Information

Publication Statement

David M. Rubenstein Rare Book & Manuscript Library

103 Perkins Library, Duke University

Durham 27708-0185

askRL@duke.edu

URL: <http://library.duke.edu/rubenstein/>

Access Restrictions

Collection is open for research.

Researchers must register and agree to copyright and privacy laws before using this collection.

All or portions of this collection may be housed off-site in Duke University's Library Service Center. The library may require up to 48 hours to retrieve these materials for research use.

Please contact Research Services staff before visiting the David M. Rubenstein Rare Book & Manuscript Library to use this collection.

Use Restrictions

The copyright interests in this collection have not been transferred to Duke University. For more information, consult the copyright section of the Regulations and Procedures of the David M. Rubenstein Rare Book & Manuscript Library.

Acquisition Information

The Henry W. Jones Papers were received by the David M. Rubenstein Rare Book & Manuscript Library as a purchase in 2015.

Processing Information

Processed by Richard Collier, Feb. 2016

Accessions described in this collection guide: 2015-0186

[Return to Table of Contents](#)

Names and Subjects

- Advertising -- United States
- Advertising -- United States -- History
- Advertising, Direct marketing -- History
- Advertising, Direct-mail -- United States
- Direct marketing -- United States
- Jones, Henry W.

Collection Inventory

Bookseller description card, undated	Box 1
Breuer & Son, New York, N.Y., 1912	Box 1
Chicago (includes Trade Circular Addressing Company), 1912	Box 1
Cincinnati, 1912	Box 1
Correspondence and miscellaneous, 1906-1912 and undated	Box 1
East Libery Presbyterian Church, Pittsburgh, Pa., 1948	Box 1

James Brown Company, Jonesville, Miss. (includes brochure Cinch Tire Repair Kit), undated	Box 1
Mail Order World, 1912	Box 1
Miller & Co., Muskegon, Mich., undated	Box 1
New York American, 1912	Box 1
Niagara Merchandising Co., Lockport, N.Y. (includes mail order training brochure), 1910-1912	Box 1
Niagara Merchandising Co., Lockport, N.Y. (includes mail order training brochure)	Box 1
William A. Heacock, mail order training publications, undated	Box 1