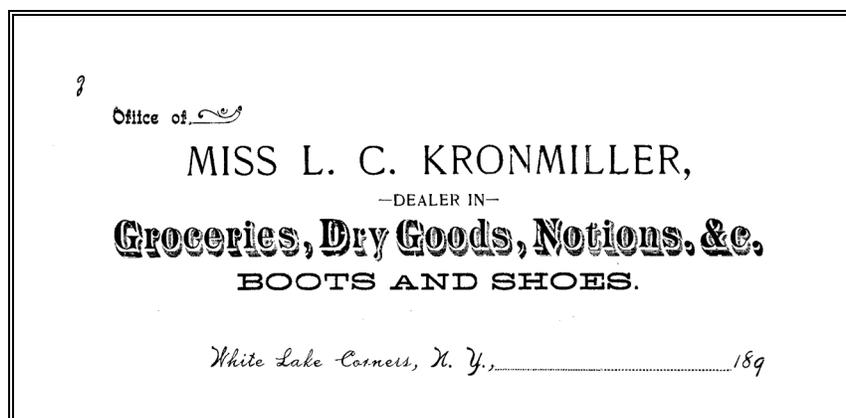


ADIRONDACK BORDER STORE 1895 - 1926



In Northern Oneida County, New York

by

John W. Huther

2

Office of

MISS L. C. KRONMILLER,

—DEALER IN—

Groceries, Dry Goods, Notions, &c.
BOOTS AND SHOES.

White Lake Corners, N. Y., 189

Letterhead for the store when it opened in 1895

Office of

MRS. L. C. CORLISS,

Dealer in

Drugs, Groceries, Dry Goods, Notions,
Etc., Boots and Shoes.

White Lake Corners, N. Y., Dec 10 1901

Letterhead after Louisa Kronmiller married Alvah Corliss in 1898.



Storefront about 1906

ADIRONDACK BORDER STORE 1895 - 1926

In Northern Oneida County, New York

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John W. Huther

Woodgate, NY

2006

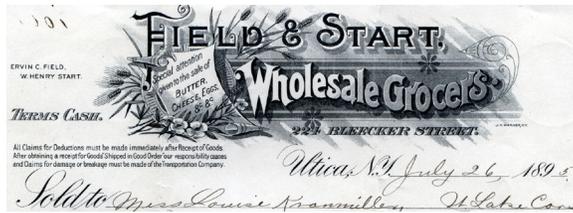
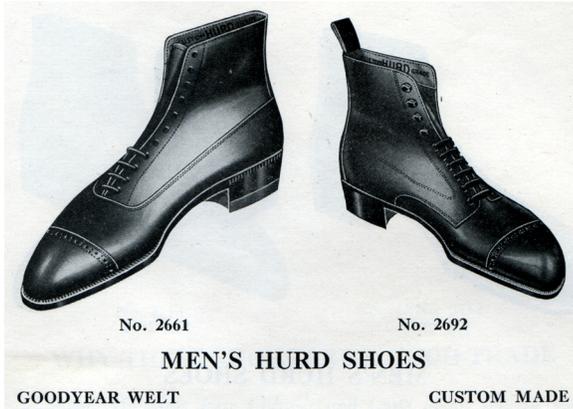
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CONTENTS

1 The Store ---	1
2 Store's Owner ---	9
3 Cash Only ---	17
4 Letterhead ---	23
5 Store Closed ---	27
6 New Letterhead ---	29
7 Money Made ---	33
8 Author's Postscript ---	37
Appendix A: Goods Sold ---	41
Appendix B: Ads Sent to Store ---	65
Appendix C: Invoices ---	77
Acknowledgements ---	95

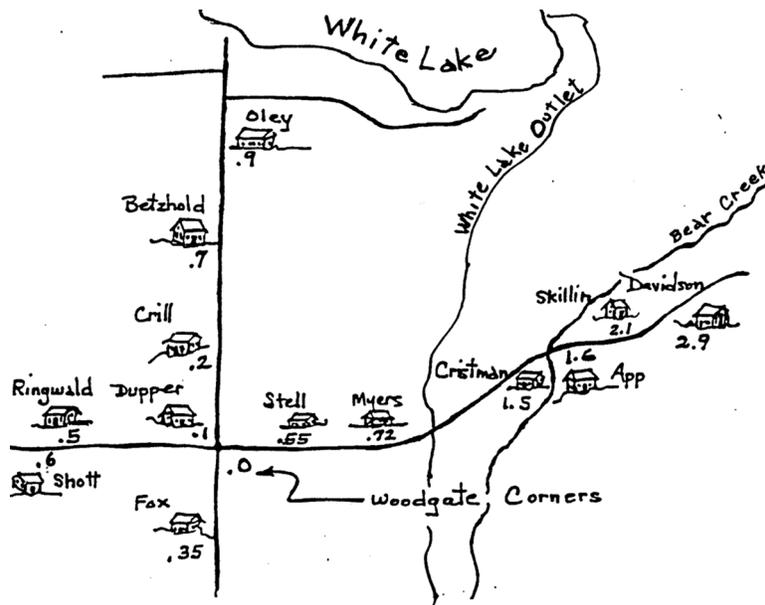


1 - THE STORE

The store didn't look like a store because it was in a house and from the outside looked like a house. The house was old—maybe 50 years old—when the store opened inside its unpainted walls.

House and store were on the border of the North Woods now known as the Adirondack Park in northern New York State. The store opened in 1895 in a hamlet called White Lake Corners—now named Woodgate. Why and how the store opened there is part of the story of this book. What was in the store is another part.

The house was one of thirteen originally built in White Lake Corners in the 1840s and 1850s. It's labeled "Myers" on this map by Ann Steele.



Set mileage at '0' and see Woodgate as it was!

Before the first houses were built, the area was fully wooded with thousands of white pine, spruce, and hemlock trees. Topsoil was thin and sandy and filled with rocks, even boulders in places dropped there by glaciers thousands of years earlier. Winters were cold, often below zero, and snow was often deep. It was not a place anyone should have picked to build a house and barn with dreams of farming to make a living, as most people did in those days.

With far better farmland in western New York and the Erie Canal to take them there, would-be farmers should have gone west instead of north into the woods around White Lake. But a few didn't because of one simple fact: The Erie Canal took people west but used water from the North Woods in order to

keep canal boats afloat. It was North Woods water for the Erie that drew a few hardy settlers to the White Lake area.

In the decade after the Erie opened in 1825, canal builders saw that the Erie definitely needed more water, so the state approved building a canal between the Erie and the North Woods to carry water out of there. That canal was named the Black River Canal and feeder canal—two canals actually. The Black River Canal ran north from Rome to Boonville and farther north toward Watertown, and the feeder canal ran east from Boonville to the Black River at a place that came to be known as Forestport. The feeder canal and Black River Canal started sending water to the Erie in 1850.

The feeder canal is a large part of the reason a store opened in White Lake Corners years later. The feeder canal carried water from the Black River, which flowed out of North Lake. There in 1855 the state built a dam to hold water back from winter snowmelt until it was needed in dry summer months. A second dam was built at Woodhull Lake in 1860 for the same purpose. The path into the woods to build these two dams started at a place to become known as White Lake Corners.

As the path widened from dam builders tramping back and forth over it, it became known as the Woodhull Road because it went over eight miles through the woods to the lake of that name. And the first three miles of the Woodhull Road soon became settled with six of the original houses in the area—one of which years later became the store.

But a store needs customers, people who are settled nearby. By 1858, a map shows 40 families settled along the roads spreading out north and south, east and west from White Lake Corners. Through the years before the store opened, these families harvested lumber from the surrounding woods, harvested bark from hemlock trees for tanneries on the Black River, made shingles from spruce trees, and grew potatoes, hops, and other crops on the land as they cleared it of trees. Any store goods they needed, they had to buy in Forestport or Hawkinsville nine miles and the better part of a day away by horse and wagon.

A store in White Lake Corners would have been helpful to those early settlers, but a store needed an easy way for goods to be shipped into the area. That was a job for a railroad but the first one didn't open until 1892. The tracks of that railroad cut through the North Woods between Herkimer on the Erie Canal and Malone near the Canadian border.

The tracks also cut right through the land where the house that was to become a store stood. Most important of all, though, the railroad bought the pond behind the house to supply a water tower at which steam engines took on water. Because trains stopped there for water and people could get on and off the train, the railroad built the White Lake Station on the east side of the tracks.

On the west side of the tracks across from the station was the house waiting to become a store. Here it is fifteen years after it opened:



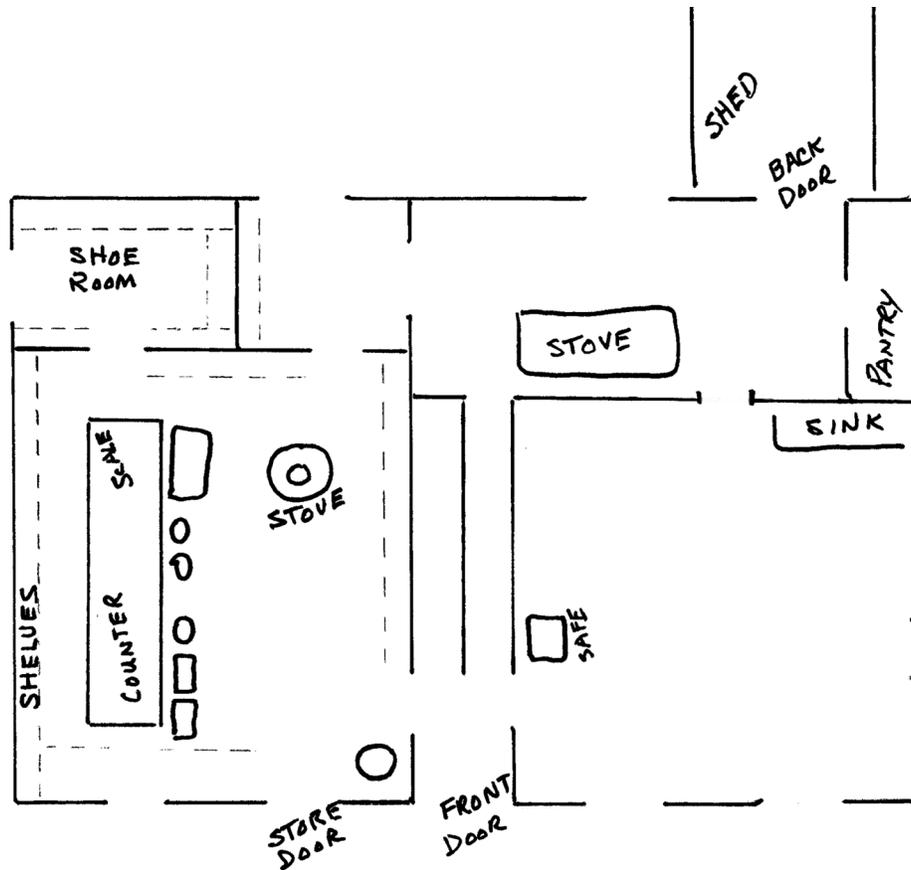
In the picture, behind the store on the right is the railroad's water tower. On the left are a barn, a shed for a blacksmith's shop and carriages, and a chicken house way back on the left. The store was on the left side of the house, dining room on the right, kitchen in back, three bedrooms upstairs, and an outhouse out back of the house.

The store sat so far back from the Woodhull Road that passersby might not have known it was a store except for the sign hanging under the roof saying, "CASH STORE." As the picture shows, most of the trees had been cut down from the surrounding area leaving a bleak countryside to look at on a gray winter's day. Why anyone would want to open a store in such a place is another part of the store's story.

The store was crowded into the left side of the house (as I remember it from staying there in the 1960s). The store door had been cut into the area through one of two front windows, leaving only one window for daylight to stream in when a wooden storm door was put on for winter months. The only other light came from kerosene lamps.

It was a dark and cramped space to shop for dry goods, groceries, dairy products, shoes, hardware, tobacco, sporting goods, drugs, candy, and toys. Hundreds and hundreds of these items filled shelves, counter, table, boxes and barrels. The kinds of items sold in the store and whether or not the owner made any money are other parts of the story.

No pictures of the inside of the store exist to show what it was really like. But many invoices from wholesalers in Utica primarily but also from as far away as New York City, Boston, and Chicago tell of many of the things that were sold there. And photos of some of the items sold, advertising for such goods, and store furnishings capture a feeling for what the store may have been like.



Floor space for the store was about 300 square feet—smaller than a modern two-car garage. Dotted lines show where shelves lined the walls. One window was on the front left and one in the shoe room. It was dark and needed a double kerosene lamp like this so people could see the goods.





Lanterns like this also helped a little.



The Store's Stove—44 inches tall, 18 inches wide in middle. Wording on stove:
Upper Door—"Round Oak No 18." Lower door—"P. D. Beckwith Dowagiag Mich
A-18." Legs—"Round"

This coffee grinder was on a stand behind the door into the store. It is 24 inches high and 16 inches wide and the printing reads, "THE CHA'S PARKER CO. MERIDEN, CONN U.S.A."



This display case for spools of thread (right side) was 22.75 inches high, 17.25 inches in the front, and 16.25 inches on the side.

Now in the Robert & Jewel Hoogstoel collection, Pittsboro, NC.



This was one of the display cases in the store, now used as a family room coffee table displaying some of the goods sold in the store. The case sat on a table in the store. It is 52 inches long, 22 inches wide, and 16 inches high.



This is the back of the case with the lower middle door serving as a cash drawer. A set of levers was pressed in a secret combination in order to open it. The closed drawer also served to keep the top and side doors from opening



Note gum machine to left of boy's hand



Gum machine today (in Huther collection). Put in one penny for a stick of Zeno gum.



Louisa Corliss and store about 1911

2 - STORE'S OWNER

Louisa C. Kronmiller—an “old maid” as she thought of herself—opened the store by the tracks across from White Lake Station in 1895 at the age of 39. Her path to such a business was an unusual one because she was a woman and because unlike nearly all women of the time, she was an unmarried one.

Louisa was a true native of the White Lake area having been born there in 1856 with the assistance of two women—one of whom was Fridrika Myers. Mrs. Myers was wife of the owner of the farm and house that was to become the store—a tiny coincidence on Louisa’s path to opening the store there years later.

A few years after her birth, Louisa’s parents moved from a farm near White Lake to a 50-acre farm on Woodhull Road. She had a brother Charles who was seven years older and soon had two younger brothers—Philip born in 1859 and George born in 1862.

Louisa might have had a happy childhood growing up on the Woodhull Road farm—if the Civil War hadn’t taken her father to a battle where he was shot in his left leg. The leg was amputated in a Philadelphia hospital where he died in 1864 leaving his widow with a baby girl named Mary as well as the other children. Charles was fifteen at the time and went off into the woods to earn money to support the family. Louisa at 8 was left to help her mother with caring for the house and other children.

Most likely she fetched wood for a fire, hauled water for cooking and cleaning, washed dishes, emptied chamber pots, looked after her little brothers, and maybe changed the baby’s diapers. She helped with such chores, that is, until her mother with no money for food allowed a neighbor to take them all to Rome where they were placed in the Poor House. Her mother also gave up young George for adoption by a family in the Mohawk Valley.

When Charles came out of the woods and found his family gone, he went to Rome and took them home again—except for George and Louisa. Louisa did not go home because the McGillivray family in Vienna west of Rome had taken her in to be their hired girl. Louisa may have been nine or ten at the time when she started working for them and she worked for them until she was fourteen. At that point she was allowed to go home to visit her mother—escape really—and she refused to go back even though Mrs. McGillivray wrote letters pleading with her to do so.

The home Louisa returned to was not the farm her father bought but one her brother Charles bought on Woodhull Road in 1868 from Fred Myers—the farm with the house that was to become a store nearly thirty years later. But that was not the beginning of Louisa’s path to opening the store there. Most likely it never entered her mind then.

From her new home she soon went off to work as a hired girl in towns like Holland Patent, Stittville, Rome, and Boonville. She was a hired girl from the age

of 14 to 23, working for a few months at a time at each place and then leaving to return to her home at White Lake Corners. She sometimes received letters from former employers inviting or pleading with her to come back and through the years wrote to former employers. In most cases she was likely hired for only short periods to help a woman who was sick or having a baby.

Her last employer in her career as a hired girl was the Wiggins family in Boonville. While working for them she kept a diary telling of some of her household chores but mainly of her social life. She went to church and dances and young men walked her home or called on her. Some even asked her to marry but she refused without ever writing why. One called her a “spunky gal.”

Then at age 24 Louisa started what was to become a second career working as a weaver in one of the factories in New York Mills. From there she wrote home, “I am getting along nicely so far and think I will, am in hopes of it. I have been on two looms for three weeks. I think I will get three soon and then I will have a better chance to make something.” She worked on the looms until she was 32.

For a time, her sister Mary joined her in New York Mills and they went to dances and parties where they met young men, some of whom wrote to Louisa telling her how much they enjoyed talking with her and being with her. One of them, a medical student, also called her “spunky.”



