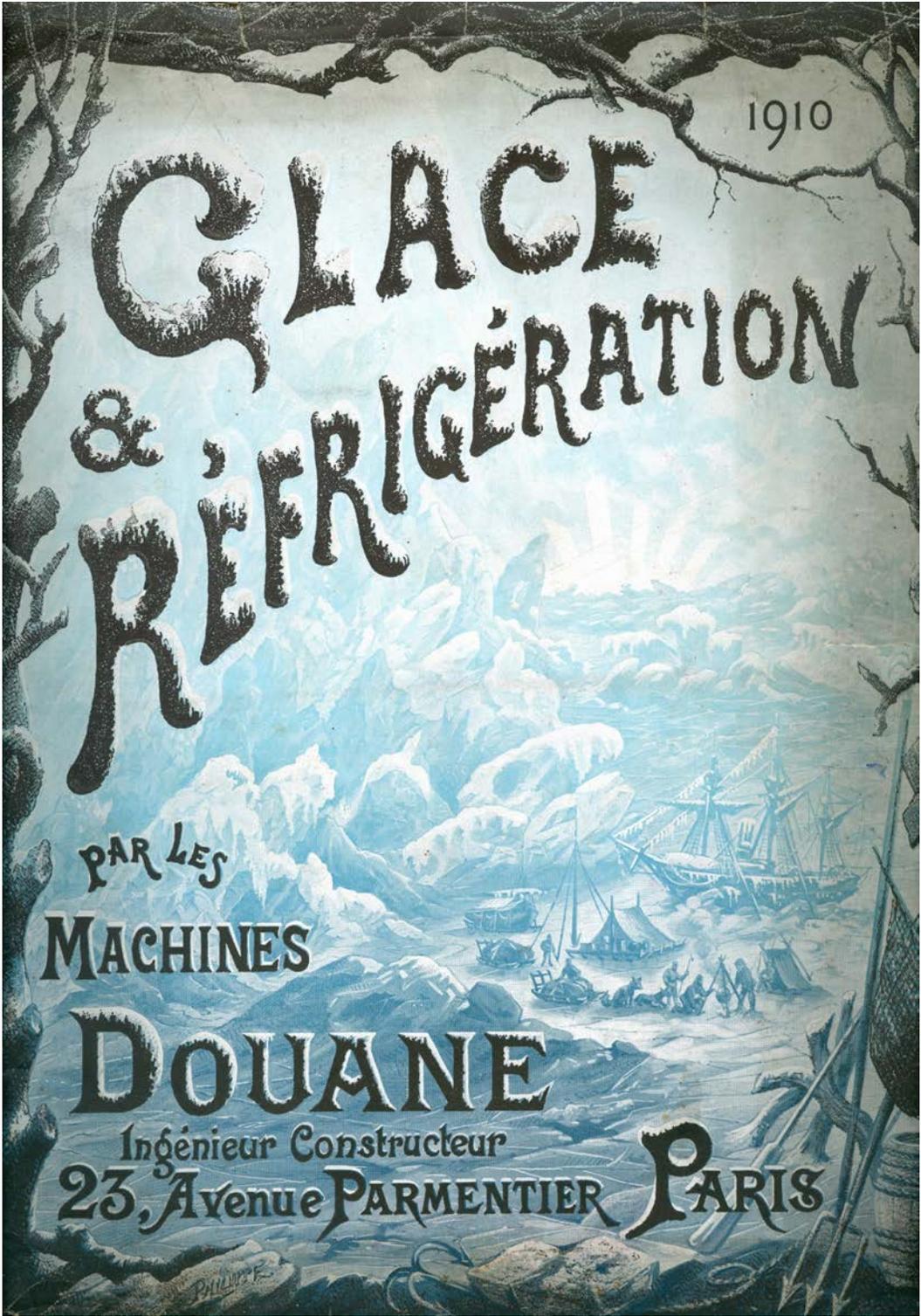




*“Now, we find, ‘the market-place’ assumes another aspect – a change which time and circumstances have created. The producer is often hundreds of miles in one direction, while the consumer may be hundreds of miles in another, from the mart at which the productions are sold and purchased. Through the course of the year, the products of North, South, East and West, are to be formed in our large public market-places; from which great quantities are disposed of, to be consumed in other towns, cities, villages, or on the many ocean or river steamers or other vessels, as well as in foreign countries.”*

Thomas DeVoe, *The Market Assistant*. (1866)



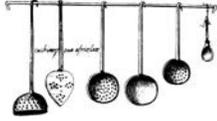
1910

# GLACE & RÉFRIGÉRATION

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Rabelais

*Fine Books on Food & Drink*

Catalogue 4

**Between Farm & Table:**

Food Production & Marketing

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*Fine Books on Food & Drink*  
2 Main Street  
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207-602-6320  
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## *Between Farm & Table*

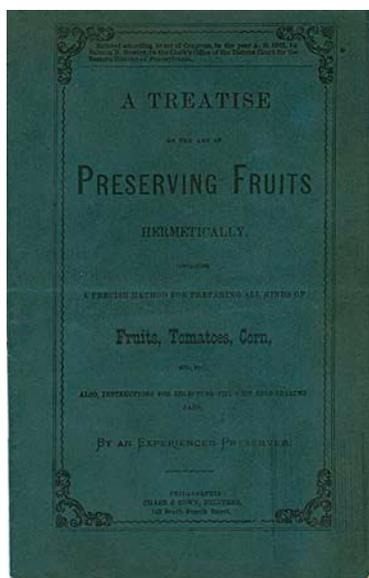
Much attention of late has been given to the idea that we have become alienated from our food: alienated by distance, by process, by commoditization, and by adulteration with chemicals and preservatives. In various ways, parts of a contemporary food movement have arisen to address this alienation. The organic movement, now more than seventy years old, addresses, among other things, the use of chemicals in agriculture and food production. Local food advocates have pushed for a return to knowing our farmer, purchasing from local markets, and membership in CSAs (Community Supported Agriculture).

When Michael Pollan recommends we “eat around the edges of a supermarket” he urges us to walk away from processed foods. He warns that our grandparents wouldn’t recognize many of these packaged foods in the aisles, and goes on to tell us how processing has made them something other than ‘food’.

Despite these warnings, we crave these foods. Through a combination of engineered flavors and increasingly sophisticated and pervasive marketing, the American diet is more processed, packaged, and marketed than any on earth at any time in history. The medical community warns us of the devastating health effects that a diet rich in these processed foods might bring. But how did we get here? When did food production move from the kitchen to the factory and why do simple fruits have brand names?

Beginning in the late 18<sup>th</sup> century and accelerating through the 19<sup>th</sup>, processes as diverse as preserving, packaging, and labeling, many of which had roots on the kitchen table, were scaled up to small commercial and later industrial operations. These new food businesses required equipment, transport, and marketing. Meats, fruits, and vegetables that once were traded in town and city central markets now traveled longer distances. Some required refrigeration and other preservative methods, or needed labels and marketing to distinguish themselves in the crowded supermarket aisle. Grocers and other food purveyors sought new methods of handling and presenting the foods to an audience of consumers now distant from the foods’ roots.

The items in the catalogue seek to illustrate this transformation. Included are printed and manuscript materials produced by and for the food industry: handbooks, trade catalogues, advertising art, labels, photographs, ephemera, and more. And we’ve divided this catalogue up into the primary activities that occur ‘between farm and table’, stopping just short of the home or restaurant kitchen, as the kitchen will be the subject of a future catalogue.



#1



#2

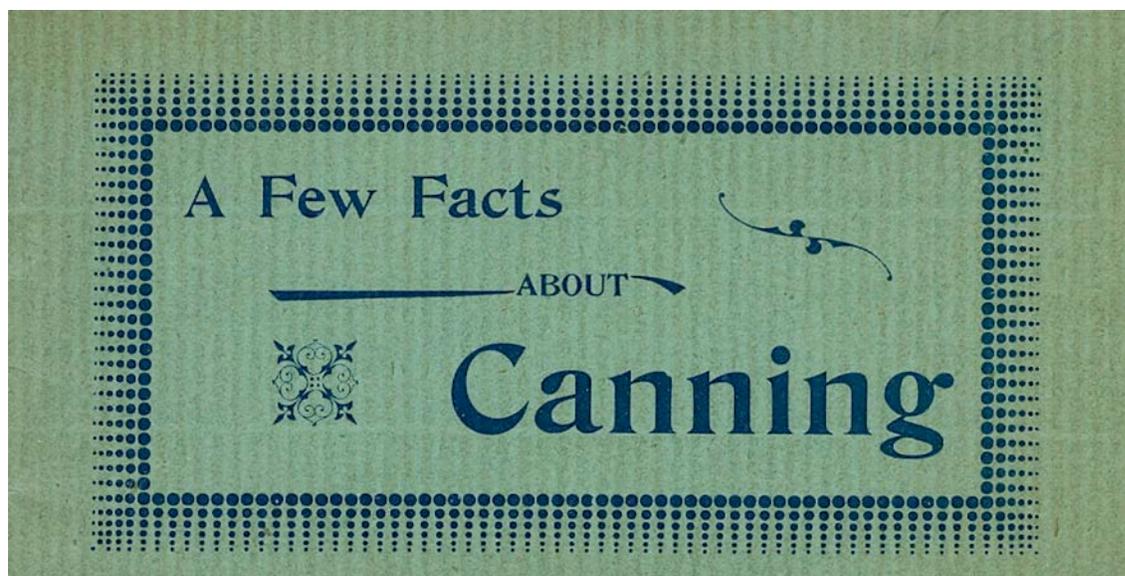
## PRESERVE

*Fresh from the farm or garden, stream or ocean, many foods cannot survive much more than a quick trip to the kitchen. To help them last until they reach market, or to keep the harvest's bounty edible and tasty through the winter, preservation is necessary. And so we have drying, salting, freezing and refrigeration, "putting things up" in jars, and later commercial canning. Food preservation is the first of many interventions and alterations to which ingredients are subject.*

1. An Experienced Preserver. *A treatise on the art of preserving fruits and vegetables hermetically: containing a precise method for preparing all kinds of fruits, tomatoes, corn, etc., etc., also, instructions for selecting the best self-sealing jars.* Philadelphia: Chase & Town, Printer, 142 South Fourth Street, Year, 1868. Octavo-sized stapled booklet, 11 pages. First edition. A small, practical manual on preserving using

hermetically sealed jars. Just two years later, the second edition of this booklet adds the words "in the Gem and Hero jars" to the title. The Mason was the first of the re-sealable glass jars, invented and patented just ten years prior to this pamphlet by New Yorker, John Mason. While we think of the glass as the dominant component of these jars, it was the threaded metal top which was the innovation. The pamphlet includes a table with amounts of sugar to be added to various fruits and vegetables. Original printed wrappers show signs of folding to rear panel. Bit of dog earring, otherwise very good. Rare. [OCLC locates only three copies of this first edition]. \$150.00

2. The Coleman Evaporating and Fruit Preserving Company of Western Maryland. *Coleman combined evaporator, baker and refrigerator: a portable fruit drier, baker and safe combined.* Hagerstown, MD: McCardell & Futterer, Printers, [1890]. Oblong stapled pamphlet, 7 pages, with three full-page illustrations. Small trade catalogue for this cabinet-sized fruit drier. A bit of dampstaining to a few pages at rear, otherwise very good. [OCLC locates five copies]. \$90.00



#3

*She preserves their form, color and flavor, and her own temper and strength*

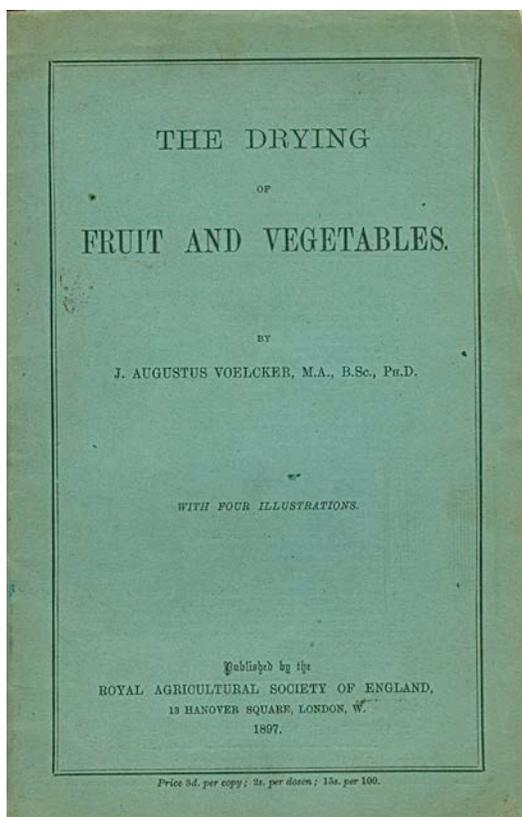
3. John L. Gaumer Co. *A Few Facts About Canning*. [Circa 1895]. Oblong booklet, 8.9 x 16.2 cm, 8 pages. Illustrated with photographs and engravings. Promotes the Mudge Patent Canner, a household canning processor that “does away with the stewing kettle” and is “the cheapest, most efficacious and economical system of putting up high-standard goods that has ever been invented.” The Boston Cooking School Magazine reviewed the device saying, “a great point in its favor is that, by the use of the canner, fruit or vegetables are not subjected to long cooking, and thus flavor, color and form are preserved. Another consideration is that, by this process, no dishes are required, as the fruit to be ‘put up’ is put at once into the jars...” Stapled in green wrappers. Fine. Unrecorded. [OCLC locates no copies]. \$75.00

4. Voelcker, J. Augustus. *The Drying of Fruits and Vegetables. With Four Illustrations*. London: Royal Agricultural Society, 1897. Octavo, 24 pages. Illustrated. First edition. With particular attention paid to the fruit school at Geisenheim. Voelcker was an agricultural chemist who studied at the

University of Geissen, where Justus von Liebig lectured. Very light wear to printed wrappers, otherwise near fine. Unrecorded. [OCLC locates no copies]. \$120.00

5. Zavalla, Justo P. *The Canning of Fruits and Vegetables. Based on the methods in use in California, with Notes on the Control of the Microorganisms Effecting Spoilage*. New York: John Wiley & Sons, 1916. Octavo, 214 pages + ads. First edition, one of one thousand copies. A thorough study of canning as practiced in California, illustrated with drawings and diagrams of equipment, furniture, and the cans themselves. With an appendix reproducing the Pure Foods Act. A fine copy, with the ink ownership mark of “The California Pear Growers Association, April 1, 1920.” \$90.00

6. Federal Trade Commission. *Food Investigation. Report of the Federal Trade Commission on Canned Foods, General Report and Canned Vegetables and Fruit. May 15, 1918*. Washington, DC: Government Printing Office, 1918. Octavo, 103 pages. First edition. A detailed report on the history and state of canning in the U.S. includes sections on the process itself, detailed information on costs, and more. A



bit of wear to printed wrappers, otherwise near fine. \$50.00

7. U.S. Department of Labor. *Women's Employment in Vegetable Canning in Delaware*. Washington, DC: Government Printing Office, 1927. Bulletin of the Women's Bureau, no. 62. Octavo, 47, [ii], pages. First edition. Detailed report on the activities, conditions, and compensation of women working in Delaware canneries. Includes descriptions of the specific equipment and processes in which they were involved. Some wear and edge tearing to printed wrappers, otherwise very good. \$50.00

8. [Billhead - Ice]. Oles, W. H. and Cochran-Oler Ice Company. *Autograph Letter, Signed*. Baltimore, MD: Cochran-Oler Ice Company, 1885. 28 x 21.5, ALS, from W.H. Oles, President of Cochran-Oler Ice Company, on illustrated billhead addressed to Edward N. Banker regarding his appointment as superintendent at the

company's Cedar Grove, Maine location. Some creases, minor discoloration, and small tear to centerfold, else very good. \$25.00

9. [Periodical - Ice]. *Cold Storage and Ice Trade Journal*. Volumes 35-36, (12 issues in all). New York & Chicago: 1908. Thick quarto. Twelve issues of this professional journal for the ice trade. Profusely illustrated with ads for businesses related to ice-making and refrigeration. Contents include articles on large scale refrigeration installations, various technical matters, regional association activities, trade conventions, etc. Text block sound and very good, but three-quarter brown morocco binding is split at the hinges and quite rubbed. Scarce in the trade. \$300.00

10. [Trade Catalogue - Ice]. Machines Douane. *Glace & Refrigeration, par le Machines Douane. Ingénieur Constructeur*. Paris: J. Céas et Fils, 1910. Folio, stapled in wrappers, 32 pages. Illustrated wrappers by





## PROCESS

It's hard not to think of almost all food as "processed". Cooking, after all, radically transforms ingredients, changing flavors and textures, and allowing ingredients to blend together into entirely new tastes. But food processing has become both commonplace and, in some circles, highly disparaged. The 19<sup>th</sup> century saw many home or small-scale processes move to a commercial, and later, industrial scale, requiring new equipment, a large labor force, and some radical new methods. Trade catalogues, ephemeral handbills, and photographs document this new segment of industry, and illustrate the material culture of food processing.

Philippe. First edition. Unrecorded trade catalogue by the innovative French ice and refrigeration company, Douane. Descriptions and illustrations of the machinery available, from hand-cranked ice machines to a railroad car fitted out for icemaking on the Trans-Siberian Railroad (who needed ice in Siberia?). Small printed paper slip tipped onto page to illustrate the inside and outside of a refrigeration box with a reveal. Some soiling throughout, two pages have some blue pencil scribble to text. Handsomely illustrated wrappers are edgeworn and have a few closed tears. Still very attractive. Unrecorded. [OCLC locates no copies; not in the relevant bibliographies]. \$500.00 (see frontispiece).

