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FRANK BOND: GENTLEMAN SHEEPHERDER
OF NORTHERN NEW MEXICO, 1883-1915

By FRANK H. GRUBBS

Bond & Weist

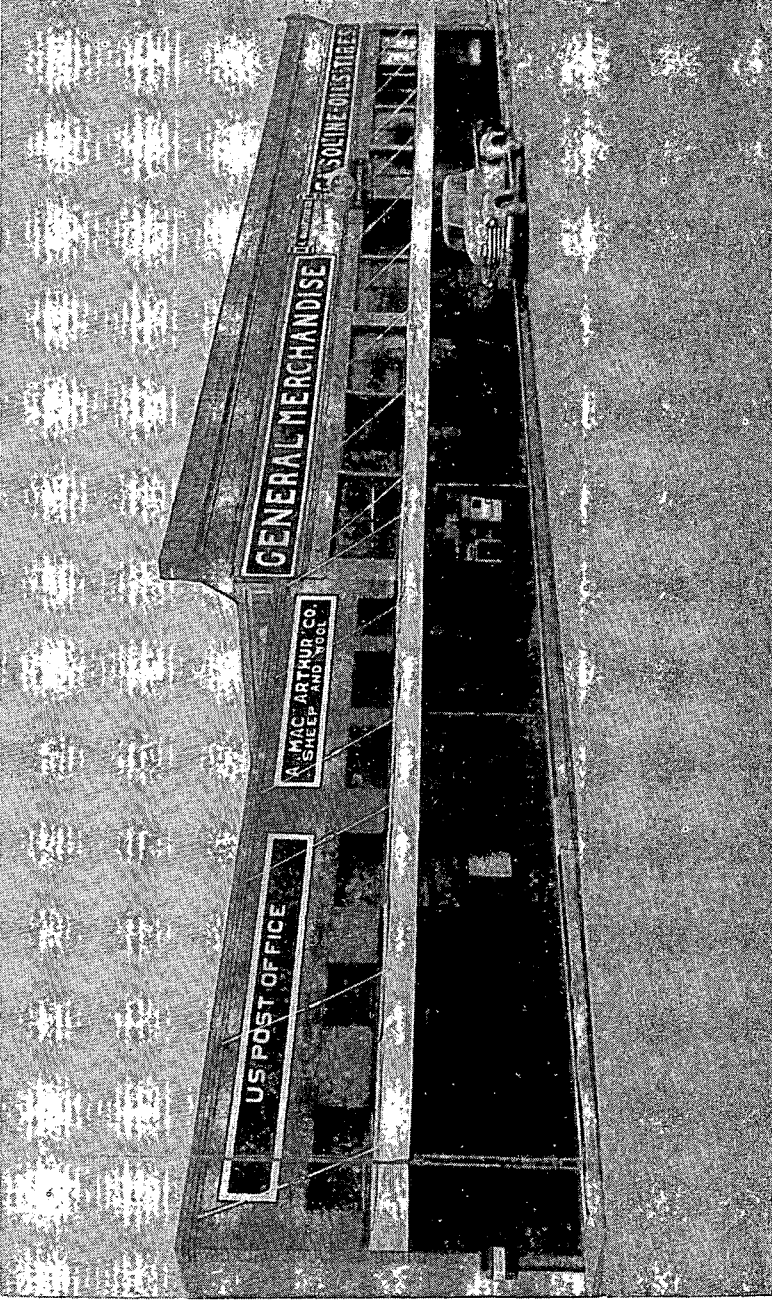
AS G. W. Bond & Bro., Wagon Mound, entered its seventh year of business, the advantages of running large flocks of sheep in the area to the southeast were becoming apparent. This rolling plateau area in San Miguel and Leonard Wood Counties drained into the Canadian River on the east and the Pecos on the west, providing an abundance of good water and excellent grazing.¹ The Bonds had already acquired the Trujillo, Mogote, Vermejo, and Esteros ranches, and not long thereafter they had followed this up by purchasing almost 63,000 acres of the Preston Beck Grant plus the Atencio and La Posta ranches east of Cabra.²

