

# Source Set 1 Deer Trade

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## Essential Question:

What do these sources reveal about the relationship between the British and Cherokee in the 1700's?

1. Determine if your sources are primary or secondary.
2. Read the price list. How did trade with the British help the Cherokee? How did the trade benefit the British?
3. Read the transcript of Skiagunsta's and Little Carpenter's (Attakullakulla) discussion with Governor Glen. What issues do they discuss?
4. Be prepared to share your answer to the essential question.

# **RATE OF EXCHANGE IN 1717**

## **AGREEMENT BETWEEN COLONISTS AND CHEROKEE**

<b>Item</b>	<b>Number of Deerskins</b>
Gun	35
1 yard of strouds cloth	8
White duffel blanket	16
Hatchet	3
Narrow hoe	3
Broad hoe	5
30 bullets	1
Scissors	1
Knife	1
String of beads	1
12 flints	1
Laced broadcloth coat	30
Ax	5
Pistol	20

## TAKEN FROM A "LIST OF PRICE OF GOODS," NOV. 1, 1751

Item	Number of Deerskins
A blanket	3 bucks or 6 does
2 yards strouds [cloth]	3 bucks or 6 does
A knife	1 doe
A large knife, buckhandled	1 buck
1 gun	7 bucks for 14 does
60 bullets	1 doe
Fine ribands [ribbons]	1 buck 2 yards or 4 does
Fine ruffled shirts	4 bucks or 8 does

1 pound (lb.) deerskin = doe skin

2 pound (lb.) deerskin = buck skin

### DEERSKIN TRADE FACTS

1698-1715 Colonists exported between 53,000 and 54,000 deerskins each year.

1748 Colonists exported around 160,000 skins.

1764 John Stuart, southern superintendent for Indian affairs claimed that annual exports approached around 400,000 hides.

# "List of the Prices of Goods"

Nov. 1st, 1751

TO HIS EXCELLENCY JAMES GLEN, ESQ., & HONBLE

COUNCIL OF SO. CAROLINA

We send this Greeting. We poor Distressed Traders, as your Honable Council & Assembly has at Present thought proper to bring this Cherokee Trade on a Footing Wherewith will endow us to pay our Creditors which know at Present we are Sufferers.

Imprimis. The Prices of Goods if now Regulated properly as your Excellency and Council both Specified no Stillyards [a metal rod with a counterbalance, used for measuring weight] but Scales & Weights to have 1 lb. & 2 lb. Wt. the 1 lb. to be a Deer Skin & 2 lb. To pass a Buck Ditto and if a Skin Weigh more then 2 pounds to Pass for no more than one Skin.

A Blanket	3 Bucks or 6 Does
2 Yards Strouds [coarse wool trade cloth]	3 Bucks or 6 Does
A Garlix [type of imported linen] Shirt	2 Ditto Or 4 Does
Paint, 1 Ounce	1 Doe Skin
Osnbrigs, [coarse linen], 1 Yard	1 Ditto
A Knife	1 Ditto
A large Ditto, Buckhandled	1 Buck
1 Pr. Of Hose	1 Buck and one Doe, or 3 Does &c
Brass Kettles	1 Buck per, or 2 Does
Powder, $\frac{3}{4}$	1 Doe
60 Bullets	Ditto
Silver Earbobs	1 Buck the Pair
Pea Buttons, per Dozen	1 Doe
Swan Shott [large lead pellets]	200 per a Buck Skin
A Steel [for striking sparks]	1 Doe
A burning Glass	Ditto
Hankerchiefs of India	2 Bucks

Ditto, common	Ditto
1 Riding Sadel	8 Bucks or 16 Does
2 Yards stript Flannen [flannel]	2 Bucks or 4 Does
Fine Rufel Shirts	4 Bucks or 8 Does
Women's Side Sadol	20 Bucks or 40 Does
Men's Shoes	2 Bucks or 4 Does
Callicoos	2 Bucks or 4 Does
Callicoos	Ditto, 1 Buck and 1 Doe, or 3 Does
Fine Ribands [ribbons]	1 Buck 2 Yards, or 4 Does
Gartring [material for making garters]	2 Bucks per piece or 4 Does
Caddice [worsted yarn] Ditto	2 Bucks or 4 Does per piece
2 Yards stompt Flanen	2 Bucks or 4 Does
Worsted Caps	1 Buck and 1 Doe or 3 Does
1 Gun	7 Bucks or 14 Does <sup>t</sup>

## Excerpt from Governor Glen's talks with Little Carpenter, Skiagunsta, and others on July 5, 1753, in Charleston

SKIAGUNSTA. I am listening to hear if any of the upper towns has any thing more to say, and have been listening to these two headmen. Suppose they have not done, when they have, I have something to say, for it is not our custom like the white people to talk altogether, but when one is done another begins. When they are all quiet, I shall begin to speak.