This is the earliest surviving picture of Louisa taken when she was 27. In that year, 1883, her brother Phillip came home from Chicago and the family had their picture taken—the only time they were all together as adults.

When Louisa was 30 her brother Charles deeded over his house and farm to Louisa and Mary for \$800. The idea was that their mother, who may have helped pay for the farm with her Civil War widow’s pension, could live there and the girls could help look after her as she grew older. No thoughts of having a store there were ever mentioned in family letters.



Louisa in 1886 at age 30



Louisa, who is standing, was beginning to show the strain of working on the looms in New York Mills. Her last year of working there was 1888 and this may be the year of the picture.

In June of 1888 she wrote to her brother, "Oh Charley I had the honor to have an offer of marriage from W. M. Dart the first part of May. He wrote me a

letter to the Mills. . . . I think I rather be an old maid all my life than tie myself to him.” Bill Dart, who the family had known for many years, had started a hunting and fishing camp on a lake near Big Moose Lake and was looking for a wife who could also be a cook and oversee housekeepers for him. He next asked Mary who accepted, and they were married on July 9, 1888.



Mary and Bill Dart many years later

Louisa went to work for Bill and Mary that summer as one of their housekeepers. The following year she did the same work and cooked for her brother who had become manager of the Wilmurt Lake Club, a private hunting and fishing club in Hamilton County to the east of White Lake Corners. She worked at the club for five seasons (1889-1893) returning to be with her mother during the winter months in White Lake Corners.

But in 1892 Charles received a letter from a railroad lawyer offering to buy land for the track and station and the pond for a water tower. Charles was acting on behalf of his sisters who were actual owners of the property. The lawyer wrote that if they would sell the pond, the railroad could “make a water station at White Lake and have all the trains stop there which would be a big thing for your place. It would bring it into notice and might help you sell your place.” Louisa and Mary sold the pond but had no thoughts of selling the rest of their 42 acres of land with house and barn.

In 1893, Louisa decided to go to the World’s Fair in Chicago—by herself on a train then stopping right outside her front door. Her reason may have been to meet a man named George Stewart from whom she had at least 40 letters. He was living in California and in the eight years he had been writing to her had mentioned several times of getting back to Chicago. After she returned from

there, his last letter to her said he was sorry to have missed her in Chicago and (by the way) he was married. Seemingly, he was her last hope for marriage and she went back to White Lake Corners to take care of her mother, then 66.

But she went back with at least one idea about how to make money for herself. While she was working for her brother at the Wilmurt Club she had written to Horton Manufacturing Company in Fort Wayne about purchasing washing machines for the club. The company urged her to sell the machines when she got back from the World's Fair, which she did that winter and into 1894. But then in February the company wrote to her that they had another agent for Oneida County—a man—and she would have to find another county if she wished to continue as their agent.

She had sold the machines most likely by going farm to farm along the roads spreading out in every direction from White Lake Corners. But whether she made much money on them is not known. Probably more important than the money, though, was that Louisa talked to a lot of neighborhood women and learned about their needs for store goods of all kinds—goods that like her washing machines could be delivered by train, if someone would open a store to sell them.

Or possibly the idea came to her while sitting with her mother watching the trains stopping at the White Lake Station. On her trip to Chicago Louisa saw lots of little businesses near stations along the way. And she saw lots of selling at the fair itself, which she visited six times, as well as in stores in the city. Knowing she had to work at something while looking after her mother may have been the real beginning of her idea to open the store.

Other than selling a few washing machines, little in Louisa's 39 years of life had given her training for running a store—finding wholesalers with the best items and prices, deciding which items and the numbers and sizes of each to stock, figuring out prices to put on goods and how to display them, and setting hours to be opened so she could manage her house and garden at the same time. And she didn't know the work of just moving shipping boxes and unpacking them.

But Louisa knew about work from her earliest days and she knew how little she liked working for others whether in their homes or their mills. She knew enough about plain hard work to know as a "spunky gal" she could work for herself in her own store.



This may be the model of the washer Louisa sold in White Lake Corners.

A Few Good Reasons Why . . .
The “Horton” Western Washer
 . . . Stands Pre-eminent.



Its appearance alone is indicative of the work it can perform.

Its price places it within the reach of all.

It is tightly closed while in use, hence there is no escape of steam or slopping of water upon the floor.

It has a sliding Tub or Basket Rack, doing away with the use of chairs for this purpose.

It has a Square Box, held together securely with Iron Rods so there are no Hoops to get loose and cause leaking, as is the case with all Round Machines.

It washes the clothes perfectly clean without the use of washboard or chemicals.

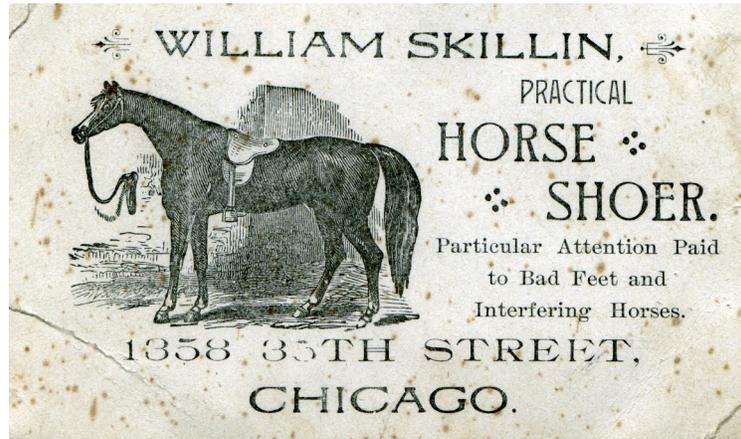
It will save more than half the time and labor required by the old system of hand rubbing.

It will earn its cost quickly, and no housewife will be without it after several trials.

It has more solid arguments than any other Washer made.

Address for particulars,

THE HORTON MANUFACTURING CO., Fort Wayne, Ind.



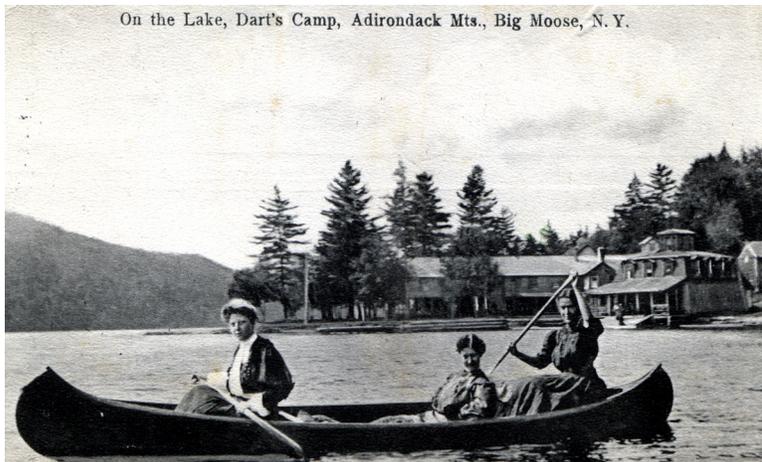
When she went to Chicago, Louisa stayed with William and Rebecca Skillin, formerly of the Woodhull Road, White Lake Corners.



RR Station at White Lake Corners. The store was to the left of the water tower.



Wilmurt Lake Club where Louisa worked before opening her store.



Dart's first boathouse is in this picture before 1906.

This is the second boathouse. Louisa shipped eggs and chickens by rail to her sister Mary Kronmiller Dart.



3 - CASH ONLY

The oldest surviving invoice from the store shows Louisa started ordering goods for her store on February 24, 1895. She ordered from *Griffin & Hoxie*, a wholesale dealer in groceries in Utica, only a couple of hours away by train.

On that order she bought 2 bags of granulated sugar, 10 pounds of coffee, 5 pounds of cream of tartar, 1 box of prunes, 2 pounds of insect powder, 1 tub of lard, 1 keg of molasses, 5 pounds of mustard, 10 pounds of rice, 10 pounds of raisins, half a case of milk, 50 pounds of laundry starch, 2 hams (59 pounds), 1 pail of creams (candy), 1 box of evaporated apricots, 1 box of evaporated peaches, a barrel of oyster crackers, and canned vegetables (3 each of tomatoes, corn, succotash, peas, waxed beans, red kidney beans, pumpkin, and lima beans). She paid \$46.65 on March 5th for these goods and started business as a grocery store.



A second order with *Griffin & Hoxie* on April 24, 1895 shows Louisa paid \$27.95 with 2 percent off the bill for paying it within 10 days. On a third order in June she paid \$57.21 and gained the same discount for prompt payment. (See Appendix C for examples of invoices and the range of items ordered from different wholesalers.)

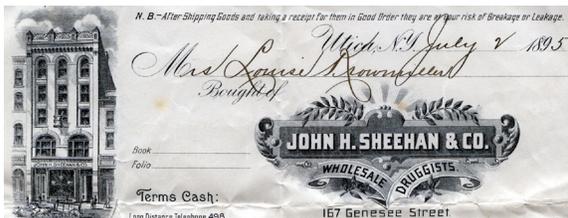
By July 26, 1895 her sister Mary had been told about the store and wrote from Dart's Camp, "I hope you will do well but you want to look out and not trust too much." Louisa put up a big sign saying CASH STORE, meaning she would not be selling on credit.

CASH was a sound message for any customers likely to hop off a train, run into the store to buy something, and jump back on the train again. But it also was a basic theme in her business with wholesalers. She expected customers to pay her cash and she paid her wholesalers cash (by check) as promptly as possible to gain their discount. From the start she seemed to know enough about business to run a store even though she had never been trained to do so. She also seemed to have enough reading, writing, and arithmetic to keep track of things, even though she had little formal schooling.



Louisa is holding her horse. Photo is 1911.

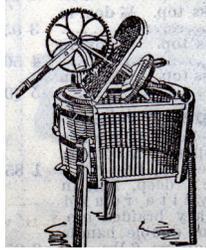
And even in her first year of business, she seemed to have more than a grocery store in mind. A small April 22, 1895 order with *John H. Sheehan & Co.* shows she started thinking about selling patent medicines and related products. That order, where the handwriting is hard to make out, included Vaseline and glycerin. But later orders that year show Pierce's Pellets, Carter's Pills, sulphur, various powders and liniments, alcohol, Harlem oil, and other items.



Also on the same day in April, Louisa branched out into hardware with an order with *Shaughnessy Bros.*—dealers in *Hardware, Stoves, and Cutlery.* She ordered 172 feet of 3-foot netting and staples, 1 rake, 1 shovel, 1 spading fork, 1 set of gate hinges, 1 grass hook and stone, 4 pairs of brackets, 1 hatchet, twine, 1 quart pail, and 1 quart of outside white paint. With some items she may have been taking orders for specific items from her neighborhood customers. But another hardware order with *C. M. Bingham* in September shows she was willing

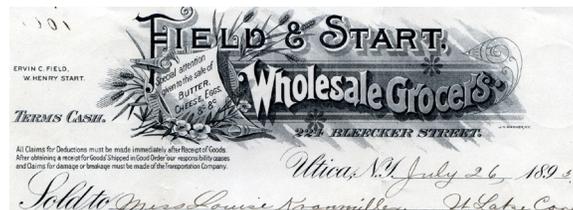
to stock items in quantity in hopes someone would buy some. She bought 58 pounds of tarpaper, six-inch hinges, thumbtacks, 15 pounds of no. 20 nails, 35 pounds of no. 10 nails, and 10 pounds of no. 8 nails.

Horton Manufacturing wrote to her on May 1, 1895—"We are in receipt of your valued favor of the 29th ultimo, and are much pleased to hear from you again, and we will be glad to have you renew your efforts to sell our washers" [even though they had cut her off as an agent for them the year before]. A week later she sent \$21.45 for 3 Metal Bottom washing machines and 6 wringers.

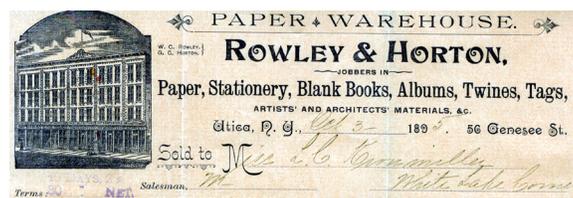


This is a washing machine similar to ones Louisa was ordering from *Horton Manufacturing*.

She also wrote to other companies asking whether she could sell their products, and she wrote to her brother George to check on prices in Glens Falls, NY. He wrote back June 29, 1895, "Yours at hand. Have made inquiries. Bananas from \$1.50 to \$2.50 according to size. Oranges 200 in box \$3.25. Melons 30¢ apiece. 40 box firecrackers 65¢. & Ball Roman candles 25¢ doz." She was doing market research for herself without even knowing what to call it.



On July 26, 1895 she placed an order with *Field & Start, Wholesale Grocers*, and followed up with many orders with them over the years, even though they carried many of the same items as *Griffin & Hoxie*. Perhaps she decided she could make them compete for her business. The 26th order, though, was mainly candy and peanuts. On October 7, 1895 she broadened her candy line with an order from *Utica Candy Company*—fruit bars, chocolate bars, lemon drops, candy cigarettes and cigars, jellybeans, licorice, gum, and other items.



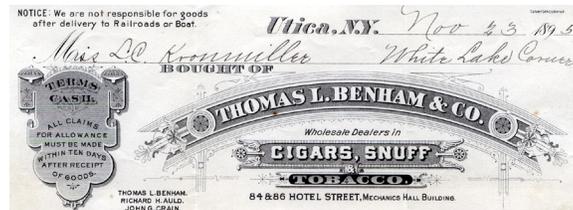
An October 3rd order with *Rowley & Horton—jobbers in Paper, Stationery, Blank Books, Albums, Twines, Tags* gave Louisa 3 rolls of felt to sell. But from her order with them the following month, she had much more to put on her shelves—assorted tablets, envelopes, papers, pens, and pencils plus twine. She bought tablets by the dozens and pens by the gross.



On November 7, 1895 Louisa expanded her scope of business with an order with *Robert Fraser—dealer in Dry Goods, Cloaks & Carpets*. She bought cottons, yarns, a jacket, 150 yards of silk, knitting pieces, various laces, pins, and one gross of stays. Dry goods were to become a major line for her.



Two days later she started another big line with an order with *Ogden & Clark—dealers in Flour, Feed, Grain, Salt, etc.* She bought 1200 pounds of wheat, 1000 pounds of corn meal, 300 pounds of cracked corn, 200 pounds of fine meal, 50 pounds of bone meal, and 50 pounds of oyster shells. By the early 1900s she was selling thousands of pounds of meal each year.



Later in the month Louisa added a smaller line to her business with an order on November 23, 1895 with *Thomas L. Benham & Co.—dealers in Cigars, Snuff, & Tobacco*.

November also brought her a little luck. A possible competitor, a nearby hotel that opened when the railroad came to the area and may have sold groceries to boarders and local residents, burned to the ground in that month.

So within her first year of business in space smaller than a two-stall garage Louisa was selling groceries, washers and wringers, candy, hardware, drugs, dry goods, grain, and tobacco. She was running a true general store—a mini Wal-Mart of her day. And other opportunities came her way.

On October 31s that year *John C. Winston Book Publishers and Manufacturing* in Philadelphia wrote, "We have decided to largely increase our force of Traveling General Agents, whose duty it is to go from town to town and employ agents. On inquiry, you were recommended to us by a prominent man in your vicinity. We, there fore, feel warranted in offering you one of these positions with a salary of \$600.00 per year. We pay traveling and living expenses; both salary and expenses being payable weekly. . . . We will expect you to sell only 30 or 40 copies [of a new book *Giants of the Republic*] before you begin General Agency work."

On November 8th *Jones Brothers Publishing Co.* in Cincinnati wrote to Louisa, "We need a representative in your locality, and will offer you an opportunity to earn not less than \$75.00 a month at the beginning, with a prospect of doubling this within a year. If at the end of this time you have demonstrated your ability to be useful to us we will give you a General Agency, with men under you, from which you can realize \$2,000.00 or more per year."

Both offers would have looked good in an economy that have might have paid no more than two dollars for a long days' work, six days a week. But Louisa did not take either one. Nor did she accept a different kind of offer earlier in the year.

On July 23, 1895 C. E. Sherman in Utica wrote, "Louisa I should like to see you and talk about old times. Do you ever think about the night I saw you home and the promises we made each other? I often do. I should like to make them again soon. I loved you then and I love you now. If you do not feel offended I hope there is a little love in your heart for me yet. I would [have] married you then but your mother would not consent so I had to give you up. I hope you will forgive me. Louisa I lost my dear wife last October 16th. I had lots [of] trouble since I saw you last. I will now close. I send my love to you and your mother. Answer soon and oblige your loving friend C. E. Sherman. . . . I send paper and stamp. Don't forget me. Goodbye. Answer soon as you get this." She may have answered but didn't say "yes."

