



# Percy Washburn Merchant

(1873 - 1937)



Percy W. and Sarah Lois (Goodwin) Merchant

## Percy Merchant

Born in 1873, Percy Washburn was the youngest child born to George and Mary (Douglass) Merchant. He, as had his brother Orlando, chose to enter the fishing industry via working for a dealer in fish rather than aboard a fishing vessel.

At age 18, Percy was employed as a clerk and then as a bookkeeper for Shute & Merchant, the business owned by one of his cousins, and the firm who owned the wharf that was home to his father's seine repair business. He eventually moved up to the position of treasurer, the position he held when that firm was purchased by the Gorton-Pew Fisheries Company in 1907. After a short period with Gorton-Pew, where he had become the cashier, he chose to join the newly formed Sylvanus Smith company, and later with the Frank C. Pearce company, after it had purchased that firm. During the time he was with Sylvanus Smith, he moved into the position of Sales Manager for New England. Later, after the firm switched to the Frank C. Pearce company, he became the Assistant Manager, but by 1928 he had become just a clerk.

After retirement from his work with the Frank C. Pearce company, Percy focused on raising daliahs, which he and Sarah Lois sold to local hotels. His youngest son, Percy A., had been running a florist business located at the family home at 35 East Main Street, by 1930 that had been taken over by his father, and his business had relocated to a greenhouse on Bass Avenue.

During the time that Percy worked for Sylvanus Smith, he invented a new method for packaging foodstuff, such as fish products -- patent, #1,009,771, which was granted in 1911. His packaging process used three layers of foldable paper materials in order to preserve what was wrapped inside in its proper condition (wet or dry) for an extended period of time.

portions of this history came from  
**the House of Jabez -- Chronicles of the Merchant-Marchant Family by Frank R. Merchant**

portions of this history came from  
**From Forest and Fields and Oceans: Our Buzzell Stories by Jerry Buzzell**

## The children of Percy and Sarah Lois (Goodwin) Merchant

Raymond Presson	1896 - 1965	Russell Carlton	1901 - 1994
Lois Rachel	1899 - 1976	Percy Albert	1903 - 1982

additional information about their children

Raymond Presson first married Frances Minnie Gochey, and they had the following children: Priscilla Frances and Donald "Zeke" Raymond

he second married Kathryn McGuire, and they had the following children: Sarah-Jane and Robert Peter

Lois Rachel married Harlan Wonson Dann (they divorced about 1943) -- they had no children

Russell Carlton married Helen Gould, and they had the following children: Richard G. and Marjorie

Percy Albert married Alice Carlson, and they had the following child: Charlotte Emily

**PERCY W. MERCHANT.**  
**Well-Known Member Old Gloucester:**  
**Family Dies Suddenly.**  
Percy W. Merchant passed away suddenly at his home, 35 East Main street, at 2 o'clock this morning. His father was the late Capt. George E. Merchant, a descendant of early settlers of Gloucester, who followed the fishing business. His mother was the late Mary (Douglass) Merchant of East Gloucester.  
He started as a bookkeeper with the Shute & Merchant fish concern at the age of 18 and was with them as head of the New England division, up until the time they were absorbed by the Gorton-Pew Fisheries company. He was then cashier of Gorton-Pew Fisheries for a year and a half. At the formation of the Sylvanus Smith company, he was sales manager for New England, and subsequently with the Frank C. Pearce company.  
Nine years ago he retired to private life and devoted his time to the propagation of new and rare varieties of dahlias, in which business he was a pioneer in Massachusetts and in which he continued up until the time of his death.  
He was a member of old Gloucester Board of Trade and was well-known by everyone in the fishing industry of Gloucester. He was also a member of the original Camera club.  
In his younger days he was a moving spirit in the old Gloucester Yacht club, having built, owned and sailed boats for many years. He also has the distinction of owning and operating the second automobile in Gloucester, a Locomobile steamer.  
He is survived by his wife, Sarah Lois (Goodwin), a daughter, Mrs. Rachel L. Dann; three sons, Raymond P., Russell C., and Percy A.; a brother, Joseph C., and a sister, Mrs. Mary J. Woodbury; also five grandchildren, all of this city.  
Funeral services will be held at his late home, 35 East Main street, Monday afternoon at 2 o'clock.



Percy W. Merchant



Percy (far left), his father and brother, Clifford and unknown child



Raymond Presson Merchant



Rachel and her mother, Sarah Lois

P. W. MERCHANT.  
PACKAGE.  
APPLICATION FILED SEPT. 9, 1910.

1,009,771.

Patented Nov. 28, 1911.

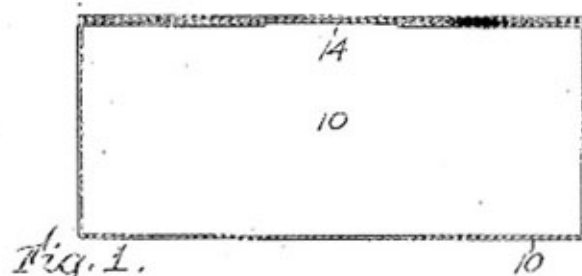


Fig. 1.

