

COMMISSIONERS PRODUCE

Tel. 858 Chelsea Estab. 1876

SAMUEL NAGLE

Wholesale Dealer in

Dressed Meats and Provisions

and Receiver of

Dressed Poultry, Calves and Squabs

Cor. Hewitt & Loew Aves., and West St.

West Washington Market

NEW YORK CITY

Branch Houses: Newark Jersey City Hoboken

Wholesale Dealer

H. RODMAN & SON

Veal, Mutton and Lamb

44th St. and First Avenue

COMMISSION HOUSE

Beef, Mutton, Veal & Poultry, Provisions, etc.

536 Westchester Avenue

Wholesale Butcher in

John J. Shea,

MUTTON, LAMB and VEAL

644 to 648 West 39th St., NEW YORK.

Telephone 369 Murray Hill.

Wholesale Dealers in

Frederick Figge Company

WHOLESALE AND RETAILERS of all kinds of

Provisions, Beef, Lamb, Mutton and Poultry

285-289 ATLANTIC AVE., Cor. Smith St., Brooklyn

Wholesale Dealers in

FIGGE & HUTWELKER COMPANY

Packing, Slaughtering, Manufacturing Provisions

621-35 West 40th St., NEW YORK CITY

Commission Merchants

KOENIG & CO.

LIVE POULTRY

Largest Receivers of Live Long Island Ducks

519 Water Street, New York City
244 Market Ave., Wallabout Mkt.
318-320 Johnson Avenue, Brooklyn, N. Y.

Reference: The Chatham Nat'l Bank Tel. { 4417 } Worth { 4418 } { 4419 }

F. E. ROSEBROCK & CO.

Jobbers and Commission Merchants

BUTTER, CHEESE, EGGS AND BAKERS' SUPPLIES

325-327 Greenwich St., Cor. Duane St. NEW YORK CITY

SPECIAL ANNOUNCEMENTS.

Modern Cake Baking

Showing Why and How It Has Become Successful.

For many years, and, in fact, until within a comparatively recent time, the only place in which cake could be purchased was in a bakery, and then only at prohibitive prices. To-day DRAKE'S CAKE may be procured in thousands of grocery and delicatessen stores throughout greater New York and vicinity, and is served at many restaurants at prices within the reach of everybody.

What has made this possible? Have the ingredients become cheaper? Are cheaper ingredients used? On the contrary. Raw material has constantly advanced in price, as you well know, and the materials used are far superior to those used by the average baker a few years back, while DRAKE'S CAKE, as offered for sale to-day at a comparatively small cost, is a far better cake than could have been bought at any price twenty years ago.

Imagine, if you can, a building of brick and iron, extending from street to street, constructed for no other purpose than for the baking of DRAKE'S CAKE, containing 27,500 square feet of floor space, with windows on two thoroughfares, both front and rear, large skylights and roof openings, permitting of the free access of sunlight and pure air, upon the top floor of which are located all the ovens, aggregating in weight nearly 700 tons. Where cleanliness is the first word taught each new employe, and where that word has not alone been idly striven to, but each and every employe is held strictly to account for any carelessness in this regard, and where every human power as well as mechanical device is resorted to to keep every vestige of dirt or dust from contaminating even in the slightest degree any of the material or finished cake.

Where only next to cleanliness, the care in the selection of material from which the cake is made is given the most careful thought and consideration. Each and every ingredient is with great care for its purity and wholesomeness, and price is relegated to the background until after the quality has been passed upon as being right, and there and then only is the price taken into consideration, and, of course, made as low as large purchases and cash payments will induce the seller to con- tract at.

Each employe is paid higher wages than is paid by the average baker, and much is demanded of them in the care with which they pursue their individual duties; each man is a specialist, educated to do a certain part of the work and to do that part better than anyone else can do it.

The ovens, being built for the express purpose of baking DRAKE'S CAKE, are of such a character that the cake is perfectly baked, and should a piece be either burned or damaged in any way by accident the inspector immediately condemns it, and it never goes out to the trade.

