

# OLD SALEM SCRAP BOOK

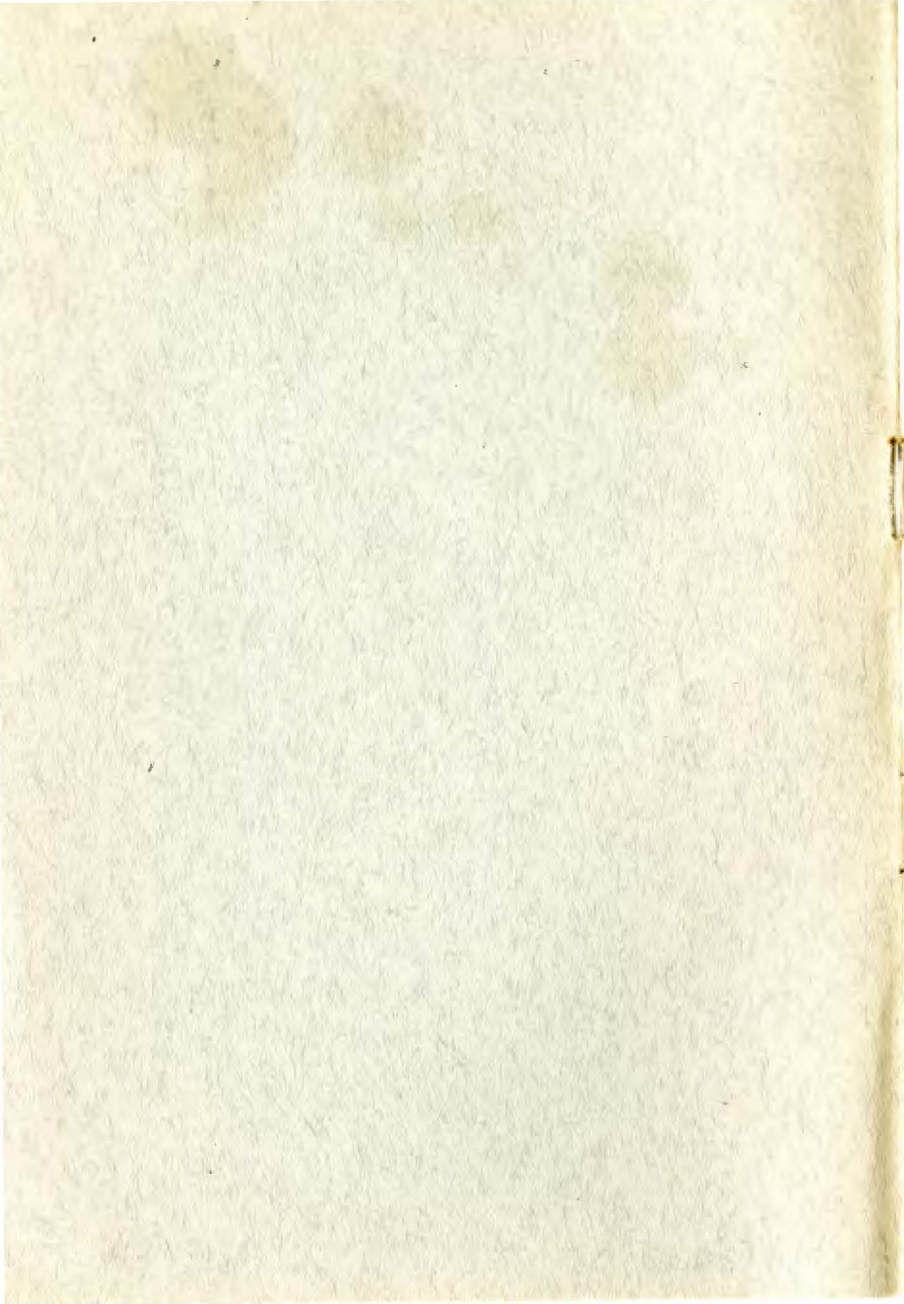
FRED A. GANNON

Low Prices of the Gay Nineties  
Old Salem Sayings and  
Miscellany



SHOPPING AT THE GROCERY STORE

Printed by Newcomb & Gauss  
in City Hall Square, Salem, Mass.  
for the  
Salem Books Co., M. F. McGrath, *President.*



