

*Dear Author/Vendor:*

*Thank you for your interest in submitting an item to be considered for sale in our shop. Before leaving an item for review please read the following information to avoid any confusion.*

*We are a cooperating association with the National Park Service. We operate a bookshop in the Park through a Memorandum of Agreement with the Park Service. That agreement stipulates what kinds of goods we may sell, what kind of subject matter they may represent, and how the items are to be reviewed.*

*Items considered will be reviewed for their pertinence to the historical and cultural themes that are attached to this sheet. Does the information reflect or enhance the educational programming of the park? Other selection criteria include accuracy of information, quality of publication such as photography, paper, printing, and binding. If it is not a book, is it accompanied by educational print material? Think beyond "souvenir" for theme-related items.*

*Since we receive many submissions, the price is an important consideration. Is it affordable; and is the price in line with the quality of the items and similar items in the shop? Are we able to purchase this item at 40-50% off the retail price so that we can fulfill our mission to the Park?*

*As we review your item we also ask if it is unique, or do we already have similar items at similar prices? Space is very limited.*

*Some other tips:*

- We carry almost exclusively non-fiction titles.*
- We carry no original art.*
- We appreciate a review copy but cannot promise a return of that copy unless you leave us a self-addressed, stamped mailer.*
- Our initial orders are usually small. We appreciate small minimums. We reorder quickly if the item sells well.*
- We are reducing our Civil War selections to concentrate on subject matter dealing primarily with Harpers Ferry, Antietam, Gettysburg, Shenandoah Valley.*
- We are seasonal in nature and do not carry all titles year around.*

*We thank you for taking the time to review this information. We hope that it is helpful in determining what we are looking for. Thank you for thinking about us for your product.*

*Cathy Baldau  
Executive Director*

## PRIMARY INTERPRETIVE THEMES

*Interpretive themes convey park significance. Primary interpretive themes are the key ideas through which the park's nationally significant resource values are conveyed to the public. They connect park resources to the larger ideas, meaning, and values of which they are a part. They are the building blocks – the core content – on which the interpretive program is based. Each primary theme may connect to a number of specific stories or subthemes. These elements are helpful in designing individual services, ensuring that the main aspects of primary themes are addressed. (CIP)*

- **A** – The physical and historical geography of the Harpers Ferry area demonstrates how landscapes shape human history, and how human endeavors profoundly affect natural landscapes – a powerful reminder that the actions of today determine the opportunities of tomorrow.
- **B** – The invention of interchangeable parts in arms manufacturing at the Harpers Ferry Armory provided unprecedented momentum to the Industrial Revolution, forever changing the human experience and intensifying the ongoing dialogue regarding the costs and benefits of technological innovation.
- **C** – The cataclysmic impact of John Brown's raid, followed by the intense and pervasive impacts of the Civil War on the community of Harpers Ferry and the nation, provide myriad insights into the violent, transformative reality of war.
- **D** – The history of Harpers Ferry chronicles many critical milestones and issues in the continuing struggle to achieve the American ideal of Freedom and equality for all.
- **E** – The history of Harpers Ferry weaves together many common threads in the tapestry of 18<sup>th</sup>, 19<sup>th</sup>, and 20<sup>th</sup> century America enabling a deeper understanding of the roots of the great American experiment and providing important context for the challenges and opportunities facing us today.
- Orientation and Safety Information
- National Park System and National Park Service Mission

## PARK SIGNIFICANCE STATEMENTS

*Statements of significance clearly define the most important things about the park's resources and values. They serve as the foundation of developing primary interpretive themes and desirable visitor experiences. Significance statements help park managers and staffs focus on the preservation and enjoyment of those attributes that directly contribute to the purpose of the park and that which must be protected. (CIP)*

1. The geography of the Harpers Ferry area (including the “gap” and confluence of the Potomac and Shenandoah rivers in the Blue Ridge Mountains) has made this a key travel, trade, and communications crossroads (trails, highways, canals, and railroads) from the times of earliest human inhabitation by American Indians through the present.
2. The challenges and opportunities provided by the terrain and natural resources at Harpers Ferry, including the abundance of waterpower and mineral ores, spurred it to be a nationally important center for technological experimentation, innovations, and invention.
3. Upon the recommendation of President George Washington, Harpers Ferry was designated by Congress as a Federal Armory in 1796.

4. Harpers Ferry preserves the site of John Brown's raid of 1859 – an epic event in opposition to slavery precipitating the Civil War.
5. The speech made by Abraham Lincoln at Cooper Union in New York City regarding John Brown's raid on Harpers Ferry was a crucial factor in his selection in 1860 as the Republican candidate for President of the United States.
6. The first property damage in Virginia attributable to the Civil War occurred in Harpers Ferry.
7. During the Civil War, Harpers Ferry served as a fortified and defensible "bastion" to the Union capital at Washington, D.C.
8. As a result of its strategic location, the citizens of Harpers Ferry suffered under almost continuous military occupation (by both North and South) and restrictive martial law throughout most of the Civil War.
9. Harpers Ferry's fall to Confederate General Stonewall Jackson, as part of the Maryland Campaign of 1862, was the largest surrender of the United States troops during the Civil War.
10. Harpers Ferry served as a staging and supply area for General Sheridan's Shenandoah Campaign.
11. Harpers Ferry became a primary theater in the waging of and opposition to guerrilla warfare as a predominant tactic for destroying the war-making capabilities of the opponent.
12. The Harpers Ferry Armory was the first instance in the history of the world of developing and using interchangeable machine parts in mass manufacturing, and documents many of the social changes attendant with that cultural shift.
13. The Lewis & Clark expedition was supplied with key arms technology from Harpers Ferry.
14. Harpers Ferry preserves a historic landscape of such importance that it is a Historic District on the National Register of Historic Places. The longevity of preservation activity at Harpers Ferry documents the evolution of the national preservation ethic and its methodologies.
15. The cultural resources of Harpers Ferry document an outstandingly broad range of the African-American experience – from the slavery of Colonial times to the Civil War and abolition to the continuing march toward Civil Rights today.
16. The park preserves the campus of Storer College; one of the first institutions of higher learning for freed slaves established during Reconstruction, and where Frederick Douglass served as one of the founding trustees.
17. In 1906, Storer College was the site of the second Niagara Movement Convention, where W.E. B. DuBois devised the first modern philosophy and strategy for civil rights that led to the formation of the National Association for the Advancement of Colored People (NAACP).
18. Harpers Ferry National Historical Park enjoys a special relationship with the Harpers Ferry Design Center and Stephen T. Mather Training Center by serving as a national proving ground for research, development, and training in resource preservation and interpretation.

Vendor Submittal Form

(if you already have an information/price sheet it may be attached to this form,  
but we need this information before an item can be reviewed.)

Name of Publication or Item:

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Order From:

Suggested Retail Price\_\_\_\_\_ Cost Price\_\_\_\_\_

Discount Schedule and Minimums:

Contact Name and Phone/e-mail:

I am leaving a self-addressed stamped mailer for return of my item if it is not selected.

Submit to  
Harpers Ferry Park Association  
P. O. Box 197  
Harpers Ferry, WV 25425

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Fax 304-535-6749  
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