11. [Broadside]. Stratton and Crouder. *Stratton and Crouder's Manufactory and Warehouse, Near the Magdalen, Blackfriars-Road, For the Following New and Patent Inventions.* [London]: [circa 1795]. Broadside, 40.2 x 23.9/22.5 cm. Large illustrated engraved broadside advertising the "Patent Anti-fuelist Smoak-Jack", the "Patent Magic Stove", and "Patent Alarums, to prevent House-Breaking or Accidents by Fire". With just a 12-inch fire, the "Patent Anti-fuelist Smoak-Jack, &c." can roast, boil, broil, and fry the length of six feet "at the same Time that it heats a large Oven", illustrating, seemingly, the influence of Sir Benjamin Thompson, Count Rumford's 1790s experiments with radiant heat and various contemporary improvements to fuel-efficiency. Good for laundry and also portable, "Cooking may be performed in the Field or open Air... a

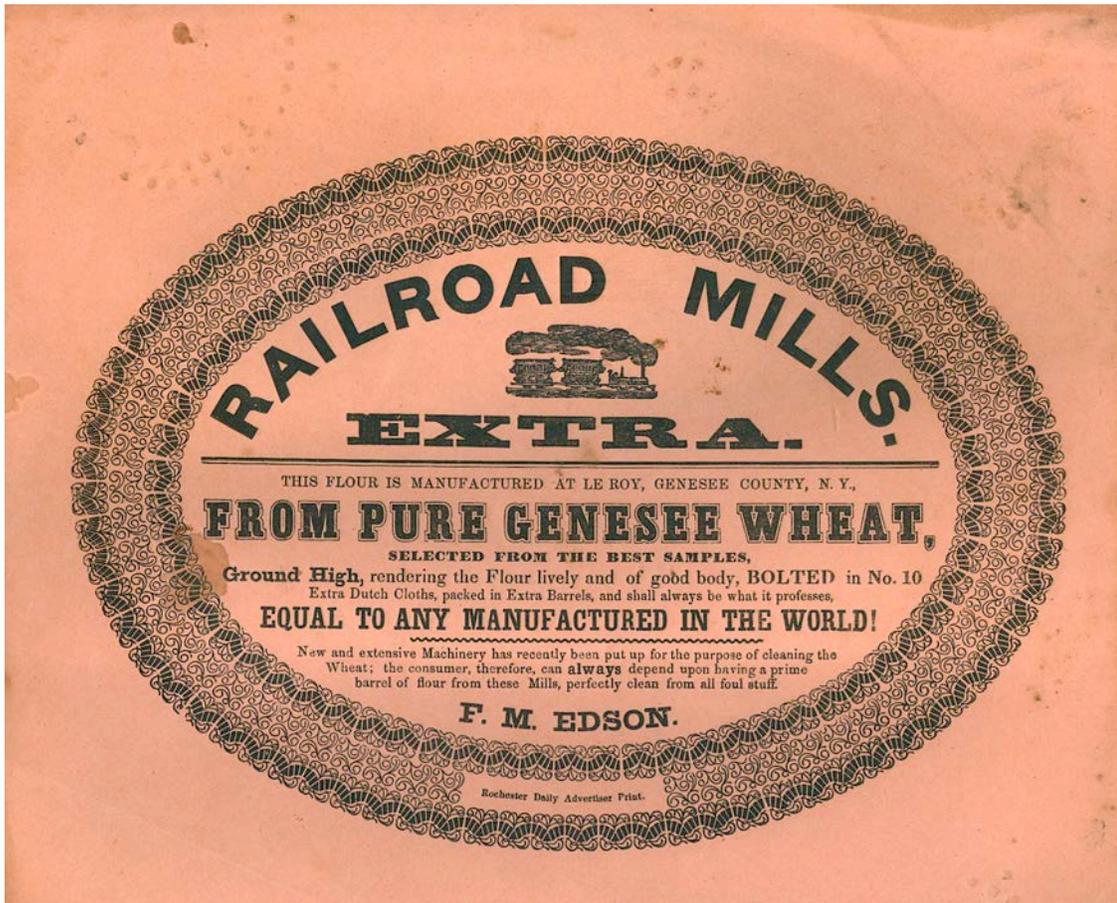
Machine, with Table and Cooking Apparatus, to dress Dinner for the most extensive purpose, may be packed up in 2 Feet 6 Inches square, and unpacked and heated ready for the above extraordinary purpose in 15 minutes.” Detailed diagram with key illustrations various attributes, including the smoke-jack that enables spit-roasting vertically and horizontally. Large engraving of Royal Coat of Arms of the United Kingdom appears at the top of the broadside. Printed on paper with watermark dated to 1795. Unevenly trimmed margin and fold creases, otherwise very good. Rare. [RLIN-ESTC indicates British Library only]. \$2750.00

“... perfectly clean from all the foul stuff”

12. Edson, F.M. “*Railroad Mills Extra.*” *Wheat Barrel Label.* Rochester, NY: Rochester Daily Advertiser Print, circa

1850s. Broadside, 21.9 x 25.4 cm. Advertisement for F.M. Edson’s Railroad Mill in Le Roy, Genesee County, New York. Flour manufactured from local wheat and “equal to any manufactured in the world!” Additionally notes that new machinery ensures clean wheat and thus pure flour. Freeman Edson was one of the founding Directors of the Western Union Telegraph Company. Printed on salmon-colored paper that has some edge-wear and discoloration, otherwise very good. Rare. \$300.00

13. Root, Riley. *Root’s New Process for Clarifying Chinese & Other Cane Juices.* Patented October 8th, 1861. Galesburg, IL: Chares Faxon, Book and Job Printer, 1861. 23 x 15.7 cm, 7 pages. Single sheet, quarter-folded with pages uncut. Instructive text that explains Root’s new process for clarifying sugar cane juice by means of



#12

native clay. Some annotations to text in pencil. Slight foxing throughout and minor edgewear, else very good. Scarce. [OCLC locates just three copies, at the Huntington, Knox College, and UC Berkeley]. \$400.00

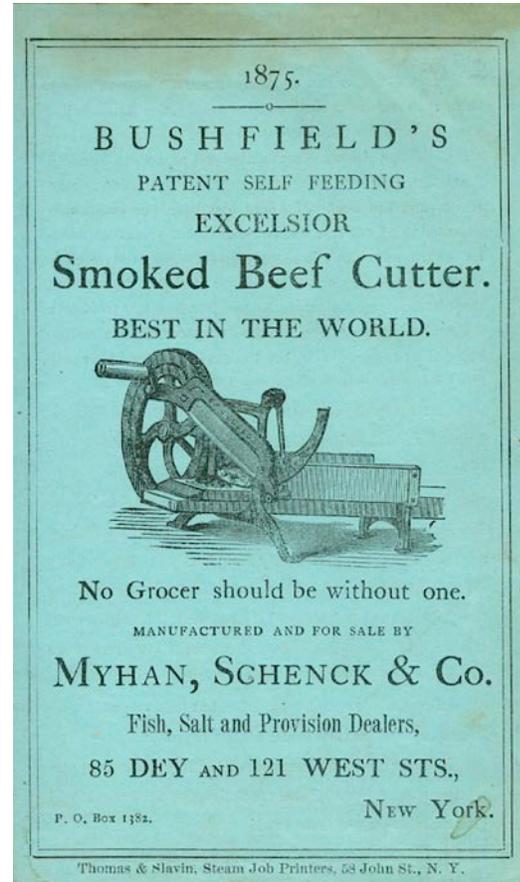
*“Best in the World”*

14. Myhan, Schenk & Co. *Bushfield's Patent Self Feeding Excelsior Smoked Beef Cutter*. New York: Myhan, Schenk & Co., 1875. Half-fold booklet, 14 x 8.4 cm, 1 leaf. Illustrated advertisement for beef slicer that, “cuts the Beef neatly and cleanly in slices of any degree of thickness which may be desired, and that it saves time.” Includes thirteen testimonials, directions for use, and price. Manufactured and for sale by Myhan, Schenk & Co., fish, salt and provision dealers in New York. Printed on light blue paper with some light discoloration and edgewear. Very good. Unrecorded. [OCLC locates no copies]. \$50.00

*“The Dairy-Woman's Friend”*

15. [Handbill - Butter]. Muir, Thomas. *The Gilt-Edge Butter Worker*. Margaretville, NY: Utilitarian Job Print, 1878. Bi-fold booklet 12.7 (h) x 7.6 (w) cm. An advertising piece for a butter worker - a specially designed machine consisting of a working component and table that is used to produce a smooth and consistent butter texture. The Gilt-Edge Butter-Worker is “made of the best materials” and guarantees to reduce labor. Includes three testimonials from farmers and references to other satisfied farmers and butter merchants. Near fine. Unrecorded. [OCLC locates no copies]. \$30.00

16. Chamberlin, S.E., H.J. Abbott, and F.M. Endlich. *Report on the Methods of Manufacturing Sugars in West India Islands and British Guiana*. Washington: Treasury Department/Government Printing Office, 1880. Octavo, 61 pages. First edition. An investigation into sugar plantations located in the West Indies and British Guiana that



#14

export to the United States, “particularly with reference to the degradation of the color of such sugars for the purpose of defrauding the customs revenue.” The report summarizes the various manufacturing processes at fifteen estates; with particular emphasis on soil components and techniques, machinery, and temperatures employed throughout the process. Various sugar samples are analyzed and rated according to the Dutch Sugar Color Standards passed by the U.S. Congress in 1861. Appended are testimonials from planters, certificated pan-boilers, managers, patent-holders, and merchants examining and explaining the character of the sugar. Also included is a supplemental report, further exploring the issue of artificial coloring. Gray wrappers with ink staining to front and back as well as some foxing. Title page has slight foxing, otherwise very good. Scarce. [OCLC locates five copies]. \$90.00

17. [Trade Catalogue - Mills & Presses]. The Higganum Manufacturing Corporation. *Illustrated Catalogue of Cider Mills, Wine Presses, Lard Presses, Wagon Jacks, &c.* Higganum, Conn.: Higganum Manufacturing Corporation, circa 1880. Small octavo, 12 pages. A handsome small trade catalogue illustrated throughout with steel engravings of cider mills, wine presses, a lard press and more. Some wear to pink paper wrappers, with steel engraved illustration on the front panel, otherwise very good. Scarce. [OCLC shows four listings for various years]. \$175.00



#17

18. Lebert, H. *A Treatise on Milk and Henri Nestle's Milk Food, For the Earliest Period of Infancy and in Later Years.* Vevey, Switzerland: Henri Nestle, 1881. Octavo, 32 pages. An early promotional booklet for Nestle's Milk Food (condensed milk). The author, "for a long time particularly interested in the physiological action and

medical application of milk" explains the chemical composition of milk and its importance to development, particularly during infancy. Since there are "difficulties of obtaining good fresh milk," and "disadvantages arising from wet-nurses," the author thus concludes the "advantages of the milk contained in Nestle's Milk Food". Gray wrappers flaking along edges; stamped and embossed "Franklin Institute Library" on cover and throughout, also stamped "Duplicate, College of Physicians, of Philadelphia" with additional numerical inscriptions along top edge and underlining



#19

on cover. Besides stamps, text clean. Good. Scarce. [OCLC locates two copies, at LOC and at Duke Medical Center Library]. \$350.

19. [Handbill - Meat Processing Equipment]. Davies, Richard J. and Chester D. Holmes. "Animal Slings Railway" and Refrigerators.

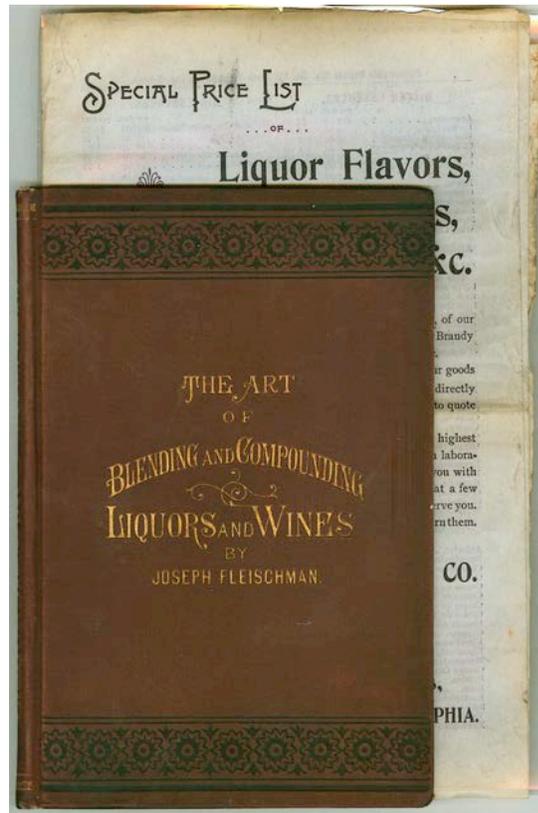
Boston/Cambridgeport: Chester D. Holmes/J.R. Drew, Printer, 1882. Handbill, 27.3 x 17.8 cm. Illustrated. Single-page handbill for Richard J Davie's "Animal Slingshot Railway," patented on July 18, 1882. These meat hangers are "strong" and "light" and come in three sizes. Chester D. Holmes is indicated as the agent for the patentee and uses the lower quarter of the page to advertise various refrigerators for which he lays no claim for patent. Slight edge-wear and age toning, otherwise very good. \$90.00

20. Fleischman, Joseph. *The Art of Blending And Compounding Liquors And Wines*. New York: Dick & Fitzgerald Publishers, 1885. Octavo, 68, [4 ads], pages. 1885 printing, but with a small rubber stamp to the title page indicating, "Revised Edition, 1897". There are, however, no changes to the text or the ads. In classic Dick & Fitzgerald style, the publisher has packaged the old as new. Contains detailed information on blending to create imitations of popular spirits, but also recipes for cordials, essences, and more. Includes, laid-in, two printed advertisements/price lists for Philadelphia Extract Mfg. Co, offering Liquor Flavors, Fruit Extracts etc., including one additive called "Body & Age" available for \$4 per gallon. A bit of foxing to preliminaries, some age-toning to some pages, otherwise very good, in publisher's black and gilt-stamped maroon cloth. Overall very good. [Noling, *Beverage Literature*, page 156]. \$750.00

"To the 'Dear Public' Whose Palates we Strive to Tickle..."

21. McMonagle & Rogers. *McMonagle & Rogers Select Cooking Recipes*. Middletown, NY: McMonagle & Rogers, [circa 1880s]. Small octavo in wrappers, 44 pages plus ads. Later printing. Promotional pamphlet for McMonagle & Rogers Premium Fruit Flavors featuring over 150 recipes interspersed with testimonials pronouncing McMonagle & Rogers the best in market.

Breads, cakes, candies, ices, pies, puddings, salads, and more are all featured in this booklet, with "the hope that it may prove acceptable in the homes of many time tried friends who have been using our flavors (with complete satisfaction) for years". Spine of printed yellow wrapper partially split, pages age toned, but otherwise near very good. Scarce. [OCLC locates just two copies]. \$45.00



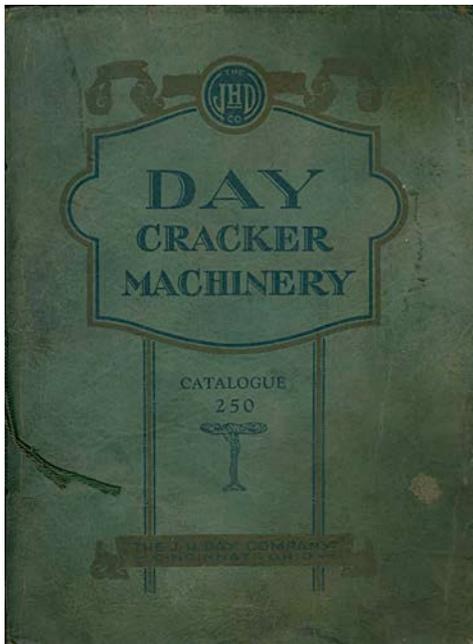
22. Murray Iron Works Co. *Choppers, Engines, Stuffers and Lard Presses*. Burlington, IA: Murray Iron Works Co., [circa 1880s]. Octavo in wrappers, 26 pages. Illustrated trade catalogue and price list for butcher machines manufactured by the Murray Iron Works Company, which includes hand- and power-choppers, sausage stuffers, and lard presses. Item descriptions include weight, price, and testimonials. Decorative wrappers, printed in red, black and yellow have slight

edgewear and one small abrasion, pencil marks to rear panel, otherwise very good. [OCLC locates three related, but not matching, items, at Delaware and Yale; Romaine locates one catalogue from Murray Iron Works, but not this one]. \$250.00

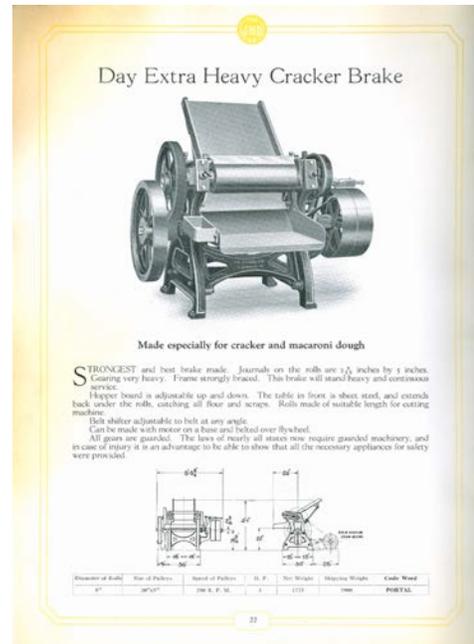
23. [Broadside - Wine Analysis]. Laboratoires Dujardin-Salleron. *Analizad vosotros mismos Vuestros Vinos, Vuestros Mostos, etc. [...] Metodos Oficiales de Analisis con los Instrumentos Enoloficos de Precision de Dujardin, sucr. de Salleron ... [caption title]*. [Paris]: Laboratoires Dujardin-Salleron, circa 1890. Broadside, 37.5 x 28 cm. Contemporary to Louis Pasteur, Jules Salleron established a Parisian company specializing in oenological precision instrumentation, developing an acetimeter followed by his renown ebullimeter (still used today). Joined in the 1880s by Jules Dujardin, the company grew and continues to operate today. This pictorial broadside illustrates their oenological analysis laboratory and promotes their business to a Spanish-speaking clientele. On heavy cream stock printed in red and blue. Original metal mounting bars affixed to top and bottom edges. Small bend and slight

creasing on lower edge with 3.5 cm tear along lower mount and 2 cm to the upper mount; some light wear and soiling, otherwise very good condition. \$450.00

24. [Trade Catalogue - Cracker Machinery]. J.H. Day Company. *Day Cracker Machinery, Catalogue 250*. Cincinnati: The J.H. Day Company, circa 1890. Octavo, 32 pages. Beautifully illustrated and designed catalogue of cracker machinery. Each page has a delicate yellow border with the company's logo serving as the keystone. The catalog features thirty-one items, each intricately rendered and accompanied by a diagram of machinery schematics. You will find all of your cracker production needs, from the Day Convertible Cracker Cutting Machine, Day Economy Round Post Cracker Machine, and Day Narrow Convertible Cracker Cutter to Cincinnati Wire-Cut Cake Machine, Day Three Spindle Mixer, Double Motion Icing and Marshmallow Beater, and Day Safety Brakes. Dark green wrappers, bound with a matching ribbon, is worn with creases and some discoloration. Title page has foxing, which occurs lightly throughout text. Some pencil annotations throughout. Otherwise a good or better



#24



#24

copy. Unrecorded. [OCLC locates no copies] \$180.00

25. Skuse, E. *Skuse's complete confectioner : a practical guide to the art of sugar boiling in all its branches : the manufacture of fondants, creams, chocolates ... every information about colours and flavours ... useful notes on machinery for every purpose.* London: W.J. Bush & Co., circa 1894. Octavo, [22], 187, [14] pages. Ads. Illustrated throughout in the text. The first edition of the work under this title if you take the author's preface at face value that this is "another book on the same lines", but the second edition, preceded by four printings, otherwise. Bitting states the first edition was 1878, and we assume she is talking about the earlier title. This commercial confectionery recipe book was the standard work on sugar manufacture for some decades. Illustrated throughout with images of confectioner's machinery and tools. More than thirty pages of ads offer all of the equipment and supplies a confectioner needs. A trifle musty, some very light soiling throughout, otherwise very good, in slightly edgeworn gilt and black stamped, brown cloth. With a price of "7/6" on the front board. Scarce. [OCLC locates just seven copies of all printings before 1900; Bitting page 437 (other printing); Cagle 994 (other printing)]. \$250.00

26. [Trade Catalogue - Stoves]. Nessi Oncle & Neveu, Constructeurs. *Fourneaux de Cuisine. 1908. 11, Rue Viète, Paris.* Paris: Nessi Oncle & Neveu, 1908. Quarto, [2]+27



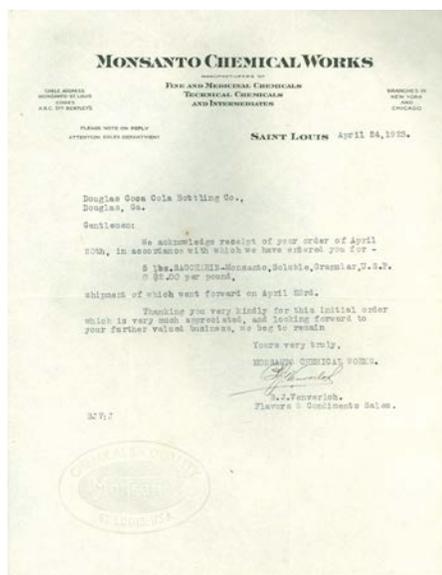
#26

mostly double-paged plates. A handsome trade catalogue from this Parisian stove manufacturer. According to the catalogue, the company installed stoves, rotisseries, and hot water service in apartments, chateaux, restaurants, hotel particuliers, and hospitals. The original wrappers are bound into gilt-stamped green cloth-

covered boards. One small tear to the spine cloth otherwise fine. Unrecorded. [OCLC locates no copies]. \$750.00

27. Empire Cream Separator Company. *Instructions for Setting Up and Operating Empire No. 1A Cream Separator.* Chicago|Bloomfield, IL: Empire Cream Separator Company, circa 1909. Octavo-sized, 19.8 x 13.8 cm, 32 pages. An indexed manual for a centrifugal device that separates milk

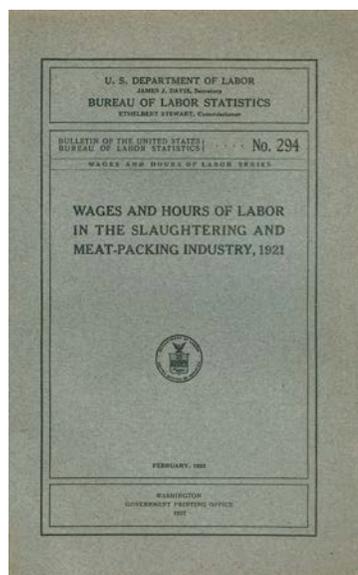
into cream and skimmed milk. Contains instructions for getting the machine out of the box, cleaning for the first run, and regulating the thickness of cream, as well as an "explanation of the adjustment of parts". Price list for parts includes milk cans, cleaning brushes, worm wheel and shaft, bearings, and screw drivers. Bound with red thread. The wrapper, which features an engraved image of the machine, has some spots and a lidemark that bleeds through the first eight pages. Beyond staining and some discoloration, in very good condition. Unrecorded. [OCLC locates no copies; Romaine locates no publications from this company]. \$30.00



