

# THE PRODUCE COMMISSION INTERESTS OF ST. PAUL

## One of the Most Important Produce Markets in the United States.

Few people either in or out of St. Paul aside from those directly connected with the business, realize the importance and magnitude of the local produce trade, popularly known as the commission business.

The average citizen or business man would at first, though accept the statement that the aggregate of the St. Paul commission men's business is about \$8,000,000 annually with incredulity. Quite naturally enough the produce commission business has been pretty generally overlooked by St. Paul people, with the exception of the financial concerns, when estimates of the city's wealth and the volume of its business are made.

Back on Third street, between Wabasha and Robert streets, is one of the busiest and as well as one of the most important centers of the city's business arteries. From early morning until night "hustle" is the watchword in the commission district. And it is not a single day or single week watchword, but is in force the year round. Excluding the banking and railroad districts there is not another section of St. Paul of the same area doing as much business.

St. Paul is one of the best green fruit markets in the United States; one of the principal butter and egg supply points for the United States; among the principal potato distributing points; one of the best poultry sales markets in proportion to its population in the United States, and all this business goes through the produce commission firms doing business on Third street.

A visit to Third street during the hours between 6 a. m. and 4 p. m. is well worth while. The street is full of teams and hurrying men. Store rooms and cold storage plants are filled to a reputation that to the uninitiated conveys the idea of a glutted market. On the sidewalk one sees fruit, vegetables and live poultry piled awning high on either side of aisles just wide enough for the pedestrian to dodge through. Half his attention is given to protecting life and limb from barrels and crates sliding on or off trucks and slipping under lines of melons flying from hand to hand along a line of perspiring workmen intent only on keeping up with the all pervading rush.

There are no frills in Third street. Stepping inside any of the rather gloomy storerooms the same mad pace is encountered. Everything gives way to busi-

ness. Over in the office the clerks, stenographers and telephone operators are at work as if their very lives depended on expedition, and if possible, salesmen, department managers and buyers are even busier.

It is hard for the layman to believe that in all the apparent disorder there is system, but there is. It is not the system of rule and rote, but a system of application; the situation fitted to the needs of the moment. The prospective purchaser or expectant seller has time to haggle. The commission man has not but he is a born trader, and while he comes to the meat of the situation with an abruptness that is almost startling, he is not in the habit of permitting deals to get away from him.

The St. Paul commission man is not a curb dealer. He has his exchange, board of trade, clearing house and supply auction mart. There are thirty-three concerns holding membership in the St. Paul Produce Exchange. They all do business on Third street and almost without exception have occupied the same locations and handled the same, but a continually increasing, trade for years.

The exchange, with offices in the Germania Bank building, is ten years old. It is primarily a bureau of information and co-operation. The secretary, L. J. Hart, does not furnish statistical information of a local character to the members, but he does maintain a careful watch and purchase in climatic and weather conditions and the exchange affords a medium for the interchange of ideas and suggestions invaluable.

Its board of trade adjunct is in fact a produce clearing house, and does away with the old-time canvassing methods. The long and short meet there daily and the clearance or readjustment of supply by sale and purchase is ordinarily accomplished within five or ten minutes. The St. Paul fruit auction mart is the pioneer institution of its kind in the Northwest. It is the medium through which St. Paul and its tributary territory secures its California fruits. The distribution of California fruits is in the hands of a shippers' association that, in daily touch with the markets of the United States, so distributes the shipments as to guard against glutting one market at the expense of others and the shippers.

As St. Paul shipments come to the Fruit Auction company, composed of local commission men. Every week day morning at 9 o'clock the sale of from three to six loads is attended by all the commission men handling fruit. In an hour it is all over and the goods on their way from the freight sheds under the Robert street bridge to the Third street warehouses or to out-going trains. A fairly comprehensive idea of the industry which gives employment to over 300 persons in St. Paul and during cer-

**SECRETARY'S OFFICE OF THE**  
**ST. PAUL PRODUCE EXCHANGE**

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**OFFICERS**

R. A. DURKEE	President
W. A. MURPHY	at Vice President
W. A. TILDEN	and Vice President
G. H. DUNNAVAN	Treasurer
L. J. HART	Secretary

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**ADVISORY BOARD**

E. A. COMMACK	J. B. REDPATH
J. E. MULROONEY	S. CUMMINGS
H. A. ERTZ	

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11-12 Germania Life Bldg.  
St. Paul, Minn. Aug. 27th, 1903. 190

Mr. M. F. Kain,  
Business Manager,  
St. Paul Globe,

Dear Sir:-  
At the regular meeting of the St. Paul Produce Exchange held this P.M. it was unanimously resolved that a cordial invitation be extended through your columns, to all visiting Merchants, Shippers and Farmers at the State Fair to visit and inspect the various Commission Houses on East Third St. where a cordial welcome will be given them.