Louisa C. Kronmiller—one time "spunky gal" but still unmarried at age 39—was set on running her own CASH STORE.

Notes

Ann Steele, "Long Forgotten Hotels at White Lake Station," *Adirondack trail Guide*, 2001 edition, tells of the Adirondack & St. Lawrence House burning to the ground in 1895.

Griffin & Hoxie supplied Louisa with goods in the beginning but years later she offered to supply them with eggs. On February 24, 1919 she wrote to them, "When in your store last Friday I spoke to one of your salesmen about taking some strictly fresh eggs & he said you had call for them & could sell them. So am sending 2 crates, 30 dozen in a crate, 60 dozen in all. These eggs are No. 1 strictly Fresh so you can get the best prices for these eggs."



Sign from inside the store (in the Duane Frymire collection).

4 - LETTERHEAD

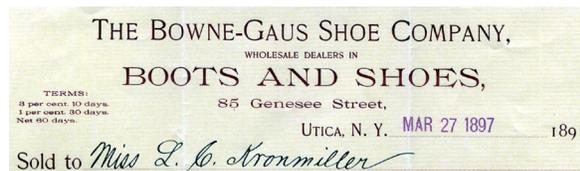
In its second year, the little store with the big inventory added even more goods. On July 22, 1896 Louisa placed an order with D.C. Hurd & FitzGerald—manufacturers & jobbers of Boots, Shoes, & Rubbers—and started selling footwear. Her stationery letterhead told of her new goods but only part of all that she carried.

Office of 

MISS L. C. KRONMILLER,
—DEALER IN—
Groceries, Dry Goods, Notions, &c.
BOOTS AND SHOES.

White Lake Corners, N. Y., 189

Surviving invoices (many may have been thrown out) show that Louisa ordered a total of 125 pairs of shoes and boots from Hurd & FitzGerald between 1896 and 1899. In 1897, though, she started ordering from The Bowne-Gaus Shoe Company—754 pairs of shoes, boots, rubbers, and slippers in that year alone. The following year she ordered another 82 pairs from them.



Between the two wholesalers she had a total of 961 pairs of footwear to sell between 1896 and 1899—enough perhaps for two or three pairs for every man, woman, and child within walking distance of the store. She also had shoelaces that she bought by the gross plus shoe polish, soles and heels, and

socks to sell. The little room at the back of her store lined with shelves for shoes must have been packed full.

Both shoe companies were in Utica and Louisa may have taken the train there to place orders or salesmen may have visited the store. But correspondence with Robert Fraser—dealer in Dry Goods, Cloaks and Carpets makes clear that she took the trip to Utica to order her wide range of dry goods from that house.

A three page handwritten letter from Robert Fraser himself also makes clear that Louisa wasn't shy about questioning prices charged to her. Mr. Fraser wrote on March 13, 1896, "Friend Louisa, Yours just received and have given the matter my personal attention." He then explained to her that retail prices on things like skirts and dresses were more likely to drop from competition than prices on staples—drop until the retailer might get little more than the wholesale price. Even so he claimed she might expect 17 cents profit on a dollar's cost for skirts.

He closed, "Your future orders will receive my personal attention. You can rest assured of good care. When the prices between our wholesale and retail are small, I will explain so that you can sell to advantage. Hoping you will have a very good season and when down again further satisfy you in regard to our desire to at all times please our valued patrons, I am Very Truly Yours, Robert Fraser."

Another letter written October 31st of that year stated, "We regret very much that you were overcharged on goods bought of us. Had Mr. Fraser been in the store at the time this error would never [have] occurred. We have given you credit for the overcharge & assure you that this will not occur again. If at any time you should find an error we shall consider a favor if you advise."

Another time Louisa questioned Fraser's pricing on sweaters. Invoices from other companies also show she carefully checked the quantity of their items received and prices charged to her. "Spunky gal" became feisty businesswoman.

And she was a lucky one. In 1896 a new business came to the area in the form of the White Lake Granite Company bringing stone cutters and other quarry men from Vermont who needed some of the items Louisa was selling in her store—tobacco for sure, boots and socks, maybe candy and groceries. The quarry was along the tracks less than two miles north of the station and Louisa's store. In those days, it was a short walk for men to visit the store—or Louisa.

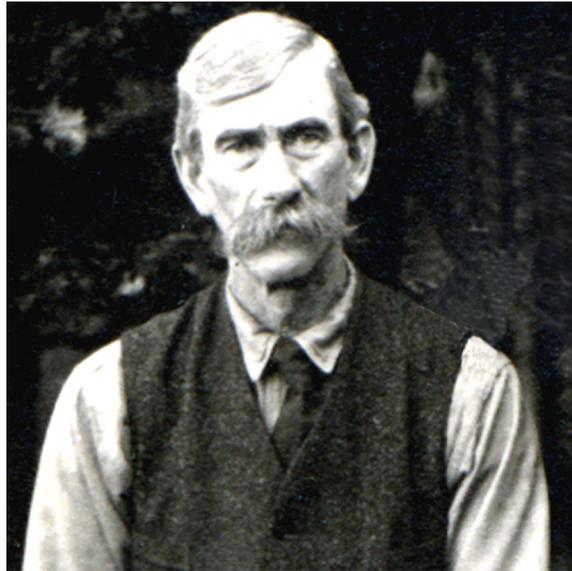
Among all the letters and other papers found in the store when it was finally cleaned out was a small notebook, called a time-book, that showed the days a man named Alvah E. Corliss worked at the quarry. He started there in October 1896 and worked until March 1898.

When he took his first walk down the tracks to the store is not known. How many times he hiked to the store also is not known. And when he started hiking there to visit Louisa instead of the store is not known. But in one of her

have a most happy future. Your order of this morning will be delivered to Mr. Cornfield." Clearly, Louisa wasted no time in getting out word of her marriage.

Clearly, too she intended to keep running the store even though the only work Alvah could find was in Vermont. After her marriage she went back to Vermont with him until the end of October. While she was gone she had a woman keep store for her but felt she had to return for the winter in order to sell out of her goods before closing to leave for Vermont again. Before they married Alva h had written, "If you can not come back with me this winter your plan is the best and I will come and stay with you and rest up but I won't stay there in the summer. So now you can't make no storekeeper out of me and you need not try to. You can run the store and I will tend to the hens." Louisa had about a hundred hens that year.

When Louisa returned to her store, she took Alvah's middle son Don with her. He was a young teenager. Alvah's baby Earl was sick and died in November. His oldest son Dean was 17 years old and worked in a grocery store in Vermont. Alvah spent Christmas with Louisa and Don in White Lake Corners, but the question of where they would live together hung over them for the holiday and months to follow.



Alvah Corliss in 1911

5 – STORE CLOSED

Mrs. L. C. Corliss in White Lake Corners, NY and Mr. Alvah E, Corliss in East Barre, VT wrote back and forth to each through much of 1899 with both wishing they could be together as man and wife. Alvah wanted her to come to Vermont as soon as possible, because he wanted someone to cook and keep house for him.

Before she would move, though, Louisa wanted to sell as many of her goods as possible and selling out took time. She wrote on March 29th that if the weather stayed as bad as it was, "I will never get rid of my goods for it storms so there can't anyone come. And the snow is up above the first window sashes. When it stops snowing we will have to shovel out the windows if we want to see out. The path to the station is up over the fence and our house looks like a snow house on that side. I never saw so much snow around here before."

In June she counted her footwear and wrote, "I got now on hand 76 pairs of shoes that are in prices from \$1 to \$3 and the most of them are from \$2.25 up to \$2.75. And children's I've got 15 pairs, prices from 50 cents up to 80 cents. And another lot of 6 pairs, prices 30 cents up to 50 cents. And there are about as many rubbers, so I think my shoes and rubbers will amount to about \$300 without my other stock." That was cash that was hers to keep because she already had paid for the footwear.

The following month Louisa wrote to Alvah, "Well I have made my shoes a little less. I have counted them and there is 62 pairs over a dollar and 19 pairs of those less than a dollar. And then I got some for people that were ordered that I didn't have in stock. So I think I have done well in the shoe trade." And she added, "Well I am killing off my hens and selling them. Got two to kill tomorrow."

Louisa wanted to move to Vermont with as much cash in hand as possible and wrote on August 1st to Alvah, "We will be over \$50.00 ahead by me staying here till fall, for I am selling from \$40.00 to \$50.00 worth of goods every week. The week of the fourth I sold \$51.00 dollars and some odd cents worth of goods. Of course, some of these goods I have had to buy but the biggest share are goods I had on hand."

In addition to selling out Louisa also had her mother to think about. Earlier in the year she wrote, "What if mother would want to come and live with us? The arrangement between us two girls was that we would take care of mother if she wanted to be with us & she was with me the first two years & this spring makes two years that she has been with Mary. So now it will be my turn to have her with me if she wants to be." Alvah wrote back that her mother could live with them if she wanted to. But Louisa's mother at age 72 died at Dart's Camp on September 25, 1899 thus freeing Louisa from taking over care of her again.

Louisa closed her store and moved Vermont in October 1899 taking at least \$600 with her to deposit in a bank there. It was equal to about what Alvah

could earn in a good year of work in a quarry, which didn't guarantee steady work six days a week as was the practice then. Since they had met, the store had paid Louisa better than quarry work paid Alvah.

But Alvah lost his job in December, which set Louisa to thinking about going back to her store. She wrote to Mary at Dart's Lake, "Well Mary in regards of going to White Lake. There is one thing I will want settled if I go back there or if we go. The house is in terrible shape there. It needs all repairs and it will take from \$200 to \$400 dollars to get it as it ought to be and I don't feel like doing it unless I can buy . . . you out, for I am getting too old to be putting money in buildings that don't belong to me. But if I do buy you out I want you to feel as though it was home the same and come there the same as ever. But I must say I want things settled so I know what is mine and what is not before I go there to live again. . . . And about the land, can divide so we will know which is which, then each can do what they want with theirs. So please let me know as soon as possible, for if I go back there the sooner I go the better on account of the store. And set your price that you want so I will know. Of course I will stay here before I go back there and stay as things are now because the house ain't fit to live in as it is now winters for the clapboards are so poor & the windows will have to be new ones too. So let me know soon what you will do about it."

In April 1900 Louisa visited Mary at Dart's Camp to discuss the details and went to White Lake Corners to check on the store. She wrote to Alvah, "Well they were all glad to see me back and want me to stay but I tell them I can't. Well I sold \$5.55 worth of goods & haven't been at home half of the time. Have been out calling to let the people know that I am here, those that owe me."

She also counted Alvah's traps and wrote to him that he had 23 and "I have sold quite a few things. Have put my 45 & 50¢ rubbers down to 25¢ so to sell. So I think I ought to sell them. Have sold 4 pairs of them."

Two weeks later she wrote, "Well Alvah I have sold more than enough to pay my fare for coming and will pay my fare for fall too so I didn't come for nothing. I have got rid of so many goods so if the house burns up I will have so much less to burn up in it and have got the money for them. Of course, if I could get someone to suite me to rent the room downstairs to I would but can't."

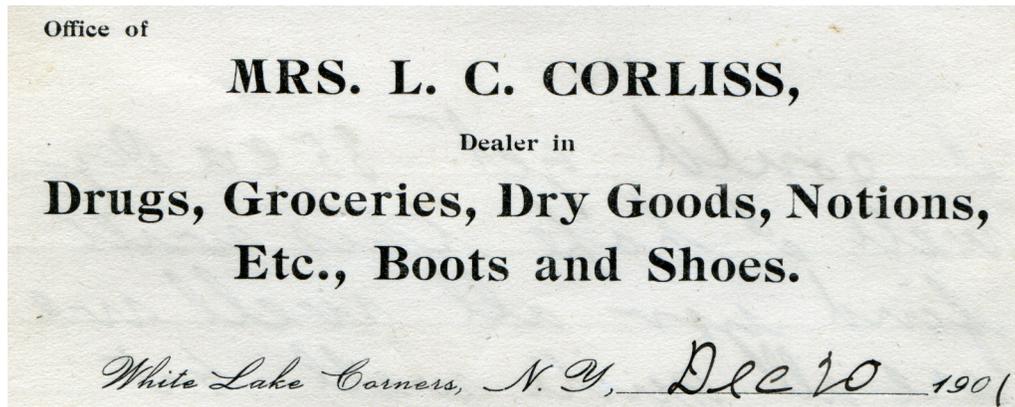
In May she went back to Vermont where Mary wrote to her, "Now I don't want to sell my half of the house for several reasons. . . . And the old house is not really fit for a store. It is not built right. It is not really fit for anything. Still one can live in it if one is obliged to. And if you want to have the land surveyed and divide it and take some of my land to pay for the buildings and if we can agree on the price, why I am willing to do it anytime that you are ready. Then you can have your own and I my own."

What Louisa wrote in reply is not known. But in November 1900 Mary proposed that Louisa rent her half of the house for five years, which must have been acceptable because in December Louisa and Alvah moved back to White Lake Corners to open up the store again.

6 – NEW LETTERHEAD

Alvah stayed with Louisa through the winter of 1901, perhaps running lines with his 23 traps while Louisa was running the store. But he went back to Vermont in May to see his two sons and Louisa wrote to him regularly. It's a record of how hard she worked to open up the store again.

At some point during the year she also had a new letterhead printed that showed she wanted people to know she had "drugs" to sell—the patent medicine kind.



In her first letter to Alvah in May she wrote, "I am well and getting along well, am working like a nailer all day but the tormented agents have bothered me. This week is their week and there has been two new ones. They were both here Tuesday. One was the Roberts Hardware Co. from Utica. The other was from a firm in Ogdensburg, NY. He has a general line of goods so I ordered quite a lot of goods from him so I won't have to go to Utica right off. I ordered from him what I would have to go to a half dozen stores to Utica. I guess the house must be like the Butler Brothers only they give me my 6 cents off and 2 off and don't pay until July 1 and they pay freight to Remsen and his goods look better than I get at Utica. He had 6 or 8 trunks full of samples and it took all afternoon to look them over. I wish you could have been here. He will be here again in August, comes 3 or 4 times a year. In August he will have his winter goods. So by buying from him it saves my fare to Utica and won't have so much freight to pay on goods. I ordered my firecrackers for the fourth."

A few days later she wrote, "I have spaded up the garden back of the shed and would have got the fence made & planted it yesterday if it hadn't rained so that I couldn't work in the garden. So I worked in the store, put in some new shelves and getting it cleaned and put braces under the center of the table to hold it up." She also gave him a long report on the number of chickens that were hatching and that she had packed up a crate of eggs to ship by train.

In June in another long letter to Alvah she wrote, "Well I must tell you that I have made one coop & got another half made. If it hadn't been so cold this morning I would have finished it and they are good coops too. I made my first coop Thursday morning. I made it in about two hours. I am up early every morning about half past 4. Then is when I do the most of my work for I have done lots of work since you have gone and don't get tired. I work 16 or 17 hours every day and am feeling real well & strong. The last day I worked upstairs my right arm began to ache a little for there was so much heavy lifting and so much carrying down stairs. But it was all right the next morning & ready for another day's work."

A few days later—"I am well as usual & having quite a time with chickens. I have over a 100 now. Don't know but think there is about 118 of them. I had 56 hatch today and more eggs picked. Well Alvah I think if you don't get better you had better come home. . . . Well we had one pleasant week and I got the garden hoed yesterday & tomorrow I want to put out the tomato plants. Our cabbage & peas look good. I have got a day's work before me for tomorrow, coops to finish for chickens, yards to make for chickens, peas to string & tomatoes to set out, bread to make besides other work. But I have got along well so far."

On June 30, 1901—"Well Alvah, Mary has come out, came yesterday so can't say just what will be done but she talks as though she will sell out. Will know when I write again. She thinks about \$300 and she will keep 2 acres of land up next to Ringleys. And I think I will do it so to have it settled and know what to do and what is my own. Well I had a big week this week, hoed my garden, went to Utica and bought over \$200 worth of goods, and sold \$47.71 worth of goods. So I think I done pretty well."

Alvah visited for July 4th and after he left, Louisa wrote, "How did you get home? All right I hope. Well I got the Apps horse and went to Boonville yesterday and have settled about the place. I have got the house and buildings and 40 acres and Mary has got the two pieces below the track and the two acres up by Ringleys. We have got the deeds drawn." At last, Louisa—at nearly 45 years of age—was ready for her next quarter of a century of business.

She agreed to pay Mary \$300 for her half but Alvah thought she paid too much and couldn't get more than \$600 for everything. Louisa replied, "Well I think I could get more than \$700 if I wanted to sell it, for there are some of the city people would like it for it is the best location around here. But it was a big mistake in me going away last year, for I lost a big trade, quite a number of hundred dollars worth of trade. Hulster has been in here a number of times and he says that Helmer comes to the lake most every day with a wagonload of goods, which he wouldn't have done if I had been here. For he never traveled through here while I was in business here. Some times I think I never will get my trade back again. I won't till I get a horse and deliver goods now. Then I may but still I am doing fairly well for being gone last year, starting new again."