#28

*Monsanto acknowledges sale of Saccharin to Coca-Cola*

28. Venverloh, B.J. and Monsanto Chemical Works. *Typed Letter, Signed*. Saint Louis: 1923. One-page TLS, 28.8 x 21.7 cm. A letter from the Flavors and Condiment Sales at Monsanto Chemical Works to the Gentlemen at Douglas Coca-Cola Bottle Company in Georgia. The note acknowledges the sale and shipment of five pounds of “SACCHARIN-Monsanto, Soluble, Granular, U.S.P.” Saccharin was discovered in 1879 and went into commercial production in Germany in 1900. Monsanto, founded in 1901, was the first American producer and the sweetener was the company’s first product. Though the letter dates to 1923 and indicates that this is an “initial order”, Coca-Cola had much earlier ties to Monsanto. As early as 1902, Coca-Cola was the chemical company’s chief customer. But the first sugar free drink did not appear on the market until 1952, the first diet soda from Coca Cola in 1963, and Diet Coke in 1982. Monsanto also introduced caffeine and vanillin to the soft drink company. On Monsanto Chemical Works letterhead with company watermark. Slight fold creases, else fine. \$350.00



#29

29. U.S. Department of Labor, Bureau of Labor Statistics. *Wages and Hours of Labor in the Slaughtering and Meat-Packing Industry, 1921*. Washington: Government Printing Office, 1922. Bulletin of the U.S. Bureau of Labor Statistics, no. 294. Octavo, 93 pages. First edition. Heavily statistical study of wages and work hours. Very good in printed wrappers. \$45.00

30. [Knapp, A.W.]. *The Cocoa and Chocolate Industry. The Tree, The Bean, The Beverage*. London: Sir Isaac Pitman & Sons, Ltd, (1923). Small octavo, xii + 147 +23 ads. Illustrated throughout. First edition. From the series, Common Commodities and Industries. An excellent little introduction to the cocoa and chocolate industry, from the biology of the tree itself, through harvesting, processing, markets, and finishing. Many of the photographic illustrations are of workers and equipment involved in the processing. One page at rear with a small crimp and very short tear, otherwise fine, in black printed, gray/green cloth. No dust jacket. Somewhat scarce in the first edition. \$65.00

31. McArthur, Wirth & Co. *McArthur, Wirth & Co., Butchers, Packers and Sausage Makers, Fixtures, Tools, Machinery, and Supplies. Sausage Casings, Spices, Refrigerators and All styles of Ice Boxes. Catalogue "A"*. Syracuse, NY: John Single Paper Company, 1900. Quarto, 81 pages + 3 page index. Illustrated throughout with steel engravings. A trade catalogue of tools and machinery, small and large for the butcher or sausage maker. From butchers' coats and booties to

also included, featuring Brecht products like garlic compound, casings, afro-carbonite, and saltpetre. The Brecht Company of St. Louis was established by Gustavus von Brecht in 1853; this imprint also lists affiliations in New York, Hamburg, and Buenos Aires. In yellow wrappers with staining and crease marks, there is light foxing throughout with rust marks to the final two pages and the staples are loose, but otherwise good. [OCLC locates five other Brecht works]. \$90.00



#33

slaughterhouse machinery, it's all in here. Printed wrappers over stapled text block. The wrappers are a bit age toned and brittle, but complete. Internally near very good except for a small damp stain to the bottom right corner of the text block. [OCLC locates seventeen copies; not in Romaine]. \$300.00

32. The Brecht Company. *The Brecht Sausage-Makers' Hand Book 1916*. St. Louis, MO: The Brecht Company, 1916. Octavo, 44 pages. A handbook for sausage makers that covers the subjects of slaughtering, curing, pickling, chopping, binding, mixing, seasoning, stuffing, smoking, cooking, coloring, as well as offering twenty-seven recipes. A partially illustrated price list is

33. [Photographs - Meat Processing]. Kern & Son, John. *Collection of Eight Mounted Photographs Depicting a Portland, Maine Sausage and Ham Factory*. Portland, Maine: circa 1933. Eight mounted photographs, each 12.5 x 18.5 cm, mounted on thick card, each 28 x 23 cm (except one, which is 17 x 23 cm). John Kern & Son of Portland, Maine, was a meat-packing, butchering, and sausage and ham-making factory founded in 1916 and, sometime in the late 1950s, purchased by their competitor Jordan's Meats. The photographs depict workers and equipment typical of an early twentieth century operation. In most photographs, a bearded figure in a dark suit presides, presumably the owner. In the cutting room, whole sides

are hung from the rail, waiting their turn to pass through the giant band saw; next come the cutting tables with smaller pieces, and younger workers with saws. Sausage making occurs on a wide table, and fresh sausages are hung on a large frame suspended from an overhead rail, presumably ready for smoking. Hams hang from wheeled carts, and the finished, labeled product is displayed in a clean room. Bones and fat are in barrels in another room, and a spotless office contains the only female employees pictured. One of the photos appears to have been taken much earlier and has a few pencil notes with names, and the ink stamp of the Union Photo Co., Boston Mass. The better dressed man in this photo is labeled “Father”, and from the looks of it, the man in this photo is the same as in the others, just at a younger age. Accompanying the eight photographs are sixteen pieces of one dollar scrip, produced by the the firm in March of 1933 in order to pay the employees during the National Bank Holidays declared by President Roosevelt. One piece of scrip, stamped “No. 1” has been framed, along with an explanatory newspaper clipping from the *Portland Evening Express*, dated March 6th, 1933. The photographs are in very good condition, with a bit of age toning, but no notable

soiling or wear. However, the thick card mounts are stained and have some edgewear, and a bit of curvature. \$600.00

34. [Trade Card - Sausage Machines]. *S. Nye & Co.'s Improved Patent Mincing Sausage and other Domestic Machines [...]* London: S. Nye & Co/Armitage & Ibbetson, Lithographers, circa 1890. 12.5 x 19.8 cm. Printed in red, black, green, and tan. Illustrated advertisement for the “inventors & introducers of labour-saving appliances”, S. Nye & Company. Appliances pictured include a coffee mill, wheat mill, knife cleaner, small mincer, and most prominently the mincing sausage machine. The reverse invites you to subscribe to their catalogue free of charge, wherever you are in the world. Slight crease and tiny edge stain, otherwise very good. \$90.00

“The House of Quality”

35. [Trade Catalogue - Butcher Supplies]. G.H. Jenkinson Company. *Catalog No. 23: Butchers' Cooling Rooms, Refrigerators, and Butchers' Supplies.* Sioux City, IA: G.H. Jenkinson Company, circa 1900s. Oblong folio in wrappers, 36 pages. Illustrated. Trade catalogue with a vast array of items for the butcher shop and home, manufactured by the G.H. Jenkinson



#34



#36

Company, including platform scales, meat slicers, lard presses, salt and pepper shakers, hotel linens, and candy maker supplies, among many other things. Over two hundred categories of items outlined in the index. Hole punch through upper left corner for hanging. Near fine condition in publisher's green and orange printed wrappers with brick red cloth spine. Rare. [OCLC locates just one copy, at Iowa State Historical Society; Jenkinson does not appear in Romaine]. \$400.00

36. [Trade Catalogue - Butcher Supplies]. Oppenheimer, S. & Co. *Sausage Casings and Butcher's Supplies*. New York & Chicago: Oppenheimer & Co., circa 1900. Quarto, 8 page index, + 240 pages. Illustrated throughout with hundreds of steel engravings. First edition. A handsome and thoroughly-illustrated trade catalogue, filled with small and large equipment for butchering and sausage making, including cleavers, saws, ham branders, butcher blocks, lard coolers, cutters, stuffers, choppers, etc. Small closed tear to the first few pages, otherwise, internally near fine, in very slightly edgeworn gilt-titled green cloth, with a small rivet for hanging. Rare. [Worldcat locates only one copy, at the Chicago History Museum]. \$750.00

"We would like to be your meat man"

37. G & W Packing Company. *G & W Packing Company Meat Buyers Guide*. [with TLS]. Chicago: G & W Packing Company, [undated]. Stapled, legal-size booklet, partially unpaginated [29 leaves] + 7 pages. Mimeograph-style buyers guide for Chicago meat purveyors, featuring a cover image of the gateway of the Union Stockyards. Includes a TLS from the company's president, the customer-is-always-right-statement, advertisements for "Cook-In-Bag Roast", and product list for beef, veal, lamb, pork, poultry, sausage, smoked meats, and entrees. In printed beige wrapper with minor edgewear, stain to front and slight warping, else very good. \$50.00

38. Swift & Co. *How Meat Moves to Market: From Open Range to Kitchen Range*. Swift & Co./Pictorial Media, Inc., 1966. 25.5 x 17.5 cm, 16 pages. Full-color illustrations. In this 1966 promotional comic book, young Bob Turner visits his Uncle Jim in Wyoming and learns all about how beef gets from the farm to the grocery store. Published as a "public service" by Swift & Co. The Swift meat packing company was founded in 1855 and it continues to operate today, though now a wholly owned

subsidiary of JBS, the Brazilian firm that is now the world's largest processor of fresh beef and pork. In full-color wrappers with some chipping and small tear to front cover, otherwise very good. [OCLC locates no copies]. \$20.00

39. Williams, A.E. *Potato Crisps : A Handbook for the Manufacturer and Others Interested in the Economical Production of Potato Crisps*. London: Food Trade Press Ltd., 1951. Octavo, 106 pages, plus advertisements. First edition. The author, with "thirty years of experience as a chemist in the food industries", outlines the process for producing potato chips: potato cultivation and storage, oils and fats, processing, and equipment. In orange-brown cloth with some rubbing and minor foxing, otherwise very good. \$60.00

## PACKAGE

*When food travels across the country or just home from market, it needs a package to make it easier to handle and to protect it from damage. And so another industry, of cans, jars, bags, and boxes, rose to meet those needs. Packaging can be as specific to the needs of a product and the user as the processing. Though most of the packaging itself is long gone, we've gathered a few examples here. Some of the companies selling the packaging also left behind evidence in the form of handbills, trade catalogues, and original artwork.*

*the publisher offers "Gift Fruit Boxes"*

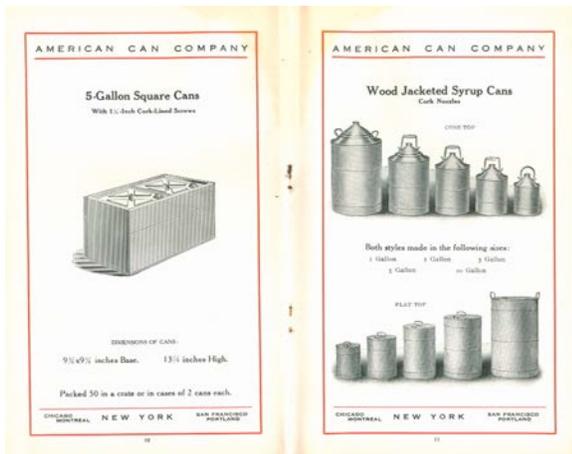
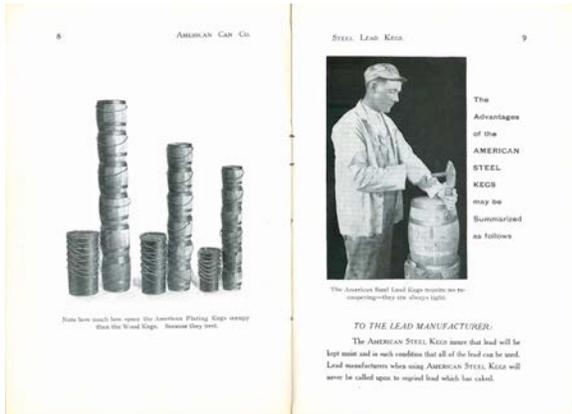
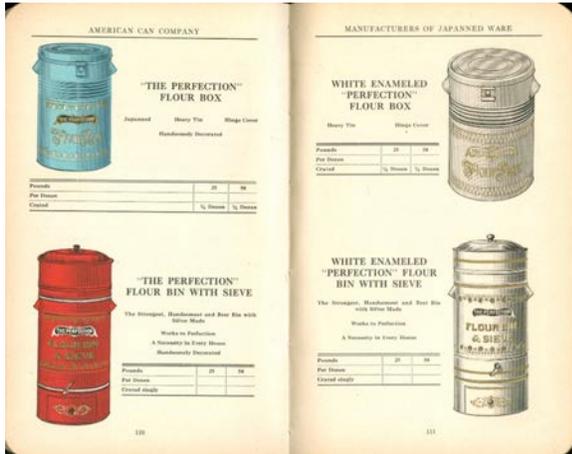
40. The author of "Ten Acres Enough" [Edmund Morris]. *How to Get a Farm, and*

*Where to Find One. Showing that homesteads may be had by those desirous of securing them : with the public law on the subject of free homes, and suggestions from practical farmers; together with numerous successful experiences of others, who, though beginning with little or nothing, have become the owners of ample farms*. New York: James Miller, 1864. Octavo, 345, [ads] pages. A guide to procuring inexpensive farmland during the Civil War. An early "back-to-the-land" treatise. In this work, Morris, author of *Ten Acres Enough*, an early farm manual encouraging a return to the land, looks at specific regions and states, laws, and financial strategies for obtaining a farm. Tipped-on to the front endpapers are two advertisements printed on yellow paper, including one for "Gift Fruit Boxes" which explains that the idea for cheap boxes for this purpose had been proposed in *Ten Acres Enough*. The Gift Fruit Boxes, sold by the book's publisher, are "strong and light" and can be shipped in flats and assembled by a child. Brown cloth slightly discolored, decorative blind stamp. Slight foxing throughout, with piece of top margin torn, pages 133-36. Generally very good. \$300.00

41. [Trade Catalogues - Tin Cans]. American Can Company/Erie Can Company. Thirteen Tin Can Company catalogues, featuring twelve American Can Company volumes and one Erie Can Company. Rome: circa 1908. Incorporated in 1901, the American Can Company was a member of the "Tin Can Trust" that controlled a large percentage of the tin market. In 1913 the U.S. Government sued the company on the grounds of monopoly. Each catalogue is illustrated and most include select full-color images. Including the Erie Can Company's, there are four general catalogues that cover a broad range of products; six catalogues are specific to syrup cans; and the remainder feature one specific type of product or another. Beautifully illustrated through all catalogues in a variety of styles. The collection is mostly uniform in size - 19 cm

x 12.5 cm - though page counts do vary from 11 to 155. Most contain an index. As a collection, mostly in very good condition. (a list of pieces follows). \$1500.00

all #41



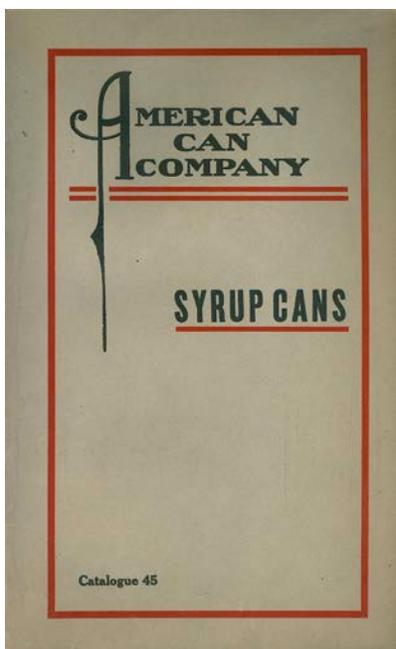
a. American Can Company. *American Steel Lead Kegs*. New York: American Can Company, circa 1908. 24 pages. Steel kegs for lead manufacturers and lead users; features product descriptions for five unique kegs and over 25 testimonials from consumers across the country. Illustrated cover. Cream wrappers with black/red text, bound with red ribbon and staple. Slight discoloration and creasing, otherwise very good.

b. *Tin, Galvanized and Japanned Ware; Catalogue No. 16*. No date. 147 pages plus index. Features Canco trademarked products, also manufactured by American Can Company. In total over 275 unique products featured. Gray wrappers with embossed type. Rounded edges. Slight bumping to spine, otherwise fine condition.

c. *Tin, Galvanized and Japanned Ware; Catalogue No. 17*. No date. 155 pages plus index, interleaved with graph paper. Very nearly same content as #16, but this edition is interleaved with graph paper presumably for consumers to mark their notes. Bound in black vinyl with gold print. Rounded edges. "E. Hoffman" printed on the cover. Edges of cover chipping, but text is in fine condition.

d. *Tin, Galvanized and Japanned Ware; Catalogue No. 18*. No date. 123 pages interleaved with graph paper. Same as #17, with variations in featured products. Bound in blue vinyl, cover has white paint stain and printed name is scratched out. Otherwise very good.

e. *Druggists' Tinware; Catalogue No. 21*. No date. 98 pages. Illustrated



#41

throughout with full-color images. Ninety-nine unique products for druggists: arnica salve boxes, cosmoline cans, insect powder guns, tooth powder boxes, herb cans, and more. Gray wrappers with green and gray text, company name embossed on front cover and monogram embossed on back.

- f. American Can Company. *Syrup Cans; Catalogue 40*. No date. 14 pages. Illustrated throughout. Lacks index. Memorandum regarding the “Chelco’ Metal Swing Seal” tipped in. In gray printed wrappers with some chipping to top edge of text.
- g. *Syrup Cans; Catalogue 41: South Atlantic Sales Office, Atlanta, Ga.* No date. 16 pages. Prices specific to South Atlantic Sales Office. In gray printed wrappers, back cover separated and with rusting to staples.
- h. American Can Company. *Syrup Cans; Catalogue 43*. No date. 15 pages. Illustrated throughout. Indexed catalogue of cans for  
syrups. Features twelve unique cans in variety of sizes and shapes. Light gray wrapper with red and black print. Interior text has some water staining.
- i. American Can Company. *Syrup Cans; Catalogue 45*. No date. 14 pages. Almost identical to #43 in form, condition, and content. Illustrations vary just slightly and this catalogue does not feature the “Chelco” Metal Swing Seal”, thus features just eleven products.
- j. *Syrup Cans; Catalogue 46: South Atlantic Sales Office, Atlanta, Ga.* No date. 11 pages.
- k. *Syrup Cans; Catalogue 47*. No date. 14 pages. Same as #45.
- l. *Seamless and Pieced Boxes, Hinged, Slip and Sliding Covers; Catalogue No. 56*. No date. 37 pages. Thirty-eight seamless and pieced boxes in oblong, square, and miscellaneous shapes with slip, hinge, or sliding covers. Also highlights location of manufacturer: Brooklyn, Richmond, Philadelphia, Boston, Chicago, St. Louis. Gray wrappers with green and black text, pencil marks on back cover; water stains throughout.
- m. Erie Can Company. *Illustrated Catalogue, Sheet Metal Specialties including Tea, Coffee and Spice Cabinets, Cans and Caddies and Sample Room Goods, Etc.* Chicago: Erie Can Company, no date. 27 pages. Features thirty-three unique products from painter’s pots and brush safes to display cabinets and coffee caddies. In cream wrappers with some discoloration and slight edge chipping. Text slightly discolored by staple binding.

42. [Broadside - Corks]. Truslow & Nostrand. *Corks*. New York: Truslow & Nostrand, circa 1867. Half-fold advertisement, 26.7 x 21.6 cm. Marketing a “large and full assortment of all descriptions of corks in large or small quantities” on the front, on the inside fold is a copied letter informing customers of the consolidation of Sparkman Truslow & Co. into the Truslow & Nostrand Co. Fold-marks and three-hole punches through edge, otherwise very good. \$90.00

43. [Trade Catalogue - Corks]. A. Johnson Machine Works. *Johnson Machinery: Machines for Manufacturing Crown Corks, Screw Caps, Regular Bottle Corks and Cork Discs, also Crowning Machines*. Brooklyn: A. Johnson Machine Works, circa 1910. Octavo, 68 pages. Illustrations throughout. Trade catalog featuring machines for manufacturing of crown corks, crowning machines, machines for manufacturing of corks and cork discs, machines for screw caps, and special machines which include a friction capping machine, automatic rotary cap spinning machine, single head cap spinning machine, and an automatic rotary screw cap capping machine. Each item includes

detailed rendering, as well as description, mechanical and output details. In brown wrappers secured with brads, quite bruised and worn. Text edges worn, with slight foxing throughout. Title page marked up, company address lined-out and amended in pen, also with pencil marks. Otherwise near very good. [OCLC locates just one copy, at the Smithsonian]. \$150.00

44. F.H. Melville, Paper Warehouse. *“Crown” Satchel-Bottom and Old Style Paper Bags...* New York: F.H. Melville, circa 1880s. Tri-fold pamphlet, 14 x 24 cm. Illustrated. Promotional brochure for a New York paper warehouse, with products that serve grocers and general stores. Features descriptions and prices for available items, including satchel-bottom and old-style paper bags, flour sacks, twines, paper, butter dishes, spring brass tea, coffee and spice scoops, and more. Fine. \$90.00

*Economy! Labor Saving. Utility! Ornamental*

45. [Broadside - Bags]. *The “Perfection” Paper Bag, Wrapping Paper, and Twine Holder*. New York: F.H. Melville, Commission Merchant, circa 1883.