As the population of *partidarios* swelled, and as the number of independent flockmasters in this vast country increased, there emerged a distinct requirement for a mercantile store in that area, not only to supply their wants but also to provide better supervision of the sheep investment and to establish a local operating base from which to buy wool. Up to that time, Las Vegas, Wagon Mound, and Springer had enjoyed much of the trade from the east central section of the state, but the Chicago, Rock Island, and Pacific Railroad was approaching the area from the east, and the El Paso and Northeastern was coming in from the south. Unless something were done a significant part of that trade would certainly be lost. A new branch was the obvious solution, and so in the fall of 1899³ a new G. W. Bond & Bro. store

1. *Copy Book No. 635*, January 27, 1909, p. 487 (in the files of Bond & Wiest, Cuervo, New Mexico). Source material at Cuervo cited hereafter as Holbrook Papers.

2. *Copy Book*, March 7, 1913, Holbrook Papers, *loc. cit.*

3. The earliest account in the first ledger is dated August, 1899, and the first appearance of Cabra Springs on the G. W. Bond & Bro. letterhead is dated January 1, 1900.



MACARTHUR COMPANY, WAGON MOUND

was opened at Cabra, New Mexico, in San Miguel County just twenty-two miles north of Santa Rosa.⁴

The reason that Cabra was chosen is obscure, but it was a stop on the Pony Express,⁵ and considering the Bond's emphasis on efficient mail communication and the necessity for rapid transmission of information between their widely separated stores, it would seem to have been a logical choice. Some weight was also most certainly given to the possibility that the railroad would actually come through Cabra and bring to fruition their plans for exploiting the opportunities thus provided. Their subsequent move to Cuervo when the railroad bypassed Cabra seems to confirm this as a consideration in their choice of Cabra as a store location.

The new business was financed by \$10,000 from the Wagon Mound store,⁶ so the parties interested directly in this expansion were the Wagon Mound partners, George and Frank Bond. However, in 1899 Archie MacArthur was receiving 5 per cent of the Wagon Mound profits, so his interest in the Cabra store is not to be discounted.

It appears that the first manager of this store was A. H. Long who was later to be associated with the Bonds in the Rosa Mercantile Company.⁷ While it later became the general policy upon the opening of a new store to give the manager a sizable share of the business, this was not done at Cabra as, indeed, it had not been done at Wagon Mound.

Very little is known of the Cabra business operation, but by the summer of 1900 George Bond had decided to make a change at Cabra and replace Long with Andrew W. Wiest who was willing to take the managership for one-half the profits.⁸ An account for Andy Wiest first appears in the ledger on September 5, 1900, and so it would seem that the change

4. U. S., Department of the Interior, General Land Office, *Map of Territory of New Mexico*. 1" = 12 mi., 1903. Bond's writings refer variously to "Cabra," and "Cabra Springs." It has also been observed as "Cobra Springs" in some published material, but the form, "Cabra," used here appears on the map cited and is considered authoritative.

5. Interview with J. S. Holbrook, Cuervo, New Mexico, March 1, 1958.

6. *Records, loc. cit.*

7. This has not been absolutely substantiated, but examination of the meager correspondence points strongly to this conclusion. The Rosa Mercantile Co. is discussed *infra*, chap. xii.

8. Letter of G. W. Bond to Frank Bond, June 13, 1900, Bond Papers, *loc. cit.*

was promptly made. At the end of that year, the Cabra store owed the Wagon Mound store just over \$14,000.⁹

With the advent of Andy Wiest in 1900 as an equal partner with the Bonds, the firm name was changed from G. W. Bond & Bro. to Bond & Wiest, the name it has borne now for fifty-eight years. Wiest's share in the business was without any investment of his own, but by the end of 1901, his first full year at the helm, Wiest had \$3,045.41 in the business which represented his share of the profits.¹⁰ The first financial picture of Bond & Wiest that can be reconstructed today is presented in Table 30.