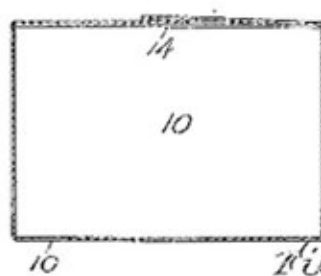


Fig. 2.

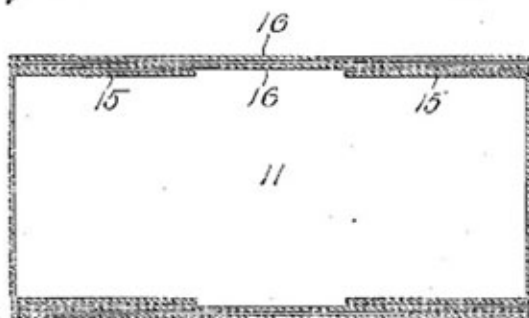


Fig. 3.

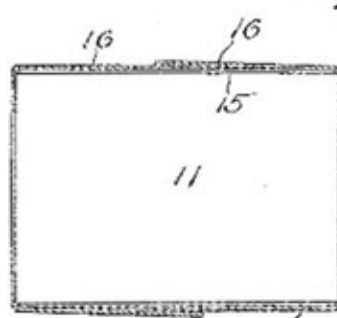


Fig. 4.

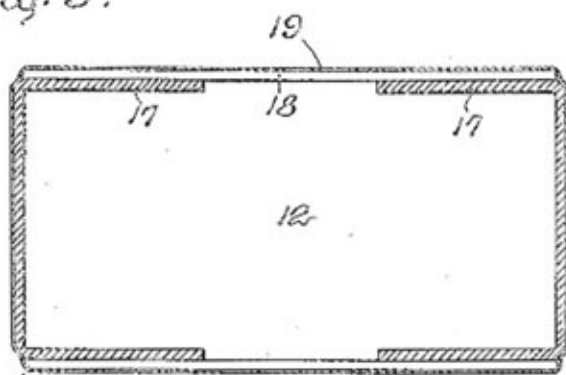


Fig. 5.

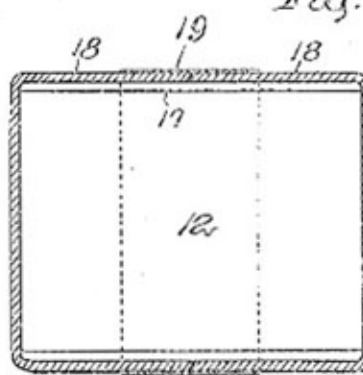
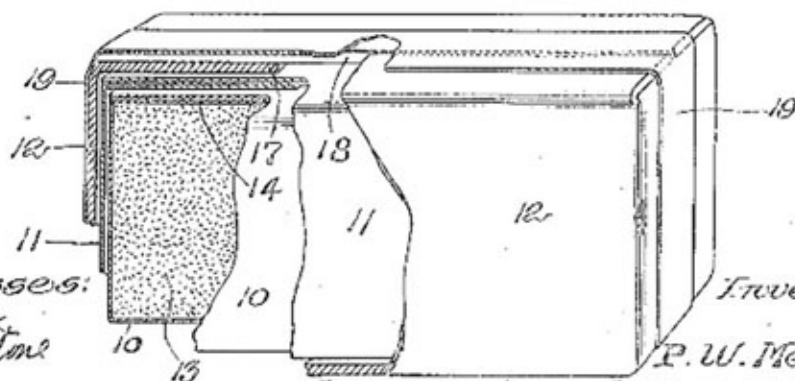


Fig. 6.

Fig. 7.



Witnesses:  
H. C. Allen  
F. R. Boulton

Inventor:

P. W. Merchant

By Vernie H. Brown, Clerk & May 28, 1911.



Sylvanus Smith, Pres.

E. A. Bradley, Vice Pres. & Mgr.

Howard F. Smith, Treas.

New England Branch,

P. W. Merchant, Mgr.

ESTABLISHED 1867  
INCORPORATED 1908

Sylvanus Smith & Co., Inc.

TRADE MARK

Producers, Curers & Wholesale Dealers in Fish.

No. 401 Main St.,

Gloucester, Mass.

October 1, 1917

TERMS: 1% 10 Days.  
30 Days Net

Sold to

F. B. Keyes, Wareham, Mass.

1/50 tub Schooner Mackerel

7 85

1/2 bbl. Cod Tongues

10 65

18 50

We, the undersigned, do hereby guarantee that the goods listed herein were produced or manufactured by us in accordance with the Federal Child Labor Act of September 1, 1916.

SYLVANUS SMITH & CO., Inc.

Raw

11/27/17

Spencer T. M. A.