# OLD SALEM SCRAP BOOK

FRED A. GANNON

Low Prices of the Gay Nineties  
Old Salem Sayings and  
Miscellany



SHOPPING AT THE GROCERY STORE

Printed by Newcomb & Gauss  
in City Hall Square, Salem, Mass.  
for the  
Salem Books Co., M. F. McGrath, *President.*

## THE LOW PRICES OF THE GAY NINETIES

## Introduction

“Eureka! I’ve found out why the nineties were gay” said Ichabod, the Amateur Economist.

“Maybe you would like to know the why, if you are wrestling with the H. C. L., 20 taxes, pin money, etc. etc.”

“We would indeed” said the Ups and Downs in unison. The club had dined, and wanted somebody to talk to it. So Ichabod, the Ama-Economist, spoke his piece.

---

## THE GOOD OLD DAYS

“You’ve heard, have you not, of the good old days when a dollar bought a lot of fodder, fuel, fabric and what not, and—

“Costs of living were so low a young fellow could take time off now and then to go fishing, or just loaf, and—

“Old folks took life easy on savings bank money, and—

“It didn’t cost a fortune to go to school, or a wedding, or a picnic.

“Them were the good old days. Alas and Alack! They’ve gone never to return. But maybe you would like to hear about them.

## BREAD AND BUTTER PRICES

Just cast the eyes over some prices that the predecessors paid. Feast the mind upon them. The like won't be quoted again.

"Flour at from \$4 to \$4.50 a barrel, delivered to the kitchen closet. A loaf of bread, or a pan of hot biscuits, made from the flour, cost about five cents. A penny's worth of yeast, from the neighboring store, raised a batch of bread.

A five pound box of creamery butter cost \$1. Cooking butter, 17 cents regular and 14 cents on bargain days.

Molasses, and youngsters liked 'lasses on bread, was had for ten cents a quart, or 30 cents a gallon, the buyer supplying the jug. If five gallons were bought, the grocer gave a keg for it.

Bread, good home-made bread, was the staff of life of the gay nineties. A pan of hot gingerbread was a feast. There were also the gingerbread men for children to devour.

## CHEAP HEAT

Heat, the second necessity, it coming next after food, was also low priced in the gay nineties.

Coal cost \$5 a ton and up for the hard kinds. Soft coal was cheaper. Some mixed the bituminous with tan, had free from the tanneries, and kept the home fires burning.

Wood cost \$5 a cord, more or less, the buyer to saw and split it, and stack it in the wood shed. That was off the task of boys.

Boys also gathered up waste wood from shops, limbs trimmed from tree, and old shingles taken off the roof tops, and added them to the fuel supply.

The kitchen stove, after cooking food all day, warmed the family circle in the evening. The stove in the parlor was heated up Sundays. A few had bed room stoves, and in them made "quick fires" morning and evening.

Thrifty folks let the fires out at night and started them again in the morning, unless it was so cold the water was likely to freeze.

A few hardy old timers opened the window when the thermometer marked above 60. They wore red flannels.

### \$5 and \$10 SUITS

"Clothes, the third necessity, also were low of price in the gay nineties," continued Ichabod, The Amateur Economist.

"A \$10 bill bought a Sunday best suit, all wool, and ready made. A work suit, also of wool, cost \$5.

"Trousers, sometimes called panta, or pantaloons, cost \$2.50. Overcoats were had at from \$5 to \$10, regular price, and sometimes at half price for odds and ends at bargain sales.

"A custom made suit cost \$12.50 at McManus & McCarthy's store, "open evenings." Some tailors charged more.

"A Little Lord Fauntleroy suit, or a sailor suit, for the small boy, cost \$2.50 and up. School suits also were cheaper. Sometimes the store gave a baseball bat with each suit.

### HABERDASHERY PRICES

The haberdashers sold black derby hats at \$1.50 and up. Hard hats, oft worn until the crown got cracked. Straw hats 50 cents.