TABLE 30
BOND & WIEST BALANCE SHEET
January 10, 1902

<i>Resources</i>	
Book Accounts	\$ 4,859.00
Notes	294.84
Sheep on hand	2,524.59
Wool	9,824.90
Cattle	8.00
Cash	210.90
Merchandise	6,575.39
Total	<u>\$24,297.62</u>
<i>Liabilities</i>	
Due Sundry Persons	\$ 343.93
Due G. W. Bond & Bro.	17,844.88
Due A. W. Wiest, profits	3,045.41
Due G. W. Bond & Bro., profits	3,045.42
Undivided profits	17.98
Total	<u>\$24,297.62</u>

The last firm evidence of the store at Cabra is an invoice dated September 10, 1901.¹¹ At some time between this date and the end of 1903, the Bond & Wiest store was moved to Cuervo, New Mexico, a small community about fifteen miles east of Santa Rosa.¹² However, there is evidence to indicate that the move actually took place in 1902.

9. *Records, loc. cit.*

10. *Ibid.*

11. *Copy Book*, September 10, 1901, p. 185, Holbrook Papers, *loc. cit.*

12. The "Old Observer," in describing a visit to the Bond & Wiest store, refers to its location in "Cuervito." He also referred, erroneously, to Wiest as "Mr. Frank Wiest." "The Old Observer in New Mexico," *The American Shepherd's Bulletin*, XI, No. 6 (June, 1906), 525 (49).

The move to Cuervo was almost certainly motivated by the arrival of the railroad which came not through Cabra but through Tucumcari, Cuervo, and Santa Rosa.¹³ The Bonds were not alone in quickly realizing the advantages to be gained by establishing themselves in a competitive transportation position, for the Charles Ilfeld Company made a coincident move in 1904 and established a branch in Santa Rosa.¹⁴

The Cuervo store was first opened in temporary quarters,¹⁵ building construction was begun, and the Cabra store was closed permanently. The new store building was completed in 1903, and before the year was out the floor space had to be more than doubled by building a warehouse. This brought the building investment to \$4,827.51 at the end of December.¹⁶

The profit-sharing arrangement between the Bonds and Andy Wiest was undisturbed until 1904 when the Bond & Wiest Corporation was formed with George W. Bond as president, Frank Bond as vice-president, and Andrew W. Wiest as secretary and treasurer.¹⁷ "Having incorporated this new company for the purpose of handling their business as a corporation rather than as a firm,"¹⁸ the new corporation bought the assets of the old firm of G. W. Bond & Bro. by giving 12,501 shares of stock to Frank Bond, 12,500 to G. W. Bond, and 24,999 shares to A. W. Wiest.¹⁹ There were a total of 50,000 shares issued.

13. Interview with J. S. Holbrook.

Belying the present appearance of Cuervo, the prospects and hopes at that time for expansion of the community are evident from a reference in a letter written by Andy Wiest in which he referred to the "Gross-Kelly Addition to the Town of Cuervo." *Copy Book No. 635*, p. 352, Holbrook Papers, *loc. cit.*

The railroad actually arrived in Santa Rosa on Christmas Day in 1901. Interview with C. H. Stearns, Albuquerque, April 12, 1958.

14. *Copy Book No. 71*, August 7, 1902, p. 43 and August 12, 1902, p. 116, in the Charles Ilfeld Business Collection (University of New Mexico Library, Albuquerque), cited by William J. Parish, unpublished MS, chap. xi, p. 29.

15. Interview with J. S. Holbrook.

16. *Records, loc. cit.*; Letter of G. W. Bond to Franklin Bond, September 2, 1903, Bond Papers, *loc. cit.* George always addressed his brother as "Franklin," both orally and in correspondence. He was the only one given this privilege.

17. Minutes of First Stockholders' Meeting, April 21, 1904, Holbrook Papers, *loc. cit.* Note also that the A. MacArthur Company, Wagon Mound, was organized as a corporation just two months later in the same year. *Supra*, chap. iv.