Very Respectfully,  
*R. A. Durkee* President.  
*L. J. Hart* Sec'y.

tain seasons to as many more throughout the state may be gained from consideration of a few of the commodities handled on the street.

In the one item of potatoes the St. Paul commission business proves its value to St. Paul and the state. The Third street men buy annually about \$700,000 worth of tubers. The shipments to St. Paul range from 3,000 to 4,000 cars, with a total of from 1,500,000 to 2,000,000 bushels. For the past two years the prices have ranged to an average between 35 cents and 40 cents per bushel.

Most of these potatoes are raised in Minnesota, although the base of supply must of course depend on weather and crop conditions, and St. Paul commission men have in extreme cases been compelled to purchase potatoes for New Hampshire market in Portland, Or. North Central Minnesota is the accepted and largest supply area. Mile Lake, Chicago, Anoka, Isanti, Morrison, Sherburne and Washington counties capturing the heavy end of the business. Only one-eighth of the potatoes handled by the St. Paul men are raised in the state. The remainder goes into the South and West, Illinois, Missouri, Kansas and the rail states taking most of the shipments. Smaller shipments go to every state in the Union and even to Alaska.

The South depends upon the St. Paul market for a large quantity of its seed potatoes. In quantity the Minnesota potato has only one competitor—the Maine tuber—and in January, February and March the St. Paul men are busy trying to supply the Texas, Missouri and Arkansas seed market.

Methods have kept pace with the growth of the business in volume, and while thousands of car loads of potatoes leave St. Paul every year, very few are bulk consignments. The potatoes are sorted and packed in sacks of even weight, diminishing the cost of final handling and expediting sales when the big consignments are broken up. The exceptional rail facilities enjoyed by St. Paul play a prominent part in capturing the potato business for the Third street men. In fact, the advantages of connections St. Paul enjoys over other cities has resulted in out of the houses keeping men stationed here to handle their shipments which are consigned to and from St. Paul instead of to their main houses.

Apples are one of the prize commodities of the St. Paul commission business. St. Paul is the distributing point for a large territory and handles annually not less than 1,000 cars, while in season of ample production like the present, the total will far exceed the 50,000 to 60,000 barrel average. The St. Paul apple trade covers a territory extending from Chicago to and including the Dakotas, and from Winnipeg to New Orleans. The local market consumes a fair percentage of the importation, but the native product is steadily increasing and as steadily surpassing the Minnesota trade. In proportion to its population St. Paul stands almost without a peer among the green fruit markets of the United States.

Everything in green fruits comes to St. Paul in its respective season and comes in large quantities. The strawberry business alone, or that portion of it handled by the commission men, amounts to \$100,000 annually, and of this the local or Minnesota grower furnishes about one-eighth, or in the aggregate about \$20,000 worth.

Pears, peaches and plums to the value of \$350,000 are annually handled in Third street. One house handles 250 cars in year, and the total is estimated at 600 cars of 350 cars. It takes 250 cars of oranges to supply the Third street trade, and about 150 cars of lemons, representing annually a trade of about \$1,350,000.

The local grape market takes 150 cars of Eastern concerns annually, representing a trade of \$75,000. The watermelon trade amounts to about 150 cars, or \$100,000 worth, and by virtue of the Minnesota product the importation of cantaloupes is kept down to about twenty-five cars.

The banana trade consumes between 400 and 600 cars annually. This represents a trade of from \$250,000 to \$400,000 per year, and were it not for the prices maintained by the combination in control of the product, the St. Paul men would be enabled to materially increase the volume of business in this particular fruit.

