

# Guide to the Edgar Laing Heermance Papers

MS 273



compiled by Susan Grigg

October 1979

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## Collection Overview

**REPOSITORY:** Manuscripts and Archives  
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**CALL NUMBER:** MS 273

**CREATOR:** Heermance, Edgar L. (Edgar Laing), 1876-

**TITLE:** Edgar Laing Heermance papers

**DATES:** 1923-1935

**PHYSICAL DESCRIPTION:** 3 linear feet (8 boxes)

**LANGUAGE:** English

**SUMMARY:** Correspondence, printed matter, and writings accumulated through hundreds of inquiries to business and professional associations concerning business ethics and economic planning. Also included is a typescript autobiography spanning his life from childhood through his Minnesota ministry, 1902-1918.

**ONLINE FINDING AID:** To cite or bookmark this finding aid, please use the following link: <https://hdl.handle.net/10079/fa/mssa.ms.0273>

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## Requesting Instructions

To request items from this collection for use in the Manuscripts and Archives reading room, please use the request links in the HTML version of this finding aid, available at <https://hdl.handle.net/10079/fa/mssa.ms.0273>.

To order reproductions from this collection, please go to [http://www.library.yale.edu/mssa/ifr\\_copy\\_order.html](http://www.library.yale.edu/mssa/ifr_copy_order.html). The information you will need to submit an order includes: the collection call number, collection title, series or accession number, box number, and folder number or name.

Key to the container abbreviations used in the PDF finding aid:

b. box  
f. folder

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## Administrative Information

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### Immediate Source of Acquisition

Gift of E. L. Heermance, 1937.

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## Conditions Governing Access

The materials are open for research.

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## Conditions Governing Use

Copyright status for collection materials is unknown. Transmission or reproduction of materials protected by U.S. Copyright Law (Title 17, U.S.C.) beyond that allowed by fair use requires the written permission of the copyright owners. Works not in the public domain cannot be commercially exploited without permission of the copyright owners. Responsibility for any use rests exclusively with the user.

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## Preferred Citation

Edgar Laing Heermance Papers (MS 273). Manuscripts and Archives, Yale University Library.

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## Biographical / Historical

Edgar L. Heermance received his undergraduate and graduate degrees from Yale (B.A., 1897; M.A., 1899; B.D., 1901). After serving for seventeen years as a minister and frontier missionary in Minnesota, he returned to New Haven in 1919 and devoted himself to study and writing. Beginning in 1936 he was also active in New England forestry, serving as an officer of several trade and environmental organizations. These are his major publications:

1906 --*Democracy in the Church*

1915 --*The Unfolding Universe*

1922 --*Chaos or Cosmos*

1926 --*The Ethics of Business: A Study of Current Standards*

1933 --*Can Business Govern Itself?*

1935 --*The Connecticut Guide*

1942 --*The Time Stream: A Voyager Takes a Reckoning*

The 1897 Yale class books contain excerpts from his letters to the class secretary and more information about his career.

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## Scope and Contents

The Edgar L. Heermance Papers consist mainly of correspondence, writings, and printed matter accumulated through hundreds of inquiries to business and professional associations about ethics (mainly 1924-1925) and economic planning (mainly ca. 1933). The result is an extraordinary collection of printed codes of ethics and printed and manuscript statements about business plans and practices. Heermance used this material to prepare books on these subjects and then donated it to Yale in 1937. The arrangement is alphabetical by business or profession, as listed on the following pages.

There is also a typescript autobiography of Heermance that spans from his childhood to his ministry in Minnesota.

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## Collection Contents

### Inventory, 1923-1935

#### List of titles on folders

b.1	ACCOUNTING
b.1	ADVERTISING AGENCIES
b.1	ADVERTISING, BETTER BUSINESS BUREAUS
b.1	ADVERTISING, DIRECT MAIL
b.1	ADVERTISING, FINANCIAL
b.1	ADVERTISING, GENERAL
b.1	ADVERTISING, REFERENCE MEDIA
b.1	ADVERTISING, RETAIL
b.1	AGRICULTURE
b.1	AGRICULTURE, DIARY PRODUCTS
b.1	AGRICULTURE, FRUIT AND PRODUCE
b.1	AGRICULTUR, MILK
b.1	AIR CONDITIONING
b.1	AMUSEMENTS
b.1	APPAREL INDUSTRY
b.1	APPAREL INDUSTRY, MANUFACTURE
b.1	APPAREL INDUSTRY, RETAIL
b.1	ARCHITECTURE
b.1	ARCHITECTURE, LANDSCAPE
b.1	ART
b.1	AUTOMOBILES
b.1	AUTOMOBILE TRAFFIC
b.1	AUTOMOTIVE EQUIPMENT
b.2	BAKING
b.2	BAKING EQUIPMENT
b.2	BANKING
b.2	BARRELS