18. Minutes of Special Meeting, April 21, 1904, Holbrook Papers, *loc. cit.*

19. *Ibid.*

This division of the stock gave the Bonds a one-share control of the company. At the time of incorporation, the Bonds had an interest in the business of just under \$14,000, including undivided profits, and Wiest's comparable interest amounted to slightly more than \$10,000.²⁰ The additional \$15,000 needed by Wiest and the extra \$11,000 needed by the Bonds to take up their respective stock was placed on the Bond & Wiest books as a receivable. These sums were carried by the business until 1906 when accumulated profits of \$19,200 were divided and offset against these accounts to reduce the loans to the stockholders. In 1908 additional accumulated profits of \$27,000 were divided, thus finally enabling Wiest as well as the Bonds to liquidate all debts to the company.

Until it was finally possible to get rid of the capital dilution that had been introduced at the time of the incorporation, nothing was realized by any of the participants in the form of profit distribution. Wiest simply drew a store manager's salary of \$75 per month beginning in 1904 which was raised to \$100 in 1905 and to \$125 in 1907.²¹

The above corporate structure stood until 1906 when Joe Holbrook, Jr., became a stockholder. Holbrook was a native of Philadelphia whose father operated an Indian commissary in Cimarron. He had been a shepherd for a number of years and then operated a meat market in Wagon Mound before joining the Bonds at Cabra where he bought sheep, worked in the store, and ran the post office.²² The first positive evidence of his presence is contained in his personal account which was opened in December, 1901,²³ although one historian dates his arrival several years earlier.²⁴ His rise, however, in the Bond organization began in 1906 when Andy Wiest transferred 1,600 shares of stock to him.²⁵

20. *Records, loc. cit.*

21. Minutes of Board of Directors' Meeting, April 21, 1904, Holbrook Papers, *loc. cit.*; *ibid.*, March 6, 1905; *ibid.*, March 4, 1907.

22. Interview with J. S. Holbrook; Davis, *op. cit.*, p. 1631.

23. Ledger, p. 518, Holbrook Papers, *loc. cit.*

24. Davis (*loc. cit.*) writes that Holbrook went to "Capos [sic] Springs" in 1895 and bought sheep for G. W. Bond & Bro. The Bonds were probably buying and renting sheep in the Cabra area that early even though the store was not opened until 1899, but the dates and sequence of events in Davis' biography are self-contradictory.

25. Minutes of Board of Directors' Meeting, March 3, 1913, Holbrook Papers, *loc. cit.*

Andy Wiest's services to the Cuervo store began to be divided when Archie MacArthur was stricken at Wagon Mound in 1911 and Wiest began to manage both stores simultaneously. This gave Holbrook the opportunity to prove his mettle during Wiest's increasingly frequent absences, and in 1912 he was given deserved recognition by being appointed assistant general manager, although it is probable that by this time Wiest was in Wagon Mound so much of the time that Holbrook was for all practical purposes in complete charge of the Cuervo operation. His services in this capacity were apparently well appreciated for at the end of the year George Bond sent him a bonus of an undisclosed but apparently substantial amount—an action without precedent in the Bond system.²⁶

In 1913, Andy Wiest transferred 2,000 more shares of stock to Holbrook just before a profit distribution.²⁷ The nature of the conditions under which Wiest transferred his holdings to Holbrook from time to time are undisclosed,²⁸ but it was probably a private agreement inasmuch as Wiest and Holbrook were double brothers-in-law, each having married the other's sister.²⁹

By 1912 George Bond was living in Idaho and from a practical viewpoint his functioning as president was greatly diminished. He was for this reason dropped from the Board of Directors,³⁰ and Frank Bond became president, Andy Wiest was elected vice-president and Holbrook was named secretary, treasurer, and general manager.³¹ The following year George and Frank Bond each transferred 1,000 shares of stock to Holbrook,³² and so at the end of 1915 the stockholdings stood as shown in Table 31.

