

started for a definite customer, and these remained on the master's hands to be disposed of. Then there were slack times when the apprentices might fairly be expected to "eat their own heads off," to the shoemaker's loss. In such a case the craftsman ventured to make up the stock on hand, to employ this otherwise wasting labor, and then tried to dispose of the shoes in the village grocery store.² Since the market was uncertain and slow for this extra work, both stock and labor may frequently have been below the standard used in the custom-made shoes. It might naturally happen that the demands would be more steady and the profits could be relatively higher for this lower cost work, even when it was all done at the direction of the same master shoemaker in the same shop and by the same workers by simply using different standards and different grades of stock. In case the shoemakers lived in villages too far from Boston to attract customers but near enough to send in their surplus product, their attention to sale work

¹ Asa C. Jones (b. 1829) was sent by his father, a custom shoemaker in Nantucket, to Weymouth to learn more points of the trade.

² The "general store" account books of Skinner and Ward of North Brookfield for 1813 to 1815 when the second stage still survived there, show Reuben Underwood making \$10.90 of shoes between Dec. 21, 1813 and July 10, 1815 to put on sale. Doliver and Norwell, joining forces, worked on a larger scale. These same books show that they made \$155.25 shoes "to be left" at Skinner & Ward's "on account" between July 2 and Nov. 1, 1813.

1813		
July 2.	By shoes taken and left	\$ 47.79
Aug. 9.	" " 43.54, Aug. 14, shoes 18.75	62.26
Oct. 4.	" " 1.04, Oct. 16, " 13.50	14.54
Oct. 27.	" " 29.62, Nov. 11, " 1.04	30.66
Total		\$155.25