A white shirt, if laundered to a stiff bosom, was had for 75 cents. If bought "soft" and starched and ironed at home, the charge was but 50 cents.

Collars and cuffs, to be attached to shirts, sold as cheap as five cents each. Thrifty men bought celluloid collars.

An arduary necktie cost a quarter, and a "dress up tie" as much as 50 cents. Cotton stockings were as cheap as  $12\frac{1}{2}$  cents a pair.

Home knitted mittens kept the hands warm in winter.

### PIE PRICES

"Boys, who went to High School in The Gay Nineties, recessed to Pease & Price's bake shop and feasted on Washington pie at the rate of a nickel for a quarter of a pie, big round, and thick through, "Dinny" put so much raspberry jam in it that the jam oozed out on to the fingers. The man who wanted a morning snack, got a piece of pie for a nickel, and a cup of coffee for another nickel at most any restaurant.

"As for home made pies, apples for them cost \$1 a barrel, and pie meat, for mince pies, three cents a pound. Lard for making the pie crust cost a nickel a pound. Old fashioned house keepers "tried out" lard, they made it in the kitchen.

Pies were baked six and twelve and twenty on baking day, and were served for breakfast, dinner and supper. Men folks had a piece of pie, with a

slice of cheese, before going to bed. When youngsters went to grandmothers for Thanksgiving dinner, three pieces of pie, mince, apple and squash, were served after turkey, and there was also plum pudding.

### 5 & 10 CENT LOBSTERS

Mr. Weeks, the lobster man who pushed the cart around, sold little lobsters for a nickel and large ones for a dime. Harbor lobsters, fresh from the kettle.

Down town folks walked to the lobster houses on Salem Neck and bought a basket of lobsters for 50 cents; or 60 or 75 cents, according to the number and size of the lobsters in the basket. For Sunday dinner, a whole lobster was put on each plate.

Some dwellers on the water front pulled lobsters from their traps, or from sea weed on the rocks—or they dug a mess of clams from the sands. Free food, was it not?

### 15 CENT STEWS

The restaurant near City Hall, at one time Masury's and at another Hutchinson's, served a bowl of beef stew that was a meal, for 15 cents,—and on Fridays a bowl of fish chowder for a like price.

At Newcomb's oyster house, in Derby Market a clam cake cost a nickel, and it was so big and sturdy that one cake, and a cup of coffee, made a noon lunch for some.

Beans, "a thousand on a plate" for a dime, with two slices of bread, was restaurant routine.

The "hot dog carts" sold a sausage on a roll for a nickel, and, for the same price a sandwich of thick sliced ham, and a slice of onion free if wished.

### CHEAP SWEETS

I. P. Harris & Read sold white sugar at five cents a pound in the spring of 1897, and at  $3\frac{1}{2}$  cents on bargain days.

Brown sugar, preferred by some, was quoted at  $3\frac{1}{2}$  cents, and loaf sugar, for the tea party at  $5\frac{1}{2}$  cents.

Vermont maple sugar at two pounds for 25 cents, and syrup at \$1 a gallon, and 79 cents for the lesser grades.

"Hand rolled" chocolates at 20 cents a pound. The best girl liked them.

Children bought sticks of candy for a penny, six sticks for a nickel. Elders bought peppermint drops for a dime a pound. Rock candy cost more.

The corner drug store served a glass of soda,

vanilla, chocolate or strawberry, for a nickel, and an ice cream soda, or a milk shake, for a dime. A dollar bought a gallon of ice cream.

"Billy" Nourse, at his celebrated store opposite City Hall, served ice cream at five cents a plate—two spoons if a boy shared the cream with his chum.

### 50 CENT FISH DINNERS

A fish dinner cost 50 cents at the sea shore restaurant. That was for the ordinary chowder, clam, lobster and ice cream dinner.

The "Extra Special" cost \$1. Platters of fried sea food were put on the table. "Help yourself."

### FREE FOR CATCHING

Men and boys rowed down the harbor and fished for fun as well as for food. Cunners and flounders were hauled up on the line, oft enough to share with the neighbors. One afternoon in the fall more than 100 men and boys were fishing for smelts off Derby wharf. Others with hook and line on other wharves, and in boats.

