

ON THE ROAD.

WITH A LIVE TOBACCO BUYER.

The Reporter's Observations of the Way They Do It.

On Saturday afternoon a few weeks since a representative of the INTELLIGENCER met at the Heister house, in Lancaster, a well known tobacco buyer whom he will call John H., and who has been in the business for a long time and represents a well known house. He looked tired and weary, and to the question of how he felt answered "bad," and that it had been an unprofitable week. "Young man," said he, "the life of a buyer is not as easy as it generally supposed, and if you don't believe it go with me next week. I would like to show you the ropes." To which invitation the INTELLIGENCER man assented, promising to be on hand on Monday morning bright and early to meet him at the above well known tobacco men's headquarters.

I was on hand at the time, when John was waiting with his well known fine team and wrapped in an immense coat, ruber, blankets, &c., with his high toned cigar, ready for the trip. Starting, we first drove to the warehouse, where the senior of the firm is, and where the instructions are given to the buyer. After a protracted private talk we were off with the closing remark: "John, nothing but fine goods, keep down the prices, and buy no trash."

We were soon outside the limits and were told we would not begin our operation until we got down the country. After we reached Willow street, we stopped the first time to get a glass of lemonade and the horses watered; made some inquiries about the weed, lighted fine cigars and proceeded to Abe H.'s, where we found the first crop to look at. "Why the devil don't you put it up twenty-four inches," said John. "I tried that last year, got fooled, don't do it again," said H. "What would you ask for it?" said J. "If you want to buy put a price; if not, won't. What is it worth to you in all our breath," said H. "Can't buy and sell both," retorted John. After a considerable amount of side play, during which I was trembling in my boots and trying to find my revolver, H. says: "If you give me 28, 12, 8, 4, and give me your word, 'no kidding,' will sell. If you don't want to sell, John, if you ask such prices, I'll sell. If you want it it comes out that John's offer is 20, 10, 5, 3; H. comes to 24, 12, 7, 3. John says, 'let's go,' and we get into the wagon, H. following, big drops of sweat coming down his cheeks trying to induce John to come up, remarking, 'if you won't find a better crop in this country,' &c.

After another wrangle we started John was moody and silent for some distance, when he breaks out vehemently, "Some d-d Jew will buy that crop for less money than I have offered; mind, if they don't, and see here, young man, if you make any more such remarks as you did in that cellar you can hoof it back." To which I meekly answered that I thought it was fine. John assented, saying: "If you must talk, always talk down the crop," of which I took a note.

After a short time we stop again, stay in the wagon on account of a big dog, about several times when a woman comes out. "Is Mr. B. at home," says John. "Yes, but he is at the barn; what do you want?" says she sympathically. "We want to see his tobacco," says John. "He has sold," "Guess it's no use, there have been a dozen here, and they only tore up the piles." Assuring her that we will buy it if it suits, she concludes to go for the man, telling us to tie our horses, but never paying any attention to the dog. John getting up, the dog makes a dash for his leg, and comes pretty near getting it, and John climbing in again says a good many ugly things in regard to dogs. We wait fully fifteen minutes before Mr. B. comes out very leisurely from the barn and says: "Get out and come into the cellar." "Chase this dog away," says John. "Oh! he won't bite; just come right in." "We are not sure of it, and Mr. B. drives him off when we get out and give the dog a wide berth.

We got into the cellar, began to examine the goods and I timidly remarked: "You haven't got a very good crop this year, Mr. B.," on a venture. Mr. B. gave me to understand that it is none of my business, and John smiled this time and I resolved to help neither party in the future. The same wrangle took place and we quit the cellar, leaving Mr. B. in ill humor to fix up his ricks and ourselves to find the dog waiting for us on the outside.