Compare the foregoing word picture with what you know of the average bakery, with its neat, well kept store for you to look at and purchase your cake in, but where the important part of its work is done in a basement or cellar and under the sidewalk, where the sun never shines and pure air has small chance; where, as a rule, dirt and filth go hand in hand with vermin and disease, and ask yourself those goods you would take a chance with, those made in a cellar or those made in a modern bakery.

DRAKE'S CAKE is a household word and stands for pure food, not alone pure in its ingredients, but pure in the manner in which it is made, pure in its completed form, and as pure as honest methods can make it.

Like all other successes, DRAKE'S CAKE has attracted much attention among the baking industry, and imitators have sprung up almost as mushrooms, overnight, and at times these imitations are sold as DRAKE'S CAKE, and the consumer is imposed upon; at other times it is sold and advertised as good as DRAKE'S, our advice is, take no chances, ask for DRAKE'S and insist upon having DRAKE'S.

A demonstration booth is maintained on the concourse in the Hudson Terminal Building, where all of DRAKE'S SPECIALTIES are shown and where you can purchase any of the goods they bake. This booth is not maintained as a revenue producer, but as a place where any information may be had regarding DRAKE'S CAKE, and where orders may be left and where cake can be procured in the condition in which it should be in any store in greater New York where DRAKE'S CAKE is sold.

The quality of these goods is such that a quantity may be purchased with safety. The half-loaves as wrapped at the bakery weigh from three to four pounds each, and will be found an ideal way in which to secure it, as the original package insures that it will be handled from the time it leaves the bakery until received in your home, and as it will keep fresh and good for a long time, it can be relied upon to assist in entertaining the unexpected guest. You will find it always a welcome addition to your dessert, whatever it may be.

Should you feel interested and desire to visit DRAKE'S BAKERY you will be courteously received and every attention shown to you. You will be shown the material used, how it is prepared, mixed and baked, and will become a staunch friend of DRAKE'S CAKE at the same time.

At a recent interview, our representative asked what they wanted us to say to the public and their reply simply was: "Just say we are proud of our business, our cake and success, and thank the public for their faith in our goods as shown by their continued patronage; that we propose to work harder than ever to merit public confidence, and that our bakery is always open for inspection and visitors." Our business will be continued along the lines upon which it has been built, that of pure goods, honest prices, fair dealing and conscientious endeavor. On these statements, even though you come from Missouri, we ask your patronage.

E. C. Behrman. G. W. Behrman. Tel. 4952 Cortlandt. Established 50 Years

HENRY BEHRMAN & SONS

Produce

Commission Merchants

Butter, Eggs, Poultry

257 & 259 Washington Street and 95 Murray Street New York

Receivers and Distributors of

BUTTER and EGGS

863 WASHINGTON ST., New York TELEPHONE 1867 CHELSEA

Wholesale Dealers in

J. M. & P. SCANLAN,

Mutton, Lamb and Veal

Main Office and Abattoir, 613 to 619 West 40th St., N. Y.

BRANCHES AT W. Washington Market and 169 Fort Greene Place, BROOKLYN.

Dealers in

Strauss and Adler

Veal, Mutton and Lamb

ABATTOIRS: 606, 608 & 609 West 40th St., Near 11th Ave.

Largest Individual Dealers in Dressed Calves in the City and State

Telephone { 2417 } Bryant. { 2418 }

Telephone 644 Beekman Reference: Jefferson Bank

Commission Merchant

HARRY FLECK

Live Poultry Exclusively

37 PECK SLIP Near Fulton Market NEW YORK CITY

Established 1841.

T. & S. G. WHITE CO.

BERGENPORT SULPHUR WORKS

100 William Street, NEW YORK

Pure Flour Sulphur Sublimed Flowers of Sulphur Roll Brimstone

For Medicinal, Bleaching and Agricultural Purposes. Special Grade of Sulphur for Rubber Manufacturers.