## CRACKERS &amp; CHEESE

Common crackers cost six cents a pound. Country cheese, including sage cheese, was had for 15 cents a pound. The grocer offered a piece cut from the big cheese on the counter and said "Try the Taste."

Cobb, Bates & Yerxa, in the spring of 1897, offered Roquefort cheese at 30 cents a pound.

Milk was five or six cents a quart. A bowl of crackers and milk was a low priced supper.

Boys picked blueberries in the pastures, to be added to the crackers and milk, also to be made into berry pies.

Fruit stores sold blue berries at ten cents a quart, and strawberries, along about Fourth of July time, at three boxes for 25 cents.

## AGE OF ABUNDANCE

"Now I've told you enough to show that the family budget was but a few dollars a week in the gay nineties.

"The reason why, which I promised to tell, is that taxes were low."

So saying, Inchabod, The Amateur Economist, took his seat, and a glass of water. The Chief Upper

of the Club rose, said Thank you to Ichabod, and to the members—"Any question, gentlemen, about the abundance that made the nineties gay?

### CHEAP ENTERTAINMENT

"What price amusements?" asked the cheerful youth.

Ichabod said—"10, 20 and 30 cents for admission to "The Chimes of Normandy, or other popular operas by the Andrews, Moulton & Johnson Co. A reserved seat to hear a minstrel show, amateur or professional, 50 cents. Admission 25 cents.

"A car ride to The Willows cost a nickel. Some walked for exercise and to view the scenery. Free concerts by the Salem Cadet band, Jean Missud, leader.

"For \$2 a young fellow hired a horse and buggy, in winter a horse and sleigh, and took his best girl to ride.

"Sunday evenings, young people gathered about the piano, or the organ, in the parlor and sang the old songs.

Pleasant, inexpensive ways to maintain morale, were they not?

## CHEAP MEAT

"What were meat prices? You haven't said much about them." So remarked the family man.

Ichabod replied—"I'll quote a few. Sirloin steak 25 cents a pound; chuck steak two pounds for 25 cents, rolled roast 15 cents, stew beef three cents. Pork seven cents, Lamb eight cents. Turkeys 18 cents. Thrifty shoppers got a turkey from a stand in Derby Market for \$1.

"Liver three pounds for 25 cents. Bacon 15 cents. Frankforts two pounds for 25 cents. Hams ten cents a pound and smoked shoulder at seven. Some Salem families raised pigs and had the hams and bacon smoked by "Billy" Glidden.

"Corned beef cost from three to six cents a pound. Quail at \$1.50 a dozen. Pie meat, for mince pies, three cents. If Fido went to the store with the shopper, the meat cutter tossed him a bone to take home.

## DIME SHAVES

The poet, long of hair, arose and asked "What prices at the barber's?"

Ichabod reported—"A shave for a dime, and a hair cut for a quarter. Boy's 15 cents. Beards trimmed for a dime."

### \$2 A DAY HOTELS

What about hotels? asked the traveling man.

Ichabod replied—"The rate in commerical hotels was \$2 a day and up. A boarding house offered rooms at \$2 a week and up, and board for \$3.50 a week.

"A meal ticket at a restaurant, or eating house was as cheap as \$3. The price of breakfast, dinner and supper for a week. Hotels put on pretty good banquets for \$1 a plate.

Some summer hotels had a rate of \$1 a day.

"Down on the farm" the charge was \$3 or \$4 a week.

### THE \$2.98 EASTER BONNET

"Did ladies' clothes cost much" inquired Newlywed.

"Of that, I'm not informed as much as I might be" Ichabod replied. "However, I'll quote from the records.

"An Easter bonnet, in 1897, cost \$2.98. A wire frame, to be trimmed at home, was had for 25 cents at Frank Cousin's Bee-Hive. Ribbons, 5 cents a yard.

"Spring suits, and coats, cost from \$5 to \$10. Some women bought fabrics at from 25 to 50 cents a yard, and made their dresses at home.

