

Commercial Canning in New Jersey
History and Early Development

by

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Mary B. Sim



NEW JERSEY AGRICULTURAL SOCIETY

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To Ernest and Marika -
two of my favorite relatives,
Aunt Mary -

Commercial Canning in New Jersey - Hopewell Valley Extract

Hopewell Valley extract,
covering Hopewell, Pennington, Titusville, plus front & back matter, 87 pp.

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The history of the commercial canning industry in New Jersey, from 1940 to 1942. Includes histories of food packing, commercial canning, tin cans, tomatoes, and New Jersey canner / packer associations.

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FOREWORD

This history of the early canning industry in New Jersey deals with what we have been able to uncover about its origin and development. All signs point to earlier over-all canning operations than those of the year 1860, which was generally considered as the first canning date in New Jersey. We know that one tomato-canning experimenter met success in his kitchen in Middlesex County and was able, because of the constructive interest of Lafayette College officials at Easton, Pennsylvania, to bring this success to public notice in 1847. We have proof that the North American Phalanx, Monmouth County, built and put in operation that same year, a canning factory that continued over one hundred years. And there are records of a factory opened in 1848, in Mercer County, which was active until near or past the turn of the century.

Of the southern counties, unfortunately there is now no word of proof to be had from the people who knew, and records are too spotty either for verification or for accepting what is available.

Tomatoes have been a favorite crop with the farmers since very early days, and it was the first product to be "put up" by New Jersey pioneer canners. Cumberland County raised the first tomatoes in 1812. Whether Salem County had to be startled into accepting them by that reported exhibition on the County Court House steps one day in 1820, is open to question. "Tomatoes had become fairly popular in 1823" and by 1835 they were "cultivated in fairly large quantities,"¹ yet it is said that Stein Edwards of Bridgeton started the first canning factory in 1860. James P. Lowden of Burlington, reported as a fruit and vegetable canner, appears in a directory of 1859, and perhaps began his canning work long before that. And there was John E. Sheppard of Greenwich who lived between 1802 and 1882. There seems to be proof

¹ "Bridgeton Evening News," 250th Anniversary Issue, May 18, 1936.

that he was a canner. He is reported to have operated two establishments, one of fair size, and perhaps he was the first canner in Cumberland County, since it is not unreasonable to assume that such an enterprise would be attempted by a young to middle-aged man—but of course, guessing is always easy.

Having dealt with the beginning of this history, it seems necessary also to explain the end of it. At first, the year 1900 was to have been the concluding date; then, somehow it stretched more or less unevenly to 1925. Excepted, of course, are the factories which were placed in operation many years ago and have continued without interruption to the present time. Their histories are as complete as the material supplied to us permitted.

There are, without question, errors and omissions but the effort and intention has been to present whatever authentic, documented material could be found and to report carefully and impartially the historical accounts obtained from interviews.

Mr. J. R. Hildebrand, assistant editor of the National Geographic Magazine, wrote in response to an inquiry about an early menhaden plant on the Jersey coast: "It so happens that one of our staff members had an interview recently with an old employee in the menhaden industry in Morehead City, North Carolina. He was told that about 1865 small menhaden were canned at Port Monmouth, N. J. His informant said that menhaden were considered the original American sardine, and that the proprietors of the cannery at Port Monmouth were the first to use steam pressure cooking for fish, and they then developed the process.

"The above is from an old man's memory and not data from official records."

However, without the recollections and memories of many old, and not so old, men and women, every one kindly, interested and good to meet, much of the color of this pioneer industry would be lost. They, with the few early records found, have given whatever of value may be found in the following pages.

ACKNOWLEDGMENTS

The interested and generous cooperation of many persons throughout New Jersey has had much to do with the development of this book. Some have been mentioned in the text and again I wish to express appreciation for their thoughtful, willing assistance.