26. *Copy Book*, January 20, 1913, Holbrook Papers, *loc. cit.*

27. Minutes of Board of Directors' Meeting, March 3, 1913, Holbrook Papers, *loc. cit.*

28. The stockholders' record of April 4, 1910, shows that 24,999 shares were jointly owned by Wiest and Holbrook. It was not until 1913 that a correction, retroactive to 1906, was made showing Holbrook as owner of any shares in his own right. *Ibid.*

29. Interviews with J. E. Davenport, J. S. Holbrook, and C. H. Stearns. To further complicate the family relationships, Holbrook's sister, Emma, married Manuel Paltenghe at Wagon Mound. *Ibid.*

30. *Records*, *loc. cit.*

31. Minutes of Stockholders' Meeting, August 13, 1914, Holbrook Papers, *loc. cit.*

32. Minutes of Board of Directors' Meeting, April 10, 1915, Holbrook Papers, *loc. cit.*

TABLE 31
STOCKHOLDERS, BOND & WIEST, 1915

Name	Shares
G. W. Bond	11,500
Frank Bond	11,501
A. W. Wiest	21,399
J. Holbrook, Jr.	5,600
Total	50,000

Throughout the period ending with the close of 1915, merchandise not only represented the heaviest single investment of Bond & Wiest but also accounted for the largest single item of profit. The division point on the railroad was located just a few miles southwest, and the area was prosperous. Cuervo was enjoying a period of expansion; there appears to have been no serious competition in the merchandise field; and the store was piled high with calico, flour, and all the traditional inventory of a country store. The trade customarily bought supplies for as long as an entire year at a time, a heavy inventory of goods was needed to supply their wants, and wholesale purchases of 10,000 pounds of beans or 20,000 pounds of potatoes were not uncommon.³³ The year-end investments and gross profits on merchandise for the period through 1915 are shown in Table 32.

Sales data for only a few years are available, but they indicate a rapid rise from \$44,230.32 in 1905 to a peak of almost \$96,000 in 1908.³⁴ By 1912 they had dropped to less than \$61,000, but in 1915 they were back up to about \$79,000. It was not unusual for more than half the sales to be on credit, and as a result the accounts receivable carried by Bond & Wiest were a sizable item. They are shown in Table 33. These book accounts were regarded as being ninety per cent good, which was a conservative estimate. In fact, the actual loss was less than 4 per cent in 1912.³⁵

The merchandise business was closely associated with the railroad, and in the early years Cuervo was a regular stop. Not only was this an asset by way of widening the marketing

33. *Copy Book*, October 12, 1904, p. 135, Holbrook Papers, *loc. cit.*

34. *Copy Book*, February 11, 1906, p. 553, Holbrook Papers, *loc. cit.*; *Records*, *loc. cit.*

35. *Ibid.*

TABLE 32
 MERCHANDISE INVENTORY
 AND GROSS PROFIT ON MERCHANDISE
 BOND & WIEST
 (dollars in thousands)

Year	Inventory	Profit
1903	\$ 8.1	\$. .
1904	12.2	. . .
1905	12.9	6.9
1906	14.4	. . .
1907	26.4	11.5
1908	25.1	10.3
1909	25.6	. . .
1910	24.5	. . .
1911	20.3	. . .
1912	18.9	3.8
1913	17.8	4.1
1914	17.5	4.4
1915	18.5	9.4

TABLE 33
 BOND & WIEST BOOK ACCOUNTS^a
 (dollars in thousands)

Year	Amount
1903	\$ 8.7
1904	9.8
1905	13.4
1906	15.1
1907	17.2
1908	11.8
1909	6.5
1910	8.7
1911	8.5
1912	16.6
1913	13.3
1914	17.2
1915	21.3

area but also it sharpened the price competition. In 1905 Wiest wrote:

a. The very existence of these credit sales and book accounts lends a puzzling aspect to Frank Bond's comment to George in 1911 that there was no credit business in Cuervo. *Letter Book No. 6*, July 8, 1911.