## List of titles on folders (continued)

b.2	BARRELS, STEEL
b.2	BEDDING
b.2	BEEES
b.2	BLUE PRINTING
b.2	BOILERS
b.2	BONDING
b.2	BOOKSELLING
b.2	BITTLING
b.2	BOXES, WOOD
b.2	BRICK
b.2	BROOMS
b.2	BUILDER'S SUPPLIES
b.2	BURIAL INDUSTRY, FUNERAL DIRECTING
b.2	CANNING
b.2	CASH REGISTERS
b.2	CEMENT
b.2	CEMENT, OXY-CHLORIDE
b.2	CHAIN STORES
b.2	CHAMBERS OF COMMERCE
b.2	CHEMICALS
b.2	CHEWING GUM
b.2	CLAY PRODUCTS
b.2	COAL, OPERATORS
b.2	COAL, RETAIL
b.2	COMMERCIAL ORGANIZATION SECRETARIES
b.2	COMMERCIAL SCHOOLS
b.2	COMMERCEIAL TRAVELERS
b.2	CONFECTIONARY, MANUFACTURE
b.2	CONFECTIONARY, WHOLESALE
b.2	CONTAINERS, EGG CASES

## List of titles on folders (continued)

b.2	CONTAINERS, FRUIT PACKAGES
b.2	CONTRACTING
b.2	CONTRACTING EQUIPMENT
b.2	CONTRACTING, QUANTITY SURVEYING
b.2	CONTRACTING, STEEL CONSTRUCTION
b.3	CONVENTION BUREAUS
b.3	CORDAGE
b.3	CREDIT, COMMERCIAL
b.3	CREDIT, RETAIL
b.3	CYCLE TRADES
b.3	DENTAL SUPPLIES
b.3	DENTISTRY
b.3	DETECTIVE AGENCIES
b.3	"DEVELOPING COMMON STANDARDS" English
b.3	DRAMA
b.3	DRUGS, MANUFACTURE
b.3	DRUGS, RETAIL
b.3	DRUGS, WHOLESALE
b.3	DRY GOODS
b.3	DYING AND CLEANING
b.3	ELECTRICAL SUPPLIES MANUFACTURE
b.3	ELECTRICAL SUPPLIES RETAIL
b.3	ELECTRICAL SUPPLIES, WHOLESALE
b.3	ELECTROTYPING
b.3	ELEVATORS
b.3	EMPLOYERS' ASSOCIATIONS
b.3	ENGINEERING CHEMICAL
b.3	ENGINEERING, CIVIL
b.3	ENGINEERING ELECTRICAL
b.3	ENGINEERING, GENERAL

## List of titles on folders (continued)

b. 3	ENGINEERING, MECHANICAL
b. 3	ENGRAVING
b. 3	EXCHANGE CLUB
b. 3	EXPORT TRADE
b. 3	FARM IMPLEMENTS, MANUFACTURE
b. 3	FARM IMPLEMENTS, RETAIL
b. 3	FERTILIZERS
b. 3	FINANCE COMPANIES
b. 3	FISH
b. 3	FLOOR COVERINGS
b. 3	FLOWERS
b. 4	FORESTRY
b. 4	FURNITURE
b. 4	FURS
b. 4	GAS PRODUCTS
b. 4	GLASS
b. 4	GLOVES
b. 4	GLUE
b. 4	GRAIN
b. 4	GREETING CARDS
b. 4	GROCERIES: MANUFACTURE
b. 4	GROCERIES, RETAIL
b. 4	GROCERIES, WHOLESALE
b. 4	HAIRDRESSING
b. 4	HARDWARE, MANUFACTURE
b. 4	HARDWARE, RETAIL
b. 4	HARDWARE WHOLESALE
b. 4	HATS
b. 4	HAY
b. 4	HOTELS



## List of titles on folders (continued)

b. 4	ICE AND REFRIGERATION
b. 4	ICE CREAM
b. 4	INCUBATION
b. 4	INSULATION MATERIAL
b. 4	INSURANCE
b. 4	INSURANCE, LIFE
b. 4	INVESTMENT
b. 4	JEWELRY
b. 4	JOURNALISM
b. 4	JOURNALISM, PUBLISHING
b. 4	KIWANIS CLUB
b. 5	KNIT GOODS
b. 5	LAUNDERIES
b. 5	LAW
b. 5	LAW, QUESTIONS ON PROFESSIONAL CONDUCT
b. 5	LEATHER
b. 5	LIGHTING FIXTURES
b. 5	LIME
b. 5	LIONS CLUBS
b. 5	LITERATURE
b. 5	LOANS
b. 5	LUMBER, MANUFACTURE
b. 5	LUMBAR, RETAIL
b. 5	LUMBER, WHOLESALE
b. 5	MACHINERY
b. 5	MEAT
b. 5	MEDICINE
b. 5	MEDICINE, SURGICAL SUPPLIES
b. 5	MEDICINES VETERINARY
b. 5	METALS

