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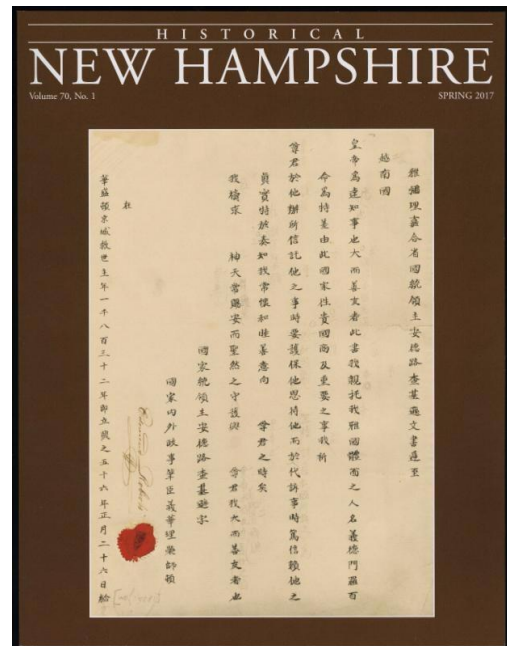
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***Historical New Hampshire* Explores the Art of Negotiation**

CONCORD, NH--For fresh evidence of Yankee negotiating skills, look no further than the spring 2017 issue of *Historical New Hampshire*, due out April 6, 2017. In its pages are two articles about the successes and failures of New Hampshirites parleying with Asian governments and American philanthropists to further their causes.

In the issue's first article, entitled "Encounter at Vung Lam: New Hampshire Businessman Edmund Roberts and America's First Diplomatic Negotiation with an Asian Country," Toby Finnegan, a return author to the journal, explores the career of Portsmouth's Edmund Roberts, the first American diplomat sent to Vietnam. Finnegan's previous HNH article, published in the Summer 2012 issue, was about the 1806 capture of Roberts's ship *Victory* by the French. This time Finnegan writes about Roberts's life in Portsmouth, South America, and London, and his ground-breaking American diplomatic mission to Asia in 1833. Roberts, upon the advice of Secretary of the Navy Levi Woodbury, was sent by President Andrew Jackson to Cochinchina (Vietnam), Siam (Thailand), and Muscat (Oman) to establish commercial treaties intended to protect American shippers and sailors trading there. Traveling incognito as the "captain's clerk" on the *Peacock*, lest America's commercial competitors gain



an advantage, Roberts departed Boston in 1832. In Vietnam, he met with a strictly hierarchical government structure that bogged down his mission in navigating diplomatic niceties rather than the trade agreements he came to discuss. When challenged by Vietnamese officials to produce a suitably impressive array of titles to bolster his authority to represent America, Roberts reiterated his strong ties to New Hampshire with a list of "titles" that is sure to bring a smile to every Granite Stater's face. He met with a less frustrating and more fruitful experience in Siam and Muscat, opening a path for American merchants in southeast Asia.

By contrast, the second article takes place entirely in New Hampshire and details a contribution of arguably the greatest philanthropist in American history, Andrew Carnegie. In "'A Plain, Dignified Building': Negotiating for an Academic Carnegie Library in Durham," Susan J. Siggelakis, associate professor of political science at the University of New Hampshire, outlines the delicate negotiations involved in the construction of the college's Hamilton Smith Library. William Gibbs, president of what was at the time called the New Hampshire College of Agriculture and the Mechanic Arts in Durham, assembled an unusual coalition to ensure the library got built with practically no college funds, combining Carnegie's benevolence with two Durham library organizations to construct a new library building on campus that served both the college and the town. Such a feat required perseverance, tact, and not a little creativity, producing what was probably the only college library in the country to have a fully functioning children's room, which was intended to serve the youngsters of Durham. The college's current Hamilton Smith Hall is a legacy to Gibbs's efforts and good old-fashioned Yankee ingenuity.

The spring issue also includes five book reviews on a range of topics sure to interest New Hampshire history lovers. The reviews cover the Isles of Shoals art of Childe Hassam, New England's historic theater curtains, Captain John Smith's 1614 voyage along the New England coast, the New Hampshire lottery, and Mount Kearsarge (the one in Merrimack County).

Historical New Hampshire is a benefit of membership in the New Hampshire Historical Society, and all members will receive a copy by mail in early April. Copies for purchase are available in the Society's online store or by calling 603-228-6688.

Founded in 1823 the New Hampshire Historical Society is an independent, nonprofit organization dedicated to saving, preserving, and sharing New Hampshire history. Nowhere will you find a more extensive collection of objects and archives related to New Hampshire's history. The Society shares these vast collections through its research library, museum, website, publications, exhibitions, and youth and adult educational programs. The Society is not a state-funded agency. All of its programs and services are made possible by membership dues and contributions. For more information about the Society and the benefits of membership, visit nhhistory.org or call 603-228-6688.

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