F. H. MELVILLE,  
**Paper Warehouse,**  
 (Representing Manufacturers only)  
 No. 43 Harrison Street,  
 Bet. Washington & West Sts., NEW YORK.

**“CROWN”**  
**Satchel-Bottom and Old Style**  
**PAPER BAGS.**  
 FLOUR SACKS,  
 TWINES, PAPER,  
 BUTTER DISHES

**Mack's Paper Bag and Twine Holder.**

Broom Rack, Black Board and  
 Revolving Sign (combined.)

Spring Brass Tea, Coffee and Spice Scoops.

HOWE'S  
**Challenge Sample Mail Envelope.**  
 &c., &c.

#45

**THE “PERFECTION”**  
**Paper Bag, Wrapping Paper, and Twine Holder.**

**ECONOMY!**  
**LABOR-SAVING**



**ORNAMENTAL**  
**UTILITY!**

Patented Jan. 23, 1883.

**Perfection Paper Bag, Wrapping Paper, & Twine Holder**  
 Which has been a long and most successful success. THE LATEST IMPROVEMENT. CONSTRUCTION. DRUGGISTS, GROCERS, BOOT AND SHOE MERCHANTS, and in fact all merchants who wrap their merchandise in paper and paper bags.

It is an invention of inimitable quality and value as an economizer of Time, Money, and Labor. No more Paper Bags or Wrapping Paper need be tramped upon and destroyed. Every bag or sheet of paper can be saved, kept clean, and utilized.

Valuable counter-claim, generally accepted by bag, wrapping paper, and twine makers, is distinctly made. In this holder, like up but very little counter-claim, and is desirable as well as highly ornamental and will be a fixture as they are made entirely of iron, hand-made, Nickel-plated or japanned. Will hold from four to a dozen paper bags or wrapping papers of all sizes, each of which can be removed pulled down without disturbing any of the others, and the holder is always ready at hand when and where it is most needed. The wheels holding the bags or paper receive and can be adjusted to any desired height. Each wheel can be applied with two or more revolving wheels, containing steel pointed wire rods upon which the paper bags or wrapping papers are strung, are then revolved and freely turned with screw-ropes, which hold the suspended papers in perfect safety.

Dimensions.—Height of stand from base to top of wire holder, four feet six inches. Diameter of revolving wheel, 24 inches, containing the steel wire of 14 inches in length each, making a total of 24 inches of stringing space.

**DIRECTIONS FOR FILLING THE BAGS.**

By turning the set-screw in the Caller (under the wheel) it will loosen the same from the upright, and allow the adjustment of the wheel to any desired height.

To string on the Paper Bags or Wrapping Paper, turn the screw-ropes on the ends of the spokes slightly to the left, fill out the wire pins, string on the bags or wrapping paper, then replace fast, the pointed end of the wire pin into the hole in the side of the spoke, and the bent end of the wire pin passes into the hole on the top of the adjacent spoke, turn the screw-ropes on the end of the spoke to the right, which then presses tightly against the wire and secures them from dislodging.

The object is to have the Bags above the heads of these holders or in front of the counter, and set any bag or Wrapping paper on to be written any mark of the hand, without revolving the wheel, and to occupy as little counter-space as possible.

**FOR SALE BY**  
**F. H. MELVILLE**  
**Commission Merchant**  
 No. 43 Harrison Street,  
 NEW YORK.

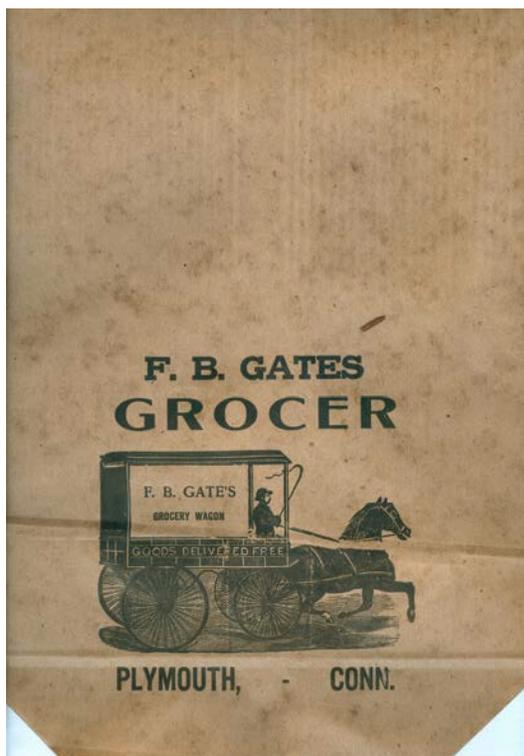
#44

Broadside, 29.8 x 21.5 cm. Illustrated advertisement for the “Perfection” paper bag, wrapping paper, and twine holder. Includes description, dimensions, and directions. Stamped with the name and location of “F.H. Melville, Commission Merchant” the purveyor of the holder. Fold creases and small spot of discoloration, otherwise fine. [OCLC locates no copies]. \$150.00

46. [Bag - Grocery]. F.B. Gates Grocer. *[F.B. Gates' Paper Grocery Bag]*. Plymouth, CT: F.B. Gates Grocer, [undated]. Unused flat-bottom paper grocery bag, 36.8 x 25 cm. With illustration of F.B. Gates's horse drawn grocery wagon. Top of bag stamped with “Union 8 Buckskin” Slight foxing throughout, otherwise very good. \$40.00

47. [Box - Popcorn]. Holcomb & Hoke Manufacturing Co. *Butter-Kist Popcorn*. Indianapolis: Holcomb & Hoke Manufacturing Co., circa 1914. 26.5 x 16.7 cm, flat box. Yellow, blue, and red printed original popcorn container with circus illustrations and featuring imagery of the Butter-Kist Pop Corn Popper Machine. Box flaps include recipes for Butter-Kist Breakfast Food, Pop Corn Balls, and Dainties, as well as information about Holcomb & Hoke's trademarks. Unused and in it's original folded form. Some edgewear and rubbing, small chip out of upper flap, otherwise very good. \$20.00

#46



*original art for toothpick boxes*

48. [Boxes - Toothpicks]. Jewett Bros & Jewett and Holt Brothers Print Shop. *Original Art and Order Forms for Toothpick Boxes*. Dixfield, ME and Sioux Falls, SD: Jewett Bros & Jewett and Holt Brothers Print Shop, 1917-1918. Seven items in various sizes. This collection contains two renderings on tissue paper, a box template with handwritten notes, three order forms, and a note with cost calculations, all regarding the design and production of High Grade Brand toothpick boxes for Jewett Bros & Jewett of Sioux Falls, South Dakota. The artwork and order forms were submitted to the Holt Brothers Print Shop in Dixfield, Maine. Some discoloration and minor edgewear to tissue, otherwise very good. \$150.00

49. [Box - Toothpicks]. “Our Bond Tooth Picks”. N.p.: circa 1918. 21 x 19.5 cm, flat box template. White board with blue ink. A box for “Our Bond” brand toothpicks who guarantee that theirs are made from “Selected State of Maine White Birch” and are “packed under most sanitary conditions”. Slight rubbing, otherwise very good. \$20.00

50. [Box - Toothpicks]. “The Hygeia Tooth Pick”. Manufactured for R.L. Stratton & Co., Wholesale Grocers, Staunton, Va. N.p., circa 1918. Flat box template. 21 x 19.5 cm. White board with blue, red, and gold ink. A box for “Hygeia” Brand toothpicks that boast “two flat polished points” and are “strictly high grade”.

#51



Slight rubbing and creasing, otherwise near very good. \$20.00

51. [Box - Ice Cream & Confection]. *Philadelphia Confectionery and Boston Ice Cream*. Great Falls, NH: Philadelphia Confectionery and Boston Ice Cream/Miller & Best, [circa 1890]. Unused, folded, confection box, 14.2 x 24 cm. Illustrated box with ribbon handle to carry candies and other sweets. With engraved illustration and text on each of four sides. Slight foxing and minor discoloration to ribbon, otherwise very good. \$60.00

52. [Box - Butter]. R.H. Ranney. *Fancy Print Butter*. Putney, VT: R.H. Ranney, [undated]. Flat box, 25 x 15.2 cm. Original folded printed container for Vermont butter. Slight closed tears to flaps, otherwise very good. \$20.00

## MARKET

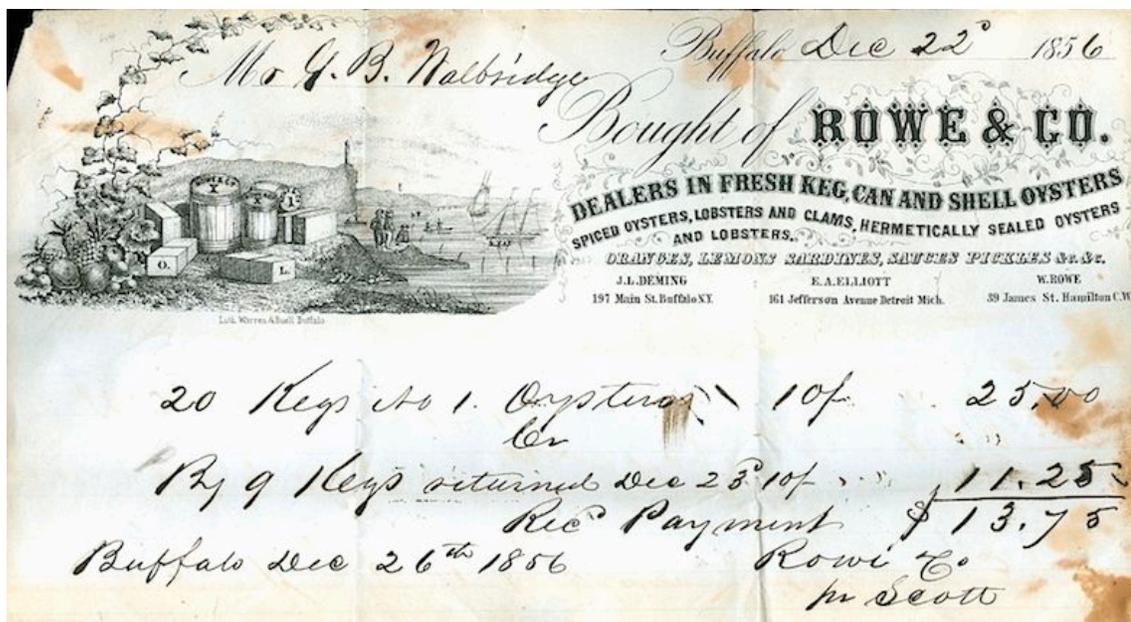
'Market' - a noun; a central place where truck farmers, food vendors, chefs, and the public gather to trade in foodstuffs. Selling in a small farmers' market is a remarkably direct transaction; the buyer examines the product and determines quality for herself. 'Market' - another noun; a mechanism for trading commodities soft and hard, including foodstuffs.

Selling agricultural products over a distance leads to regulation to help assure quality and consistency. Both types of markets are millennia old.

53. Ming, A[lexander]. *Ming's New-York Price-Current, Saturday, August 20, 1808, No. 704*. New York: A. Ming, 1808. 28 x 22 cm, bi-fold. Early 19th century American price current publication that also includes the average price of stocks, course of exchange, premiums of insurance on American vessels, stocks in Philadelphia and Baltimore, and general updates on Naval and Commercial vessels. The price-current newspaper is a tradition that dates to the late 16th century in both the Netherlands and England. Alexander Ming published other periodicals including *Weekly Visitor* and *Ladies' Miscellany*. Edgewear and some staining, small hole through entire periodical, otherwise very good. \$300.00

54. *London Mercantile Price-Current, No. 735. West India and Spanish Main Produce*. London: N.S. Price, 1826. Quarter-fold circular, 31.75 x 25 cm. Paginated 268-272. A single issue of this necessary economic

#53



#55

periodical itemizing London's imports and exports. Import information includes tables featuring a list of produce (divided regionally), with prices, customs duty, and drawback. Additional information regarding stocks, exchanges, and public sales included. Regions highlighted are the West-Indies, East-India, continental Northern Europe, Mediterranean Europe, North American, South American, Baltic. Includes an inclusive list of London's exports from August 12-18, 1826. The periodical ran until 1864. Red "Four Pence" stamp imprint on first page. Some edge-wear and fold-marks, otherwise very good. \$150.00

55. [Billhead - Oyster Supplier]. Rowe & Co. Rowe & Co. Buffalo, NY: Rowe & Co., 1856. Illustrated billhead, 12 x 21.5 cm. For Rowe & Co., "dealers in fresh keg, can and shell oysters, spiced oysters, lobsters and clams, hermetically sealed oysters, oranges, lemons, sardines, sauces, pickles, &c.&c." Bill is for G[eorge] B. Walbridge, of the wholesale grocery trade, for 20 kegs of oysters. Some staining, otherwise very good. \$90.00

56. [Billhead - Wholesale Grocer]. Storer & Cutler. Portland, ME: Storer & Cutler,

1861. Printed billhead, 23 x 21 cm, for Storer & Cutler, "importers and wholesale dealers in dry goods, manufacturers and jobbers of clothing and furnishing goods." Handwritten bill for a William Sawyer. Some creases and annotations to verso, otherwise very good. \$20.00

57. [Broadside - Livestock Shipper]. Houston, J.J., H.E. Sargent, and H.H. Porter. *Notice to Shippers of Live Stock. On and after Friday next, June 6th, 1862.* Chicago: 1862. Broadside, 25.4 x 20.3 cm. Notice to shippers of an increase of rates for livestock traveling east from Chicago. Rates outlined for destinations of Detroit or Toledo, Buffalo or Suspension Bridge, Pittsburg, and Lake Erie, Buffalo or Dunkirk. On the verso of the broadside are calculations in pencil that include "Dunkirk". Small tear and fold-marks, otherwise very good condition. \$150.00

58. [Markets - Hogs]. Stahlnecker & Dorman. *Two one-page typed letters on the state of the Hog Markets 1865, 1866.* Two one-page TLs, 23.5 x 18.25 each. Letters dated December 12, 1865 and January 17, 1866. Each describe the "unsettled" hog market and increases in prices for "Best Quality", "Fair to Good", "Common & Mast

Fed”, and “Western Dressed” grade hogs. Stahlnecker & Dorman were commission dealers in live and dressed hogs based in New York. Both letters feature fold creases and ink smudges, and the 1866 letter includes a small illustration of pigs. \$60.00

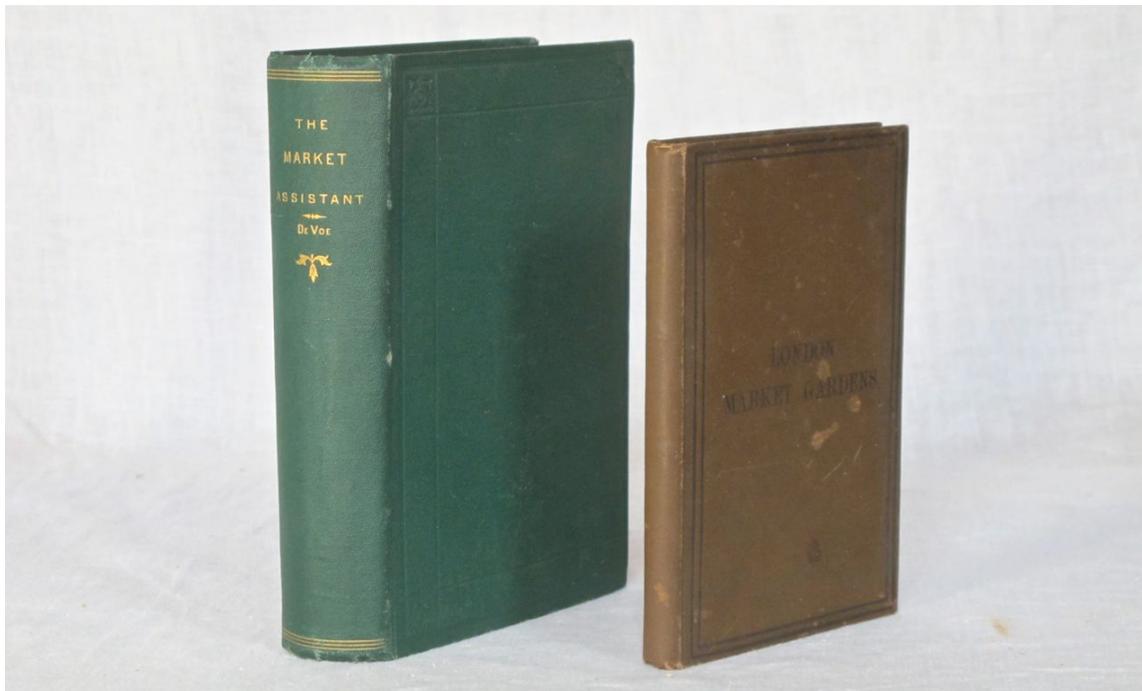
*the great work on 19<sup>th</sup> C. American markets*

59. De Voe, Thomas F. *The Market Assistant, containing a brief description of every article of human food sold in the public markets of the cities of New York, Boston, Philadelphia, and Brooklyn; including the various domestic and wild animals, poultry, game, fish, vegetables, fruits, &c., &c. with many curious incidents and anecdotes.* New York: Hurd & Houghton, 1867. Thick octavo, 455 pages + 15 ads. Illustrated. First edition, second printing. Thomas F. De Voe, was a butcher at Jefferson Market in New York's Greenwich Village, and he is depicted at work as such in the handsome frontispiece to the book. De Voe was working as a city butcher at just the moment when improvements in transportation brought increasing abundance to New York's open air food

markets. Food historian Anne Vileisis, in her book *Kitchen Literacy*, calls De Voe “no ordinary butcher. He might more aptly be described as an epicure naturalist, and it is this naturalist inclination that makes him so fascinating.” One small nick where a page was carelessly opened, otherwise a fine copy in publisher's blind-ruled and gilt-lettered green cloth. \$900.00

60. Austin, Nichols & Co. *Austin, Nichols & Co. Trade Circular & Price List, New York, April 11, 1879.* New York: Austin, Nichols & Company, 1879. Small quarto in wrappers, 21 pages. Importers and dealers in teas, staple and fancy groceries, Austin, Nichols, & Company issued this trade circular highlighting goods available in their New York location. From cabinets, cigarettes, and soap, to olive oil, rock candy and French capers, it lists a wide variety of items along with illustrated advertisements for specific brands. Fold-creases and some edge-wear, otherwise very good. [OCLC locates no copies]. \$200.00

#s 59, 63



“As there has been a large advance in the  
Coffee market...”