I am especially indebted to Mr. Charles H. Erne, Attorney in Charge Patent Dept., American Can Company, who has identified early utensils, compiled a list of early New Jersey inventors of canning and can-making machinery, and who, in general, supplied much appreciated encouragement; to Mr. F. G. Jewett, manager, American Can Company, for early records; to Mr. Thomas Martin, sales manager, Food Machinery and Chemical Corporation, Sprague-Sells Division, Hoppetown, Ill., for blueprints and early records; to Mr. A. J. Judge, manager of the "Canning Trade," Baltimore, for the loan of a rare volume and material copied and sent from his files; to Mr. Frank M. Shook, treasurer, Tri-State Packers Association, Inc., Easton, Md., for historical notes; to Mr. E. J. Cameron, director, National Cannery Association, Washington, D. C., for suggested source material and leads; to Mr. Watson C. Buck of Rancocas who supplied, from his early New Jersey histories, specific and previously unknown records; to Mr. Hervey Hill, Hopewell, for finding the first minute book of the Hopewell Valley Canning Company; to Mr. Thomas H. Bowen, editor of the "Salem Sunbeam," Salem; to Mr. Percy B. Lovell, Contributing Editor of the Moorestown News Chronicle, Moorestown; to Miss Mabel Brown, editor of Keyport Weekly and Enterprise, Keyport; to Mr. B. A. Hilliard, Salem, for the loan of an early business diary; and to Dr. Carl R. Woodward, Rhode Island, for a keen interest and valued information; to Dr. Damon B. Pfeiffer, Meadowbrook, Pa.; Miss Sara Ware, Salem; Mrs. Carrie Day, Salem; Miss Tam Conover, Trenton; Miss Jane Kelty, Quinton; Mr. Jesse Lippincott, Woodstown; Mr. Robert H. Aaronson, Jr., Bordentown; Dr. Ralph Cooper Hutchison,

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I feel a debt of gratitude to New Jersey librarians, some of whom went far beyond the line of duty in their search for and in producing material. My thanks go to Miss Katharine B. Rogers, for much thoughtful assistance in the New Jersey State Library, also to Abner J. Gaines of the State Library; to Mr. Howard L. Hughes, librarian, and Miss Mary Messler, head of the Reference Department, Trenton City Library; to Mrs. David Grove, librarian of the Hamilton Township Library Commission, who borrowed printed things from far and near, to Miss Miriam V. Studley, principal New Jersey History librarian, Newark Public Library; Miss Hazel Clark, Burlington County Library; Miss Hannah Severns, librarian, Moorestown Library; Miss Sarah A. Thomas, librarian, Cape May County Court House Library Commission; Miss Grace Todd, former librarian, and Miss Florence Rauch, present librarian, of the Bridgeton Library; Miss Irene Jones, reference librarian, Paterson Library, and Mrs. Jean Borkan, head of the New Jersey Collection, Public Library of Elizabeth.

To Dr. Harry B. Weiss, my keen appreciation for his unflinching patience, understanding and stimulating interest.

And for the unflagging encouragement and ready assistance of my husband, Robert J. Sim, my deep gratitude.

NEW JERSEY'S FIRST FOOD PACKING

That men in the early government of New Jersey showed a concern for the careful preservation of food, is proved by findings in "Laws of New Jersey, Laws in Carteret's Time," 1676.² This provision is in regard to meats.

"No. V. Be it enacted by this Assembly that there shall be in every Town, a Packer chosen by the Freeholders, to see that all Meat in Barrels for Sale be good and merchantable, and well Packed and Salted, and to contain Thirty-two Gallons, and having put his mark upon the Cask or Barrel, the same to be accounted merchantable, which Packer is to be upon Oath, and to see that the Cask be good and well seasoned Timber, and the Coopers mark thereon, and to have for his Pains of Packing and Marking of every such Barrel, Eightpence."

Dissatisfaction resulted from the workings of the above provision and a new law was "Passed in the Province of West Jersey, 1685. Chapter III.

"Whereas the Inequality of Beef and Pork Barrels, and ill ordering and management of provisions, exported, hath been highly injurious to Traders, and the Reputation of this Province, and consequently detrimental to the Increase of Trade therein, for the avoiding of which mischief, Be It Enacted by the Governor, Council and Representatives in this present Assembly met and assembled, and by the Authority of the same, that all Barrels that shall be made after the Publication hereof, shall contain one and thirty gallons and an half at the least, with the Cooper's Mark thereupon; that made the same, under the forfeiture of each Barrel, and the Cooper that made the same shall upon Conviction before one or more of the Justices of the Peace be fined in *six shillings* for each Barrel made under the said Gauge, and without his Mark, to be levied by Districts and sale of his Goods, and the overplus

² Found by Miss Miriam V. Studley, Newark Public Library, No. V, p. 116.

(if any) to be returned. And Be It Further Enacted by the Authority aforesaid that there shall be in every County a Packer, who shall take an Oath or subscribe a Declaration before the Justices of the respective County Courts, the Purport whereof shall be as followeth:

“I. A. B. do solemnly promise in the presence of God, that I will exercise the Office of a Packer, justly and uprightly according to my best Knowledge and Skill, particularly that I will not authorize or put my Mark upon any Barrel of Meat but such as shall contain Thirty one Gallons and an half at least, and the Meat both as to the savoring and quality thereof to be Merchantable, and in good condition.