She felt good about taking in 50 to 60 dollars per week (\$86 one week) in the store and ordering 200 to 300 dollars worth of new goods at a time—all of which had to be moved from the station, unpacked from wooden shipping boxes, checked against invoices, and marked with a price. In addition she was collecting money from old debts for things she had sold on credit in her CASH STORE.

She also had over 150 chickens to feed and collect eggs from. In addition to crating up the eggs 12 dozen to the crate, she sold 52 of the chickens to a market in Hawkinsville. She also baked 12 to 14 loaves of bread each week.

(Through the summer of 1904, Louisa shipped 11 crates of eggs to Dart's Camp. In the beginning she received \$5.40 a crate but the price gradually went up to \$7.50 a crate. She also sent the chickens themselves—10 to 24 broilers at a time. Dart's Camp paid her \$174.73 for eggs and chickens that summer and continued to buy from her through the years.)

And she had a garden to tend—cabbage, parsnips, string beans, sweet corn, beets, and potatoes. She sold the cabbages for 10 cents a head and potatoes for one dollar a bushel but thought she could get two dollars a bushel for the Early Fortune variety if she had planted them. She expected to have about 30 bushels of potatoes from her garden, always kept two bushels on hand to sell, and finally put 22 bushels in the cellar for winter use and next year's seed.

"I think anyone could do fine at gardening it here to sell to the summer people, for they want vegetables fresh if they can get them," she wrote to Alvah in hopes of getting him interested in moving back from Vermont. "Alvah I see there can be money made here in the summer time if I get the house in shape, for the through train from New York to Montreal stops here every day 8 to 10 minutes and if I had a lunch room and temperance drinks and ice cream I could sell lots to them and make money at it. Monday morning now and before 9 o'clock I sold enough that I have got over \$1 clear profit so it is a good start for Monday. . . . PS. Maybe business will be so I can hire you to stay at home with me next summer."

Later she told Alvah how busy the railroad was. "There are 12 passenger trains over it every 24 hours. Some days there are 6 trains here at once and I think one day there was more than that. The switches and spurs are all full with cars." The railroad, as promised by its lawyer, had become "a big thing" for White Lake Corners and Louisa was ready to profit from it.

She also wrote to Alvah that she had been offered a dollar a day rent for her place plus two dollars a cord for pulpwood, so she thought she had "made a good bargain" in buying Mary's half—contrary to his view of the matter. She was ready to stay in White Lake Corners and Alvah eventually joined her there permanently and took up farming along with trapping and perhaps some blacksmithing in his little shop out back of the store.



Louisa's married name painted on the front window (as it still is today).



L. to R.—Painted window, unidentified man, Alvah, Wilmurt & Fred Kronmiller, Frances Kronmiller, and Louisa in 1906.

7- MONEY MADE

Even though she was running a CASH STORE, Louisa allowed some of her trade to buy things on credit. Others she loaned money to just as a bank would. Surviving evidence in all of Louisa's letters, cancelled checks, and store invoices about credit and loans is not complete, so it is hard to say how much money was involved.

She knew about banking because she wrote to Alvah before he joined her in White Lake Corners to have him take her \$600 out of the Vermont bank. "They only pay 3 cents interest and our banks here pay 3 1/2 cents interest and that will be \$3 [more] on the \$600 and that's worth saving."

Credit and loans brought out the feisty businesswoman in Louisa. She wrote to Elmer Cropsey a former area resident living in Brooklyn, "Well Elmer I wrote you over 2 weeks ago and you have not answered it or sent any word. So now I am writing & this time I will say what I am going to do if you don't answer. Now you can do as you like about it but I want my pay now. You will either pay it to me or someone else, for I will give it to someone that will make you pay it. So I will give you this one chance to send me an order to have Ward pay the payment on your place to me till he has paid me the \$70.54 in full or you can settle with someone else instead of me. But I want the full this time, the order to be made out for the full amount of [the] bill or I will give it to someone else to collect. . . . If I don't hear from you by Tuesday June 11, 1901 I shall give the bill to someone." Elmer must have paid after her first letter because this one was still among her papers.

The most telling evidence of her credit, though, involved a bill for \$157.30 that had been run up by Lulu Misner Covey and her husband Duane. They had a one hundred acre farm that had been deeded to Lulu by her father, but Lulu and Duane had a mortgage on it for \$219. Louisa had them deed the farm over to her in 1910, which meant they erased their bill with Louisa and Louisa paid their mortgage.

At nearly 54 years of age, Louisa had a farm about a mile to the east of her on the road, on which she thought she'd "come out whole" for the money involved. "If I can't I will try & sell it to some hunters or keep it for dry stock pasture." She kept it and Alvah grew hay on it.

Then in 1916 she added to her acreage by buying another 100 acres just to the east of the old Misner farm. That included 50 acres that once belonged to the Rigley family and 50 acres that once belonged to Louisa's father—the farm from which Louisa had been taken to the Poor House in Rome over fifty years before. She bought both pieces from the state at an auction because they had been taken over by the state for failure to pay mortgages or taxes or both. Her nephew Fred Kronmiller then in Albany Law School found out that she would have to bid at least \$533 for the two lots, so she paid that much or more. She

may have bought them because she thought they were a good investment—or she may have felt sentiment for a place she had known as a girl.

With the 40 acres around her store, Louisa owned 240 acres on the road at age 60—a sure sign that she was making money from her store as she expected she would when she went back there from Vermont in 1900.

In addition to her store she also had a boathouse on White Lake from which her nephew Fred Kronmiller sold groceries and ice cream—a kind of branch store. The branch store may have been open 1915 and 1916 when Fred had summers off from school to help her.

How well Louisa did with her store is not known exactly but surviving bank deposit receipts tell some of the story. Some years she made two deposits for each month. From these deposits she wrote checks to pay wholesalers for her goods so the amount of profit she had in any given year cannot be determined from these records. But the deposits do show an increase over the years.

Total Bank Deposits for Selected Years

1895--\$243.74	1906--\$1,738.42	1913--\$3,598.37
1896--\$2,471.39	1907--\$1,845.01	1914--\$3,503.56
1897--\$991.70	1908--\$3,036.20	1915--\$4,899.47
1898--\$951.73	1909--\$3,414.76	1916--\$6,435.41
1899--\$921.86	1910--\$1,607.55	1917--\$4,509.89
~~~~~	1911--\$1,989.22	
1902--\$1,020.56	1912--\$4,008.67	
~~~~~		

Another sign that she was making money is an addition she put on her house and store, between 1910 and 1920. The addition stretched across the front of the house on the first floor and part of the second floor.

She kept the store open until the end of 1926. The year before Alvah was hospitalized in Utica and then moved to Vermont where his son Dean took care of him until he died in 1927. Louisa's health declined and the Darts persuaded her to move to Florida with them, which she did in January 1927. She was 70 years old.

She closed the store filled with many goods still unsold and the house full of papers she had saved from a quarter of a century of business. In later years the store was broken into many times and store goods and house furnishings were stolen even though her nephew Fred Kronmiller, a lawyer in Utica, was looking after the property and assuring that taxes were paid each year. Before Louisa died in 1938, she deeded the property over to him and it remains in the hands of members of the Kronmiller family to this day.



The "Branch Store" with Fred Kronmiller in doorway in about 1915



Looking west today down the hill on Bear Creek Road
Old Misner/Covey farm is on both sides



Louisa's house in late 1970s with front addition



House today as the Frymire family home

8 – AUTHOR’S POSTSCRIPT

In 1956 I married one of Fred Kronmiller’s three daughters—Catherine Louise Kronmiller. Seven years later we started spending summer vacations with our children in Louisa’s house and store—which we always called “Louisa’s” but our little daughter thought was called “the Wheezes.”

In order to stay there we had to work hard at cleaning up and clearing out all that Louisa had saved and not sold, a lot of which had rotted or crumbled over the years or thieves, mice, and squirrels had messed up. In the process, we threw out or burned many papers and artifacts that would have added to this story of the store. I’m sorry we lost so much but firmly believe we were so overwhelmed by the quantity and condition of things facing us we had to deal with them as we did.

As it was, surviving papers and goods were tossed into boxes and scattered among attics and family where they might have slowly deteriorated and been lost forever. Fortunately after I retired in 1990, I had the time and learned to use computers, scanners, and digital cameras. Technology made it possible to save materials digitally, which in turn has made it possible to put together this much of the story of the store.

The story is important, of course, to succeeding generations of the Kronmiller family but I hope it also will be important to the historical interests of Woodgate and White Lake area residents and visitors.

The need to change the name of White Lake Corners, for example, can be seen in four of Louisa’s letters in 1919 to Butler Brothers, a general wholesaler in New York City. They kept sending her goods to White Lake in Sullivan County but billing her for them at White Lake Corners in Oneida County. “I have told you repeatedly that I was at White lake Corners & you musn't expect me to pay for goods not sent to this address,” she wrote.

The name White Lake Corners was finally changed to Woodgate in January 1924. I don’t know what Louisa contributed to getting the change but I’ll guess she freely complained about Butler Brothers and their wrong shipments when people came into her store.

After Louisa died, Fred Kronmiller acquired the two acres in Mary Dart’s name and after he died, the old house that once had a store plus 42 acres was deeded to his wife and after her death to daughters Catherine and Jane. They in turn deeded the property to Jane’s son Duane Frymire who lives there year round with his wife Kristin and sons Leif and Lance who are the sixth generation of the Kronmiller family line to live in the house that was Louisa’s store.

The old Misner/Covey property now about 112 acres was eventually deeded to Jane and the property east of it now about 93 acres was deeded to Catherine.

Even though Louisa's store closed 80 years ago, the last chapter of its story is still open with succeeding generations enjoying the fruit's of the little store's success and Louisa's many years of hard work.

Items From Louisa's House



Oak icebox is 55" high, 24" wide, 17" deep.
In Huther home in Springfield, Illinois.



Bread Mixer (for many loaves)

Printing on Cover:

“Put in all liquids first then flour

Turn 3 minutes

Raise in pail

Cover with this when raising

After Raising

Turn until dough forms a ball

Take off cross piece

Lift out dough with kneader.”

Pail is 12” tall & 13” wide at top.



Oak table used in Huther kitchen in Springfield, Illinois

Diameter is 44 inches.

(Chairs are from Davidson homestead at Woodgate)



Used as a dining table by Jeff Huther family in Arlington, Virginia



Oak rolltop desk is 55" x 30" on writing surface.
Top part is 49" high.
In Springfield, Illinois

Appendix A – GOODS SOLD

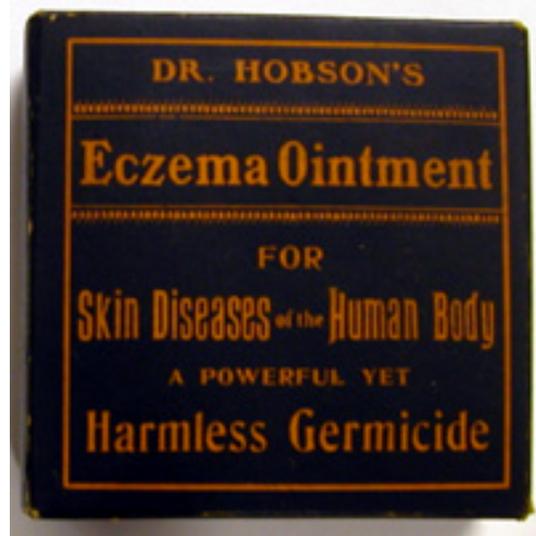
Examples of the kinds of goods that Louisa sold in her store are shown in these pages. Look at what you could buy!

Printing on back of box: “For every form of Eczema and for Skin Diseases. A blessing to the afflicted and suffering. A valuable remedy for eczema and kindred diseases. Price 50 cents.”

On side: “Full directions on circular inside in Polish, Swedish, Spanish, Yiddish, French, Italian, German, Japanese, Chinese.”

On bottom: “Prepared by Pfeiffer Chemical Company Laboratories St. Louis and Philadelphia.”

On top: “A scientific remedy for the treatment of eczema. Guaranteed by Pfeiffer Chemical Company under the Food and Drugs Act, June 30, 1906. Guaranty No. 1970.”



On the back of tin: “Dr. Hobson’s Eczema Ointment. Directions. Apply Ointment freely with soft cloth three times daily on parts affected. Have parts dry before applying. This will give you relief at once. Continue this treatment for one week; afterwards apply once a day until cured.”

On back: “Munyon’s Catarrh Cure attacks this disease on new and correct principles. It should always be used with the Catarrh Tablets. It eradicates the disease from the system and restores the mucous membranes of the head and throat to a healthy condition.”

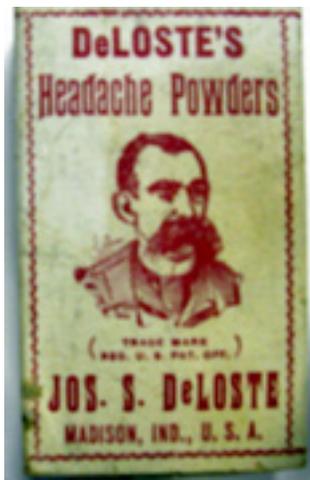




“The purest is always the best. 45% alcohol, 45-6 grains opium to fl. oz.”



“A pleasant remedy for Coughs, Colds, Croup, Hoarseness, Whooping Cough, Difficult Breathing, Asthma, Bronchitis, Sore Throat, and affections of the Pulmonary Organs.”



Twelve headache powders, “195 grains acetanilide per ounce,” cost 25 cents. The salve claimed approval by the Food and Drug Act, but the can does not say specifically what it was for. It does state, Beware of worthless counterfeits.”





“Indicated in all impoverished conditions of the system: anaemia, chlorosis, pale, sickly look, chronic malaria and skin diseases. One pill after meals. 50 cents.”



Hive Syrup sold for 40 cents for 2 fluid ounces. A dose of Pepsin was “20 grains to 1–2 teaspoonful in a little water before or after meals.” Tonic for the Nerves was “the peppermint candy laxative” for \$1.25. The Curative Syrup was made from “extract of roots” and sold for 60 cents.



This family size, 100 pills, of DeWitt’s at \$1.00 “contains 2 1/2 times as much as the 50 cent size.” Bellan’s for indigestion at 75 cents claimed to be “harmless . . . in any necessary dose or number of doses for anyone of any age or in any condition of health.”



For diseases of kidney & bladder
75 tablets for \$1.00.



“For bleeding and itching piles
And old sores.” This size \$.35.

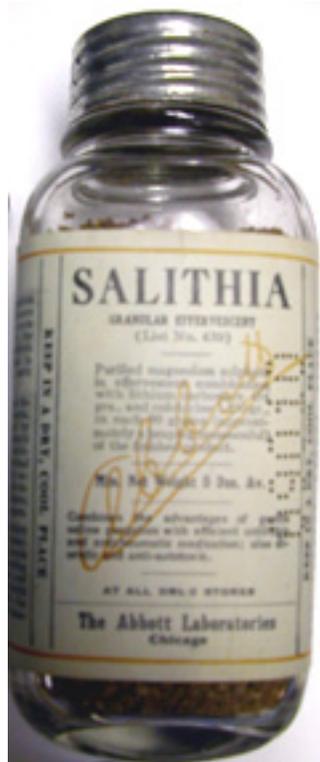




On side: "Silk-finished magnesia carbonate for technical use."



36 pills per box, 25 cents. "For biliousness and constipation."



"It affords thorough purgative medication in combination with remedies of merit in gouty and rheumatic conditions."