"Bicycle suits, the sport clothes of the gay nineties, were had for \$6.75 at Webber's. The ankle length models.

"Black cotton stockings, some with double soles, were quoted at 25 cents a pair. Black kid boots at \$2 and a button hook free with each pair.

"No beauty parlors in the gay nineties, you know."

### LOW TAXES—LOW PRICES

"Tell us more about low taxes, if you please," said the man who had just bought a house.

"With pleasure," Ichabod replied. "The local rate was \$16 or \$17 per \$1000. It was low when the watchdogs of the treasury were on guard in City Hall.

"Keeping down public spending was the popular purpose in the gay nineties. The mayor got \$1500 a year. The aldermen served for the honor of the office.

"The police chief was paid \$30 a week, and policemen from \$16 to \$18. The fire chief, a part-time worker, got \$15 a week. Firemen were volunteers,

---

with a few exceptions, like the engineers and drivers. The latter got about \$20 a week. They took care of the horses and greased the wagon wheels.

All along the line, for teachers, city men, meaning street department men, and lamp lighters, and clerks, the pay was \$20 a week, more or less.

So taxes were low. And the city tax was the chief tax, there being no income taxes, state or federal, nor profit taxes, no excise taxes on automobiles because the horseless vehicles were few,—and as for the tax on tobacco it was so low that no smoker noticed it.

“So, you see, taxes didn’t roll up like a snow ball, and swell and swell costs of food, clothing and shelter.

“Prices were low because taxes were low in the gay nineties, and young fellows could afford to take a day off now and then and go fishing, or loaf, and the old folks lived easy on savings bank money. The good old days, were they not?”

## OLD SALEM SAYINGS

Such as The Old Folks Were Brought Up On.

---

## INTRODUCTION

“Listen, my children, and you shall hear” some of the sayings that old folks were brought up on.

So will others who “lend me their ears.”

“Short sayings express the wit and genius of a city” said the sage.

We offer a few old Salem sayings. Among them, may be, you’ll find one worth keeping in mind.

A quip in time, you know, ends the argument, caps the climax and makes the nub of a story. It also livens up the conversation; and the correspondence.

## BENTLEY'S BITS

We'll begin with a few bits of wisdom by Dr. Bentley, pastor of the old East church who "took the whole town for his parish." In his diary he jotted down such lines as these:—

"Let not inclination, nor impulse, wrest the helm from reason."

"Every man is entitled to the kind look, the familiar reply and the most pleasing civilities."

Of a critic he said:—

"He has all senses excepting common sense."

Of a candidate for office he remarked:—

"He claimed to be a self made man. But all parts of the work were not well done."

Of a letter critical of a current topic Bentley said:—

"It is not penned with that accuracy which might have been wished."

After too freely expressing his own views he wrote as a rule for future guidance:—

"Put thy hand over the door of thy mouth."

## TRADE PHRASES

We'll go on with phrases that men learned in their trades, such as these:—

“Strike while the iron is hot” said the smith.

“Hit the nail on the head” exclaimed the carpenter.

“As square as a brick” observed the mason.

“Cut the coat to fit the cloth” advised the thrifty tailor.

“A stitch in time saves nine” claimed the mender.

“Save at the spigot and waste at the bung-hole” observed the grocer.

“Every tub should stand on its own bottom” affirmed the cooper.

“As empty as a barrel” said the critic of the stump speaker's speech.



## ADMONITIONS TO APPRENTICES

Oft was the apprentice urged to "Double Diligence"—And was reminded to "Waste not—want not." And that "a penny saved is a penny earned." Further, he was told to "be as busy as a bee," and was sometimes advised that "the longest way round is the shortest way home."

The poet put it:—

"Little Johnny Purchase going to the mill.

"The farthest way round is the shortest way home."

## "FOOL'S ERRAND"

The witty master workman sent his apprentice on "a fool's errand" so as to "sharpen his wits." He told the lad to go for "a left handed monkey wrench," "a bucket of steam," "a pound of white lamp black" or a "quart of oil of spikes."

The printer told his "devil" to look for "type lice." When the unlucky wight had his eyes close to the types the printer sharply closed the form and the lad got his face spattered with inky water.