Profits do not show up as well as last year, yet we sold more goods, our sales were 37412.00 dollars, accounting for this is that there is too much strive [sic] for the trade that is tributary to the Rock Island, to hold or get the trade prices have to be figured very close, we believe we are getting our share.³⁶

The regular train service to Cuervo was discontinued by the end of 1904,³⁷ but it continued to be a flag stop and as such provided adequate facilities to the Bonds for mail and merchandise service. However, after December 1, 1910, the trains no longer stopped there at all,³⁸ and the slow strangulation of Cuervo began. This must have been a source of keen disappointment for railroad accessibility had indeed been the desideratum when the decision to locate in Cuervo was made nine years previously. Certainly the effect on the merchandise trade is obvious, for after 1910 it began a steady decline. A number of efforts were made to regain the railroad stop but without avail. In fact, while mail service did continue on a drop-and-pick-up basis, it finally deteriorated to an intolerable point, and the trains would roar through town leaving the pouches on the pick-up arms.³⁹

Sheep and wool at Cuervo were, of course, the important activities not only because their combined profits were sizable but also because they were unaffected by the discontinuance of passenger train service in 1910. In the first year of business Bond & Wiest shipped 300,000 pounds of wool, and their wool purchases for the first half of 1904 amounted to 125,000 pounds.⁴⁰ The Tucumcari Wool Scouring Mills were located not too far away,⁴¹ and doubtless some of the Bond & Wiest

36. Letter of A. W. Wiest to Frank Bond, February 11, 1905, Bond Papers, *loc. cit.* Wiest seems to have had an aversion to the use of periods and upper case letters. The substitution of commas for sentence periods and failure to capitalize first words makes his correspondence particularly difficult to read. The Bonds, incidentally, did this occasionally also, but to a much lesser degree. Their contemporaries do not now recall any particular reason for it.

37. *Copy Book*, January 24, 1905, p. 260, Holbrook Papers, *loc. cit.*

38. *Ibid.*, December 23, 1910.

39. *Copy Book*, *passim*, Holbrook Papers, *loc. cit.*

40. *Ibid.*, January 2, 1905, p. 289; *ibid.*, July 27, 1904, p. 40.

41. *Ibid.*, June 22, 1905, p. 362; *ibid.*, n.d., p. 388. The Tucumcari Wool Scouring Company was incorporated in 1904 for \$25,000 by E. J. Huling (*infra*, chap. viii), M. C. Mechman, and Solomon Floersheim. It had a capacity of 16,000 pounds of wool per day. *The American Shepherd's Bulletin*, IX, No. 6 (June, 1904), 698 (82).

wools were shipped there although Brown and Adams in Boston were the largest buyers and for many years enjoyed practically all of the Cuervo business.⁴² The hold that Brown and Adams had on the wools in that area was a source of some annoyance to Holbrook who, after a visit by Mr. Adams, was led to remark that Adams thought he had a cinch on the Cuervo wools "but I will be D [sic] if we consign to him until we know he has us cornered."⁴³ Later, of course, much of the wool business was shifted to Hallowell, Jones, & Donald as all the Bond business began to drift away from Brown and Adams.⁴⁴

At one time the Bonds had up to 30,000 head of sheep on the grant lands north of Cuervo,⁴⁵ but the Bond & Wiest sheep were of a lesser order. In 1908 Bond & Wiest had 10,000 sheep on the Beck Grant, paying one cent per head per month rent for grazing,⁴⁶ but in response to an inquiry Wiest wrote:

We know of no other land this side of the Pecos River where 5,000 head of sheep could be grazed, all available land is being taken up very rapidly by the homesteaders, this means that the sheep business in this section will soon be a thing of the past.⁴⁷

However, at the end of 1915, Bond & Wiest still had slightly more than 11,000 sheep, of which 8,800 were on rent.⁴⁸

Pertinent investment and profit data on sheep and wool are shown in Table 34.