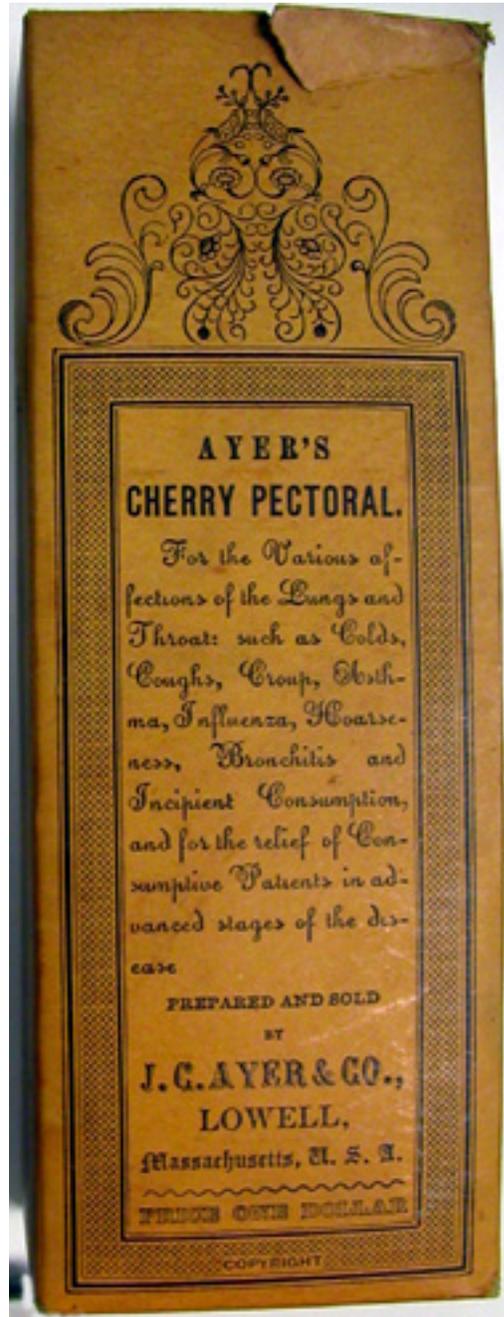
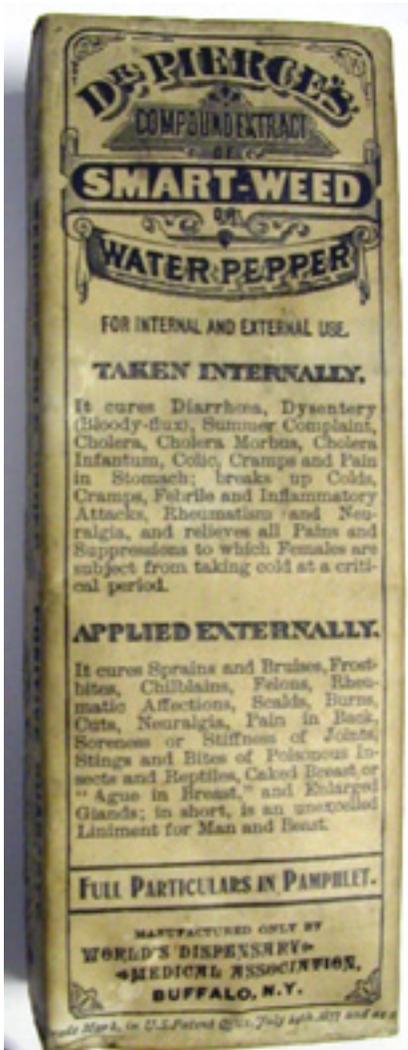
"Pain Queen is a Medicine Chest itself, a Family Friend, Goes to the Spot."



Munyon's cures "Constipation, Pain and Distress after Eating, Water Brash, Nausea and Vomiting, Palpitation of the Heart, Flatulency and Sour Stomach."

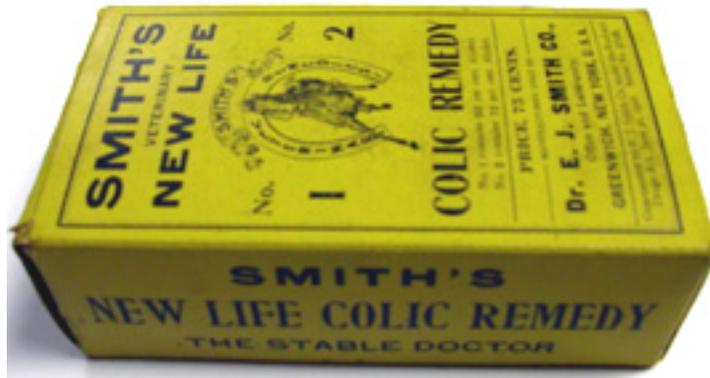


Aromatic=Leaf "tends to cleanse the digestive system." Musterole "will not blister."

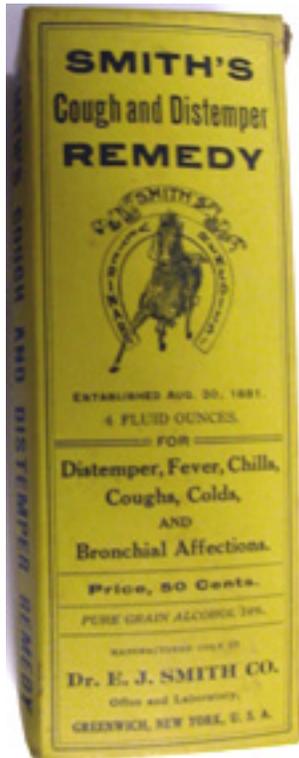
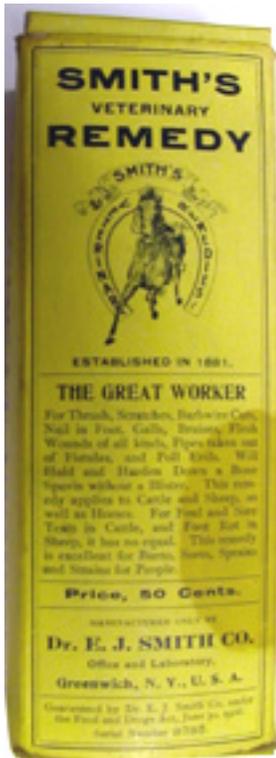


“For Cure of Colds, Coughs, and all Diseases of the Throat and Lungs”

“Highly recommended as an emollient” 25 cents



Colic Remedy No. 1 contains 50% alcohol.
 Colic Remedy No. 2 contains 72% alcohol.
 Price for box pictured is 75 cents.



The veterinary remedy is for “Cattle and Sheep, as well as Horses.”
 But the cough and distemper remedy is for Dogs and for “Family Use.”
 Gall cure is for Galls, Sore Necks, Sore Backs, etc. Small can is 25 cents.



Haas Bros. offered “your money back if it fails to cure collar galls, saddle galls, sore necks, scratches, cuts, mud scalds, corns, grease heel on horses & sore teats on cows. Price 25 cents.” Kickapoo Salve was made by the Kickapoo Indian Medicine Co. for “saltrheum, ringworm, itch, piles, boils, running sores, bruises, scalds, burns. 25 cents.”



The Rat Poison sold for 25 cents. The fly tin contained arsenic. “Directions: Uncork and fill with water. Shake well before using. . . . When wick becomes dry refill with water. . . . Should last all season.”



Zet was for "Shining and Dyeing Shoes, Puttees, Traveling Bags and all Leather Goods." Two in One black shoe polish "does the work of liquid & paste."



For harnesses plus "farmers will find that their boots will wear much longer and always look better by its use."



“Directions: To a quart of water add a piece of the GLOSS about the size of the thumb, stir well until the GLOSS is dissolved. After dipping the Collars, Cuffs, &c., in the mixture, do not wring them too much but allow plenty of the mixture to remain—don’t be afraid that the iron will stick, for it will not when WING WING is used.”

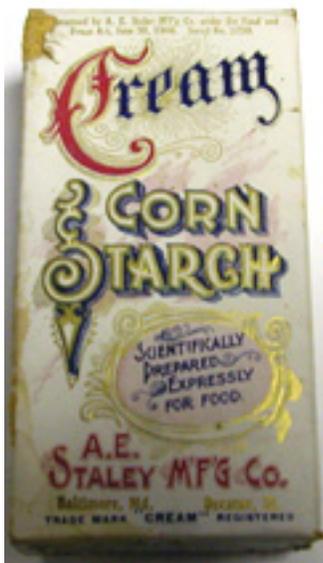


The Hat Pin was made in England and is 10 inches long.



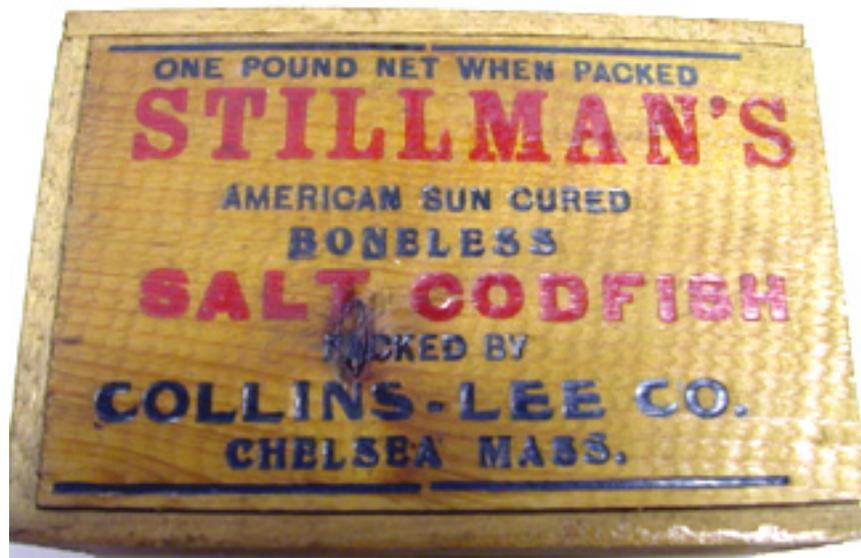
“Made from the highest grade of fresh Honduras Sarsaparilla, Ginger, Sassafras, Hops, Pipsissewa, Spikened, Birch Bark, Vanilla, Triticum Repens, Wintergreen, Juniper Berries and Caramel.”







"Harris Pure Flavoring Extracts are made from the very best quality of natural Fruits. They are absolutely free from any impurities or adulterations. . . . Used by some of the finest Hotels and Cafes in the country, from whom it has the highest recommendations."



"Prepared with 4-10 of 1% boracic acid which is removed in freshening fish. To freshen—soak several hours or overnight. Changing water hastens freshening."



“Old Gold” coloring for clothes contained 12 packets 10 cents each.



Colors for drawing or painting.







The ice cream container holds 1/2 pint.

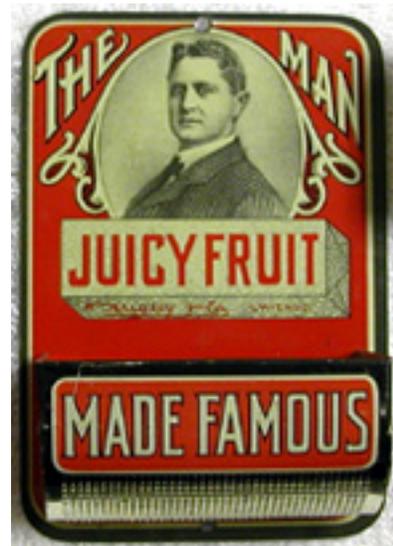
Louisa hoped to sell ice cream and temperance drinks to passengers while trains stopped for ten minutes or so at the White Lake Station.



She may have used these Moxie glasses, which are 4 inches tall.

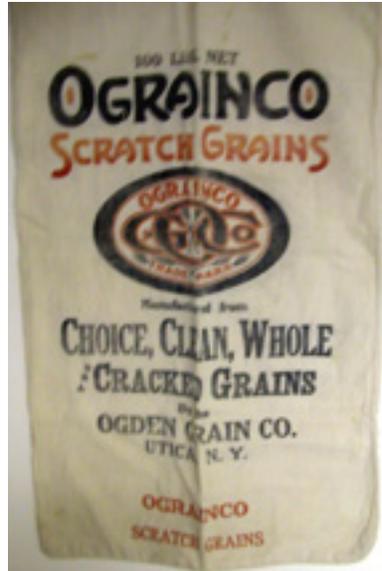


Little Jennie Cigars.



To hold wooden matches & strike on bottom.





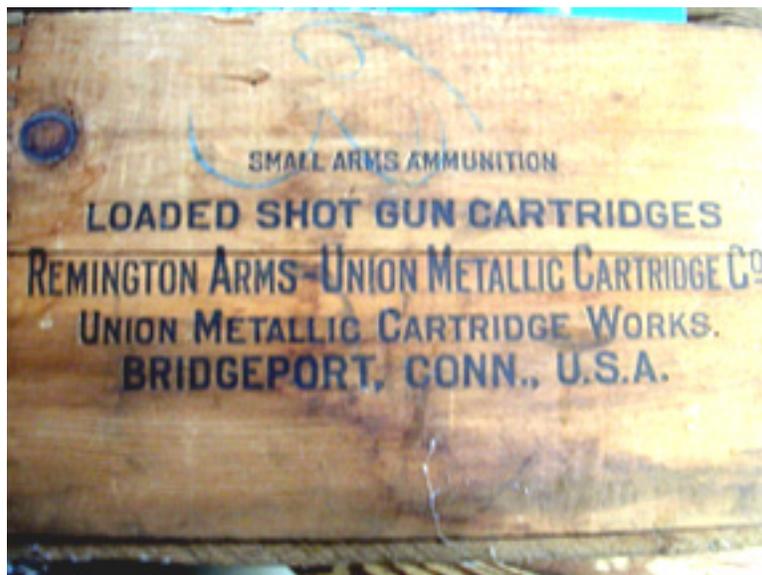
Grain sack is 18 x 36 inches.





Boxes for shipping goods by train.





Hunting Supplies.



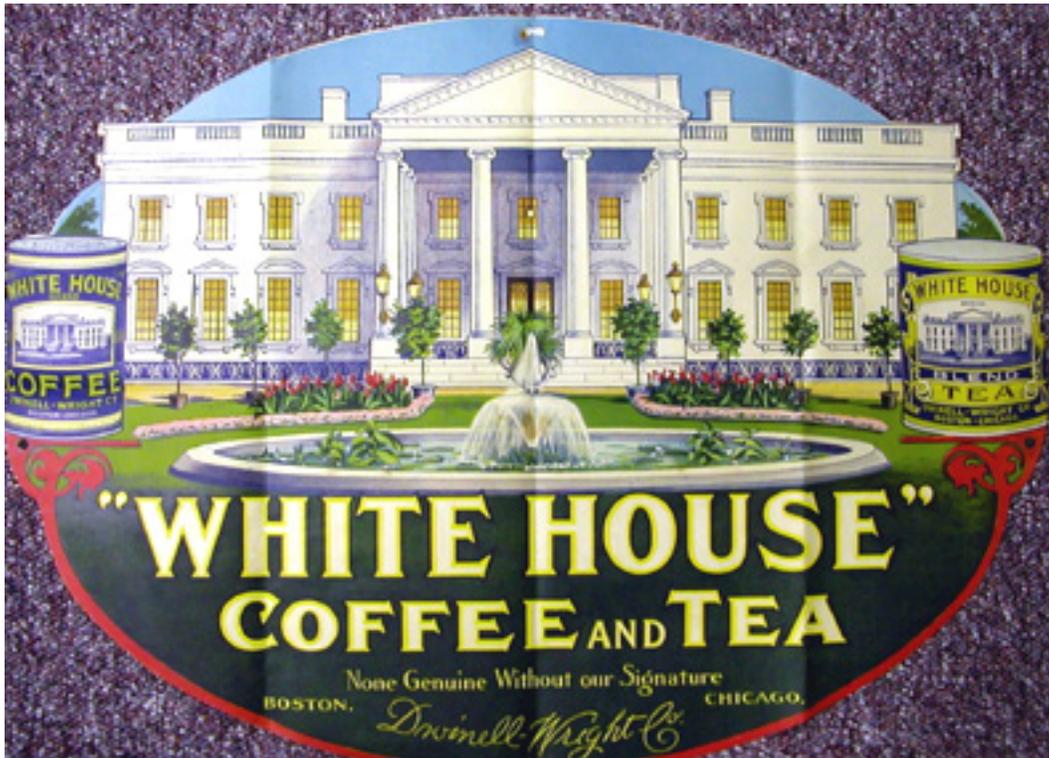


Print on bottles L. to R.—“Dr. Fenner’s Kidney & Backache Cure”—“Celery Compound”—“Dr. Kilmer’s Female Remedy, Binghamton, NY”—“Foley’s Kidney & Bladder Cure”—“Milwaukee Pickle Co.”



Labels on boxes L. to R.: “Northwestern Yeast Co. Yeast Foam”—“Burnett’s Breathlets”—“Merritt Type-Writer”—“Mohawk Men’s Woolen Drawers”—“Anderson’s Currant Jellies”—“Burnham’s Jellycon”—“Stickney & Poor’s Pure Pimento”—“Blackwell & Co, English Mustard”—“Little Jennie Cigars”—“Heffron, Cooper & Co. Concentrated Vanilla”—Tin with no print—Stickney & Poor’s Pure Cr. Tartar”

Appendix B – ADS SENT TO STORE



WHITE HOUSE COFFEE
DWINELL-WRIGHT CO.
BOSTON CHICAGO.

WHITE HOUSE COFFEE
DWINELL-WRIGHT CO.
BOSTON CHICAGO.

The Start of A Joyful Day

Acknowledged by Connoisseurs to be the most delicious COFFEE.

AYER'S
AMERICAN ALMANAC
1888.

BE THE FIRST TO USE SARSAPARILLA.

PUBLISHED BY
DR. J. C. AYER & CO.,
Practical and Analytical Chemists,
LOWELL, MASS., U.S.A.

AYER'S SARSAPARILLA

Our picture represents the improved Sarsaparilla used in the preparation of Ayer's Sarsaparilla. The picture shows and labels over the ends and sides of the boxes, and the top to which the ends of rods are packed in the boxes, show the packaging with which the entire quantity is made ready for shipment. On the right, is a roll of the most standard and strongest white on the left, are two half-dozen packages and a bottle of the extract ready for market.