The school teacher said—"If at first you don't succeed, try try again." The cynic exclaimed—"All play and no work makes Jack a dull boy."

## SAYINGS NAUTICAL

We'll go on with sayings by Jack Tar, Ben Boltrope, Bill Boystay and Harry Hauyard, seaman of old Salem.

They told of Jonah, who had an adventure with a whale, and of Davy's Jones who kept a locker way down below.

They said sharp things about "ship cousins" and "dirt sailors," meaning those who talked sailor talk and ne'er went near the water—also of "brass heads," the "brass hats" of their time.

"Horse Marines" were drivers of baggage wagons.

"Free gigs" were free lunches.

"Salem harbor mess" was a fish dinner.

"The Pepper Port" was Salem's nickname in the period what Salem ships brought home hot spice for the nation.

"Keep the jaw port shut" cried the sailor. The poet said "Silence is golden."

"As loud of one of Peale's whispers" was said of the captain who "had a voice like a fog horn."

### “PATIENCE IS A VIRTUE”

“Slowly, young ladies, grace is never in a hurry.” The admonition of a Salem matron to “The younger set.”

“Nothing can be more useful to a man than a determination not to be hurried.” So Thoreau said as he looked upon “slaves of speed” in his time.

### “PANDEMONIUM PREVAILS”

“Universal madness riots in Main st.” So Hawthorne commented as he viewed the passing scene.

### “GOING TO THE BOW WOWS”

“A nation cannot long exist when the highest pitch of excitement is demanded every minute.” So Dr. Bentley remarked as he viewed “unquiet and scrambling times.”

### QUAKER WORDS

One man of Salem in 1947 could (but seldom did) use the old Quaker words “thee” and “thou” and “thine.”

## IRISH PHRASES

Here and there are men who speak the cheery greeting—"Top of the morning to you" and bidding a friend goodby, add "God bless you."

## "BE ON TIME"

A wit of city hall once added to a notice of a committee meeting these lines:—

"The strongest dictates of our soundest reason require each member to be here in season."

## HOME SONGS

"Seeing Nellie Home." P. S. Gilmore wrote this song, of a maid of Salem it is said.

Boys of old Salem liked to sing—"When Johnny Comes Marching Home Again.

## ODD &amp; ENDS

"It rains pitchfolks."

"Cold enough to freeze a crow bar."

"As hot as hasty pudding."

"As slow as cold molasses."

"As old as Methuselah."

---

### “HEEDLESS HARRY”

“News went in one ear, and out the other.” So it was said of “Heedless Harry.”

### IRRITABLE PEOPLE

“Small pot, soon hot.” So it was remarked of peppery persons.

“His nose is out of joint” was said of “the likes of him.”

### FROM “THE HEADS”

“Rock ’em round the corner” was the cry in old Marblehead when “the silk stockings” of Salem appeared in town.

### “COURTING” TERMS

“Sitting on her front door steps”—“Waiting on her” and “sparking,” later “dating.” The old terms of the years when Salem folks sat on their front door steps summer evenings and Jack sat beside his Jill.

## STYLE NOTE

"The young lady had just made a purchase of the prettiest and most simple village bonnet that ever a woman wore."

Miss Silsbee 1887.



SEEING THINGS

“He’s a star gazer”—an optimist.

“He looks through dark glasses”—a pessimist.

There was the man who “had a gimlet eye,” the man who had “eyes like an owl,” the man who “could see through a knot hole.”

And now there’s the man who asks—“where did I put my glasses?”

“BE YOUR AGE”

“A man can not pick cherries in Kent in December.”

Brought over by the forefathers.

PESSIMIST’S EPITAPH

“Reader, I’ve left your world in which I had a world to do, sweating and fretting to get rich, and just as much a fool as you are.”

An inscription on a tomb stone, reported in The Salem Gazette of 1798.

“EARLY TO RISE”

“We got up in time to pry up the sun.” A familiar saying of horse and buggy days.

## SPIC &amp; SPAN

"He looks as if he stepped out of a band box."

"She looks as if she came out of the top draw of the bureau."