SPECIAL ANNOUNCEMENTS.

LIVE POULTRY

Rapid Rise and Development of This Important Industry.

By SAMUEL WERNER.

It will be news to many New Yorkers to learn that there are slaughtered annually in the City of Greater New York over twenty-two (22,000,000) million head of live chickens each year, and that this vast amount of poultry is practically slaughtered and consumed in about sixty-two days of each year, embracing the fifty-two Hebrew Sabbath eves, which commence at sundown each Friday and end at sundown on Saturday, and about twelve other holidays scattered over the twelve months. It may also seem incredible to many that this vast army of chickens is kept alive until less than twenty-four hours before reaching the city. Perhaps few industries in this city, or even in the entire country, have grown to such immense proportions as the chicken business, and as the volume of business has shown over 20 per cent increase in the last two years it is difficult to foresee where the next decade will bring it. Another surprise will still be in connection with the above industry, and that is the fact that G. Z. Hawk, who received the first carload of live poultry to reach New York, is still alive, hale and hearty in his retirement in New Jersey. This was in the early '70s, and, as Mr. Hawk put it, "if the same amount of poultry was now shipped on a single car the boys would laugh at it." This particular car came from as far west as Ohio and now ends from North Dakota clear down to Texas and extending to the western sections of Kansas and Oklahoma. Previous to 1875 most of the live poultry was slaughtered in killing houses established in Jersey City and operated by the merchants in the old West Washington Market, extending from Vesey to Dey street, on the North River. The poultry at that time came from New York State, Jersey and Connecticut and shipping some. Successful experiments were made in shipping Western live poultry to this market, and this increased in volume so rapidly that the local slaughter houses could no longer exist. This change was accelerated by city ordinances making it a misdemeanor to offer any dressed poultry for sale with food in the crops. Up to this time the major portion of the poultry was consumed by the Gentiles, but a rapidly growing Hebrew colony was in the vicinity of Hester street, on the East Side of town, that had control of the poultry industry among that element. At that time the principal receivers of live poultry were the firm of G. Z. Hawk, James N. Norris, Hance Brothers and C. Westerman & Co. These firms received the bulk of the poultry arriving in car lots, but there were scores of firms that got, and press poultry from nearby states. The Hebrews were the principal buyers and many of them had little or no capital, and if the market went against them for two weeks in succession they were completely wiped out; and this happened so often that the live poultry business was anything but a remunerative one. The dealers were Samuel Fleck, Joe Kassel & Son, Louis J. Schwab, Samuel Werner and Sol Frankel, the last two only mere boys. Credits became so uncertain that receivers insisted that these dealers would guarantee the accounts of the smaller dealers, and in a short time these jobbers were buying the entire receipts of live poultry and distributing it among the small markets on the East Side. At the same time the nucleus of the present jobbers' combination came into existence. In the present market, between Gansvoort and Bloomsfield streets, on the North River, being completed, the live poultry merchants moved into their present quarters. The firm of C. Westerman was in existence in the old market and another new firm, George G. Brown & Co., came into existence. This was followed by Jewell Brothers. Very few permanent additions were made to the receivers for the next ten years; several firms engaged in the business, but either lacked capital or experience to prove successful, the Dwyer Bros., known as the Charles Collins Company, being the only successful firm.

Panic Paralyzes Business.