The two hundred years the Sarsaparilla has been sold, it has proved to be a valuable blood medicine, especially when its medicinal effects are joined with other medicinal vegetable bases and minerals. It was first introduced in Keokuk, Iowa, by Dr. J. C. Ayer, succeeded in combining in AYER'S COMPOUND EXTRACT OF SARSAPARILLA, all the curative powers of these materials. This the high standard of excellence. The effect of this preparation when taken for hemorrhoids and venereal eruptions was so remarkable, and its popularity so great, that the market was quickly flooded with worthless imitations, which were and are recognized from the cheap ingredients, containing no sarsaparilla whatever, and which have no curative effect of fever, tetter, or eruptions. Ayer's Sarsaparilla is always the same. The same carefully selected ingredients, both in grade and proportion, enter into its composition today, as were first employed in its manufacture. Its curative properties, strength, and force are always the same, and these it will retain in any climate.

When you need a blood-purifier, be sure to buy Ayer's Sarsaparilla.

Has cured others, will cure you.

PREPARED BY
ADOLPHE SAUX, Keokuk, IOWA, N. Y.

DEALER IN
FAMILY GROCERIES AND MEDICINES,
Teas, Coffees, Spices, Salt, Flour, Fish, Pork,
CHINA AND GLASS WARE,
KEROSENE OIL AND LAMPS, FIELD AND GARDEN SEEDS.

Customers who find one weak ingredient, containing some substance to be imported from the continent, and all sold at wholesale prices. Beware!





Coffee or Tea-
CHASE & SANBORN'S
for me




**POCAHONTAS
RIBBON BRAID**
is taking the country by storm

It is the result of an overwhelming demand for a soft, silky material that looks and feels like ribbon, but that never breaks. It is the product of a firm of national prominence and large resources, and is made of the finest of pure fine silk.

Women have long been clamoring for a ribbon that will not stretch, that will not wear, that will not wash easily. They have wanted an softness, beauty of color and pliability.

To meet this demand for a material that will fill all the needs of ribbons—with many other uses added—we have produced POCAHONTAS BRAID—which comes in all fashionable shades. It is beautifully soft and pliable—and has a durability, coupled with its lustrous beauty that is appealing to women everywhere.

POCAHONTAS BRAID
can be used for every use that a ribbon is put to—with a great many added uses.

For Example:
Ladies' and Children's Silk or Cotton Underwear
Ladies' Waists
Ladies' Silk and Cotton Dresses
Ladies' Skirts and Coats
Ladies' Hats
Children's Dresses
and many other articles such as handkerchiefs, table cloths, silk pillowcases and others too numerous to mention.

To afford customers a more ready means of displaying POCAHONTAS BRAIDS, we have had made for us the

(Continued on other side)

POCAHONTAS BRAID CORP.
251-257 West 19th Street
NEW YORK CITY

Form No. 1

WHIPS! WHIPS!

We have secured the Agency
for the Celebrated

"BULLHIDE" WHIPS

MANUFACTURED BY THE

Western Whip Co.

BUFFALO, NEW YORK

BEST IN THE WORLD

An Honest Whip at an Honest Price
CALL AND SEE THEM

(NOTE:—100 of these Circulars with your name and address printed on
with each order.)

SEEING THE WORLD

Through Our Travel-Class
Stereoscope and View Offer

A GENUINE CRYSTAL LENS
**STEREOSCOPE
FREE!**

Together with a complete set of
Water Color, Oilette Finished
Views, from every civilized land.

The finest thing of its kind on the American Market

READ OUR OFFER BELOW





W. J. Day Photo Agency, Buffalo, N.Y.

OUR OFFER!

TO THE PUBLIC: In order to introduce their World Series Travel-Class Views, the manufacturers have arranged with us to distribute a complete set of views upon a basis that will enable every family in our community to enjoy a COMPLETE SET OF VIEWS AND STEREOSCOPE ABSOLUTELY FREE.

This elegant Stereoscope is an exceptional value at \$2.00, and yet we present the same to you for \$1.00 Cash Trade made at any one time, and upon all cash purchases thereafter we will present you with ONE WATER COLOR OILETTE FINISH VIEW as every ONE DOLLAR PURCHASE until you have purchased the complete set.

We guarantee our prices to remain the same low standard as heretofore, and were it not for the cooperation of the manufacturers to enable him to introduce these goods, we can assure you it would be impossible to make this offer as it really we are glad, however, to make this additional contribution for your business if you are not already a regular customer and assure you of the best efforts of our company to serve and please you.

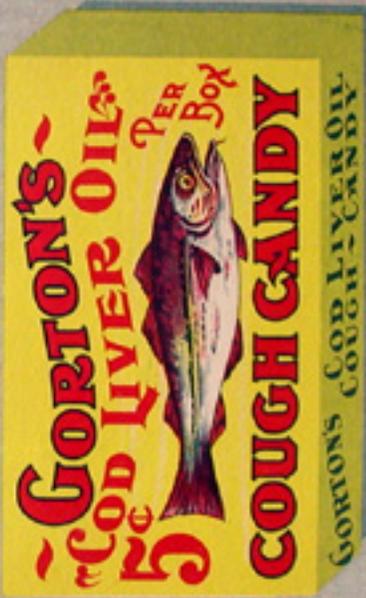
Old and new customers are given the same cordial welcome to participate in this GRAND OFFER

REMEMBER WE ARE HEADQUARTERS FOR EVERYTHING IN OUR LINE.



TO STOP A COUGH OR CLEAR YOUR THROAT

USE This Delightful Confection



You Can Not Taste The Oil.

STAND THIS CARD IN THE BOX WITH THIS SIDE DISPLAYED

NEW DEAL ON Wrigley's Standard Brands OF CHEWING GUM

WITHOUT PREMIUMS SHIPPED DIRECT TO RETAIL DEALERS EXPRESS PREPAID FRESH GUM DIRECT FROM FACTORY AS YOU WANT IT AND NO EXPRESS CHARGES



WE QUOTE AS FOLLOWS:

OFFER 01
 6 BOXES—JUICY FRUIT, VASSAR, SWEET 16 OF PEPSIN — \$3.30
 1 BOX EXTRA NO CHARGE—THIS FIGURES 7 BOXES FOR \$3.30 COST TO RETAILER AT 1/3% PER BOX

OFFER 02
 10 BOXES—JUICY FRUIT, VASSAR, SWEET 16 OF PEPSIN — \$5.50
 2 BOXES FREE COST TO RETAILER 45 1/4% PER BOX

OFFER 03
 20 BOXES—JUICY FRUIT, VASSAR, SWEET 16 OF PEPSIN — \$10.50
 4 BOXES FREE COST TO RETAILER 43 1/4% PER BOX

WE RESERVE THE RIGHT TO WITHDRAW THIS OFFER WITHOUT NOTICE

THE ABOVE OFFERS DO NOT INCLUDE WRIGLEY'S SPEARMINT PEPSIN GUM

WE QUOTE THIS BRAND:

5 BOXES | FOIL WRAPPED 50 PACKAGES | **\$2.75**
 | PAPER WRAPPED PACKAGES |
NO FREE GOODS EXPRESS PREPAID

10 BOXES | FOIL WRAPPED 50 PACKAGES | **\$5.25**
 | PAPER WRAPPED PACKAGES |
NO FREE GOODS EXPRESS PREPAID

ORDER FROM ANY JOBBER IN THE U. S. THEY ALL HANDLE WRIGLEY'S

Wm WRIGLEY JR. & Co., CHICAGO.

Washington Crisps

JUSTICE TO THE CONSUMER



THE BIG QUALITY PACKAGE

FOR THE PRICE OF A LITTLE ONE

10¢

MAKERS OF **ONLY** HIGHEST GRADE CEREALS

UNITED CEREAL MILLS, LTD.

CHICAGO
QUINCY,
ILL.

NEW YORK MILLS



EXTRA HEAVY

No. 16...November, 1906.

H. D. PIXLEY & SON CO.,

9 and 11 John St., Utica, N. Y.

Mail Order Department.

Our Salesman, *Cartilage No. 157, covered in November 18, September with grand results. The six styles shown here were the big sellers in caps.*

<p>146...Fur Lined Band.</p>  <p><i>Here's every fashion band, at \$4.75. They are made in blue and dark materials and are the best value in hats that can be purchased at the price. The value is included in your order, they are sent with.</i></p>	<p>149...Fur Lined.</p>  <p><i>The fur lined inside band cap in the big seller. We carry them in blue, black and brown, at \$4.75. They are made in blue and dark colors, at \$4.75 per pair. To see them here and make orders, at \$4.75 and \$11.00 per dozen.</i></p>	<p>155...Brighton.</p>  <p><i>Match them with black, blue, grey, blue and brown. They are made in blue, black, brown, at \$4.75. To see them here and make orders, at \$4.75 and \$11.00 per dozen.</i></p>	<p>154...Yacht.</p>  <p><i>Dark, black and grey, men's, \$4.75 and \$10.00 per dozen. Men's, blue, at \$4.75.</i></p>
<p>147...Fur Lined Golf.</p>  <p><i>Here's Fur Lined Golf, blue, black and brown, at \$4.75 per dozen. Here's the blue band, at \$10.00 per dozen.</i></p>	<p>153...Lap Top Wellington.</p>  <p><i>In plain blue and fancy patterns, men's, \$4.75. Men's, men's, \$10.00 per dozen.</i></p>	<p>Look through your cap stock and \$5 is on the above styles, they are money makers for you. We have a complete stock ready to ship the day we receive your order.</p> <p style="text-align: center;">Just a Word About 1907.</p> <p>Owing to the large increase in our business we feel justified in making very extensive preparations for spring of 1907. The Spring Catalogue will be out about February 1st. Wait for it.</p> <p>Send your mail orders to us and let us PROVE to your satisfaction that this is the place for you to buy hats and caps.</p>	

H. D. Pixley & Son Co.
9 and 11 John St., Utica, N. Y.

JUNE IS Bonnie-B Month

Look for the *Bonnie-B* Window Displays



Corinne Griffith
Famous Screen Actress
Appearing in one of her recent successes
in which she wears the
Bonnie-B VEIL
SUGGESTED FROM FRANCE
"Just Slip it on!"

Wrigley's **PREMIUM OFFER No. 763**
BEAUTIFUL BAVARIAN CHINA GAME SET ASSORTMENT

THE FINEST TRANSPARENT CHINA. BODY DECORATED WITH VARIOUS GAME PAINTINGS AFTER THE FIRST ARTISTS IN EUROPE. TRIMMED WITH 5 BEAUTIFUL SPRAYS OF RED AND PINK ROSES SURROUNDED BY TENDER GREEN FOLIAGE ALL CONNECTED BY WOODCOCK FEATHERS OF BURNISHED GOLD. EACH PLATE AND CENTER PIECE MAGNIFICENTLY FULL GOLD STIPPLED. DIMENSION OF EACH PLATE 8 INCHES. DIMENSION OF PLATTER, 12x IN. PLATTER MAY ALSO BE USED AS A DECORATIVE PLAQUE AS IT IS PIERCED IN BACK FOR HANGING.

THIS SET MAY BE USED FOR
 FRUIT, SALAD, COLD MEAT OR CHOP SET

10 BOXES FOR \$8⁰⁰

FREE WITH 10 BOXES OF WRIGLEY'S JUICY FRUIT, SWEET 'N' VASSAR, PEPSIN OR ASSORTED FLAVORS. THAT IS, \$10.00 WORTH OF GUM AT RETAIL AND THIS GAME SET ALL FOR \$8.00. FREIGHT PREPAID

ORDER FROM YOUR JOBBER
WM. WRIGLEY, JR. & CO.
 CHICAGO.

Case Contains

1 only 3-qt. Coffee Pots,	\$.50
6 only 14-qt. Dish Pans,	.75
2 only 2-qt. Tea Pots,	.50
6 only 12-qt. Pails,	.85
12 only 260 Kettles,	.40
8 only Stove Kettles and Cover,	.50
4 only 2-Handled Cookers,	.30
4 only 6-qt. Mixing Bowls,	.30
4 only 6-qt. Pudding Pans,	.30
48 Pieces.	

48 Pieces Retail for \$24.00
 Costs the Dealer \$14.00
 Pays a Profit of 75r

Double Coated Enameled Ware
 High Grade

 3-qt. Coffee Pot.	 14-qt. Dish Pan.	 2-qt. Tea Pot.
 12-qt. Pail.	 8-qt. Stove Kettle.	 6-qt. Kettle.
 2-Handled Cooker.	 6-qt. Mixing Bowl.	 6-qt. Pudding Pan.

BE SURE AND READ OUR CIRCULAR.

Full Figure



Warner's
Rust-Proof Corsets-

STYLE 104

This corset is an exceptional model for the full figure. It has a high bust and rubber inserts at each side of skirt in the back. It is trimmed with silk braid and lace. Pink coutil only. Sizes 24-36. \$42.00 per dozen.

**Guaranteed not to Rust,
Break or Tear.**



No. 2661

No. 2692

MEN'S HURD SHOES

GOODYEAR WELT

CUSTOM MADE



Some of the Goods Ordered February 24, 1895 – August 28, 1899

All day suckers	Cherry phosphate	Evaporated peaches
Allspice	Chimneys	Fairfield molasses
Alum	Chipped beef	Figs
Ammonia	Chloride of lime	Fishhooks
Apricots	Chocolate creams	Flag salt
Asparagus	Chocolate drops	Flat salmon
Bacon	Cinnamon	Flax seed
Baking powder	Ciscoes	French creams
Barley	Citron	French prunes
Beeman's gum	Clams	Glycerine lotion
B.G. mustard	Clotheslines	Gold Medal Flour
Bricked limburgher	Clothespins	Granulated sugar
Brooms	Coffee	Hackety Hack
Buckwheat	Coffee cakes	Hair vigerator
Butter	Coffee mill	Hams
Butter dishes	Cologne	Herricks plasters
Cabinet varnish	Corn meal	Herring
Canned corn beef	Cornstarch	Highland creams
Canned roast beef	Cough drops	Hires Root Beer
Canned sardines	Cream tartar	Honey Dew tobacco
Capitol corn	Currants	Insect powder
Carbolic acid	Daisy lard	Iodine potash
Carbolic salve	Eagle milk	Ivory soap
Carolina rice	Eggs	Jamaica ginger
Celery compound	Epsom salts	Japan tea
Cheese	Evaporated apricots	Jellybeans

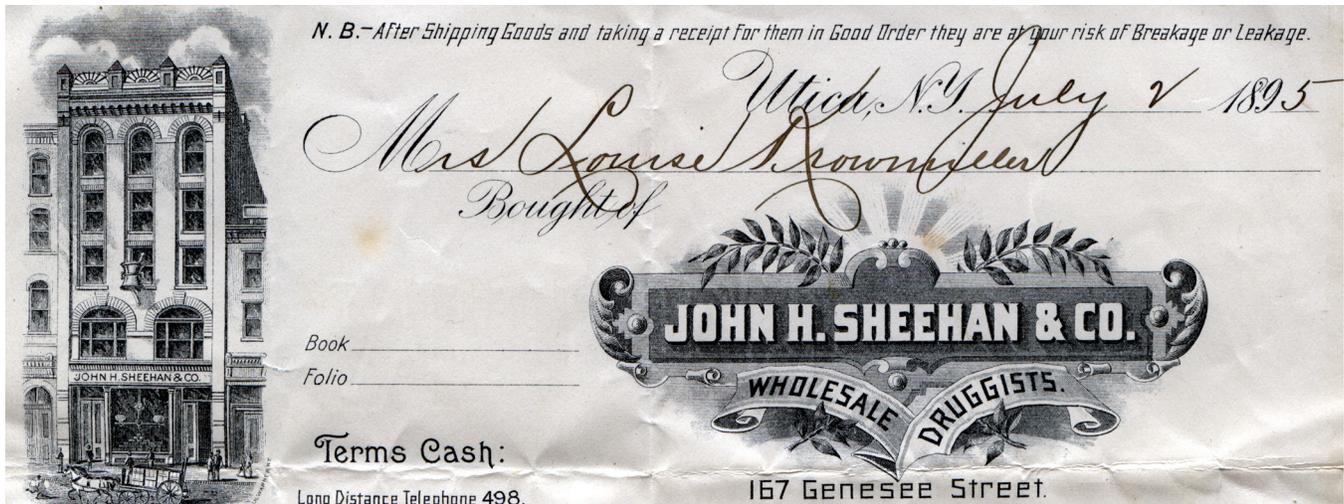
Kangaroo soap	Peas	Skip to Canada Candy
Kiss me gum	Peaches	Snuff
Lantern globes	Pears	Soap
Lanterns	Peanuts	Soda
Lard	Pencils	Spinach
Laundry starch	Peoples laundry soap	Sponges
Lemon drops	Pepper	Starch
Lemons	Pickles	Stick candy
Lenox soap	Pierce's Med. Discovery	Stove enamel s
Licorice pellets	Pillsbury Best Flour	Stove polish
Lima beans	Pipes	Sulphur
Lobster	Popcorn	Swamp root
Luxor succotash	Potash	Sweet pickles
Lydia Pinkham Comp.	Potted ham	Sweet potatoes
Mackerel	Prune juice	Syrup of figs
Matches	Prunes	Tanglefoot flycatchers
Mint lozengers	Pumpkin	Tar soap
Mixed nuts	Raisins	Tobacco
Molasses	Raspberry Pie Fruit	Tooth picks
Mop sticks	Rat poison	Turpentine
Notepaper	Red kidney beans	Valentines
Nutmeg	Rifle cartridges	Vaseline
O. G. Java	Rice	Victory tomatoes
Olive oil	Rochelle salts	Vinegar
Oranges	Root beer	Washboards
Oyster crackers	Royal cod	Wax beans
Oysters	Salt	Whole cloves
Paint brush	Sauerkraut	Witch hazel
Paris green	Sawyer's bluing	Yeast foam
Pea beans	Sen sen	
Pearl tapioca	Shoe brushes	

Note: Many of these items were reordered many times.