So it was said of the neatly dressed.

"The dude" was a fop of "the gay nineties."

## WORTH REMEMBERING

"Remember what happened to the man who could resist everything but temptation."

Another saying of horse and buggy days.

## RELATIVE VALUES

"A drink from a little spring is sweeter than a cup of water from a big river."

"Is it better to be a big toad in a little puddle or a little toad in a big puddle?"

## THE DAY'S WORK

"It is such a labor to task the faculties of a man—such problems of profit and loss, of interest, of tare and tret, and gauging of all kinds in it, as demands a universal knowledge."

Thoreau so wrote of merchants of old Salem.

## "A FACT IS A FACT"

For good measure, we'll add a few lines from a simple rhyme that the ancestors brought over:—

There was a monkey climbed up a tree.  
When he fell down, then down fell he.  
There was a crow set on a stone.  
When he was gone, there was none.  
There was an old wife did eat apple.  
When she ate two, she had eat a couple.  
There was a horse going to the mill  
When he got there, he stood still.  
There was a butcher did cut his thumb.  
When it did bleed, then blood did come.  
There was a lackey ran a race.  
When he ran fast, he ran apace.  
There was a cobbler clouting shoon.  
When they were mended, they were done.  
There was a chandler making a candle.  
When he them strip, he did them handle.  
There was a navy went into Spain.  
When it returned, it come again.

## THE DAY'S END

"Arrived at my haven of earthly rest at 1/2 past ten; committed myself to the arms of Morpheus & to the care of a gracious God."

William Wait Oliver wrote the lines in his diary after taking two long walks on August 8, 1802. Oliver was deputy collector in Salem Custom House in Hawthorne's time. He lived near 100 years.

## SIGNING OFF"

We add "turn rule" of the printer and so end this assortment of sayings of old Salem.

Among them, may be, is one or two worth keeping in mind for use "in the nick of time" to end an argument, "cap the climax," "nub the anecdote," or enliven the gossip of the hour.

P. S. More later, perhaps. Collecting sayings looks like an interesting hobby.

"THE LAST CIGAR"

Some smokers of choice cigars, in Salem in the gay nineties, could recite from memory the poem about "The Last Cigar." It was written by J. Warren Fabens, who was fond of the sea and poetry, and good cigars, while he was on a voyage in 1887. The poem:—

'Twas off the blue Canaries,  
A glorious summer day,  
I sat upon the quarter deck  
And whiffed my cares away  
And as the volumed smoke arose,  
Like incense in the air,  
I heaved a sigh to think, in sooth,  
It was my last cigar.

I leaned against the quarter rail  
And gazed down in to the sea;  
E'en there the airy wreaths of smoke  
Were curling gracefully.  
Oh, what had I at such a time  
To do with wasting care?  
Alas, the trembling tear proclaims  
It was my last cigar.

I watched the ashes as it came  
Fast nearing to the end.  
I watched it as a friend will watch  
Beside a dying friend—  
I could not speak, I could not stir,  
But like a statue there,  
I whiffed the smoky volume  
Of that divine cigar.

At length the pile of ashes fell  
Like a child from a mother torn,  
And the smoke that I drew in and out  
Grew warm and yet more warm.  
I took one last, one lingering whiff—  
A long whiff of despair—spare the tale—  
I threw it from me,  
It was my last cigar.

I've seen the land of all I love  
 Fade in the distance dim—  
 And sighed above the blighted heart  
 Where once proud hope had been.  
 But now I felt a thrill  
 Which could with no other compare,  
 When off the blue Canaries  
 I smoked my last cigar.

#### LESSON IN PEABODY MUSEUM

"Two passenger pigeons. The specie now extinct."

So said the man of business, who is also a student of nature, as he looked at the display of birds in Peabody Museum.

"Handsome, aren't they?" he went on. "Of ancient ancestry, too. Remember the dove that Noah sent forth from the ark.

"Millions of them were in early America. Flocks of them were so big they cast shadows like clouds. It took a day for one of the larger flocks to fly over a village.

"In one year a billion passenger pigeons were sold in the food markets of New York.