## List of titles on folders (continued)

b. 5	METAL TRADES
b. 5	MILK
b. 5	MILLINERY
b. 5	MILLING
b. 5	MILLWORK
b. 5	MINING
b. 5	MINISTRY
b. 5	MONUMENTS
b. 5	MOTION PICTURES
b. 5	MUSEUMS
b. 5	MUSIC
b. 5	NURSERIES
b. 5	NURSING
b. 6	OILS, VEGETABLE
b. 6	OPTICAL GOODS
b. 6	OPTOMETRY
b. 6	OYSTERS
b. 6	PAINT AND VARNISH
b. 6	PAPER BOARD INDUSTRIES
b. 6	PAPER MANUFACTURE, ENVELOPES
b. 6	PAPER MANUFACTURE
b. 6	PAPER, WHOLESALE
b. 6	PETROLEUM
b. 6	PHOTOGRAPHY
b. 6	PLUMBING
b. 6	PLUMBING SUPPLIES
b. 6	PRINTING
b. 6	PRODUCE
b. 6	PUBLIC SERVICE
b. 6	PUBLIC UTILITIES

## List of titles on folders (continued)

b. 6	PUBLISHING
b. 6	PUBLISHING, SUBSCRIPTION BOOKS
b. 6	PURCHASING
b. 6	RADIO
b. 6	RADIO BROADCASTING
b. 6	RAILWAYS
b. 6	RAILWAYS, ELECTRIC
b. 6	REAL ESTATE
b. 6	REAL ESTATE APPRAISAL
b. 6	REAL ESTATE, BUILDING OWNERS AND MANAGERS
b. 6	RECREATION
b. 6	RESTAURANTS
b. 7	"RICE LEADERS OF THE WORLD" English
b. 7	ROOFING
b. 7	RUBBER
b. 7	SAND AND GRAVEL
b. 7	SAWS
b. 7	SCHOOL SUPPLIES
b. 7	SCIENTIFIC APPARATUS
b. 7	SEEDS
b. 7	SERVICE CLUBS, MISCELLANEOUS
b. 7	SHIPPING
b. 7	SHIPPING, MARINE SUPPLIES
b. 7	SHOES, MANUFACTURE
b. 7	SHOES, RETAIL
b. 7	SHOES, WHOLESALE
b. 7	SHORTHAND
b. 7	SILVERWARE
b. 7	SOAP
b. 7	SOCIAL WORK

## List of titles on folders (continued)

b.7	STATIONARY AND OFFICE APPLIANCES
b.7	STOCK BREEDING
b.7	STONE INDUSTRIES
b.7	STONE INDUSTRIES, GRANITE AND MARBLE
b.7	SUGAR
b.7	TEACHERS' AGENCIES
b.7	TEACHING
b.7	TEACHING (M. J. WALSH)
b.7	TELEPHONES
b.7	TENTS AND AWNINGS
b.7	TEXTILES
b.7	TEXTILES, COTTON
b.7	TEXTILES, SILK
b.7	TEXTILES, WOOL
b.7	TITLES
b.7	TOBACCO
b.7	TOILET ARTICLES
b.7	TOURIST AGENCIES
b.7	TRADE PRACTICE RESEARCH, FINANCING
b.7	TRADE PRACTICE RESEARCH, GENERAL CORRESPONDENCE
b.7	TRADE PRACTICE RESEARCH, RELATIONS WITH CHICAGO
b.7	TRADE PRACTICE RESEARCH, RELATIONS WITH HARVARD
b.7	TRADE PRACTICE RESEARCH, RELATIONS WITH YALE
b.7	"THE TRUTH IN ADVERTISING MOVEMENT" English
b.7	VEHICLES
b.7	WALL PAPER
b.7	WAREHOUSES
b.7	WASTE MATERIAL
b.7	WATER WORKS
b.7	WOMEN'S CLUBS

**Additional Material**

Heermance, Edward Laing

Ms (typescript carbon) "The Heermance Story." 53 p.

With photographs, letters and memorabilia pasted in.

Included are chapters 3 to 8 of Edgar L. Heermance's autobiography.

Chapters 1 and 2 are missing.

The autobiography covers his childhood in White Plains, N.Y., his years at Yale College, from which he graduated in 1897, his marriage to Nora Livingston in 1907 and his ministry in Minnesota, 1902-1918.

b. 8, f. 1	Genealogy
b. 8, f. 2	Chapters 3 and 4
b. 8, f. 3	Chapters 5 and 6
b. 8, f. 4	Chapters 7 and 8
b. 8, f. 5	Memorabilia

## **Selected Search Terms**

The following terms have been used to index the description of this collection in the Library's online catalog. They are grouped by name of person or organization, by subject or location, and by occupation and listed alphabetically therein.

### **Subjects**

Business  
Business ethics  
Clergy  
Clergy -- Biography  
Clergy -- Minnesota  
Economic policy

### **Geographic Names**

United States -- Economic policy

### **Genres / Formats**

Autobiographies

### **Names**

Heermance, Edgar L. (Edgar Laing), 1876-