Just then we heard Mr. and Mrs. B.'s conversation, not very complimentary to tobacco buyers, and to John in particular; he having been the last one there his was the freshest case. Standing here, afraid to proceed under the guardianship of the dog, John calls Mr. B. out. He came reluctantly, when, much to my surprise John offered him one cent more for his strappers, and after a long wrangle it was bought for 22, 8, 5, 3; bills of sale are exchanged and Mr. B. invited us to stay to dinner which we declined, and followed by Mr. B. and the dog in the rear, we got into the wagon, he muttering the horses, and we were off, and John told me it was the cheapest thing he had seen this season, but I am constrained to think the dog had something to do with it.

John grows enthusiastic over it, gets excited up, and when he gets to the next place looks around for a dog, finds one, goes in funds just what he wants, buys it for 20, 10, 5, 3, though worth a good deal more than the other for more money. "Now," said John, "we will go down to F— for dinner, which we got in due time and start south. About a dozen crops, only one bought, and John in disgust observes that we will go on down the country and stay at D— all night, which we do, and during the evening entertain and are entertained by a crowd of growers, every one of whom are promised that we will be to see them next day, which I doubt, but remembering our former observations hold my tongue, glad when it was time to go to bed, where I dreamt of leaf tobacco all night. The recollections of the first day's experience, such as in my mind, and John, who was snoring in two minutes, kept muttering "6, 3 and 1" and "too much burn," and such familiar expressions as long as I heard him.

The Mixer of Life. That purely vegetable compound, Burdock Bitter, is the most effective medicine of Life. A pleasant and effective medicine; it purifies the blood, and restores the system to health. For sale by H. B. Cochran, druggist, 137 and 139 North Queen street.

To the afflicted we say read the advertisement of Simmons Liver Regulator.

Do You Believe It. That in this town there are scores of persons suffering from various ailments, which are made intractable by Indigestion, Dyspepsia, Sour and Distressed Stomach, Liver Complaint, Constipation, when for the relief we sell them Simmons' Vitalizer, guaranteed to cure them. Sold by H. B. Cochran, druggist, Nos. 137 and 139 North Queen street.

HOSTETTER'S CELEBRATED STOMACH BITTERS. Invalids who are recovering vital stamina, declare in grateful terms their appreciation of the merits as a tonic, of Hostetter's Stomach Bitters.

LOCHER'S RENOWNED COUGH SYRUP. Has cured thousands. It will cure your Cough or Cold in less time than any other preparation.

HAIR BALSAM. PARKER'S HAIR BALSAM. A beneficial dressing preferred to similar articles because of its purity and rich perfume.

FLORESTON. Excels the finest flower in richness. Delicate, very lasting. No odor like the others.

EASTER CARDS. L. M. FLYNN'S. No. 42 WEST KING STREET, LANCASTER, PA.

SOUVENIRS FOR THE EASTER SEASON! PLAIN AND FRINGED EASTER CARDS, EASTER BANNERETS, EASTER BOOKS.

JOHN BAER'S SONS. SIGN OF THE BOOK. Nos. 15 and 17 North Queen Street.

MARSHALL & RENGIER. BUILDING and CABINET HARDWARE, STOVES, HEATERS, RANGES, PAINTS, OILS and GLASS.

Standard Carriage Work. EDGERLEY & CO., FINE CARRIAGE BUILDERS, MARKET STREET.

LEGAL NOTICES. STATE OF LANCASTER COUNTY. Letters testamentary on the estate of George O. HENSEL.

STATE OF LANCASTER COUNTY. Letters of administration on the estate of GEORGE O. HENSEL.

GEORGE FAHNESTOCK, No. 14 East King Street. (BAIR'S OLD STAND) Respectfully announces to his Friends and Patrons that he will open on

WEDNESDAY MARCH 14. A LARGE AND VARIED STOCK OF Dry Goods and Carpets, BOUGHT FOR CASH AND TO BE SOLD AT VERY LOW PRICES. Black and Mourning Goods A SPECIALTY.

BLACK SILKS. From 75c. to \$2.75. Any Goods not proving satisfactory may be returned and the money will be refunded.