Some of the Goods Ordered April 22, 1895 – December 22, 1900

Barbed wire	Oil cans
Basins	Padlocks
Brace & bit	Pails
Brackets	Paint
Bread raiser	Pie plates
Cakes pans	Pipe
Carpet stretcher	Rakes
Clothes hooks	Rings
Copper boiler	Scales
Doorbells	Screen doors
Elbows	Screens
Faucets	Screws
Files	Shears
Five gal. Cans	Shoe nails
Footbath	Shovels
Freezer	Spading forks
Gate hinges	Stove bolts
Grass hook	Tacks
Hasps	Thermometers
Hatchets	Trowels
Hinges	Twine
Hoes	Vise
Kettles	Whetstones
Knobs	Wicks
Lantern globes	
Lock & knob	
Nail puller	
Netting & staples	



Some of the Goods Ordered July 2, 1895 – June 3, 1908

Aboys snuff	Doans pills	Hive syrup
Adhesive plaster	Doans kidney pills	Holland gin
Agnews heart cure	Droppers	Hops
Alcohol	Dyes	Household powder
Aloes bitter	Elect plasters	Hoyt's cologne
Alum po.	Empire wintergreen	Ideal atomizer
Ammonia	Empire peppermint	Iodine
Angels Dream	Epsom salts	J&J Thapsia Plaster
Bacco Curo	Ex. logwood	JHS Cough
Bay rum	Ex. Root	JHS Glyc. Lotion
Bees in head	Filter, no. 33	JHS liver pills
Bromo seltzer	Flag salt	JHS malt
Camphor ice vaseline	Floor emry	JHS tooth powder
Carter's Pills	Franconia	Jones Hackety Hack
Castor oil	Frog in throat	Kennedys Rheu, Resolv.
Catarrh snuff	Glycerin	Krystone talcum
Catnip	Glycerin lotion	La France
Charcoal	Grad. nurser	Laird's Bloom of Youth
Chlor. potash tabs.	Gum camphor	Lamp black
Citronella	Halls catarrh	Laz perfumes
Condition powders	Halls hair renewer	Lime tablets
Copperas	Halls pills	Lubins Rose Po.
Crescent perfume	Hansford Cel Cure	Maccoboy snuff
Dandelion bitters	Harlem oil	Medford rum
Davidsons no.26 nipples	Herb horhound	Menthol ice
Dewolfs Cholera Mixture	Herb penaroyal	Menthol pencils

Mothballs
Munyous inhaler
Nasal douche
No. 8 nipples
No. 12 nipples
No-to-bac
Norway pine syrup
Oil of anise
Oil of cedar
Oil of wormwood Olive oil
Paines celery comp.
Pardee Rhen
Pears Fuller Earth
Pierce's ex. smartweed
Pierce's Pills
Portsmouth Tar Salts
Powder Puffs
Puff boxes
Pure C. L. Oil
Quinine pills
Rat biscuit
Rose water
Rubifoam
Salad oil
Sal hepatica
Salts
Scotts emulsion
Senna
Sheehans headache wafers
Shoops Restorative
Sloans Chill & Fever Cure
Spirits of Nitre
Sulphur
Sulphure morphine
Syrup Figs
Toothache gum
Vaseline

Note: some of these items
were reordered several
times.



Some of the Goods Ordered July 26, 1895 – January 22, 1908

All day suckers	Canned corn beef	Dates
Almanacs	Canned ham	Doan's colic cure
Apples	Canned peas	Doan's kidney pills
Bacon	Canned potted ham	Dr. Kilmer's swamp root
Barley	Canned pumpkin	Duff's molasses
Bay rum	Canned roast beef	Dyes
BB shot	Canned salmon	Easter candy prizes
Beans	Canned tomatoes	Epsom salts
Beef sticks	Carbolic acid	Eureka baking powder
Bird food	Castoria	Eureka coffee
Black pepper	Castor oil	Eureka tea
Blue salada	Chimneys	Farina
Bologna	Chloride of lime	Faucets
Borax	Chocolate chips	Figs
Brackets	Chocolate drops	Firecrackers
Briar pipes	Chocolate pipes	Fish lines
Brush brooms	Cigars	Flavorings—wild cherry, cinnamon, strawberry
Brooms	Ciscoes	Fletcher's castoria
Buckshot	Coca	Flour
Buckwheat	Coconut bon bons	Fly hooks
Bug killer	Coffee	Flypaper
Butter	Concord grapes	Fr. Creams
Butter crackers	Cotton twine	Fruit keeper
Calendars	Cough drops	Fudge
Camphor	Crackers	Ginger ale
Canned beef	Cream cheese	Ginger snaps
Canned chipped beef	Cream of tartar	Garland
Canned corn	Currants	

German almanacs	Oil of wintergreen, peppermint	Stove polish
Glue	Olive oil	Sugar
Gold Coin coffee	Olives	Sugar cakes
Graham crackers	Onions	Sulphur
Graham flour	Oxheart chocolates	Sweet potatoes
Granulated sugar	Peanuts	Syrup
Gumdrops	Peanut bars	Syrup of fig
Gun powder	Peanut crisp	Tablets—lemon, orange, lime, peppermint, wintergreen
Hams	Pepsin gum	Tacks
Harlem oil	Pie fruit	Taffy
Headache powders	Pipes	Tea
Hemp twine	Plug tobacco	Thorn's liniment
Herring	Pocketknives	Thread
High grade rubber	Popcorn	Tobacco
Honey	Potash	Toothpicks
Hoods sarsaparilla	Prunes	Turpentine
Insect powder	Raisins	Tutti Frutti gum
Jellybeans	Rag paper	Vanilla
Kiss me gum	Raspberry jam	Vanilla wafers
Klinck's lard	Rheumatic liniment	Washing powder
Laudanum	Rice	White cherries
Lemon drops	Ring hooks	White satins
Lemon extract	Rock salt	Windsor milk crackers
Licorice	Rolled oats	Yeast
Licorice drops	Saleratus	Yeast foam
Lozenges	Salt	Zeno gum
Lydia Pinkham Comp.	Salve	
Maple syrup	Sauerkraut	
Marshmallows	Sauer's castor oil	
Matches	Scnepp's coconut	
Macaroni	Screws	
Macaroons	Shefford cheese	
Milk crackers	Silverware	
Mincemeat	Seltzer	
Mixed candy	Sen sen	
Mixed nuts	Smoking tobacco	
Molasses	Snuff	
Mothballs	Soap	
Mother's oats	Spanish peanuts	
Mucilage	Spices—pepper, mustard, ginger, cream tartar, allspice, cinnamon	
Mustard	Spice show case	
Nutmeg	Stick candy	
Oat flakes	Stovepipe enamel	
Oil cans		

Note: Many of these items were reordered many times.

PAPER WAREHOUSE.

ROWLEY & HORTON,
— JOBBERS IN —

Paper, Stationery, Blank Books, Albums, Twines, Tags,
ARTISTS' AND ARCHITECTS' MATERIALS, &c.

Utica, N. Y., *Oct 3* 189*5*. 56 Genesee St.

Sold to *Miss A. C. Cronmiller*
Salesman, *M* *White Lake Corner*

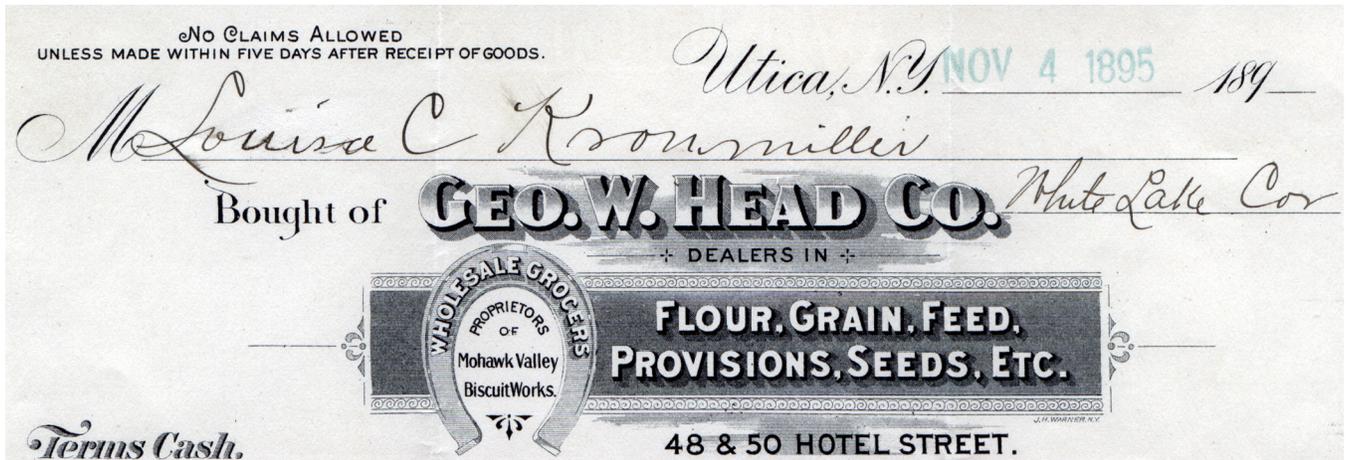
Terms: *10 DAYS, 2%* NET

NO CLAIMS ALLOWED UNLESS REPORTED WITHIN FIVE DAYS AFTER RECEIPT OF GOODS.



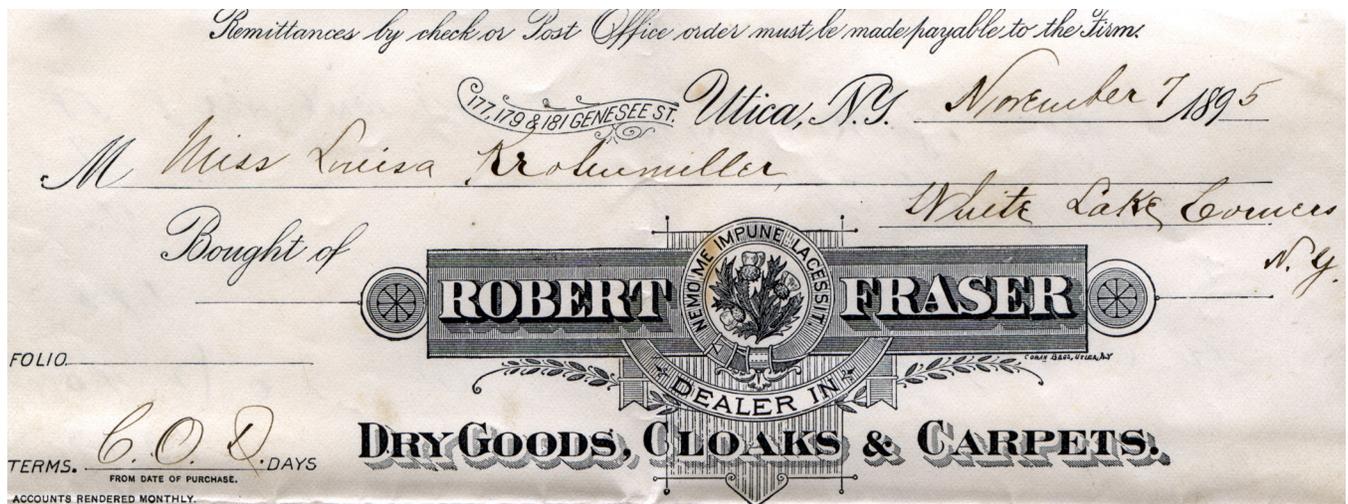
Some of the Goods Ordered October 3, 1895 – December 1, 1898

Bags
Cards
Crayons
Envelops
Felt
Ink stand
Ledgers
Pads
Paper
Pencils
Pens
Pin tickets
Rulers
Slates
Tablets
Tags
Twine
Twine holder
Valentines



Some of the Goods Ordered November 4, 1895 – June 7, 1901

Allspice	Filberts	Peppermint drops
Almonds	Flour	Prune juice
Ammonia	French creams	Pumpkin
Bakers cocoa	Ginger	Quart jars
Brazil nuts	Gingersnaps	Rice
Brooms	Green pepper sauce	Rolled oats
Buckwheat	Herring	Sage
Camphor	Insect powder	Salt
Caramels	Lemon extract	Sewing machine oil
Castoria	Lemon sticks	Soap
Catsup	Lemon wafers	Starch
Cherries	Matches	Sugar
Chimneys	Milk crackers	Sugar cakes
Chocolate cigarettes	Mincemeat	Sulphur
Chocolate pipes	Molasses cakes	Tea
Chocolate whistles	Mop sticks	Tobacco
Ciscoes	Mousetraps	Turpentine
Coffee cakes	Nutmeg	Tutti Frutti
Corn	Olives	Vanilla extract
Corn meal	Oysters	Vinegar
Cough drops	Oyster crackers	Walnuts
Cracked corn	Oyster shells	Waxed paper
Cream of tartar	Paris green	Whole cloves
Drop shot #6	Peanut bars	Wintergreen creams
Eagle milk	Pecans	Witch hazel
Epson salts	Pepper	Yeast foam
Figs	Peppermint creams	



Goods Ordered November 7, 1895 – August 5, 1898

Aprons	Mittens
Braid	Needles
Brushes	Oilcloth
Buttons	Pants
Cambric	Percalé
Canvas	Pins
Caps	Ribbons
Carpet thread	Shades
Collars	Shoelaces
Combs	Silks
Corset laces	Skirts
Cottons	Stays
Doormats	Sweaters
Dress goods	Tape measures
Dress patterns	Threads
Drilling	Ticking
Elastic	Velvet
Fancy prints	Vests
Flannel	Wadding
Gingham print	Waists
Gloves	Wrappers
Handkerchiefs	Yarns
India Fibre	
Jacket	
Knitting pieces	
Laces	



Ordered from Ogden & Clark November 9, 1895 – May 24, 1907

Barley	Peas
Bone meal	Seed oats
Bran	Shells
Buckwheat	Shorts
B. W. flour	Sp. Bran
Calf meal	St. corn
Corn	Timothy
Corn meal	Wheat
Clover	Wingold
Cr. corn	Winter bran
Cro.[?]	W. mids
D. wheat	XX Meal
Ear seed corn	
Early pole beans	
F. meal	Note: These meals
Flax seed	were reordered many
Gluten	times.
Hay	
Int. gall cure	Meal came in bags or
Meal	sacks weighing 100 to
Mids	200 pounds.
Mx. feed	
Oats	
Oil meal	
Oyster shells	

JOHN C. HIEBER.
DAVID E. WILLIAMS.

NO CLAIMS ALLOWED UNLESS MADE WITHIN FIVE DAYS FROM RECEIPT OF GOODS.

J. FRANCIS DAY.
ISAAC O. ROBERTS.



NEW YORK OFFICE,
214 CHURCH ST.

WHOLESALE

John C. Hieber & Co.

Dry Goods, Hosiery & Notions

11, 13 & 15 Main Street.