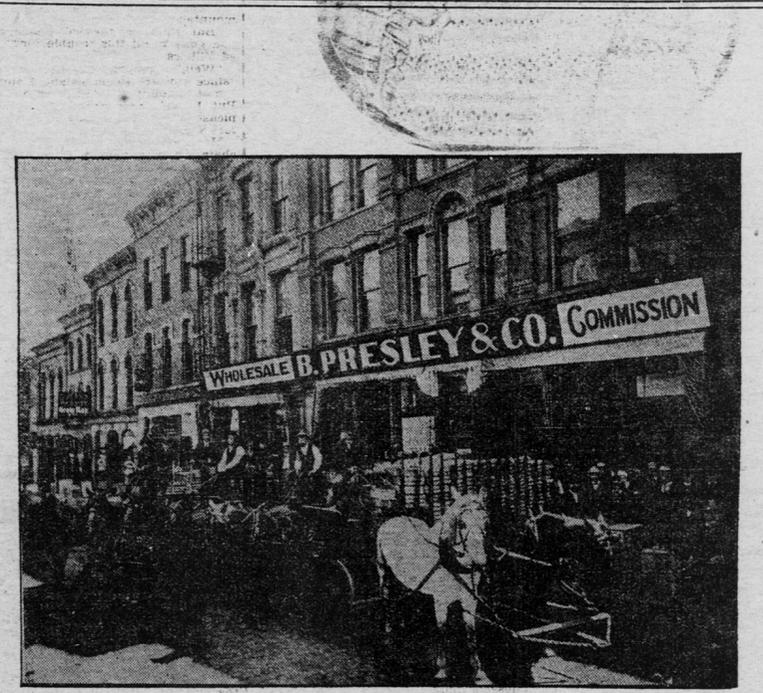
In point of money magnitude the butter, egg and poultry business of the St. Paul commission men bears the palm. Its annual value is in excess of \$4,000,000. For butter and eggs it is a distributing point, and for poultry a fine local market.

Hardly a state in the Union but is compelled to turn to Minnesota for at least part of its butter and eggs, and the St. Paul commission men get at least a fair share of the business. Creameries have sprung up throughout the southern and central countries, and the dairy product is central to the state that of the immense creamery product. There are few creameries in the state that do not at times offer portions of their output to the St. Paul commission men, and the dairy buttermilk supply although it occupies the St. Paul market, the major portion of the creamery butter sold locally also do a commission business. The District of Columbia market is the United States and he covers it, but getting a slice of the same is true of the egg business, and in the season some of the houses ship four or five carloads per day.

In short the commission business is one of the most important factors in the commercial life of St. Paul. It is in the hands of conservative but hustling men, and has steadily grown until it occupies the commanding position in the Northwest. The keenest kind of business between the commission men of St. Paul and Minneapolis has existed for years, and slowly but surely the St. Paul men have overhauled and passed their rival competitors. They have made themselves felt in the principal produce districts of the United States. They distribute annually large sums in profits to the farmers of Minnesota; bring money and business to St. Paul; are commercial magnets undervalued by the general public because unknown.

### The St. Paul Produce Exchange is composed of the following firms, who unanimously extend, as shown by the letter published above, a cordial invitation to visiting shippers and farmers to visit their respective places of business:

- MINNESOTA BUTTER & CHEESE CO.**  
Wholesale Dealers in  
*Butter, Eggs, Veal and Poultry*  
61-63-65 E. Third St., St. Paul, Minn.
- C. C. Emerson & Co.**  
Wholesale Fruit and Produce  
Commission Merchants.  
Receivers and Distributors Car Lots, or Less.  
26 E. Third Street, St. Paul, Minn.
- DORE-REDPATH CO.**  
WHOLESALE  
*Fruits, Vegetables & Produce*  
111-113 E. Third St., St. Paul, Minn.  
Special attention given to shipping orders.
- Horrigan Bros.**  
Wholesale Fruits and Produce  
95 East Third Street  
ST. PAUL, - - - MINN.  
Telephone Call 847—
- M. LAVANSKY**  
Wholesale and Retail Dealer in  
**FARMERS' PRODUCE.**  
Potatoes in Car Lots a Specialty.  
All Kinds of Vegetables in Season.  
Nos. 3-4-5, City Market, St. Paul, Minn.
- N. W. Tel. Main 251-J Economy Code  
**Grove Fruit & Produce Co.**  
Wholesale Fruits, Vegetables and Country Produce  
Car lots a specialty. Correspondence Solicited  
107 East Third Street., St. Paul, Minn.
- M. C. RETTNER**  
Wholesale Fruits and Commission  
99 East Third Street.  
TELEPHONES  
N. W. Main 1245 T. C. 1245 St. Paul, Minn.
- Cooney-Culver Company**  
Wholesale Commission Merchants, Fruit and Produce,  
Butter, Eggs and Cheese.  
Both Telephones 184 71 E. Third St.
- CUMMINGS & CO.**  
Wholesale Fruits and Produce  
General Commission Merchants.  
Terms Cash. All Current Accounts Payable Weekly  
25 East Third Street, St. Paul, Minn.
- G. O. Miller A. W. Holmes  
**Miller & Holmes**  
Wholesale Commission Merchants  
Butter, Eggs, Cheese, Poultry and Fruits.  
17 East Third Street, St. Paul, Minn. 10 Central Market, Minneapolis, Minn.
- John B. Hoxsie & Co.**  
Wholesale Produce and Fruits  
Premium Brand Apples  
Correspondence Solicited  
92 and 94 E. Third St., St. Paul, Minn.
- The Crescent Creamery Co.**  
Cor. Third and Minnesota Sts.  
Manufacturers of Fine Creamery Butter and Cheese  
and Jobbers of Butter, Cheese, Eggs and Poultry.  
ST. PAUL, MINN.
- August Ammon**  
WHOLESALE PRODUCE COMMISSION  
68 East Third Street,  
Tel. Main 279. ST. PAUL, MINN.
- C. J. ERTZ,**  
Produce Commission.  
Poultry, Game, Fish, Oysters, Butter, Eggs, Veal.  
19 E. Third Street, St. Paul, Minn.
- Gamble-Robinson Commission Co.**  
Incorporated. Capital Stock \$250,000.  
Wholesale Fruits and Produce, Car Lot  
Dealers, Butter, Eggs and Poultry, Foreign  
and Domestic Green and Dried Fruits.  
R. H. NEAL, Manager.  
103 East Third St., ST. PAUL, MINN.  
Telephones—Twin City 1110, N. W. Main 1110  
We use Economy, Interstate and U. S. Cipher Codes
- Mulrooney, Ryan & Clark Co.**  
WHOLESALE COMMISSION MERCHANTS.  
Foreign and Domestic Fruits, Game, Poultry and all  
kinds of Country Produce. Car Lots a Specialty.  
311-315 Minnesota Street and  
79 East Third Street, St. Paul, Minn.



**TUBBESING BROS 98-100 E. 3RD ST. ST. PAUL, MINN.**

CAR LOAD OF CONCORD GRAPES	CARLOAD OF CHAMPAGNE GRAPES	CARLOAD OF CATAWBA GRAPES	CARLOAD OF IOWA GRAPES	CARLOAD OF NIAGARA GRAPES	CARLOAD OF DELaware GRAPES	CARLOAD OF CATSKILL GRAPES	CARLOAD OF FINGER LAKES GRAPES	CARLOAD OF TONAWANDA GRAPES	CARLOAD OF WASHINGTON GRAPES	CARLOAD OF WISCONSIN GRAPES	CARLOAD OF MICHIGAN GRAPES	CARLOAD OF INDIANA GRAPES	CARLOAD OF OHIO GRAPES	CARLOAD OF PENNSYLVANIA GRAPES	CARLOAD OF MARYLAND GRAPES	CARLOAD OF VIRGINIA GRAPES	CARLOAD OF NORTH CAROLINA GRAPES	CARLOAD OF SOUTH CAROLINA GRAPES	CARLOAD OF GEORGIA GRAPES	CARLOAD OF FLORIDA GRAPES	CARLOAD OF ALABAMA GRAPES	CARLOAD OF MISSISSIPPI GRAPES	CARLOAD OF LOUISIANA GRAPES	CARLOAD OF ARIZONA GRAPES	CARLOAD OF CALIFORNIA GRAPES	CARLOAD OF TEXAS GRAPES	CARLOAD OF NEBRASKA GRAPES	CARLOAD OF KANSAS GRAPES	CARLOAD OF MISSOURI GRAPES	CARLOAD OF ILLINOIS GRAPES	CARLOAD OF INDIANA GRAPES	CARLOAD OF OHIO GRAPES	CARLOAD OF PENNSYLVANIA GRAPES	CARLOAD OF MARYLAND GRAPES	CARLOAD OF VIRGINIA GRAPES	CARLOAD OF NORTH CAROLINA GRAPES	CARLOAD OF SOUTH CAROLINA GRAPES	CARLOAD OF GEORGIA GRAPES	CARLOAD OF FLORIDA GRAPES	CARLOAD OF ALABAMA GRAPES	CARLOAD OF MISSISSIPPI GRAPES	CARLOAD OF LOUISIANA GRAPES	CARLOAD OF ARIZONA GRAPES	CARLOAD OF CALIFORNIA GRAPES	CARLOAD OF TEXAS GRAPES
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**THE LARGEST RECEIVERS OF GRAPES IN THE NORTHWEST.**