FOR RENT—A STORE ROOM AND DWELLING containing 5 rooms, No. 10 South Queen Street. Apply at the INTELLIGENCER OFFICE.

PUBLIC SALE—ON THURSDAY, MARCH 15, at 10 o'clock A. M. at the residence of H. L. FRAYER, Clerk.

PUBLIC SALE OF DESIRABLE CITY PROPERTY—ON SATURDAY, MARCH 17, 1888, by virtue of an order of the Orphans' Court of Lancaster county.

CLOSING OUT PUBLIC SALE. Thursday, March 15, 1888. Will be sold at public sale, at No. 25 West King Street, the entire stock of Furniture, to close out the business, consisting of

LANCASTER WATCH CO. PATENT Compound Regulator. NOW MADE BY THE Lancaster Watch Co., AND USED ONLY Lancaster Watch.

EDGERLEY & CO., FINE CARRIAGE BUILDERS, MARKET STREET. BEAR OF CENTRAL MARKET HOUSES, LANCASTER, PA.

Occidental Dispensary. Reader, have you a sore throat? Take Occidental. Are you troubled with hoarseness and phlegm in the throat? Take Occidental.

M. V. B. COHO. Wholesale and Retail Dealers in all kinds of LUMBER AND COAL.

HAGER & BROTHER. CLOTHING DEPARTMENT. For Men, Boys, Youths and Children.

For the Opening Season of Spring we beg to call special notice to this branch of our business, when no efforts have been spared to make the stock most desirable to purchasers.

NO. 25 WEST KING STREET. JOHN S. GIVLER & CO. SILKS! SILKS! We have opened this week a Full Line of BLACK SILKS of one of the most Reliable Makes in the market.

JOHN S. GIVLER & CO. SUMMER SILKS. In Neat Stripes and Checks, in all the Desirable Shades and at Lower Prices than they have ever before been sold.

GENTLEMEN—We have now open a large lot of FINE PERCALE SHIRTS, which we have just bought, and which we offer at the LOW PRICE OF \$1.00.

BOWERS & HURST, LANCASTER, PA. Nos. 26 and 28 NORTH QUEEN STREET. MYERS & RATHFON. Now Offer the Greatest Bargains in READY-MADE CLOTHING.

FAHNESTOCK'S. BLACK SILKS! BLACK SILKS! BLACK SILKS! BLACK SILKS! COLORED SILKS! COLORED SILKS! Large Stock of LUPIN'S MAKE OF JET BLACK CASHMERE.

R. E. FAHNESTOCK, LANCASTER, PA. NEXT DOOR TO THE COURT HOUSE. JOHN L. ARNOLD. PLUMBING AND GAS FITTING, TIN ROOFING, SLATE ROOFING, GAS FIXTURES AT REDUCED PRICES.

WINE AND LIQUORS. ESTABLISHED 1785. At REIGART'S OLD WINE STORE, No. 29 East King Street. Verdelho, Vintage 1870; Sercial, Vintage 1840.

M. V. B. COHO. LUMBER AND COAL. Yard and Office: No. 25 NORTH WATER STREET.

ALL DISEASES OF THE LUNGS, STOMACH, LIVER and Kidney, which yearly carry thousands to untimely graves, can undoubtedly be cured by the treatment prescribed by DR. H. D. LONGAKER.

LANCASTER AND MILLERSVILLE R. R. Cars run as follows: Leave Lancaster (P. R. Depot), at 7 A. M. and 12:30 P. M., and at 6 P. M. on Saturdays, when the last car leaves at 8:30 P. M.

COLUMBIA & PORT DEPOSIT RAILROAD TIME TABLE. Trains now run by the Columbia & Port Deposit Railroad on the following schedule:

Table with columns: SOUTHWARD, STATIONS, NORTHWARD. Stations include Reading, Pottsville, Berks, etc.

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