Utica, N.Y. Dec 20 1896

Terms 1% Thirty Days

Shipped to Sold to Miss L. C. Krommiller

Some of the Goods Ordered December 20, 1895 – December 3, 1908

Abdominal corsets	Combs	Jackets
Agate buttons	Corduroy pants	Jersey pants
Armbands	Corsets	Kid gloves
Beaver leggings	Corset steels	Knee pants
Belting	Damask	Laces
Belt buckles	Dark percale	Lace curtains
Belt holders	Diapers	Linen
Belts	Dime books	Mending cotton
Bib overalls	Door mats	Mittens
Bicycle cards	Eclipse corsets	Muslin
Binding	Elastic	Neck scarves
Black satin shirts	Envelops	Needles
Blankets	Flannel, gray & red	Novelty purses
Bows	Fountain pens	Nursing corsets
Brocade	Garters	Nut picks
Bunting	Gents scarves	Oilcloth
Cambric	Germanic collars	Outing
Canvas	Ginghams	Overalls
Carpenter aprons	Gloves	Overshirts
Chenille curtains	Hairpins	Pacific satin
Chest protectors	Handkerchiefs	Pads
Cob pipes	Harness mittens	Pants, boy's & men's
Crochet cotton	Hatpins	Paper
Crochet hooks	Hooks & eyes	Pattern prints
Collar buttons	Hose	Pencils
Collarettes	Hose supporters	Percale
Collars	India linen	Perfume

Pillow cases
 Pins
 Pipes
 Plaid
 Pocketbook
 Pontiac coats
 Puffs
 Purses
 Quilt
 Ribbons
 Rugs
 Rustle
 Safety pins
 Seeds
 Shades
 Sheets
 Shirting
 Shirts

Shirt waists
 Silk
 Soap
 Socks
 Stays
 Suspenders
 Sweaters
 Table linen
 Tapestry
 Toothbrushes
 Thimbles
 Threads
 Ties
 Towels
 Turkish towels
 Umbrellas
 Vests
 Vienna braid

Waists
 Washenette
 Web
 Wedge buttons
 White goods
 Wraps & drawers
 Yellow net

Note: Some of these items came in sizes and different colors.

Many items were re-ordered many times.

OTHER INVOICES

The following are wholesale companies that also sold goods to Mrs. L. C. Corliss between 1895 and 1909. The wholesalers listed are those for whom invoices still exist. Many were no doubt lost or destroyed.

The American Hard Wall Plaster Co. Office: 237 Bleeker Street. Utica, N.Y. Plaster Paris, Lime, Cements, Fire Brick, Clay and Other Builders' Supplies. "All claims for damaged material, etc. must be made within five days from receipt of same or no allowance will be made. The price on Portland cement includes the cost of bags. When returned in good condition they will be credited at 7 1/2¢ each. Discount not to be taken on bags or freight. Return freight charges on empty sacks must be prepaid."

A. H. Barber & Son, Dr. Wholesale and Retail Dealers in Flour, Feed, Grain, Coal, Salt, Fertilizers, Baled Hay, Potatoes, Water Lime, Etc. Main Street opp. Central Hotel. Boonville, N.Y. "Custom Grinding Done by the New Roller Process." "Terms--Interest after 30 days."

T. L. Benham Cigar and Tobacco Co. Tobacco, Cigars, Snuff and Pipes. 147 Genesee Street, Arcade Building, Utica, N.Y. "Exceedingly Good. Three Authors Nickel Cigar. Will Increase your business." "Terms Cash--All Bills subject to Draft if not paid within 30 Days." Shipped Via c/o Field & Start. "Notice.-We are not responsible for Goods after delivery to Railroads or Boat. No Claims allowed unless made within Five Days of Receipt of Goods."

Dr. Bigarel Tablet Co., Inc. Port Leyden, New York.

The Bowne-Gaus Shoe Company. Wholesale Dealers in Boots, Shoes, Rubbers. 85 Genesee Street. 7 Catharine Street. Utica, N. Y. "Any claims for shortages must be made, or damaged goods returned, within five days of receipt of same." "Terms: 2 per cent 10 days. 1 per cent 30 days. Net 60 days."

Bromley & Demeritt. Bakers & Confectioners and Wholesale Dealers in Cigars. No. 10 Bridge St. 3 & 5 Water St. Plattsburgh, N.Y. "Money refunded for cases of prices charged. When returning cases mark name of shipper plainly on each case. "All claims for errors, shortages, damages, etc. must be made within 5 days after receipt of goods. Positively no exception to this rule." Terms cash: Subject to sight draft at expiration of 30 days."

B. K. Brown & Son. Manufacturers and Dealers in Butter, Cheese, Eggs, Milk and Cream. Remsen, N. Y. "No claims allowed unless made withing 3 days after receipt of goods." "Clover Leaf Creamery." "Prices subject to market changes without notice."

L. Warnick Brown & Co. Manufacturers of Tobacco. Utica, N.Y. Established 1838. "Terms Cash: -- 2 % cash discount on this invoice if paid promptly within 10 days from date."

Butler Brothers. Wholesalers of General Merchandise-by Catalog Only. 495 and 497 Broadway, New York, N.Y. "Our Catalog is "our Drummer."" "Terms: 1 per cent 20 days, not 21 days. Net 40 days, no longer time. Payable in New York funds. We pay no exchange or express charges. Bills not paid promptly subject to draft."

Clark, Coggin & Johnson. Incorporated 1902. Importers, Roasters. Office 202 State St. Factory 35 & 37 Commerce St. Boston, Mass. "DE-TAN-ATED Brand Coffee."

Clark, Horrocks & Co. Manufacturers Fishing Rods, Fishing Tackle, Wholesale Sporting Goods, Ammunition and Gun Goods. Established 1812. Utica, N.Y. Fishing Rod Factory, Trenton, N.Y.

J. G. Egert & Son. Dealers in Flour, Feed, Grain, Seeds, Salt, Oat Meal, Thorley Food, Baled Hay, Straw and Shavings, Etc. Lump Salt and Peat Moss. "Trade mark Thorleys." 21 and 23 Liberty Street, Utica, N.Y.

Foley & Co. 92-94-96 Ohio Street, Chicago, Ill. "Foley's Honey & Tar A Friend of the Family." "Foley's Honey & Tar, Foley's Kidney Cure, Banner Salve, Foley's Cream, Foley's Worm Candy, Foley's Family Pills, Foley's Pain Relief, King of Malaria, Foley's Sarsaparilla, Dr. Ford's Dyspepticide, Dr. Ford's Ferric Tablets." "Foley's Honey and Tar Brings Trade to our Customer's Stores."

L. Hower. Wholesale Grocer. Flour, Confectionary, Notions, Cigars, Etc. 107, 109 & 11 Front St. Rome, N.Y. "Terms: 10 days net cash F.O.B. Rome."

A. S. & T. Hunter. Importers and Dealers in Foreign and Domestic Dry Goods. Utica, N. Y. "All claims for damages & c., to be made within three days after receipt of goods." "Terms: all sales made for cash only."

D. C. Hurd & Fitzgerald. Jobbers of Boots, Shoes and Rubbers. 12 Catherine St., Utica, N.Y. "All claims for deductions to be made within five days after receipt of goods." "Long Distance Telephone."

Johnson & Murray, Incorporated. Wholesale Groceries. Utica, N.Y. Stores at Watertown, Ogdensburg, Utica.

Frank L. Jones. 26 Broad St., Utica, N.Y. "Please report any errors in this Bill at once. We ship goods in good order and take RR. Receipts accordingly, after which our responsibility ceases. Claims for deduction from this Bill must be made within Five Days after receipt of Goods."

Griffith M. Jones & Co. Commission Merchants. Dealers in All Kinds of Produce & Fancy Groceries. 27 & 29 Catherine St. Utica, N.Y. Telephone: Day 935 Night 132-1. "No claims allowed for damages by loss or decay in transportation." "All goods shipped at risk of buyer." "Any complaint of these goods or difference in the Bill must be reported IMMEDIATELY, direct to the House and not through Salesmen, as they have no authority to adjust any differences."

Milton T. Jones. Wholesale and Retail Dealer in Garden and Field Seeds, Agricultural Implements, Hardware, Dairy and Poultry Supplies. Batchelor Block, No. 14 Liberty Street, Utica, N.Y.

Charles C. Kellogg & Sons Co. Wholesale & Retail Lumber, Planing Mill, Fine Interior Trim & Veneered Work a Specialty. Utica, N.Y. "Sash, Door & Blind Manufacturers. Glass, Mantels, Cabinet Work, Mouldings, Scroll Sawing, Turning etc."

F. M. Kendrick & Co. Manufacturers & Jobbers of Imported Cigars and Key West Cheroots and Stogies. 25 & 27 John St. Utica, N.Y. Telephone 718. "Wholesale Dealers in Chewing and Smoking Tobaccos, Snuff, Pipes, etc. etc."

C. E. Linkie, Wholesale Dealer in Fruits and Oysters, Commission Merchant. 28 Liberty Street, Utica, N.Y. "No claims allowed for Damages or Delay in Transportation. Goods Shipped at Buyer's Risk. Errors must be reported at once to insure allowance." "We take receipt from transportation company, in good order, when our responsibility ceases." "Anything ordered and not appearing on this invoice will follow, unless otherwise advised." "Terms Cash. Settlement Required the First of Each Month for all Goods Bought the Month Previous."

H. H. Lovejoy & Son. Manufacturers of the Extra Quality High Grade Steel Plows, Farm Implements and Grey Iron Castings. Cambridge, N.Y. Established 1845. Export Office, 31 Broadway, New York City. Manufacturers and Dealers in corn planters, potato planters, land rollers, harrows, cultivators, horse hoes, hillers, markers, potato machinery, machinery repairs, sprayers, fos gas engines, ensilage cutters, shovel plows, weeders, lawn swings, root cutters, corn shellers, rakes, tedders, lubricating oils, gasolene and greases. "Eastern Agents for HENCH & DROMGOLD'S complete line of 20th century riding cultivators, grain drills, spring tooth harrows, etc."

Martin Lutz, Manufacturer of Fine Cigars. 137 & 139 Columbia Street, Utica, N.Y. "M.L. Eagle Nickel Leader Speical New Line '99' Lavena On Deck Little M."

Matti Brothers. Manufacturers of Cheese. 60 John Street, Utica, N.Y. Home Phone 1498. Factories at Westmoreland. "All claims and Reclamations to be made within Five Days after receipt of Goods." "No allowance made for

Shrinkage while in Transit." "Goods Shipped at Buyer's Risk. All Remittances to be made direct to the house."

Charles Millar & Son Co. Lead Pipe Works and Warehouses. 75 & 77 Main St. and 5, 7, 9 & 11 Second St. Utica, NY.

Mishawaka Woolen Mfg. Co. Manufacturers of "Ball-Band" all Knit Wool Boots, Lumbermen's Socks and Rubbers. Mishawaka, Indiana.

National Biscuit Company. 17-23 Elizabeth Street. Utica, New York.

Neal & Hyde. Importers & Jobbers in Dry Goods, Notions, White Goods, Hosiery, Gents Furnishing Goods, Carpets, Oil Cloths, Etc. 318, 320 & 322 Clinton Street, Syracuse, N.Y. "All claims for damages or deficiency must be made within five days after receipt." "Terms: 30 days less 5 per cent. 6 per cent discount if paid within 10 days." "To secure the discount offered this bill must be settled according to the reading of the terms."

Edgar H. Newell Co. Importers & Jobbers. Books, Stationery, Notions, Wrapping Papers, Pants, Overalls, Frames, Draperies, Window Shades, Glass, Etc., Etc. Ogdensburg, N.Y. "Northern New York Agency, American Book Company, Educational Publishers, New York." "All claims for damages and deficiencies must be made within 5 days after receipt of goods. No goods taken back or exchanged, except such as are not according to order." "Terms. 2% off 10 days, 1% of 30 days, net 60 days."

F. C. Ogden, Dr. Dealer in Flour, Feed, Grain, Salt and Seeds. 48 Franklin Square. 65 Seneca Street. Utica, N.Y.

Oneida Community, Limited. Hardware Department. Steel Game Traps, "American" and "Weldless" Chains, Snaps and Other Steel Specialties.

William E. Owen. Commission Merchant and Dealer in Grocers' Supplies, Flour, Feed, Grain, Salt, Butter, Cheese, Eggs, Seeds, Etc., Baled Hay, Straw, Shavings and Peat Moss. Akron Cement. 25 & 27 Liberty Street, Utica, N.Y.

William B. Parry. Wholesale Hardware and Specialties. 29, 31, 33 Liberty Street. Utica, N.Y. "Stoves and Ranges." "Rondax Logging Tools." Telephone 607. "Terms cash. Subject to draft when due. No prices guaranteed. No goods taken back or exchanged. All claims for errors or deficiencies must be made within five days of receipt of goods."

Rathburn & Co. Importers and Jobbers of Dry Goods, Hosiery & Notions. Manufacturers of Knit Underwear, Pants, Overalls, Shirts, Duck Coats, and Ladies Wrappers. 14, 16, 18, & 20 Genesee St. Utica, N.Y. "All claims for damages and deficiency must be made within FIVE days after receipt of Goods." "Our only terms are: - 30 days on net goods. 60 days on regular goods." "In

checking off this bill open every paper box as it is often convenient to pack several articles of a different description under a cover designed for one."

H. C. Ricketson Company. Manufacturing. Bakers & Confectioners and Wholesale Dealers in Cigars. 10 Bridge St. & 3 & 5 Water St. Plattsburg, N.Y. "All claims for errors, shortages, damages, etc. must be made within 5 days after receipt of goods. Positively no exceptions to this rule.

Roberts Hardware Co. Wholesalers. Genesee, Burchard and Hotel Streets, Utica, N.Y.

Geo. A. Scott. 870 Broadway, New York. Pall Mall Electric Co. of London and New York. "Dr. Scott's Electric Hair Brush, Electric Flesh Brush, Electric Tooth Brush, Electric Ring, Electric Corsets, Hose supporters, Electric Belt, Electric Plaster, Special Appliances, Headache Powders, Electric Corn Salve, Electric Razor."

Standard Oil Co. of New York, Binghamton Department. "Gasoline and Naptha not sold for illuminating purposes in buildings." Shipped via M & M. "When we deliver goods to transportation companies in good order, and take their receipt our responsibility ceases."

Standard Oil Company of New York, Utica Station.

The William Trimbe Company. Manufacturers of Extracts, Baking Powder, Etc. Importers and Jobbers of Teas, Coffees and Spices. Grinders of Spices. Roasters of Coffees. 73 Hotel St. Utica, N.Y.

Utica Paper Co. 45 Charlotte St. Utica, N.Y. Home Phone 1950. Bell Phone 2364-1. Toilet, Wrapping Paper, Bags, Twine, etc. Stationery and School Supplies. Jobbers & Importers of Fancy and View Post Cards. 2 per cent 10 days, 1 per cent 20 days, net cash 30 days.

Isaac Whiffen's Sons Co. Hams, Bacon, Aired Dried Beef, Sausage, Lard, Etc. 327, 329, 331 Bleeker Street, 46 and 48 Jay Street. Utica, N.Y. "All claims for damages must be made within five days from date of invoice. Rejected meats must in all cases be returned or no allowance will be made. Terms: Thirty days, One Per Cent off ten days. Fresh meat all spot cash."

Wright-Dana Hardware Co. Importers and Jobbers of Hardware, Iron and Steel. Utica, N.Y. Established 1801. Agents for Otsego Fork Mills Co., Myers Shovel Co., Warren Paint Co., Sargent & Co. and other first class agencies. Terms cash.

ACKNOWLEDGEMENTS

I would not have put this book together without the continuing interest and support of the Woodgate Free Library's board and staff. Since the early 1990s the Library has annually published the *Adirondack Trail Guide* with articles on the history of the Town of Forestport including Woodgate and its nearby lakes, and in recent years it has sponsored summer programs about the early years of the area. I'm grateful for having been able to take part in some of these efforts and to have a way of sharing pieces of the 150-year history of the Kronmiller and Davidson families who lived and later summered on Bear Creek Road. I'm also grateful to the Town of Webb Historical Society for its continuing support into my investigations into the history of the area.

John Huther

Louisa Kronmiller Corliss



in
Florida



The author at 72 is the father of three children and five grandchildren—all descendants of Kronmiller and Davidson families who settled in White Lake Corners in the 1850s.

His other books, which may be found in the Woodgate Free Library, include: *Letters for My Grandsons* (1996 & 1997); *Adirondack Borderland: A Woodgate, N.Y. Legacy From the 1800s* (2001); *John Davidson's Book of Accounts: Personal Notes About Work in the Woodgate Area Starting in 1855* (2001); *Charles Kronmiller's Memoranda Books 1874-1880: Notes about White Lake Corners—now Woodgate, in the Town of Forestport, County of Oneida, State of New York* (2003); and *The Erie Canal's Long Reach Into the Adirondacks* (unabridged, 2004).

The author is a graduate of Utica Free Academy and has degrees from Colgate University, University of Washington, and University of Michigan.

This is a story about how a store came to be on the border of the Adirondacks in the late 1800s. It's an account of who started it and why, accompanied with pictures of the many items sold in the store.

The store's founder Louisa Kronmiller Corliss was born in 1856 in Woodgate, NY (then White Lake Corners). Before opening the store, she had little formal education and worked for many years as a "hired girl" followed by many years in a knitting mill as a loom operator.

The store was a mini-Walmart of its day packed into a small area of a house little bigger than a one-car garage but selling a wide variety of dry goods, groceries, dairy products, shoes, hardware, tobacco, sporting goods, medicines, candy, toys, and Louisa's eggs, chickens, and garden produce.

The store provides a glimpse at how people lived at the end of the 1800s and the beginning of the 1900s in northern New York State.