61. [Tea]. Clark & Balch: Importers and Jobbers of Teas. *One page ALS.* 1879. One page ALS, 21.1 x 13.65 cm. Clark & Balch, New York-based purveyors of teas, implore Mr. C.C. Palmer to increase “the cost of all the grades of Coffee [...] 2 cents per pound” due to a large advance in the coffee market. Slight fold tear on one side of the letter, otherwise very good. \$25.00

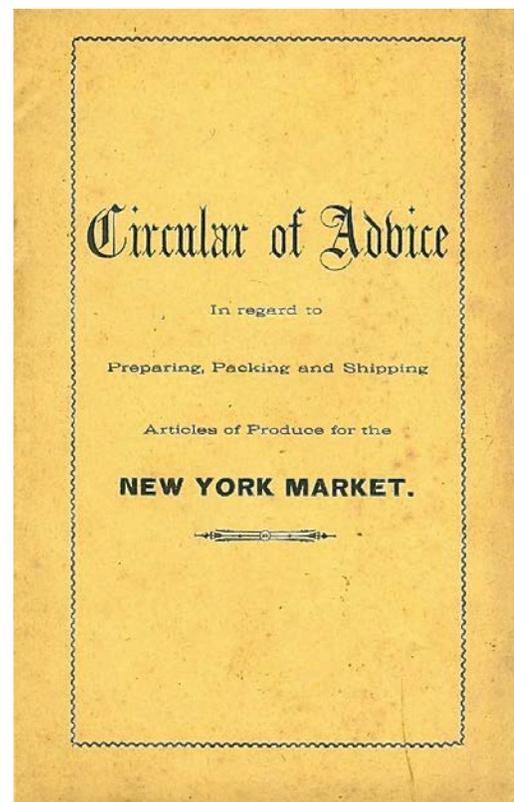
62. National Distillers’ and Spirit Dealers’ Association. *Proceedings of the National Distillers’ and Spirit Dealers’ Association of the United States held at Cincinnati, Ohio, January 21st and 22d, 1880. Together with the Revised and Amended Constitution and By-Laws, Address to the Trade.* Chicago: National Distillers’ and Spirit Dealers’ Association/Pitkin & Cruver, 1880. Octavo in wrappers, 72 pages. Booklet includes the full proceedings of the meeting held at Cincinnati on Jan. 21st and 22<sup>nd</sup>, 1880, with an introduction, “To the Trade” written by the Association’s Secretary, D.G. Rush of Chicago. Proceedings include the roll, and a verbatim transcription of proceedings. Issues raised include reduction of distiller’s running-bonds, abolition of warehouse bonds, and resolutions regarding whiskey brought before Congress, among other topics. Addenda includes the report of sub-committees. Tidemark and edge-tears to the printed tan wrappers, otherwise near very good. [OCLC locates no copies]. \$150.00

63. Shaw, C.W. *London Market Gardens, or Flowers, Fruits and Vegetables as Grown for Market.* London: “Garden” Office, circa 1880. Small octavo, 226 pages. Second edition, the first with an index. An interesting survey of the flowers, fruits and vegetables in the London markets and of the suppliers and their operations. Some pages age-toned, otherwise very good, in original black ruled and titled brown cloth

with a bit of water spotting to the front and back boards. \$120.00

*The first United States Food Exposition*

64. Food Manufacturers’ Association. *Official Catalogue. United States Food Exposition, in Commemoration of the Discovery of America. At Madison Square Garden, New York, October 1st to 27th, 1892.* New York: Food Manufacturers’ Association, 1892. Octavo, 64 pages. The program for the proceedings of the first United States Food Exposition. Four hundred years after the “Discovery of America”, the national exhibition sought to demonstrate “the fact that this is the greatest food-producing country in the world.” With over one hundred exhibitors of manufactured food products, a Dairy Department, *Lectures on Cooking* by Miss Maria Parloa, Cafe, Ladies’ Restaurant and Parlor, and more. Sepia-toned wrapper detached from stapled text, with minor tears and some discoloration. Minimal waterstains throughout text, otherwise very good. \$150.00

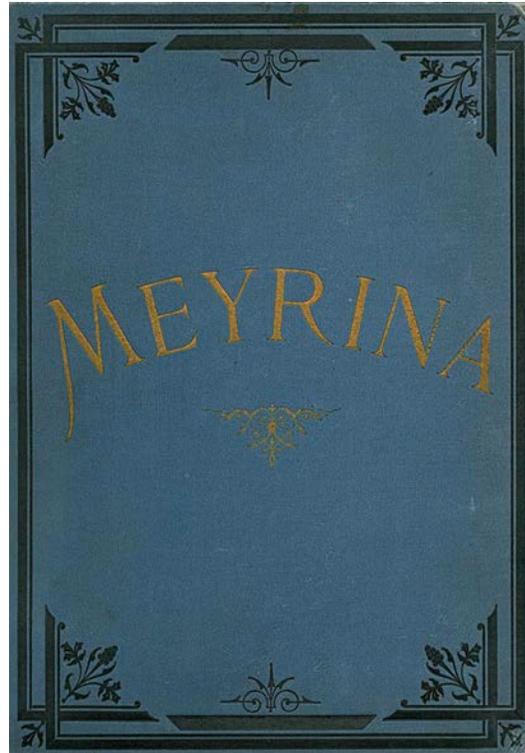


65. [New York Market]. *Circular of Advice, In regard to Preparing, Packing and Shipping Articles of Produce for the New York Market*. New York: New York Market, circa 1890s. Small octavo, 32 pages. A practical handbook for the proper shipment of goods including produce, meats, and poultry for sale at the New York Market. Advice includes regulations regarding marking and shipping of packages; shipping in ice; methods of killing poultry; selection of spring lambs; customary care for hops and honey; and uniform selection of apples and pears, among other items and rules. The apple section is crossed out. In yellow, titled wrappers with slight age wear, otherwise very good. [OCLC locates no copies. \$100.00

*a Prime Minister's copy*

66. Meyer, Ernest, editor. *Meyrina Revue Economique Universelle Annuelle. Guide, Catalogue et Repertoire General des Denrees Coloniales, Epicure Fine, Conserves Alimentaires, Vins Fins, Liqueurs, Droguerie, Produits Chimiques et Techniques, Coleurs et Vernis, Parfumerie, Specialites Pharmaceutiques, Eaux Minerales, etc.* Geneva: Administrations et Redaction, [1893]. Quarto, 207 pages plus index and errata. Illustrated advertisements throughout. Numbered "17" on front pastedown, and presumably one of a small number of presentation copies. A scarce Swiss economic review of food, wine, liquor, medicinal products, and fragrances world-wide. Original gilt- and black-stamped blue cloth has some bumping, endpapers include some marks from prior booksellers, but otherwise in very good condition. Rare. *Inscribed at length on the half-title by Meyer to the British Prime Minister and bibliophile, William Ewart Gladstone*. Rare. [OCLC locates one copy only, at the Bibliotheque Geneve]. \$500.00

67. [Billhead - Fruit and Produce Wholesaler]. C. Wilkinson's Sons. *C. Wilkinson's Sons. Commission Merchants, Fruits and Produce*. Philadelphia: C.

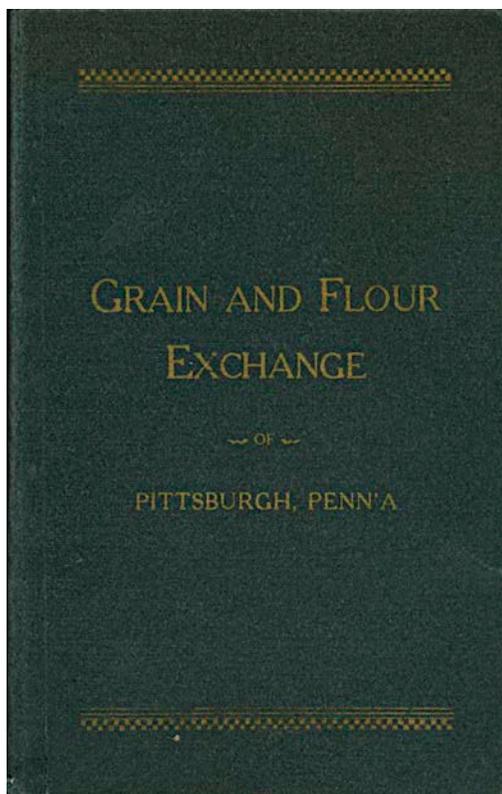


#66

Wilkinson's Sons, 1904. Billhead, 15.5 x 22 cm. Printed in red and black, for C. Wilkinson's Sons, "commission merchants, fruits, and produce" with cranberries as their specialty. Addressed to C.E. Cowen of Marion, billed for "45 Be CB". Slight creasing, else fine. \$20.00

68. Grain & Flour Exchange of Pittsburgh. *Charter Constitution and By-Laws of the Grain and Flour Exchange of Pittsburgh with Rules and Regulations. Revised and Corrected, 1910*. Pittsburgh: Shaw Brothers, Printers, 1910. Stapled booklet, 15 x 19.5 cm, 49 pages. In gold-printed gray wrappers with very minor rubbing and small chip to spine, slight rusting to staples, otherwise very good. Unrecorded. [OCLC locates no copies]. \$90.00

69. International Institute of Agriculture. *Steadying the world's price of the staples. An international commerce commission on ocean freight rates*. Rome: International Institute of Agriculture, 1915. Octavo, 24 pages. First edition. United States.; 63d Cong., 3d sess.,



#68

1914-1915. Some light edgewear to printed wrappers, otherwise very good. \$75.00

70. Annin, R. Edwards Jr. *Public Markets in Massachusetts. Circular No. 84. Commonwealth of Massachusetts, State Board of Agriculture.* Boston: Wright & Potter, 1918. 9"x6" stapled pamphlet, 23 pages. Illustrated with three halftone plates of outdoor farmers' markets in Holyoke & Lowell. Some very light rubbing and edgewear to the stapled wrappers, otherwise very good. \$60.00

71. Waugh, Frederick V. *Quality as a Determinant of Vegetable Prices: A Statistical Study of Quality Factors Influencing Vegetable Prices in the Boston Wholesale Market.* New York: Columbia University Press, 1929. Octavo, 154 pages. First edition. Study by Frederick V. Waugh, Senior Agricultural Economist of the United States Bureau of Agricultural Economics, on the factors effecting change in vegetable prices. Analysis of asparagus, tomato, and cucumber, specifically. Lacking issued dust

jacket. In blue cloth with slight rubbing to cap and small stain to back cover, otherwise very good. \$60.00.

72. Monroe, Day and Lenore Monroe Stratton. *Food Buying and Our Markets.* Boston: M. Barrows & Company, 1931. Octavo, vi + 324 pages. Later printing. Instructional text by former cookery instructor at Columbia University and the former editor of the Woman's Department at the *Topeka Daily Capital* on the economics of food buying. In red cloth with some bumping to edges, otherwise very good. Former owner has inscribed end pages, front and back. \$20.00.

73. Crocheron, B.H. and W.J. Norton. *Fruit Markets in Eastern Asia.* Berkeley, CA: University of California Printing Office, 1930. Octavo, 366 pages. First edition. Photographs and charts illustrate throughout. A University of California, College of Agriculture, Agricultural Experiment Station Report regarding the prospect of Eastern Asia as a viable market for U.S. grown fruits. Following World War I, prices for domestic agricultural commodities plummeted. This report investigates possible alternative markets in Japan, Korea, China, Phillipines, French Indo-China, Siam, British Malaya, Dutch East Indies, Burma, India, and Ceylon. Laid-in is a fourteen page brochure, *Fruit Markets in Eastern Asia: A Joint Investigation by the United States Department of Commerce and the University of California*, that excerpts sections of the book. Wrappers chipped with inscription to front cover, otherwise very good. \$100.00

## ADVERTISE

*The advertising of food has left behind a rich and often beautiful paper trail. Labels, broadsides and handbills, posters, original artwork,*



sales catalogues, and promotional booklets all provide detailed evidence for the study of the development of food culture, and shed light on the development of printing, advertising, and design history. In some cases, the ephemera address trademark laws, revealing battles over faked products, or the labels themselves are used to differentiate their products from those of defrauding competitors.

74. [Fraud Label Warning Tobacco]. W.D. & H.O. Wills. *Fraud! Counterfeit Label. Genuine Label. Caution [...]*. Bristol: W.D. & H.O. Wills, circa 1880. 21.4 x 13.3 cm. An announcement from tobacco purveyors W.D. & H.O. Wills that warns against fraudulent product and promotes identification of such based on labels. Small stain and minor glue marks where edge was tipped-in, otherwise very good. \$150.00

*"A trial will prove it entirely superior to all other brands"*

75. [Label - Tiger Brand Lard]. Chamberlain, Roe & Co. [*Diamond-shaped Lard Label*]. New York: Chamberlain, Roe & Co., circa 1890. 16 x 27 cm label. Printed in red and black. A diamond shaped label for 19th century New York Lard Refiners and Provision Dealers, Chamberlain, Roe & Co. Leaf lard is the highest grade of lard, prepared here "expressly for family use", leaf lard has minimal pork flavor and is ideal for its use in baked goods. Fine. \$90.00

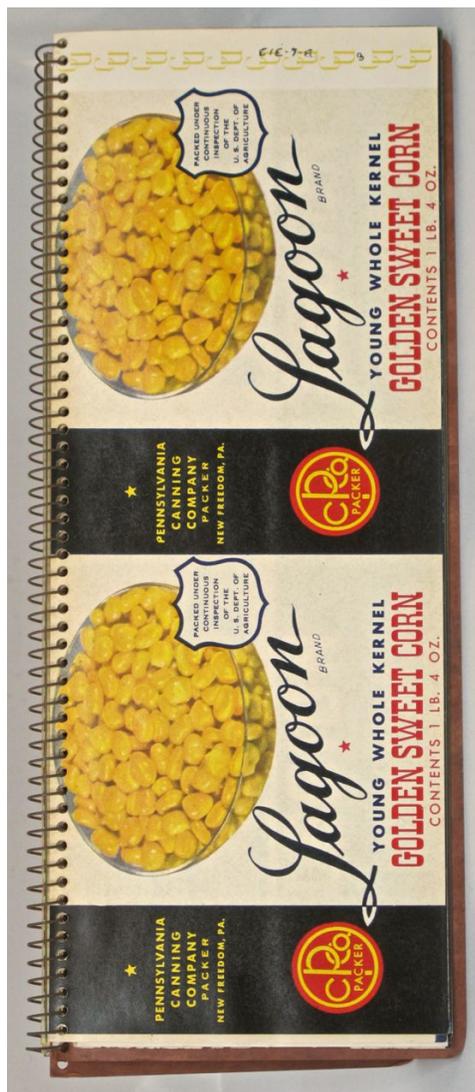
76. [Handbill - Fish Packing]. Crangle & Co. *New Pack Salt Fish. 1891. Cleveland, O. January 12, 1891*. Cleveland, Oh.: Crangle & Co., 1891. Typed letter, 23 x 15.4 cm. Printed in red and blue, and illustrated with an image of a bass. A solicitation letter describing the wares of fresh and salt water fish catchers and wholesale dealers, Crangle & Co., a company based in Cleveland, Ohio,. Includes dates for Lent, an attempt to further encourage the patronage of fish purveyors. Fold creases otherwise fine. \$75.00

77. [Advertising Hand-fan]. Geo[rge] W. Smith & Son, Manufacturing Bakers and Confectioners. [Advertising Hand-fan]. Pawtucket, RI: Eastern Advertising Co., Mfrs., [undated, after 1892]. Hand-fan, 29 x 20.5 cm. Illustrated. A functional advertising piece promoting the George W. Smith & Son Confectionery and Cracker Company. Established in Hanover, New Hampshire in 1815 and relocated to White River Junction, Vermont in 1871, the company was renowned for their “Hanover” crackers and large confectionery business. The paper fan, illustrated in black and white with a pastoral scene of cows on one side, shares abbreviated information about the company on the recto. Some mild edgewear and staining, shaped wooden handle with minor marks, otherwise very good. \$50.00

78. [Hecker & Brother]. *Buckwheat Cakes can be almost instantaneously made from Heckers’ Self-Raising Buckwheat [...]* Boston, MA: Hecker & Brother, circa 1895. Broadsheet, 27 x 15.4 cm. Advertisement for Heckers’ self-raising buckwheat: just add water or milk for instant buckwheat cakes. “Perfectly Healthful [for] dyspeptics and persons who cannot eat Buckwheat Cakes made by the old process with yeast”. Features a replica of label printed in black and purple, though text warns “be sure you get a package with a

red label, printed with black ink.” Several light stains, otherwise very good. \$75.00

79. [Sample Book - Labels]. Charles G. Summers Jr., Inc. *Charles G. Summers Jr., Inc. New Freedom, PA. Label Book.* New Freedom, PA: Charles G. Summers Jr., Inc., [undated]. 4.5 x 11.5 cm, unpaginated [59 leaves]. 57 full-color chromolithograph labels for canned vegetable. A family business founded in 1865, the Summers Canning Company packed a variety of brands, included here are Superfine, Legion, Lagoon, Mountain, and Summit Grove Brand peas, carrots, corn, potatoes, tomatoes and more. The company was sold to Hanover Foods in 1984 and the Superfine Brand is still available. Spiral bound with brown boards, a bit of rust to the spiral binding and slightest foxing to few labels, otherwise very good. [OCLC locates no copies]. \$225.00



#79

80. Postum Cereal Co., Limited. *Postum Cereal.* Battle Creek, Mich.: Postum Cereal Co., circa 1906. Booklet, 21.4 x 35.2 cm, one sheet folded. Illustrated double parallel-fold brochure promoting the Postum Cereal beverage, a coffee substitute. A compound made of wheat and a small portion of New Orleans molasses. “Postum contains none of the injurious elements found in coffee [and] all of the wholesome elements found in wheat”. Slight edge wear, otherwise fine condition. \$40.00



#82

81. [Advertising Poster]. J.S. Hoffman Company. *Hoffman's Appetite Satisfiers [...]* Chicago & New York: J.S. Hoffman Company, circa 1910. Broadside, 33 x 25.2 cm. Illustrated promotional poster for J.S. Hoffman Company, or Hofco, an importer of European and domestic cheeses and meats. Interestingly, Hofco employed J.D. Salinger's father, Sol Salinger, in the early 20th century. Richly printed on glossy board, with text and various details embossed, and a varnish finish. Pasted to larger piece of board, otherwise very good. \$300.00

82. [Sample Album Labels]. Fabrica Ancora. [*Portuguese Alcohol Label Sample Book*]. Lisboa: circa 1910. Folio. Accordion-fold, fifteen-panel presentation album, with two hundred original labels mounted to both rectos and versos. The labels, for wines, liqueurs, syrups, bitters and more, all produced by the Fabrica Ancora distillers, exhibit a wide variety of styles and printing techniques, including steel engraving, chromolithography and metallic inks. The first few panels have text from the printers urging the use of these quality labels to help differentiate their real product from adulterated or pirated products in the marketplace. First and final panels with stained, stamped green cloth, and metal brads. Some foxing throughout the album, otherwise very good. Handsome. [OCLC locates no copies]. \$1500.00



#83

83. [Label - Pickles]. [H.J.] Heinz [Company]. *Pure Food Products Heinz 57 Varieties Estd 1869*. N.p. circa 1920. Round label, 28 cm. Beautiful Heinz pickle barrel label. Heinz opened a pickle factory in Holland, Michigan in 1897, still operational today, it is the largest such factory in the world. Near fine. \$35.00

“*VegeX makes other foods taste better*”

84. [Vitamin Food Company]. *VegeX Cook Book*. Westfield, MA/New York: Vitamin Food Company, [circa 1923]. Small octavo die-cut in the shape of a jar, 12.7 x 7.9 cm, 30 pages. First edition. Illustrated wrappers printed in red and green. Invented in the late 19th century, *VegeX* née *Marmite* was introduced to the United States in 1913. The introductory text heralds the “health- and strength-building”

properties of this distinctive and powerfully flavored food spread and its crucial role for British troops in the First World War.

Approximately seventy-five recipes, all containing *VegeX*; from Milk *VegeX* drink and Scotch Broth to Curry Sauce, Paprika Goulash, and *VegeX* Caviar. Though “the richest known food in vitamin B”, it is noted clearly that “*VegeX* is food not medicine”. A few small spots and two small pinholes to front wrapper, text

clean and otherwise very good. \$75.00

85. [Labels]. *Gebrauchsgraphik : Sondernummer: Tabak und Likör*. Berlin: 1924. 31.3 x 23.5 cm, 80, [plates], [ads] pages. Text in German. The second issue of the pioneering German graphic design magazine, a special issue on tobacco and liquor advertising. Includes illustrations of hundreds of full-color labels plus plates with original labels pasted down. Some creasing and edge wear to wrappers, else very good. Scarce. \$450.00

86. [Label - Original Artwork]. [*Tomato and Green Peppers*]. Circa 1930. Original acrylic painting on cardboard, 16 x 22 cm. Richly colored image of a ripe tomato and



#s 86,87

two green peppers, with artist’s or art director’s pencil trim marks. One piece of masking tape affixed to verso, some wear to edges, otherwise very good. \$200.00

87. [Label - Original Artwork]. Bellman’s Markets. [*Olive Oil Label*]. Toledo, OH: Bellman’s Markets, undated. 19 cm x 28 cm. Original hand-painted gouache design for Bellman’s Markets’ Olive Oil. Bellman’s Markets were founded in 1931 by brothers, Louis and Samuel Bellman. They operated five markets in Toledo, Ohio until 1958 when an Indiana company, Marsh Foodliners, acquired the firm. Painted on board with light edge wear and two tack holes, though these do not affect the label imagery. Fine.