A small but lively business was conducted at Cuervo in hides, pelts, and cattle. Handling of hides and pelts seems to have begun in 1903 and continued without much change through 1915. Wiest mentions having over 2,000 pounds of

42. *Letter Book No. 58*, June 11, 1915, p. 460.

43. *Copy Book*, July 10, 1913, Holbrook Papers, *loc. cit.*

44. *Letter Book No. 58*, June 11, 1915, p. 460.

45. *Copy Book*, July 7, 1904, p. 9, Holbrook Papers, *loc. cit.*

46. *Copy Book No. 635*, January 27, 1909, p. 487, Holbrook Papers, *loc. cit.* Wiest frequently called it the "Cabra Grant."

The rental contract on the grant with J. D. Hand expired in June, 1906, and the grant was sold in 1907 to A. A. Jones, so it appears that Bond & Wiest were paying Jones in 1908 for running sheep on the grant. *Copy Book*, February 10, 1906, p. 550, Holbrook Papers, *loc. cit.*; *supra*, pp. 80-81; interview with Harry R. Roberson, Albuquerque, April 12, 1958.

47. *Ibid.*

48. *Records*, *loc. cit.*

pelts and some goat skins on hand as early as 1904,⁴⁹ and the following year Wiest arranged with the G. W. Bond & Bro. Mercantile Company in Encino to send their hides to Cuervo for shipment.⁵⁰ Wiest handled the hides without charge and Encino thus gained a freight rate advantage by shipping from Cuervo.⁵¹ In addition, combining their shipments enabled them to confine their shipping to carload lots and thus take a further freight rate advantage.⁵² Wiest pursued this with some vigor and worked with C. H. Stearns in Santa Rosa in the same way.⁵³ Year end investments in hides generally were in the modest range of two to three hundred dollars although at the end of 1906 over \$1,000 worth were on hand. The profit realized was likewise modest, averaging about \$500 a year with the exception of 1905 which doubled that.⁵⁴

TABLE 34
BOND & WIEST SHEEP AND WOOL
(dollars in thousands)

Year	Year-end Sheep Investment	Profit on Sheep	Profit on Wool
1903	\$ 0.0	\$. . .	\$. . .
1904	2.3	. . .	. . .
1905	2.2	2.8	1.2
1906	8.1	. . .	. . .
1907	2.6	3.4	2.2
1908	11.1	.0	.0
1909	17.7	. . .	. . .
1910	15.2	. . .	. . .
1911	10.3	. . .	. . .
1912	12.4	3.1	3.2
1913	20.1	5.9	1.4
1914	20.8	5.0	1.6
1915	38.1	8.4	1.1

49. *Copy Book*, July 23, 1904, p. 33; Holbrook Papers, *loc. cit.*

50. *Ibid.*, n.d., p. 544.

51. *Ibid.*

52. *Copy Book No. 635*, May 9, 1907, p. 216, Holbrook Papers, *loc. cit.*

53. *Ibid.* Stearns operated a general store in Santa Rosa and frequently ran sheep with Wiest. He recalls selling hides and pelts with Wiest also but had Vorenberg come down from Wagon Mound to sort and price them first. Interview with C. H. Stearns.

54. *Records*, *loc. cit.*

Cattle holdings were sporadic, being insignificant most of the time. However, there were over \$2,000 worth of cattle in 1909 and slightly less in 1910. At the end of 1915, Bond & Wiest had 157 head of cattle costing almost \$6,000.⁵⁵ Profits on the sale of cattle were insignificant.

Book accounts were carried by Bond & Wiest in amounts ranging to \$17,000, with the balance at the end of 1915 being slightly more than \$21,000. However, cash balances were adequate at all times, accounts being maintained in both the Santa Rosa bank and in the bank at El Paso, Texas, up through 1912.

Overall profits show that the Cuervo branch was a good investment, total net profits of the business being as shown in Table 35.