The panic of 1907 gave the live poultry business a hard blow; hundreds of the dealers on the East Side of town and over in Brooklyn had their entire capital invested in real estate on margins and got completely wiped out; they were unable to pay their bills, and the only hope the jobbers ever had of getting any money out of them was to keep them in business and take further chances in supplying them with poultry. This brought the dealers throughout the entire metropolitan district into closer affiliation and resulted in the indictment of eighty-eight live poultry dealers, including the eight wholesale receivers and the four wholesale dealers in West Washington Market. This indictment was brought about by a large Western shipper who made a contract for a supply of live poultry with B. Baff & Son, but which was said to have proved disastrous to both parties in interest. At this juncture Charles Werner sued B. Baff for an overdue account, and Mr. Baff claimed that the live poultry dealers were a trust and could not force payment of their claims in court. William Grant Brown was delegated by District Attorney Whitman to take testimony, which was subsequently brought before the grand jury and resulted in the indictment of eighty-eight live poultry dealers, including four women. When the case came to trial the live poultry men brought all books, records, etc., to court and explained fully their methods of doing business. A trial extending over three months followed, which was ably defended by Mr. Jerome for the defendants and William A. De Ford for the prosecution. The jurors were three-fourths for acquittal, but were informed in some mysterious manner that a verdict of guilty would only call for a fine of \$200 to \$250 each man. At the same time there was some talk of the absence from business for such a protracted period, but that it rested entirely with the court to so reward them. There were over six thousand pages of testimony taken, and when the jury brought in a verdict of guilty, after deliberating less than two hours, there was considerable comment around the court. At this moment Judge Rosalsky became quite vindictive and declared that the imposition of a fine was inadequate to atone for the gravity of the misdemeanor for which they stood convicted and refused absolutely to entertain a motion for a new trial or to accept \$25,000 bail for each man until the following morning. Being guilty of a misdemeanor, which was equivalent to walking on the grass in one of the public parks or violating any other ordinance, relegated thirteen of the most honorable and upright merchants in New York to the City Prison for over two weeks, until Judge Bischoff granted them a stay. The daily papers were berating the live poultry men as rich capitalists, etc., but as a matter of fact they are entirely poor men or men in moderate circumstances, not one of whom has a sufficient competence to retire from active business.

SEVENTY-ONE YEARS OLD.

Battelle & Renwick Still in Business at Original Location.

No. 163 Front Street, New York, N. Y.

Seventy-one years ago the New Yorkers of that period in walking along Front street would have noted at No. 163 the sign of the firm of Battelle & Renwick, who were at that time importers of white lead, window glass and chemicals.

To-day a passerby, if a keen observer, can see the old sign of the original firm, nearly obliterated, but still plainly as it was seventy-one years ago. There it is, pointing out to the conservative and thinking citizen the character of the concern that transacts its business at No. 163.

Many remarkable changes have taken place in which that part of Front street since Battelle & Renwick first started business there. At that time the locality was devoted almost entirely to wholesale grocers and chemical firms. The character of the locality has since taken on new shape. Tobacco and oil houses have supplanted the old firms referred to, and Battelle & Renwick are about the last survivors in that locality of the old regime.

The firm was organized on January 1, 1840, by Lewis F. Battelle and William R. Renwick, and the following is a copy of the original advertisement published in "The New York Shipping and Commercial List":

"Notice.—The undersigned have formed a partnership for the transaction of a general commission business in this city, under the firm of Battelle & Renwick, at No. 163 Front street, New York, January 1, 1840.

LEWIS F. BATTELLE, WILLIAM R. RENWICK.

The firm continued until the death of Mr. Battelle in 1866, when Mr. Renwick bought out his interest and continued under the old firm name. Mr. Renwick died in 1882. His sons, G. J. Steenken, Edward J. Brockett and William C. Renwick had in the meantime been admitted as partners, and continued under the same name after his death.

In 1902 the business was organized as a corporation under the same style, but the taking on of the corporate form did not involve any change in the ownership or management, the partners in the old firm being also in control of the new company. The officers of the company are: John G. Steenken, president; Edward J. Brockett, vice-president and treasurer; and G. W. Steenken, secretary. William C. Renwick retired from business some years ago.

All these men are widely known in business and financial circles and very much respected. J. G. Steenken and E. J. Brockett have been connected with the business since 1858.

Battelle & Renwick are among the largest concerns in the Niagara Laboratory (salt) factory, Morris and Warren streets, Jersey City. Their product is sold to powder manufacturers, meat packers and the general chemical and drug trade.