\$120.00

88. [Label - Original Artwork]. [*Date Packaging*]. N.d. Gouache on board, 17.5 x 24.5 cm. A handsome illustration of a date tree, with pasted down registration marks. Pencil marks and

some staining to reverse; some edge wear including pinholes, otherwise very good. \$150.00

89. [Label - Original Artwork]. The Schmidt Lithograph Co. [*Butter Advertisement*]. San Francisco: The Schmidt Lithograph Co, 1944. Gouache on board, 16 x 24 cm board with 8.5 x 15.7 cm artwork. Original art for butter advertisement produced by one of the great American label houses. Illustration with registration marks, featuring notes about color below. Reverse has ticket pasted down with date and design number from the label company. Several pinholes to edges and some discoloration from tape, otherwise good. \$90.00



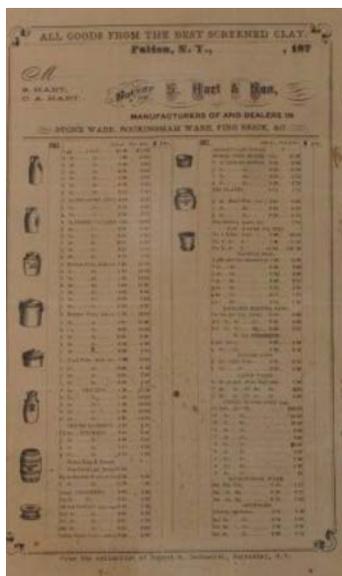
90. [Sales Catalogue - Biscuits]. MacFarlane, Lang & Co. Ltd. *MacFarlane, Lang Co. Ltd. Biscuit Manufacturers, London & Glasgow, Christmas 1936*. 1936. Quarto, 27.9 x 20.9 cm, 30 pages. Full color illustrations. Trade catalog for Christmas specialties of British biscuit manufacturers MacFarlane, Lang Co. Items featured include Scotch Shortbread, Victoria Cakes, Airtight Containers, and Dessert Gingerbread. In attractively designed orange wrappers bound with red ribbon. Some light edgewear to wrappers, otherwise fine. \$250.00

91. [Labels Tear-out Book]. Zenith. *Zenith Assorted, Gummed Canning Labels in Natural Colors*. Scranton, PA: Eureka Specialties, circa 1930s. 13 x 17.5 cm, 14 sheets of labels. A booklet of richly colored fruit and vegetable canning labels for peach, strawberry, blackberry, cherry, raspberry, blueberry, plum, pear, corn, tomato, peas, beans, beets, and pickles. Twelve perforated gummed labels to a page and a guide of approximate yield of canned products from raw fruits and veggies. In wrappers with colorfully illustrated cover; three sheets missing no more than three labels and appears perhaps originally fifteen sheets were included, otherwise fine. \$50.00

92. [Label Scrapbook - Cheese]. *Scraps [Scrapbook of Cheese Labels]*. London: circa 1940s. Folio, unpaginated [20 leaves sewn on tabs]. Seventy-six full-color cheese labels tipped onto the rectos of album. Labels uniform in size. Cheeses, primarily Swiss and Dutch styles, with a notable label for Emmenthaler printed in Hebrew. London stationer's ticket on front pastedown helps locate the blank scrapbook's origins. In red quarter cloth with blue cover, with chipping, edgewear, and slight foxing, otherwise good. Most labels fine. \$350.00

## SELL

*The business of selling food requires equipment: tools for sales, for cooking and storage, and for the specialized preparation of particular foodstuffs – from milkshakes to roasted peanuts, sliced meats to gelato. Equipment vendors served the grocers and restaurants offering useful implements of all types, implements that often held the promise of improved business and an edge on the competitor down the street.*



l-r  
#93  
#95  
#94

93. [Billhead - Stoneware] H. Laughlin & Co. Bought of H. Laughlin & Co., Variegated Rockingham and Yellow Ware, East Liverpool, O. East Liverpool, OH: 1869. Printed billhead, 42.5 x 17.3 cm, with small illustration of wares. Printed on blue and red lined paper. Pre-populated with prices for Rockingham and Yellow ware products including: chambers, bowls, pie plates, nappie dishes, pitchers, rice dishes, jelly cans, stove tubs, spittoons, mugs, hanging baskets and more. This document predates the founding of the Homer Laughlin China Company in East Liverpool, Ohio by two years. Billhead is made out in black ink and recounts purchase of Messrs. Ford and Perry. Also with stamp and note of payment received. Very slight discoloration, otherwise fine. \$350.00

94. [Billhead - Earthenware]. Lawrence Pottery. Lawrence, Mass. Bought of Geo. Pearson & Co. who manufacture and keep constantly on hand at their factory in Lawrence, all kinds of Earthen-ware, with Rockingham Glaze, of the best quality, at the following prices. Lawrence, MA: circa 1870. Printed billhead, 38.5 x 26.5 cm. Pre-populated invoice, listing products such as cake pots, cream pots, lard pots, bean pots, milk pans, pudding pans, kneading bowls, stove tubes, seed pans, saucers, hanging

vases, flower pots, soap dishes, pitchers, spittoons, toy jugs, and more. Prices listed as well. Some creases and rubbing, minor tear to edge, otherwise very good. \$300.00

95. [Billhead - Stoneware]. S. Hart & Son. Bought of S. Hart & Son, Manufacturers of and Dealers in Stone Ware, Rockingham [sic] Ware, Fire Brick, &c. Fulton, NY: circa 1870s. Printed billhead, 35.7 x 21.5 cm. With small illustrations of wares, printed on brown paper, of jugs, molasses jugs, preserve jars, butter pots, cake pots, churns, chambers, spittoons, horse feed boxes, mixing bowls, pie plates, water filters, and flower pots. By 1878, the Samuel Hart, the company's founder, retired and S. Hart & Son became Hart Brothers. Some creasing, light foxing, and glue spots to right edge, otherwise good. Along the bottom edge is printed, "From the collection of Robert H. Wadsworth, Rochester, N.Y." \$350.00

96. [Billhead - Stoneware] Ballard, A.K. Bought of A.K. Ballard, Manufacturer of Every Description of Stone and Rockingham Ware. Burlington, VT: 1871. Printed billhead, 35 x 21.7 cm, including an etched image of A.K. Ballard's pottery business and factory. Pre-populated billhead features jugs, molasses jugs, covered cream pots, butter pots, cake



l-r  
#96  
#98  
#97

pots, preserve jars, tomato or fruit jars, churns, pudding pots, flower pots, plain pitchers, stove pipe safes, bean pots, and Rockingham ware each accompanied by small image of product. Alfred K. Ballard (unknown-1874) founded his company in Burlington, Vermont circa 1867, though various pottery businesses had existed in its location since 1830. The company continued after Ballard's death until 1896. The billhead is made out in blue ink and recounts the purchase of Jonathan Buxton (1830-1878) of South Weare, New Hampshire. Light creases beyond document folds and slight stains to edges, otherwise very good. \$350.00

97. [Billhead - Stoneware]. Satterlee & Mory. *New York Stone Ware Pottery, Fort Edward, N.Y. Bought of Satterlee & Mory, Dealers in Every Description of Stone and Rockingham Ware.* Fort Edward, NY: circa 1870s. Printed billhead, 38 x 24 cm. Illustrated invoice with depictions of jugs, open and covered cream pots, pitchers, churns, preserved jars, pudding pots, butter pots, cake pots, flower pots, water kegs, and spittoons offered by Satterlee & Mory, New York stoneware pottery purveyors. Beginning in 1858, stoneware pottery was a major industry in Fort Edward, a town located along the Hudson

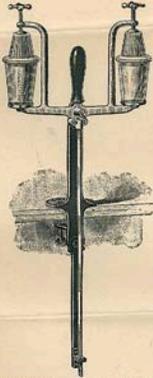
River. George Satterlee was one of the first to establish a pottery business, when in 1859 he opened Fort Edward Pottery Co. In 1861, Satterlee merged with Michael Mory to create the firm Satterlee & Mory. Pasted-down to matte board. Major tears to edges, some foxing, discoloration, rubbing, otherwise near good. \$200.00

98. [Broadside - Kitchenware]. Cincinnati Tin and Japan Co. *Excelsior Cooking Utensils, Manufactured by Howdon's Sons, Cincinnati, O.* Cincinnati: circa 1872. Broadside, 27.3 x 13.5 cm. Illustrated advertisement for Excelsior cooking vessels, which purport to contain no "injurious enamels" and have "only one-half the weight to lift of an ordinary iron vessel". "Rice, hominy and all kinds of food can be cooked and retain their natural color, and receives no impure taste from the vessel, as is the case with copper bottoms, ordinary iron pots and impure enamel." For sale by Cincinnati Tin and Japan Co., importers and dealers in tin plate and metals including japanned, plain and stamped ware, and tinner's supplies. Slight fold creases and edge wear as well as very slight foxing, otherwise very good condition. [Not located by OCLC; Romaine, page 214 - Cincinnati Public Library]. \$90.00

W. T. & CO.

**“SILENT” MILK SHAKE**

ABSOLUTELY NOISELESS,  
VERY EASY TO OPERATE,  
LOW IN PRICE.



This machine is operated by rocking quickly from side to side the frame which holds the tumblers, the motion being sustained and accelerated by the vibration of a long steel spring attached to the frame and fastened below.

There being no crank, wheels nor gearing of any kind, the machine makes no noise when in operation, and is not liable to get out of order.

It is handsome in appearance, the frame, spring, etc., being nickel-plated.

The Tumbler Caps are of glass.

Our No. 375 Soda Tumblers are used in this machine.

Total height.....38 1/2 in.  
Height above counter.....30 in.

PRICE, - - - - \$6.25 EACH  
DISCOUNT TO THE TRADE 20 PER CENT.

**WHITALL, TATUM & CO.**  
NEW YORK      PHILADELPHIA      BOSTON  
46 & 48 Barclay Street.      410-414 Race St.      41 & 43 Broad Street.

#100

"So easy that a child could turn it"

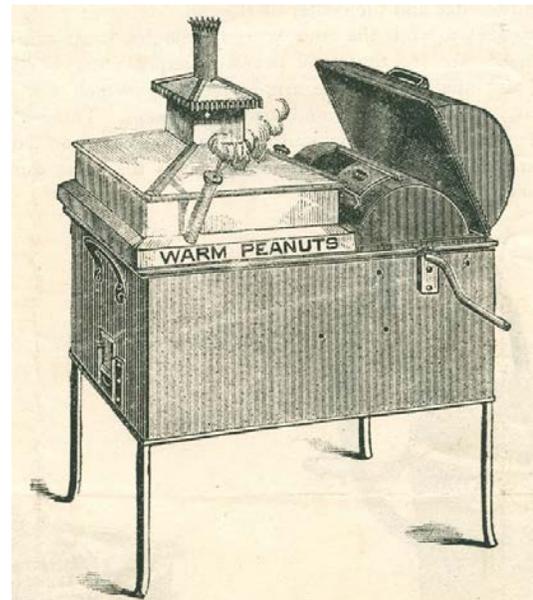
99. [Handbill - Kitchenware]. Edwin Craft & Co. *The Matchless Sifter, Colander & Strainer Combined...* Philadelphia: circa 1879. Printed handbill, 19.3 x 11 cm. Illustrated advertisement for a combined sifter, colander, and strainer of tin and tinned wire. "Universally approved [...] as the best out", it is presented here for sale, wholesale, and retail by Craft, Conrow & Co. née Edwin Craft and Company, Philadelphia dealers of hardware, tools, bell-hangers' supplies, and house-furnishing goods. "Craft, Conrow & Co." is stamped in blue ink across the originally printed "Edwin Craft & Co." Some creasing and minor chipping to top edge, otherwise very good. \$75.00

100. [Handbill - Milk Shake Machine]. Whitall, Tatum & Co. *W.T. & Co. "Silent" Milk Shake. Absolutely Noiseless, Very Easy to Operate, Low in Price.* New York

/Philadelphia/Boston: Whitall, Tatum & Co., circa 1880. Broadside, 21.6 x 14 cm. Illustrated handbill for "Silent" Milk Shake machine. Description, dimensions, and price listed as well as locations of Whitall, Tatum & Co. locations in New York, Philadelphia, and Boston. W.T. & Co. sold goods equipment and goods for pharmacies and druggists, issuing lists and catalogues from 1874 through 1899. Fold creases, otherwise fine condition. [Romaine lists numerous W.T & Co. items, but not this one]. \$90.00

101. [Billhead - Stoneware]. Satterlee & Mory. *New York Stone Ware Pottery, Fort Edward, N.Y. Bought of Satterlee & Mory, Dealers in Every Description of Stone and Rockingham Ware.* Fort Edward, NY: 1881. Printed billhead, 35.7 x 22 cm. With small illustrations of wares including jugs, pancake pitchers, pudding pots, water kegs, stove tubes, flowerpots, and more. Made out in black ink to Mr. M.B. Paige, the invoice records a purchase of \$109: covered butter pots and Rockingham ware vinegar measures. Some creasing and very minor edgewear, otherwise very good. \$300.00

102. [Handbill - Peanut Roaster]. Kingery, S.S. *Kingery's Celebrated Peanut Roaster and Warmer Combined [and] Peerless and Giant*



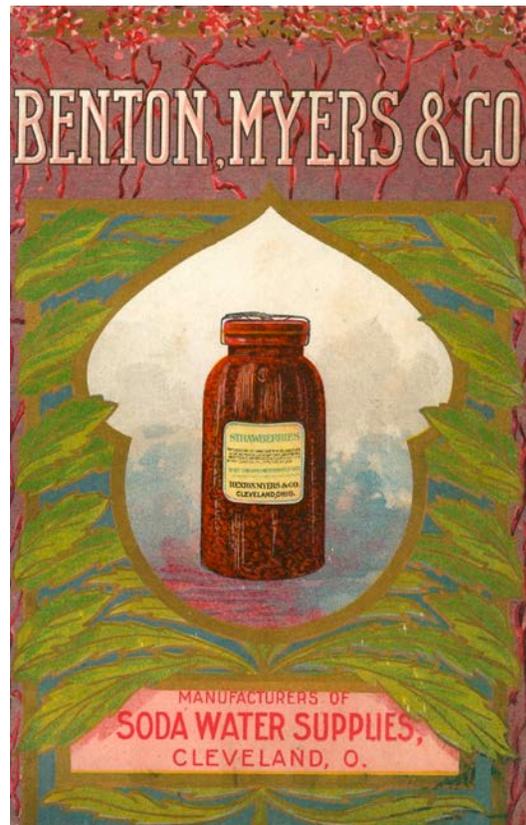
*Freezers.* Cincinnati, OH: circa 1882. Two-sided advertising handbill, 29.8 x 22.2 cm. Illustrated advertisement. For Cincinnati, Ohio purveyor S.S. Kingery. On one side, Kingery promotes a combined peanut roaster and warmer. Includes description, capacity, ordering options, and testimonials. The other side advertises two types of ice cream makers, the “Giant Freezer” and the “Peerless Freezer”. Some very slight edge wear and fold creases, fine condition. [OCLC locates no copies; not in Romaine]. \$200.00

103. [Billhead - Stoneware]. Fisher & Lang. *Invoice/Order Sheet for Kitchen Stoneware.* Lyons, NY: Fisher & Lang/Republican Print, 1883. Billhead, 35.6 x 21.6 cm. Illustrated. Invoice/order sheet for stoneware items purchased from Fisher & Lang (established 1828), a New York purveyor of pots, jugs, pans, and pitchers. Illustrated with seven images of various pot styles, including Cream Pots, Molasses Jugs, Churns, Spittoons, Cala Lilly Pots, and more. Marked in pencil in one hand and thus indicates the items, quantities, and prices charged to Mr. F.W. Clark Williamson. Some edge-wear, otherwise very good. \$300.00

*an unrecorded soda water supply  
trade catalogue*

104. [Trade Catalogue - Soda Water Supplies]. *Benton, Myers & Co. Manufacturers of Soda Water Supplies.* Cleveland, O. Cleveland: n.p., circa 1889-1904. Small octavo, 47 pages. Illustrated with four chromolithograph plates. Trade catalogue, issued by the wholesale druggists and soda water supply company, Benton, Myers. & Co. (1882-1904). With a list of products from hot sodas to chocolate extracts, soda syrups, phosphates, ginger ales, “Cafola, a new kola drink” and much more. And with luscious chromo plates of a port wine and a non-sparkling champagne, both produced by the Duroy Wine Company of Cleveland, Ohio, as well as the beautiful “Crushed Fruit Bowl”,

printed in silver, yellow and white, and another of “Bottles of Grape Juice” and “Buckeye Root Beer”. Very near fine, with a few pages with tiny dogears, and some rusting to the stapled text block, in beautiful multi-color chromolithographed wrappers. WITH; a four page leaflet, listing all wholesale houses throughout the U.S. carrying the Benton, Myers wares, printed in red and black. Also fine. Rare. [OCLC cites no copies; not in Romaine]. \$1250.00



#104

*"Let your motto be quick sales  
and small profits"*

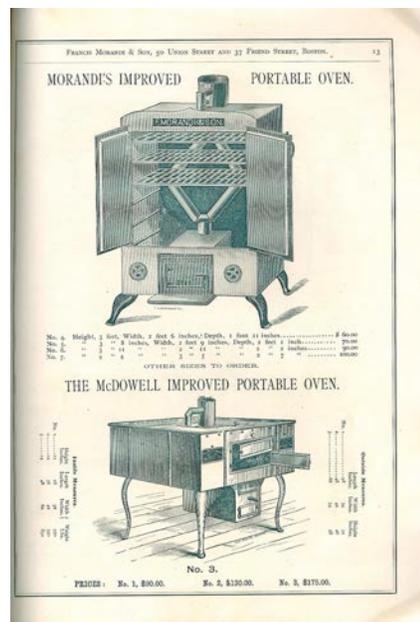
105. [Handbill - Tinware]. J. Henry Reip & Co. *Our Leader. 318 Pieces of Patent Bottom Fire-Proof Tin Ware. To Retail at 10 cts. Each...* Baltimore: circa 1890. 30.5 x 20.7 cm, printed handbill. Illustrated by J.D. Ehlers Co. engravers of Baltimore. Wholesalers J. Henry Reip & Co. offer here three hundred-eighteen pieces of kitchen tinware for profitable resale. Pans, dish kettles, coffee pots, strainer buckets,



#106

mountain cake pans, oil cans and more that, “will retail if sold in regular way, \$45.90, giving you a net profit of \$20.90 on the case or \$6.18 clear at 10 cents each.” Some creases, minor chipping at half-fold, otherwise very good. \$150.00

106. [Trade Catalogue - Hotel Ware]. Francis Morandi & Son. *Catalogue of Specialties for Hotels and Restaurants*. Boston: Francis Morandi & Son/Smith & Anthony Stove Company, [circa 1890]. Quarto, 40 pages. Illustrated. Trade catalogue of products and patterns of Francis Morandi & Son, manufacturers of hotel, restaurant, and kitchen goods. Inserted frontispiece outlines the specifics of the recent consolidation of Morandi & Son with the Smith & Anthony Stove Company. Items include steam tables, portable ovens, coffee urns, and more. Final pages include references and a list of hotels and restaurants outfitted by Morandi & Son. Slight wear to attractively illustrated wrappers, pages 21/22 mostly lacking (an item description has clearly been excised), otherwise very good condition. [OCLC locates no copies; not in Romaine]. \$350.00

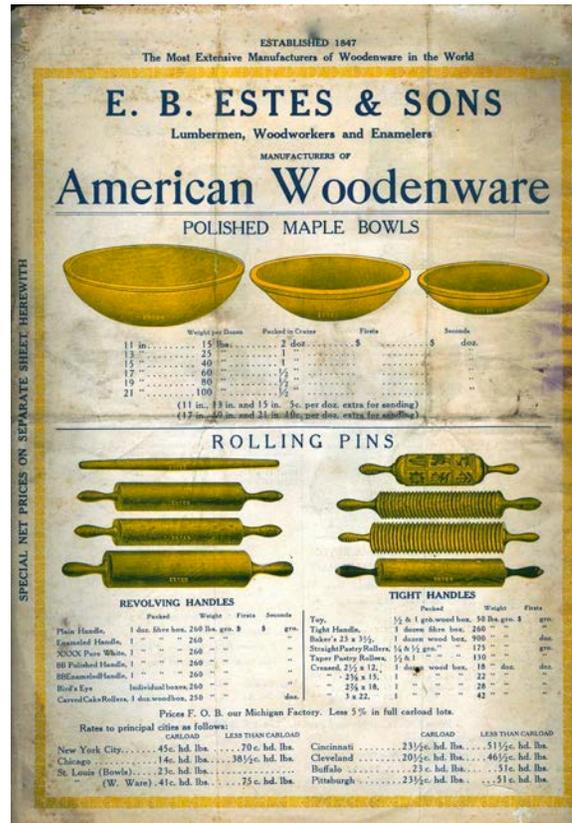


#106

107. [Trade Catalogue - Bottling & Carbonation]. Liquid Carbonic Acid Manufacturing Co. *The Catalogue of Liquid Carbonic Acid Manufacturing Co., Engineers to the Mineral Water Trade, inventors and Originators of the Celebrated “Diamond Brand Liquid Gas”... Chemically Pure Liquefied Carbonic Acid Gas and Patented Apparatus and Appliances for using Liquefied Gas... Extinguishing Fires, Refrigerating, Ice Making, and other Industrial Applications... Builder of all Kinds of Bottling Machinery*. Chicago & Pittsburgh: Liquid Carbonic Acid Manufacturing Co., 1897. Octavo, stapled in wrappers, 64 pages. Illustrated. Trade catalogue of equipment and supplies for the industries requiring bottled Carbon Dioxide or carbonation, including bottlers, refrigeration, soda fountains, bars, etc. Includes soda fountain furniture and supplies, including an interesting one-page ad for Saccharine, which had been first produced only 20 years earlier. Some wear and soiling to the red and blue printed wrappers, pulling at the staples, otherwise very good. Scarce. [OCLC locates only one copy, of the 1898 edition; not in Romaine]. \$200.00