"After that they vanished. No man has seen one since in this nation. The record stands time's test since 1885.

"Yet I like the legend that the last of the passenger pigeons took to the wing and flew to a great wilderness in the north where they now abide.

"It may be, perhaps you will agree, that we need more trees and woods and to shelter our featured citizens."

#### TWO SALTONSTALLS

Hon. Leverett Saltonstall became Salem's first mayor when Salem started as a city in 1836.

The present Hon. Leverett Saltonstall is a U. S. Senator.

#### FIRST SALEM PRINTER

Young Samuel Hall set up a printing press in Salem in 1768, and on it printed "The Salem Gazette," which was the first newspaper in Salem and one of the first in America.

## IT WAS COFFEE, NOT PEPPER

"Most likely you never heard the story of how Capt. Benj. Crowninshield brought home coffee instead of pepper. I'm reminded of it each time I drink the Mocha & Java brew."

So the Talkative Guide said to the Inquisitive Visitor as they took lunch in the garden of the House of Seven Gables, after a walk about historic Salem.

The Visitor opened his mouth to drink and his ears to listen. The Guide opened his mouth and began his story.

"I had the tale from my grandsir. Tom Steadybreeze was he called. You may judge that he was a reliable man.

"When a slip of a boy, not much more than twelve, Tom sailed as cabin boy on the America, of the Crowninshield fleet.

"Capt. Benj. Crowninshield took the America out of Salem harbor, which you now see spread before you. He had orders to bring back a cargo of pepper, it being that then old Salem was 'The Pepper Port' of the nation. It was in the year of 1804. Old Capt. Crowninshield, the head of the house, had warned Capt. Benj. not to break orders this time, like he had done before.

"The America made a quick voyage around Cape of Good Hope—no Suez canal then, you know—and put in to the Ile de Bourbon which is in lat. 22-53; long. 55-30 in case you wish to look it up on the map.

"Capt. Benj. went ashore to get news of trade. He heard that pepper was scarce and high on the pepper coast, while coffee was plenty and cheap in Arabia.

"He had orders to bring back pepper. But he decided to load coffee and, so deciding, he made ready his long guns and got up small arms and ammunition, because he had to run the pirates' blockade to get to port and load coffee.

"Some months later, the look outs on Baker's island, the outpost of old Salem harbor, were surprised to make out the America headed for the main ship channel weeks before she was expected.

"They sent the news to Salem. Old Capt. Crowninshield could scarcely believe it. Nor could others.

"A group started down the harbor on a small boat to learn the what and why of the news. "It must be" said one solemnly "that Capt. Benj. has broken orders again."

"Another sniffed the air, brightened up, rubbed his nose and sniffed again. "I think I smell coffee" said he hopefully.

"Others sniffed and they also hopefully spoke of coffee.

"The old Capt., after a bit of sniffing, shouted through his speaking trumpet. "What's your cargo?"

"It doesn't smell like pepper, does it?" replied Capt. Benj., Yankee wise.

"I smell coffee, not pepper" the old Capt. roared. "Tell me quick what you've got below or I'll tan your hide."

"Coffee from Arabia" yelled Capt. Benj. "The old Capt. and friends, cheered. That puzzled Capt. Benj. He had coffee for a cargo, not pepper as he had been told.

"The long and short of it" concluded the Guide, "is that soon after Capt. Benj. sailed the America out of Salem, the bottom dropped out of the pepper market on account of large supplies, while coffee became scarce and soared in price. The America's cargo was sold to Dutch coffee traders at a profit of \$100,000.

"Grandsir got his share of the profit, to be sure. But he had a puzzled mind. He couldn't figure out if it was seamen's luck, or seamen's judgment, that earned the profit.

The Visitor thought it over a moment and then said. "May be it was both. Some men are born under a lucky star, you know. And there's an old adage or two about the man who grabs opportunity by the forelock and rides on the tide of fortune."

#### THE OLD FERRY

A ferry was early started between Salem and Marblehead and continued until after the Revolution.

The ferry landing in Salem was at the foot of Turner's lane, about where the House of Seven Gables now stands.