- A. H. ROAKE**  
Fruits and Produce  
67 East Third Street, ST. PAUL, MINN.
- WHEN YOU WANT BANANAS**  
Call up N. W. Main 953  
**P. F. MCGUIRE & CO.**  
The only exclusive banana house west of Chicago.  
91 East Third Street, St. Paul, Minn.
- Palmer & Roller**  
Wholesale Fruits and Produce  
70 E. 3rd St. St. Paul, Minn.
- J. W. Fillebrown & Co.**  
Wholesale Fruits  
114 E. Third St., St. Paul, Minn.  
Telephone 990 Car-Lots a Specialty
- H. A. ERTZ**  
Produce Commission Dealer in Veal,  
Poultry, Game, Eggs, Butter, etc.  
24 East Third Street,  
References: Second National Bank,  
Dunn's Merc'ile Agency
- Special Attention to Correspondence Solicited  
Country Orders Prompt Returns  
**G. H. DUNNAVAN**  
Wholesale Fruits and Produce.  
References:  
Second National Bank and Mercantile Agencies,  
83 E. Third St., St. Paul, Minn.
- Schiermann & Co.**  
Commission Merchants  
And Wholesale Dealers in Flour, Feed, Grain,  
Hay, Butter and Eggs. Buy all kinds of Country Produce.  
124 East Third St. ST. PAUL, MINN.
- Tubbesing Bros.**  
Wholesale Fruits and Vegetables  
COMMISSION MERCHANTS  
98-100 East Third St., ST. PAUL, MINN.
- F. J. MUMM** Consignments Solicited. **F. NOVOTNY**  
**MUMM & NOVOTNY**  
Wholesale Dealers in  
Fine Creamery Butter, Cheese and Eggs.  
Telephone 1006  
No. 1 E. Third St., St. Paul, Minn.
- J. L. WOODS**  
Wholesale Commission Merchant  
FRUITS AND PRODUCE  
72 East Third Street, St. Paul, Minn.
- W. A. Murphy Established 1849 F. L. Graupman  
**B. PRESLEY CO.**  
Wholesale Dealers and Commission Merchants.  
Foreign, Domestic, California FRUIT.  
Office and Salesroom. Warehouse and Cellar,  
102 & 106 E. 3rd St. 101 & 103 E. 2nd St.  
ST. PAUL.
- R. E. COBB**  
Butter, Cheese, Eggs and Poultry. Jobber and  
Broker of Fruits and Vegetables.  
27, 29, 31, 33 E. Third St. Waukegan, Ill. 20  
East Second St. Reference, First National Bank.  
ST. PAUL, MINN.
- R. A. Durkee & Co.**  
Wholesale  
Fruits and Produce  
References:—National German-American Bank,  
Commercial Agencies, Any Wholesale House  
in the city. 98 E. 3rd St., St. Paul, Minn.
- E. P. Stacy & Son**  
PRODUCE COMMISSION  
71 E. Third St., - St. Paul
- J. J. BROWN**  
Produce Commission  
28 E. Third St., St. Paul Minn.
- FLIEGLER & CO.**  
Produce Commission, Butter, Eggs, Cheese  
and Poultry a specialty. Wholesale Flour,  
Feed, Grain and Hay.  
References: U. S. Flour Milling Co., Minneapolis,  
National German-American Bank, St. Paul,  
Commercial Agencies, St. Paul.  
97 E. Third St., St. Paul, Minn.

**EDWARDS, Wood & Company** Manhattan Bldg. St. Paul.

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