108. [Trade Catalogue - Butcher Shop Supplies]. Maison Jules Mareschal. *Grande Usine a Vapeur, pour la Construction de Materiel a l'usage de Boucherie, Charcuterie & Salaisons...* Paris: Maison Jules Mareschal, 1904. Folio, 48 pages. Illustrated throughout. An unrecorded trade catalogue of shop implements and shop front structures, for butchers and delicatessens. Beyond the shop front, Mareschal offers tables, butcher blocks, ice boxes, display cases, and all of the ecoutrement: from knives, hooks, and grinders, to clothing, like the stylish 'chaussons d'abattoir'. Closed tear to title page. Pages somewhat brittle throughout with small closed tears. Printed red wrapper is edgeworn, otherwise good. Unrecorded. [OCLC locates no copies]. \$350.00

109. [Trade Catalogue - Woodenware]. E.B. Estes & Sons. *E.B. Estes & Sons, Lumbermen, Woodworkers and Enamellers, Manufacturers of American Woodenware*. New York: 1916. Booklet, 31.1 x 23.9 cm, 8 pages plus 1page price list. Printed throughout in blue and yellow. Illustrated trade catalog of woodenware, including bowls, rolling pins, butter moulds, potato mashers, steak mauls, salt boxes, fish tongs, toothpicks, and more. Each item is illustrated and descriptions provide various size options and shipping information. Price list included as a separate sheet. E.B. Estes,



#109

110. American woodworkers and exporters are listed with a showroom on Warren Street in New York, but factories in Michigan, Maine, New Hampshire, Vermont, Massachusetts, New York, Pennsylvania, and Canada. Fold creases, edgewear, and some foxing and slight discoloration. A bit of insect damage to first leaf. Good condition. Unrecorded. [OCLC locates no copies; not in Romaine]. \$150.00

111. Enterprise Manufacturing Company of Pennsylvania. "Enterprise" *Electrical Coffee Mills and Meat & Food Choppers*. Philadelphia: Enterprise Manufacturing Company of Pennsylvania, 1921. Octavo in wrappers, 52 pages. Trade catalogue for "Enterprise" electrically driven rapid grinding and pulverizing mills and meat and food choppers. Machines are designed to "meet the requirements of all classes of trade, and to suit conditions as to Current, Voltages, etc., existing in any locality." Machinery prices determined by the kind of current furnished. Some discoloration to title page, some wear to extremities of printed red wrappers, otherwise near very good. [OCLC locates one each of the 1918 and 1930 catalogues for Enterprise, at the Hagley, DE and Clements respectively; not in Romaine, although one earlier Enterprise catalogue is referenced]. \$175.00

112. The Vendometer Corporation. *The Story of VendOmeter: The Self-Serve, Electric-Refrigerated, Orange Drink Vending Machine [and] VendOmeter News. Vol. 2. January-February 1928. Nos. 1-2.* New York: The



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Vendometer Corporation, 1927-1928. 16 x 9 cm, tri-fold and 28 x 21, 8 pages. Small promotional brochure and issue of VendOmeter News periodical. Founded in 1927, the Vendometer Corporation produced a refrigerated drink vending machine that served Oranade, “a pure fruit orange drink.” Brochure describes the convenience and sanitary functionality of the vending machine and includes a raffle ticket to win a refrigerator at the 1927 Trenton Fair. The magazine includes photographs and the history of the company, specifically the development of four models of their coin-operated machine. In the 1920s electric refrigeration techniques were in an early stage of development, as chlorofluorocarbon refrigerants were first synthesized then but not publicly announced until 1930. Some minor rubbing to magazine wrappers, otherwise very good. [OCLC locates no

copies, but an archive of related material can be found at the New York State Library]. \$150.00

113. Reed, Walter R. *Starting and Managing a Small Automatic Vending Business.* Washington, DC: Small Business Administration, 1967. 23.3 x 15 cm, 70 pages. First edition. Illustrated throughout. Volume thirteen in the government sponsored “Starting and Managing Series” offers practical advice for starting and running a successful vending machine business. In wrappers with slight discoloration to spine edge, and slight foxing, otherwise very good. \$40.00

"Alles zum Eis" [All the Ice]

114. [Trade Catalogue Bakery & Ice Cream Equipment]. Paul Schilling. *Paul Schilling, Bäckerei-, Eis- und Konditorei-Maschinen, Preisliste Nr. 134* [Paul Schilling, Bakery, Ice-cream and Confectionery Machines, Price list no. 134]. Markkleeberg-Leipzig: 1932. Small octavo, 74 pages plus insert with two post-cards. Text in German. Printed throughout in maroon ink. Illustrated catalogue for German food production machines and products, specifically for bakeries, ice cream, and candy production. Detailed images throughout. Over 100 items featured, including such as: Holzlöffel [wooden spoon], Waffeln [waffles], Eis-Handwagen [ice hand-wagon], Friko-Elektra-Eismaschine 30 Liter [30 Liter Friko Electric Ice Machine], and Papierbecher [paper cups]. In green wrappers with red text, hole-punch to upper left corner, otherwise fine. [OCLC locates no copies]. \$200.00

115. International Business Machines Corporation. *Photograph of IBM Display Car.* circa 1924. Photograph, 20.3 x 25.4 cm. Image of a display car associated with IBM's Baltimore showroom featuring two men and a meat slicer machine. Founded in 1911 as Computing-Tabulating-Recording Company, the company manufactured and



#115

sold machinery ranging from commercial scales and industrial time recorders to meat and cheese slicers, along with tabulators and punched cards. The company changed its name to International Business Machines Corporation in 1924 to better reflect the company's goals. Small closed tear, very slight edge wear, otherwise very good. \$240.00

116. [Trade Catalogue - Hotel Ware]. "Wear-Ever" Aluminum Hotel Ware, Catalog 34. New Kensington, PA: The Aluminum Cooking Utensil Company, n.d. Catalog, 22.9 x 15.9 cm, 48 pages. Illustrated. Designed and printed by The Eddy Press Corporation of Maryland. Trade catalog features trays in all shapes and sizes, pots and pans in a variety of depths, racks, griddle cake covers, camp cooking outfits, steam jacketed kettles, food carriers, double boilers, windsor dippers, colander, cocktail shakers and strainers, and more. "Wear-Ever" Aluminum Hotel Ware is made of "extra thick, hard aluminum" and "require no retinning, are light in weight--bright as silver--do not rust--do not contain and cannot form with fruit or vegetable acids any poisonous compound". Printed wrappers include a handsome image of a chef at work over a stock pot. Near fine. \$65.00

117. [Trade Catalogue - Ice Cream] Maganza, Luigi & Fratelli. *Fabbrica stampi per cioccolato, gelatieri, pasticcerie, cuochi e salumerie*. Milano: c. 1930-31. Oblong folio, 18 pages, illustrated throughout. Stapled and string-bound typographic wrappers. General catalogue of moulds for pastry, ice-cream, chocolate and related machinery. Very good in printed wrappers. Unrecorded. OCLC locates no copies]. \$300.00

118. [Trade Catalogue - Ice Cream] Rizzi, Fratelli. *Mastelli di sughero di vari tipi per la conservazione del gelato distributori automatico per coni e palettine*. Vicenza: circa 1930's. Oblong octavo-sized, cord-bound wrappers with 14 pages, illustrated throughout. Sales catalogue for cork for the storage of ice cream and automatic distributors for cones and spoons. Very good in printed wrappers. Unrecorded. [OCLC locates no copies]. \$350.00

119. [Salesman's Sample Card]. William Wrigley Jr. Company. *Wrigley's Chewing Gum*. 1933. 15.5 x 8 cm, bi-fold card. A geometric arrow illustrates the front of this card that opens to expose three intact pieces of Wrigley's chewing gum, "Alike in quality, different in flavor". Pieces of Spearmint, Juicy Fruit, and Double Mint are offered because Wrigley's believes "the



#119

proof of the pudding is in the eating”. Founded in 1891, William Wrigley Jr. Company initially specialized in soap and baking soda. The following year they began to package chewing gum with each can of baking powder. The chewing gum eventually became more popular than the baking powder and Wrigley’s restructured. Some discoloration to exterior and some metallic gum wrapper rubbed, else very good. The inscription below samples includes the date. \$200.00

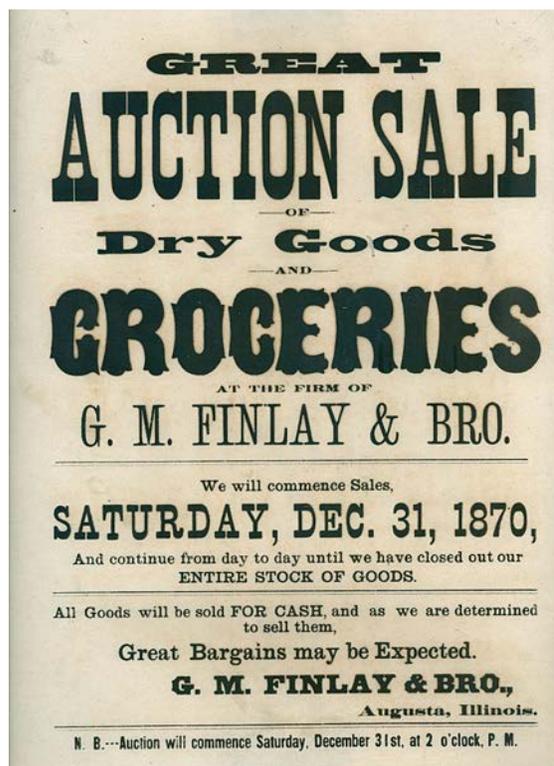
with the food producers guiding the grocer to feature windows and aisles attractively arranged.

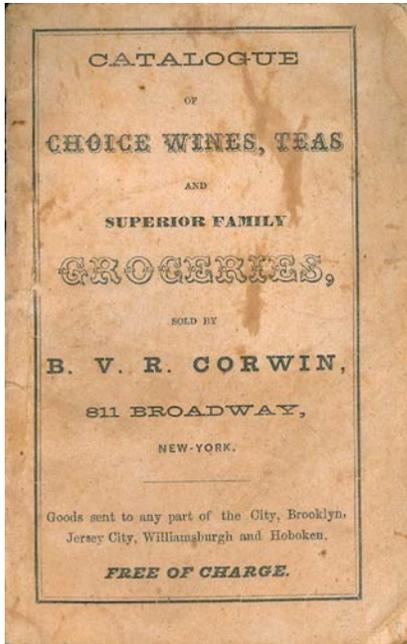
120. Corwin, B.V.R. *Catalogue of Choice Wines, Teas and Superior Family Groceries, sold by B.V.R. Corwin, 811 Broadway, New York*. New York: B.V.R. Corwin, circa 1850. Duodecimo, 13.5 x 8.5 cm, 23 pages [lacking page 10]. Mid-century New York City grocer’s catalogue with various brands and types of liquors, wines, segars [cigars], coffee, oils, candles, sugars, cheese, flours, rice, fruits, isinglass, Italian paste, fish, herbs, bird seed, French vegetables, foreign pickles, and more. Beginning at the back and continuing for eight pages, the verso is used as notebook; inscriptions made in one hand (pencil) and appear medicinal, spiritual and health-related in content. Text printed throughout on blue paper; in printed brown wrappers with staining and back of wrapper torn, mild foxing to edges and two pages missing from final blanks. Otherwise good. Unrecorded. [OCLC locates no copies]. \$300.00

## GROCCERS

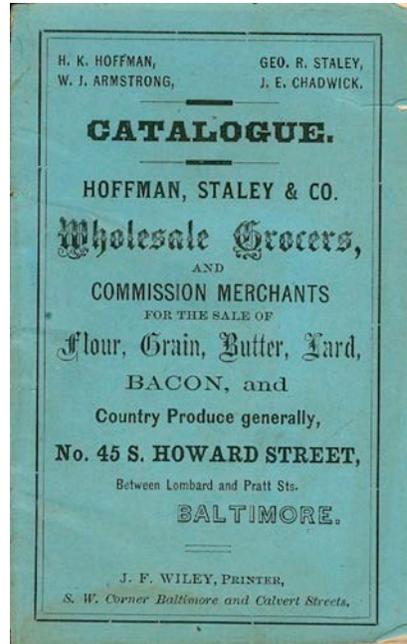
Grocers developed in the 19<sup>th</sup> century as expanding cities meant populations were distant from central public markets. New products, not just the staples of salt, sugar, flour and grains, drew customers as well. It would be decades before the rise of the supermarket and amenities such as shopping carts, self service, coupons, or delivery, but grocers tried to distinguish themselves from competition with wide selections, handsome packaging, premiums, catalogues, and branded cookbooks. The display of merchandise in the grocery became a craft unto itself,

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#120



#121

121. Hoffman, Staley & Co. Catalogue. Hoffman, Staley & Co. *Wholesale Grocers, and Commission Merchants for the sale of flour, grain, butter, lard, bacon, and country produce generally, No. 45 S. Howard Street, Between Lombard and Pratt Sts. Baltimore.* Baltimore: J.F. Wiley, printer, 1869. 11.5 x 7.5 cm, 16 pages. Small Baltimore grocer's catalogue featuring various brands and types of sugars, syrups and molasses, candles, coffee, cheese, teas, segars [cigars], tobacco, liquors, spices, soaps, salt, fish, cakes and crackers, paper, oils, chemicals and dye stuffs, rope and twine, cedar ware, preserved fruits, and sundries. Though mention is made of prices, no prices are listed. In printed blue wrappers with some chipping and minor discoloration, otherwise good. [OCLC locates no copies]. \$180.00

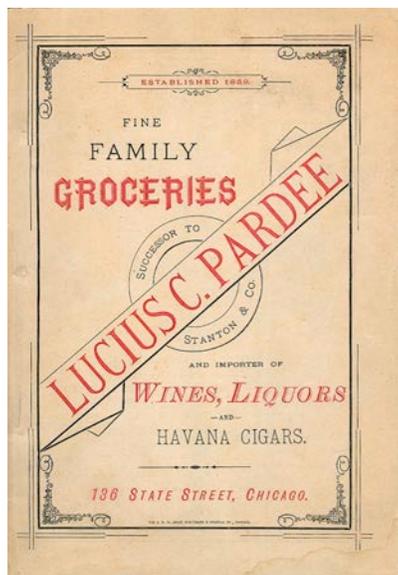
*"Great Bargains May Be Expected"*

122. Finlay, G. M. *Great Auction Sale of Dry Goods and Groceries.* Augusta, IL: G.M. Finlay & Bro., 1870. Broadside, 29.8 x 22.8 cm. Advertisement for an auction sale of dry good and groceries. G.M. Finlay (1836-1914) born in Ireland, came to Adams County, IL in 1839, served with the 10th

Missouri Volunteers during the Civil War, and operated his business in Augusta until 1904. Very minor bumping along bottom edge, otherwise very good condition. \$200.00

*"Prompt Attention to orders. Satisfaction always Guaranteed"*

123. Pardee, Lucius C. *Catalogue of Fine Family Groceries, Wines, Liquors, and Havana Cigars.* Chicago: L.C. Pardee, [circa 1875-77]. Octavo, 64 pages. Ads. Illustrated throughout, and each page printed in black with a decorative red border. Sixteenth annual catalogue of Chicago's L.C. Pardee Fine Family Groceries and Importer of wines, liquors, and Havana cigars, successor to Stanton & Co. City directories indicate that Pardee was located at 975 Wabash (1874) and 329 West Madison (1874) prior to moving to State Street, and this catalogue states they were founded in 1859. Itemized inventory from ale and alcohol to vegetables and woods and willows. Advertisements for featured brands throughout. Very slight tidemark on front cover, otherwise fine. [OCLC locates one copy, in the Chicago History Museum; not in Romaine]. \$400.00



#123



#126

124. *American Grocer*, New York, February 28, 1878, Vol. XIX, No. 10. New York: W.T. Jones, publisher/Donaldson Brothers' Steam Lithograph Establishment, 1878. 38.5 x 26.5, running pagination, 582-663 [81 pages]. Illustrated throughout. A single issue of a late 19th century grocers' trade magazine, "Devoted to the best interests of the retail merchants of this country." Features include editorials on politics, transportation, and "shyster merchants", finance and trade reports, price-current, letters, and hundreds of richly illustrated advertisements for wholesalers and other food merchants. *American Grocer* began publication in 1868 and continued through the 1930s. In colorful, illustrated wrappers with some chipping and minor tears to text, one page torn horizontally, with no loss to text, otherwise very good. \$150.00

125. Austin, Nichols & Co. *Austin, Nichols & Co. Trade Circular & Price List*, New York, January, 17, 1879. New York: Austin, Nichols & Company, 1879. 28.1 x 22 cm, 19, [ads] pages. Trade circular for importers and dealers in teas, staple and fancy groceries, Austin, Nichols, & Company. Over two hundred fifty food and household items, from cabinets, cigarettes, and soap to olive oil, rock candy and French capers,

wide variety of items listed along with illustrated advertisements for specific brands. Fold-creases and some edge-wear, otherwise good. [OCLC locates no copies]. \$200.00

"Grocers never have too many Scoops"

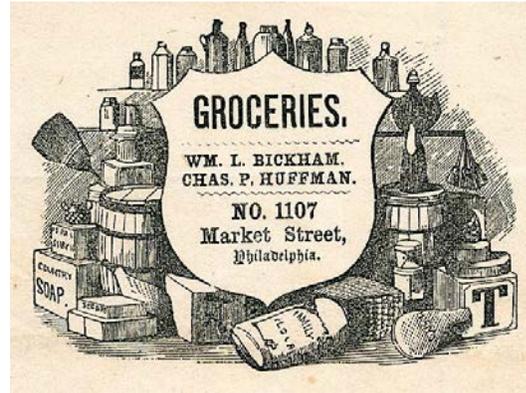
126. [Handbill - Coffee Scoops]. Melville, F.H. *"It Pays Every Time" To have nice bright shiny Fixtures [...]* New York: F.H. Melville, Manufacturers' Agent, circa 1880. Handbill, 14.3 x 8.25 cm. Printed recto only. Illustrated advertisement for Spring Brass Coffee and Spice Scoops. "They make goods show up to a good advantage". With size options, and price list. Offered by F.H. Melville, a New York manufacturers' agent. Fine. \$35.00

127. Dingens Brothers (compiled and edited by). *The Cosmopolitan Cook and Recipe Book, Containing Recipes for the Preparation of American, French, German, English, Irish and Other National Dishes, Both Costly and Economical, also Household Recipes, Medical Recipes, Rules of Health, Tables of Distance, Measures, Weights, Statistics, Etc., Etc.* Buffalo, N.Y.: Printing House of E.H. Hutchinson, 1882. Octavo, 410 pages + blank pages for "Additional Recipes" at

end. Ads printed on colored stock throughout. First edition. An unusual household recipe book, issued by the great Buffalo victualer Dingens Brothers. A similar book was issued in Rochester by the firm of Moore & Cole, and it is likely the same title masquerading as its own issue. This volume includes a 34-page catalogue of goods offered by Dingens Brothers, from washboards to brandy. One unusual aspect of this book is the prominence given to cooking and preparation times. Immediately adjacent to the recipe title, in capital letters, the recipes state, “[TIME.-ONE HOUR.]” or the like. This is one of the earlier appearances of exact timings we’ve seen, certainly with timings given such prominence. With one manuscript recipe, and one newspaper clipping recipe neatly inserted in the Additional Recipe section. Fine in publisher’s black and gilt-stamped, decorated dark brown cloth. Scarce. [OCLC indicates only two copies of this edition]. \$450.00

128. Johnson, Benjamin. *The Grocer’s Companion and Merchant’s Hand-Book : Containing a comprehensive account of the growth, manufacture and qualities of every article sold by grocers. Also tables of weights and measures, and information of a general nature of value to grocers and country merchants.* Boston: New England Grocer Officer/Benjamin Johnson, 1883. Octavo, 192 pages. First edition. “This work comprises, within itself, all the uses of a Cyclopaedia, a Manual and a Hand-book, all the necessary, well-ascertained and authenticated facts being condensed into the smallest space consistent with completeness and perspicuity.” Entries range from ‘Acid Phospates’ to ‘Yeast’ and a complete section on weights and measurements as pertains to the 19th century grocer. In brown cloth, gilt title stamped to cover. Some rubbing and edgewear and minor discoloration to endpaper, else good. Inscribed “Orrin P. Richardson, Waterville, Maine, Tea & Coffee Store” to front pastedown. \$150.00

129. Reeves, Parvin & Company. *Reeves, Parvin & Co.’s Price List, Philadelphia, August 4, 1888. Philadelphia: Reeves, Parvin & Company, 1888.* 32 x 22 cm, 10 pages. Price list for importers and grocers, Reeves, Parvin, & Co. featuring over two hundred fifty food and household items from axle grease and baking powder to whisks and tobacco. In full-color chromolithographed wrappers highlighting the company’s building and featured brands. Some edgewear and creases, early tape reinforcements to inside wrappers, otherwise very good. Rare. [OCLC locates just one copy, at the Hagley Museum and Library in Delaware]. \$450.00



#130

130. [Handbill - Grocers] Bickham, William L. and Charles P. Huffman. *A Change. Groceries. Wm. L. Bickham. Chas. P. Huffman. No. 1107 Market Street, Philadelphia.* Philadelphia: Auner, Pr. 11th & Market, circa 1890. Handbill. 20.6 x 11.7 cm. Illustrated notice for a change in ownership of a Philadelphia grocery stand. “By strict attention to business, along with polite and careful attention to all, we hope to gain the confidence of a patronizing public”. Fold creases, otherwise very good. \$40.00

131. [Broadside and Photograph Collection - Bakery] A.W. Kleys Bakery/The Kley Baking Company. *For Every Article in the Bakery and Confectionery Line Go To A.W. Kleys, Mammoth Bakery [...]*

Phoenixville, PA: circa 1890s. 35.5 x 28 cm, broadside, approximately 13 x 11 cm; set of six photographs; and 4.5 x 9 cm business card. Broadside with photograph pasted-down by A.W. Rothengatter & Company of Philadelphia. Offers fresh baked items daily, seasonal treats, and event catering. Four photographs are pasted down to individual rough-edged board, the remainder with descriptions to verso. Photos illustrate various exterior and interior shots of Kleys' Bridge Street locations (numbers 216 and 220, respectively), with an annotation that above the bakery is "grandparents home". Business card appears later than broadside and photographs. Some discoloration and slight foxing throughout items. The broadside's corners are slightly bruised with pinhole to bottom edge and verso includes inscription of negative number and blue staining. Otherwise very good. \$1200.00.