TABLE 35
BOND & WIEST NET PROFITS
(dollars in thousands)

Year	Amount
1904	\$ 7.0
1905	12.2
1906	8.3
1907	18.7
1908	13.3
1909	12.2
1910	5.6
1911	5.3
1912	11.8
1913	13.9
1914	14.4
1915	16.7

Notwithstanding the obviously profitable business at Cuervo, there was early talk of selling out.⁵⁶ This first suggestion in 1911 by Wiest was probably sparked by a sudden necessity for him to spend a great deal of time at Wagon Mound for prior to that time the general economic outlook in that area had not been at all dismal. In fact, there had been talk of expansion some years earlier when it was rumored that the Bonds were putting in a business at Moriarty⁵⁷ and

55. *Ibid.*

56. *Letter Book No. 6*, July 8, 1911.

57. They never did.

that Gross-Kelly was moving into Willard.⁵⁸ It was shortly thereafter that Charles Ilfeld inquired about renting the store building at Cabra,⁵⁹ probably with the thought of opening a store. Bond refused.

Even at the same time that Andy Wiest was suggesting that the Cuervo store be sold, a new industry was invading Cuervo. The amole plant was being cut, dried in the sun for sixty days, then shipped east for use in the manufacture of rope.⁶⁰ Wiest did some trading in it; he bought the dried plant for seven dollars a ton and sold it for eight dollars.⁶¹

The subject of selling out at Cuervo was dropped for the time being, but Joe Holbrook brought it up again in 1915. Frank Bond had no particular objection to selling if Holbrook wanted to, but he didn't believe that Holbrook was really serious, feeling that the Cuervo store would continue to pay as well as the other stores.⁶² Holbrook was by this time discouraged at the declining sheep and wool prospects. Bond was sympathetic but noted that despite having exerted every effort to retain enough ewes in the country to provide flock increases, the number of sheep was nevertheless dwindling.⁶³ Harry Kelly went so far as to say that within a short time there would be no ewes at all in San Miguel County.⁶⁴

These thoughts were a part of the gloom of the times in an area which had now started toward the eventual loss of its major industries, but Bond and Wiest were both satisfied with the showing there,⁶⁵ and Wiest wanted Holbrook at Wagon Mound which may have been contributory to his wanting to sell.⁶⁶ However, Holbrook continued to run the store, run sheep, buy and sell wool, and all the myriad activities devolving upon a Bond manager. Like Frank Bond at Es-

58. *Copy Book*, July 11, 1904, p. 11, Holbrook Papers, *loc. cit.*

59. *Ibid.*, August 30, 1904, p. 37.

60. *Letter Book No. 6*, July 8, 1911.

61. *Ibid.* The amole plant has detergent properties and its rootstock is normally used as a substitute for soap. Wiest mentions "rope," however. At the same time he stated his distrust of dry farmers and said that he would pay them only after the cars were actually loaded.

62. *Letter Book No. 59*, August 11, 1915, p. 384.

63. *Ibid.*

64. *Ibid.*

65. *Letter Book No. 56*, January 19, 1915, p. 533.

66. *Letter Book No. 6*, January 20, 1914.

panola and like Andy Wiest before him at Cuervo, Holbrook was active on the District School Board and attended, for instance, to such miscellaneous matters as trying to get Don Grabiell [sic] Chavez' son pardoned from the state penitentiary.⁶⁷ He acted as agent for Henry Posha of German Valley, Illinois, who owned one of the grants,⁶⁸ and found a buyer for two ranches that George Bond owned on the east side of the Beck Grant.⁶⁹ A. H. Long continued to own property in Cuervo,⁷⁰ and Joe Holbrook, Jr., doubtless looked after that property also. His son, J. S. Holbrook, is still in Cuervo and operates the business today.

67. *Copy Book*, October 18, 1904, p. 152, Holbrook Papers, *loc. cit.*; *ibid.*, July 19, 1911; *ibid.*, August 21, 1912.

68. *Ibid.*, March 5, 1913.

69. *Ibid.*, March 7, 1913.

70. *Ibid.*, November 14, 1912. Long had married the daughter of W. R. Lott who had property holdings in Cuervo also. Interview with H. R. Roberson.