They also manufacture refined sulphur, which is largely used by the trade. No concern in existence handles more reliable goods than this one or bears a more honorable reputation.

Est. 1884 Tel. 858 Cortlandt

HUGO JOSEPHY & SON

Produce Commission Merchants

Dressed Poultry, Game and Eggs

Our Specialties

178-80 Chambers St. Cor. Washington St. 49-55 Lawton Ave. WEST WASHINGTON MARKET NEW YORK CITY

Wholesale Commission Merchants

G. Z. HAWK & SON COMPANY

Produce

34 to 40 Loew Ave., 43 to 47 Lawton Ave.

West Washington Market - NEW YORK

Wholesale Commission Merchants

W.C. DEYO & BRO.

General Commission Merchants

Large Receivers of Southern Fruits and Produce. Largest receivers of all kinds of berries and potatoes in the city.

859-861 WASHINGTON ST. GANSEVOORT MARKET NEW YORK CITY

Tel. 2730 Chelsea

John Garrie & Son

Wholesale Produce Commission Merchants

ALL KINDS OF

Fruits and Vegetables

No. 400 W. 14th Street, New York City.

WALTER C. DEYO. EMERY DEYO. Established 1887.

W.C. Deyo & Bro.

General Commission Merchants

Large Receivers of Southern Fruits and Produce. Largest receivers of all kinds of berries and potatoes in the city.

859-861 WASHINGTON ST. GANSEVOORT MARKET NEW YORK CITY

ESTABLISHED 1856.

JELLIFFE, WRIGHT & CO.

Wholesale Commission Merchants

EGGS, FRUITS, ETC.

284 Washington Street, NEW YORK.

BRANCHES: Dressed Meats, 17, 22, 24 and 26 Grace Ave., West Washington Market. Live Cattle, Calves, Sheep and Lambs, Union Stock Yards, W. 60th St. & N. R. Live Hogs, Yards Foot W. 40th St. & N. R. References: Irving National Exchange Bank, Aetna National Bank, Gansvoort Bank, all Commercial Agencies. Correspondence Solicited.

OFFICE AND STORES: 16 and 18 Tenth Avenue and 95 Little Twelfth Street, Gansvoort Market.

DEPOTS: N. Y. L. E. & W. R. R., 234 Street, N. Y. N. Y. L. E. & W. R. R., Jersey City; D. L. & W. R. R., Hoboken.

FLEMING & PETERS

Dealers in all kinds of Foreign and Domestic Fruits and Vegetables

Hotel Supplies a Specialty

Tel. 427 Chelsea Est. 1864

Wholesale Commission Merchants

G. Furman & Co.

Fruits and Vegetables

1, 2, 3 & 4 Cor. West & Gansvoort Sts. NEW YORK

Wholesale Commission Merchants

Henry Pape & Co.,

General Produce Commission Merchants,

100 Park Place, New York City.

Wholesale Commission Merchants

A. E. Meyer & Co.,

Commission Merchants

Vegetables and Fruits of All Kinds

98 PARK PLACE New York City

CHAS. RUMP. HENRY RUMP.

RUMP BROTHERS

WHOLESALE DEALERS IN

Fancy Fruits and Vegetables

Hotels, Steamships, Clubs and Dining Cars Supplied.

826 WASHINGTON ST., NEW YORK CITY. TEL. 6234-6235 CHELSEA.

Telephone 4119 Worth.

John C. Maurer, Mgr.

A. J. Lemkau,

CELERY and LETTUCE

Car Lots a Specialty

312 Washington St., New York City.

ALEXANDER R. MINNIS. FRANK AGNEW.

McINNIS & AGNEW,

WHOLESALE DEALERS IN

Tropical Fruits

41 NINTH AVENUE, Near 14th St. Gansvoort Market. TELEPHONE 1122 CHELSEA.

Tel. 1073 Cortlandt. Estab. 1853

A. E. Meyer & Co.,

Commission Merchants

Vegetables and Fruits of All Kinds

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