132. Barber & Perkins. *The Cash Grocer: Issued Weekly by Barber & Perkins, Wholesale Cash Grocers, Philadelphia, PA. Vol. 2, Issue No. 14, Philadelphia, April 6, 1896.* Philadelphia: Barber & Perkins, 1896. 30 x 23.5 cm, 14 pages. Illustrated advertisements throughout. Circular including price list and "Special Mention Columns", a narrative column indicating freshest products and values. In blue printed wrappers creased from folding, slight chipping, some discoloration to cover, and slight foxing to edges, otherwise very good. \$60.00

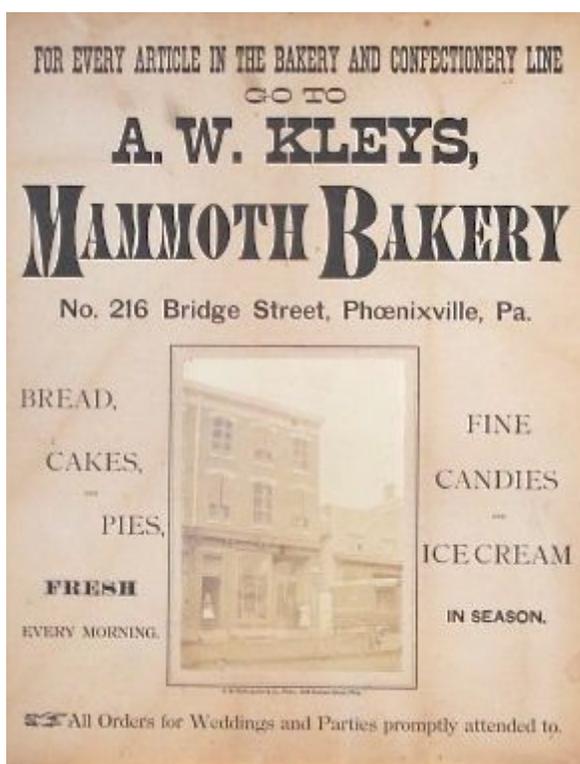
"A turtle weighing 255 pounds, consigned to the McAfee Produce Company from Baltimore, attracted considerable attention."

133. Mercantile Journal and Pennsylvania Grocer. *Mercantile Journal and Pennsylvania Grocer. Vol. XIII No. 29, Pittsburgh, PA., Thursday, June 1, 1899.* Pittsburgh: Mercantile Journal and Pennsylvania Grocer, 1899. 30.5 x 23.5 cm, 24 pages. Illustrated advertisements throughout. Single issue of this periodical for

Pittsburgh grocers, featuring market prices, news of retail associations, and obituaries. In printed wrappers, some creasing and chipping, otherwise very good. \$40.00

134. Israel [&] Publicorer, Meat Market. *[Original photograph of Meat Market].* Somerville, MA: circa 1900. Original photograph, image size 13x18 cm, mounted on card. The photograph shows the interior of a butcher shop, with display counter, large wooden table attractively laid out

with cuts of meat, a butcher block, signs and advertising posters, two neatly-aproned butchers and the formally dressed gentleman who is clearly the proprietor. We've been unable to find references to "Israel [?] Publicorer, Meat Market" in any sources. "Somerville, MA" is pencilled on the verso. Two small wear marks to the margins of the photo, corners of card mount bumped, otherwise very good. \$90.00



#131

135. [Handbill - Grocer]. F.S. Harper. *The New Candy Department*. Alexandria, VA: C.C. Sartgis & Bro. Printers, circa 1900. Printed handbill, 32.3 x 21.5 cm. Illustrated advertisement for the candy department of F.S. Harper, a Virginia wholesale grocery business. An assortment is offered here of over twenty varieties of sweets, plus a facsimile assortment for window display. Some creases, otherwise very good. \$75.00

136. [Trade Catalogue - Culinary Wares]. Giunta Brothers Manufacturing Co. *Giunta Brothers Manufacturing Co. Catalog No. 28*. Philadelphia: Giunta Brothers Manufacturing Co., circa 1900. Oblong stapled catalogue, 23 x 30.7 cm, 23 pages. Text in English and Italian. Heavily illustrated with photographs and drawings. Features typical Italian culinary wares: wine presses, pasta makers, coffee grinders, ice cream freezers, pizzelle irons, and more.

“All items manufactured [...] are covered by patents.” In printed yellow wrappers with chipped corners and tide marks, otherwise near very good. [OCLC locates one copy at University of Michigan’s Clements Library; not in Romaine]. \$200.00

*“Remember you pay no more for our good of same quality, and get presents in addition”*

137. [Stock Circular]. Grand Union Tea Company. *Keep This for Future Reference*. Grand Union Tea Company. New York: Grand Union Tea Company, 1910. 30.5 x 23 cm, bi-fold circular. The “largest tea and

coffee retailers in the country”. This advertising circular cites over 200 branches across the country and illustrates a variety of premiums: japanned ware, dinner sets, lamps, aprons and more. Each premium is valued at a set number of tickets, with the final page of the circular indicating a price list for teas, coffees, spices, soaps, and sundries that also serves as a key for the number of tickets per purchase. Illustrated with a depiction of the company’s headquarters at Pearl, Jay & Front Streets in Brooklyn, a massive warehouse surrounded by horse drawn wagons to deliver the goods. Some wear to edges and small tear to fold, otherwise very good. \$75.00



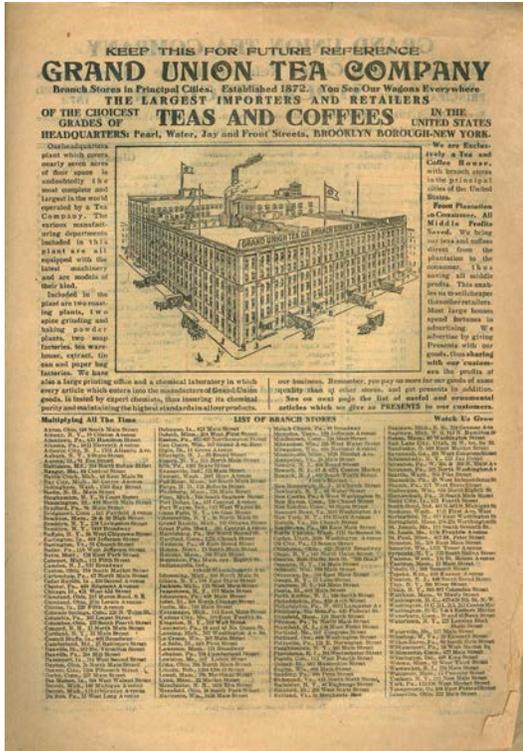
#134

*“Don’t let your neighbor steal your trade!!! He will if you are not awake”*

138. Wall Bros. Mfg. Co. *The Mystery Solved. No. 3*. Buffalo, NY: Wall Bros. Mfg. Co., circa 1910. 16.5 x 22 cm, 23 pages. Illustrated catalogue for

advertising premiums: an incentive program for merchants to entice their customers to purchase in order to receive a premium. Silver, watches, crayon portraits, and pintographs are pictured, though Wall Brothers carries “a full line of watches, diamonds, jewelry, silverware.” In printed wrappers with some edgware, rubbing, and a center crease, else good. \$90.00

139. Ward, Artemas. *The Grocer’s Encyclopedia: A compendium of useful information concerning foods of all kinds. How they are raised, prepared and marketed. How to care for them in the store and home. How*



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best to use and enjoy them—and other valuable information for Grocers and General Storekeepers. New York, 1911. Folio, 748 pages. First edition. Richly illustrated throughout with photographs and approximately eighty color plates. This text covers more than 1200 topics from Abalone to Zwetschgenwasser, including rarities such as Kangaroo tails, information on Kosher foods, cold storage adulteration, and more. According to Bitting's *Gastronomic Bibliography*, "The book is a mine of information on food." Rubbed and soiled gray cloth, gilt stamped with a promotional message from Puritan Cocoa & Chocolate. Some rubbing and spotting to cover, otherwise very good. Bookplate to front pastedown, bookseller's ticket to rear. [Bitting, 484]. \$200.00

140. [Billhead - Grocer]. Cummings Bros. Cummings Bros. Portland, ME: Cummings Bros., 1929. 27.7 x 21.3 cm. Typed bill on illustrated printed billhead for Cummings Brothers, "wholesale grocers, beef and provisions". Bill for Pine Wood Camps in Canton, Maine. Further

annotations regarding payment are handwritten. Some discoloration to top edge, creases, and small tear to left edge, otherwise very good. \$25.00

141. Lestico, H.H., Lester Layne and C.R. Rettenberg. *Chain Meat Market Management*. Los Angeles: H.H. Lestico Publishing Company, 1930. Four small octavo volumes, 143, 144, 140, and 142 pages, respectively. An instructional course in four volumes that "consists of such instruction, suggestions, and advice as would be offered a man-in-training by the most successful market operator." In red cloth with some bumping and edge wear, slight discoloration to text edge, and annotation in pencil throughout. Book one binding shaken, otherwise good. \$90.00

142. Charles & Co. *Catalogue, January 1932*. New York: Charles & Co., 1932. Octavo, 383 pages. Illustrated throughout with product advertisements and photographic images of company's facilities, with two full color chromolithographs. Extensive grocery catalogue and price list for New York grocers Charles & Company featuring teas and coffees, food products, delicatessen department, health foods, dietetic foods, biscuits, bakery department, household items, candies, perfumes, cigars and tobacco, non-alcoholic beverages and more. Information also included about the company's foreign shipping and telephone order department. In brown cloth embossed cover with bindings ticket embossed to back cover. Minor discoloration to end papers and staining to text edge, otherwise very good. Two dated notices tipped into front end papers, from 1933 and 1938. \$120.00.

143. Todoroff, Alexander. *What is What in Groceries*. Chicago: The Grocery Trade Publishing House, 1926. Octavo, 208 pages. Illustrated. First edition. The book "speaks for itself. The urgent need of such a book as this, both in the home and in schools where Domestic Science is taught, is

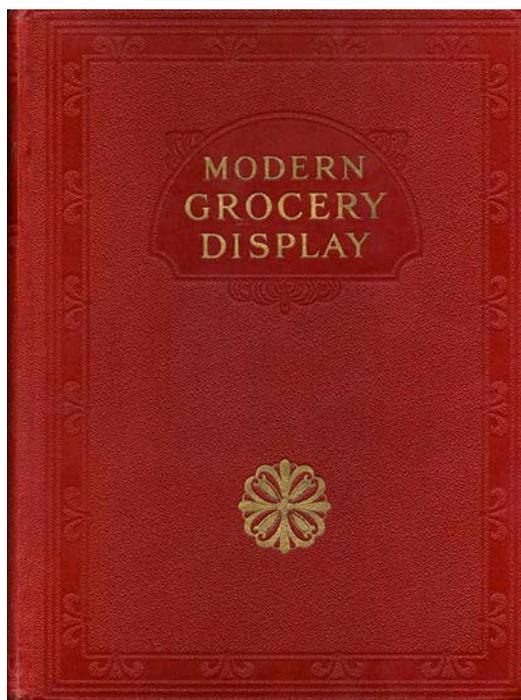
obvious.” (publisher’s note). Includes definitions of contemporary foodstuffs, government regulations affecting each, and information about various modern food processes. Some spotting and a bit of edge wear to gilt-titled maroon cloth, previous owner initials to front paste-down, otherwise near very good. \$30.00

144. Todoroff, Alexander. *The Grocer’s Answer Book*. Chicago: The Grocery Trade Publishing House, 1933. Small octavo, 19.3 x 12.7 cm, 64 pages. Later printing. Illustrations throughout. Three hundred twenty-one grocery related questions and answers in the following twenty-one categories: canned fish and shellfish, canned fruits, canned milk, canned soups, canned vegetables, canned goods – general, cereals and beans, cocoa and chocolate, coffee, cooking oils, dried fruits, flavoring extracts, flour, honey, macaroni and kindred products, nuts and nut products, olives, pickles and kraut, preserves, salt fish, spices, sugar, syrups and molasses, tea, vinegar, how to prepare brine, miscellaneous, holiday items, and when to expect good news. From “What kind of cheese is the cheese known as American cheese?” and “How does coffee grow?” to “The labels of some food products state that the article is prepared with sulphur dioxide. What is the function of sulphur dioxide?” and “When may new goods of Apple Cider, Catsup, Cranberries, Maple Sugar, Maple Syrup, and Olive Oil be expected on the market?”, *The Grocer’s Answer Book* provides concise information for the provision dealer. In yellow wrappers with some edgewear and rubbing, slight water staining to rear cover and mild rusting to staples, else good. Inscribed by former owner. \$40.00

*“This volume, written by one of the country’s leading food authorities, is entirely unbiased”*

145. Todoroff, Alexander. *Food Buying Today*. Chicago: Chicago: The Grocery Trade Publishing House, 1934. Octavo, 96 pages. First edition. Photographic

illustrations throughout. A thorough buying guide for consumers on topics such as fats and oils, fresh fruits, canned fish, meat products, bakery goods, and more. In red cloth with wear to head of spine, bumping and slight discoloration to endpapers, near very good. \$20.00



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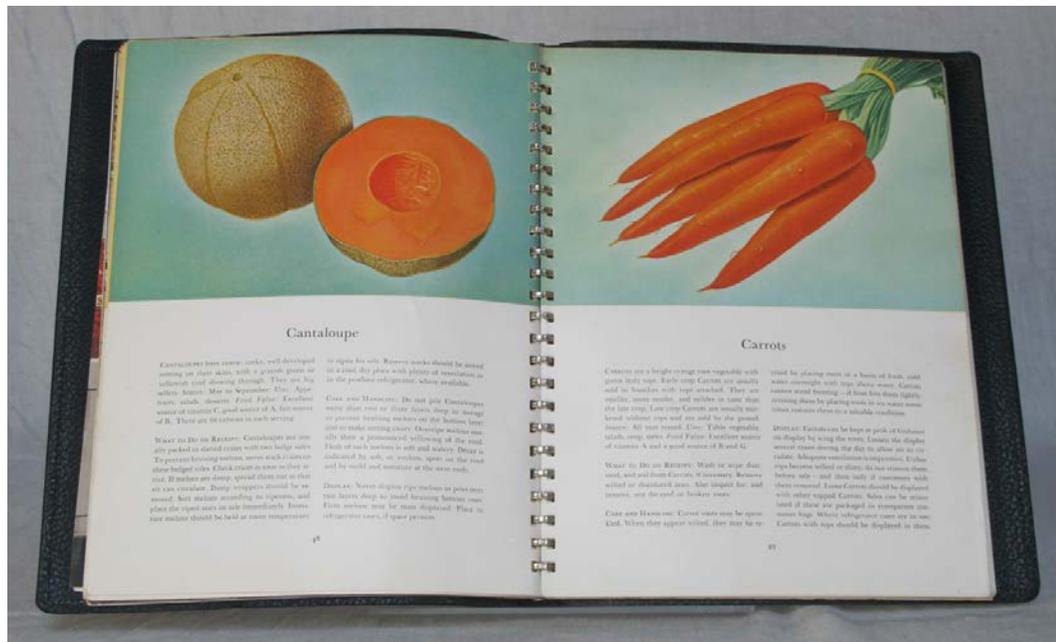
*“Well displayed is half-sold”*

146. Beeching, C.L.T. et al. *Modern Grocery Display: A Practical Work on Window Dressing and Interior Display*. London: The Caxton Publishing Company, Limited, [1933]. Large octavo, 377 pages. First edition. Illustrated with drawings, diagrams, and photographs. A thorough manual on the aesthetics of the modern grocery store. With eight expert contributors, *Modern Grocery Display* decrees that every visual detail is crucial to a successful business. With historical perspective and practical applications (from how to use crepe paper in display to which letter forms to use in display cards), each chapter is heavily illustrated. In addition to British display examples, photographs of American, Dutch, and German groceries

are also included. Slight bumping and minor tear along spine, exterior is in otherwise very good condition. Interior also very good. \$200.00

147. [California Packing Corporation]. *The Del Monte 6 Point Market, What it can do for you in 1935 and 1936*. [San Francisco]: [California Packing Corporation], [circa 1935]. Spiral-bound folio, 37.5 x 29 cm, 40 pages. First edition. A marketing presentation guide for grocers, promoting Del Monte's canned products (an analog Power Point presentation of sorts). Various materials from graphs and pie charts to photo-essays and full-color demos have been pasted in to demonstrate why a vendor should chose Del Monte: hyping Del Monte's year-round supply, quality product, investment in advertising, national brand-recognition, strengthened merchandising, and their above and beyond local campaign support. Green boards with red and yellow embossed borders and text. Red and black printed text on thick cream stock with pasted-in illustrated materials. Some slight creasing, minor spots, and edge wear to boards with some foxing to interior, some folded paste-ins are stuck together, but overall very good. [OCLC locates no copies]. \$600.00

148. The Great Atlantic & Pacific Tea Company. *Merchandising Fresh Fruits and Vegetables: Pointing the Way to Increased Sales*. [New York, NY]: The Great Atlantic & Pacific Tea Company, 1948. Folio, 101 pages. Illustrated throughout, mostly in full color. Produce department manual for personnel of the A&P chain grocery stores. The manual includes a brief history of A&P markets with their current business model that highlights modernization such as streamlined distribution and A&P's Private Teletype Network. Procedures outlined include tips for ordering and inventory, a formula for personal success, and proper produce display methods. Notable are the descriptions of over fifty fruits and vegetables, which outline the most common varieties of each item, the best way to display, its uses and nutritional value, accompanied by beautiful illustrations. While this title is unrecorded in OCLC, it is noteworthy that a search indicates that seven other titles on the same subject were published in the U.S. between 1947 and 1952. In a printed black leather comb binder with some rubbing and several pages loose from binding, otherwise very good. [OCLC locates no copies]. \$150.00



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