GOVERNOR. It is a very good way, and indeed we observe the same.

LONG JACK. We were talking about the trade. I believe both your Excellency and we are imposed on by some traders. When we tell them of it, they say they have the governor's orders for it, and when we complain, we are ill treated by them. The price of a white shirt is at 5 lb. of leather, a hoe at 5 lb., a small shirt at 3 lb. If we complain of this, they answer they have come a great way, and that their horses brake their bones in coming over the hills. Some of them make us pay 6 lb. of leather for a fathom of calico and 4 lbs. weight for one yard.

GOVERNOR. What the traders say is very true. They often sustain great losses in bringing in their goods to your nation, and often have them spoiled in the carriage, and indeed the price is so low that many of them cannot live. Sometimes they cannot be paid for the goods that they do sell, and many other disadvantages there are that they labour under, so that you must not expect to have goods at too low a price, for by the last treaty, you were to have goods at the same price, as was usual before the making [of] that treaty.

LONG JACK. Many of us are often killed in the war, and others by sickness, and if we do owe the traders any thing they must not seize upon our horses, for the debt, though it be little, when what is left would be of service to the living.

GOVERNOR. I am very sorry to hear it. If you will mention but any one of the traders that do such things, they shall be punished. But you yourselves ought to keep accounts to compare with their accompts. These are the words in the last treaty. . . .

It was stipulated that goods should stand at the usual prices, and that if any trader should impose on them they should be punished. Let me know the person that does it.

LITTLE CARPENTER. A flap [broad piece of material] to be one pound of leather, and 6 flaps to be the measure of a match coat.

GOVERNOR. A match coat is settled at 6 wt. of Leather. The Creeks pay 8 wt., and that weight is really 10. (To the interpreter) Tell them they may have an iron yard up with them, and the trader cannot cheat them.

SKIAGUNSTA. When I and my people were here before now, we agreed as to the price of goods, a flap, a shirt, &c., but before it was settled, something intervened that stopped it.

LITTLE CARPENTER. It was on account of the trade that we went to Virginia. When I was in England I was told that I might go any way for goods when I could get them the cheapest. The price of shirting is dearer now than formerly.

GOVERNOR. It was agreed that the price should be as had been usual.

LITTLE CARPENTER. The traders are very cross with us Indians. We dare not speak to them. If we do, they take our skins, and throw them on the ground, and deny us goods. If we do not give them their prices we must go without any.

GOVERNOR. You have already got measures and weights, and therefore they cannot cheat you, and the prices of goods are so very low that the traders cannot live, and pay for their goods, but I desire you will tell me any one that ever got a farthing among you. One of the greatest traders who used to supply the others in your country with goods, because our traders among you were not able to pay for the goods, they bought of him, is gone off to another country and broke. There is James Beamer here who went very young into your country to settle as a trader. He is now grey headed and yet in debt, and indeed the traders among the Creeks make but a Shift [a small share or portion] to live. This is all they can do, and even Mr. Kelly who was a long time among you, he left nothing, for his wife and children are poor. . . .

LITTLE CARPENTER. Do what we can, the white people will cheat us in our weights and measures, and make them less. What is it a trader can not do? They cheat us in the measure of our powder. Some of the white men borrowed my yard [yard] and cut it, and then gave it back for which I was blamed.

GOVERNOR. Let the Yard measure be kept by one of your beloved men, and if then any trader cut it, send to me.

LITTLE CARPENTER. We are satisfied.

LONG JACK. I want to know what is to be done with the prisoners below.

Excerpts from:  
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Voices: Early Accounts of  
Cherokee Life in the East.*  
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