“And that all Beef and Pork to be exported in Barrels shall be Marked with the respective Packers Mark (for which the said Packer shall be allowed eight Pence for each Barrel) on the forfeiture of the same, one third to the Informer, and the other two thirds toward the Support of the Government.”

HOW COMMERCIAL CANNING BEGAN

The quest for a method of preserving perishable foods had been a challenge since soon after the beginning of civilization.

There are many early records of experiments made by men of science. It was, however, an Italian Abbé, Lazzaro Spallanzani, whose scientific experiments took a step or two up the path which led to a successful method for food preservation. Spallanzani believed that unheated air carried contamination and in 1762 he proved through experiments that



NICHOLAS APPERT, 1750-1841
"THE FATHER OF CANNING"

meat extracts thoroughly heated in sealed flasks did not spoil. Having satisfied himself on that point, he apparently carried his experiments no further.

The next decisive move was made by Napoleon whose armies in 1795 were busy both at home and abroad. It was his demand for food for his men that inspired the five-man governing board which composed the Directory of France, to offer a prize of 12,000 francs to any person who could develop a successful method of preserving food.

Stimulated by the large cash prize offered by the government and concerned about the food necessities of a nation at war, Nicholas Appert, a Frenchman of forty-five years, put his early training as pickler, preserver, wine-maker, confectioner, brewer, distiller and chef to practical test, set his patient, keen, questing mind to work and in 1809 he won the prize of 12,000 francs for developing a successful method of preserving food.

Appert, now called the "Father of Canning," followed the principle already discovered by Spallanzani but he did not stop with meat extracts. His experiments included every kind of food, experiments conducted with meticulous care and recorded by him so fully that "any one could, by following his directions, use his methods successfully."

"The society for the Encouragement of National Industry * * * had his work verified under severe conditions by the Bureau of Arts and Manufacture * * * and upon the request of the Minister of the Interior, the detailed description of his work was published, for which he was awarded 12,000 francs as a 'testimonial of the goodwill of the government.'"

"The Book For All Households or The Art of Preserving Animal and Vegetable Substances for Many Years" by Nicholas Appert was published in 1810. It was translated into English, in 1920, by Mrs. K. G. Bitting, M. S., and we quote in part from the translation.

Mr. Appert chose glass for containers "as being material most impermeable to air." He found it necessary to have bottles made of special material for strength and heat resistance and with large openings—two, four and more inches in diameter— "with a ridge extending into the interior of the opening below the ring." He urged care and the utmost cleanliness in preparation, and in the process of bottling, warned against filling the bottles too full, suggesting three inches of space for liquids, two inches for vegetables, fruits, plants, etc., to provide for expansion. He used only the best quality corks or stoppers and took the further "precaution of compressing each cork for three-quarters of its length, by

means of the vise * * * so that a large stopper may enter into an average opening. The action of the heat in a vessel thus closed is such that the enlarged stopper in the interior of the vessel makes a perfect closure." With the stopper hammered snugly into place it was then securely wired to prevent blowing out. When the bottles were filled, corked and wired he "put each bottle in a sack cloth or coarse canvas, made expressly, and large enough to envelop the whole up to the stopper." By means of the sacks he could dispense with the use of hay or straw in packing the bottles in the water-bath, and when one was broken, which happened sometimes, the fragments of the broken bottles remained in the sacking.

The near-final action, that of boiling in the water bath, "for more or less time according to their nature," set the pattern for the process which has been followed to the present time. "The following day, or fifteen days after (it is immaterial) the bottles are arranged upon laths, like wine, in a temperate and shaded place; if the expectation is to send them to a distance, it is necessary to tar them before putting them on the laths."

Successfully processed by Nicholas Appert were fresh eggs, milk, cream, whey, many vegetables and fruits including "pomme d'amour," kitchen and medicinal plants, essences of herbs, chestnuts, truffles, mushrooms, and filet of beef, mutton, fowl and young partridges.

"The House of Appert," celebrated since its inception for the unexcelled quality of its canned products, was built by Nicholas Appert with his prize money of 12,000 francs.

In the meantime, English scientists also were reporting on successful laboratory experiments. "A paper was presented in 1807 before the English Society of Fine Arts by Saddington entitled 'A Method of Preserving Fruits Without Sugar for Home or Sea Stores.' The process consisted of placing the fruit in 'loosely corked bottles and heated in a water bath at 75°C. for one hour * * * bottles were removed, tightly corked and the corks sealed with cement.'"

A year later, Sir Humphry Davy, an English chemist, discovered that by adding calcium chloride to boiling water the temperature was increased to 240°F. The value of this discovery to the canning industry was not realized for many years.

In 1810 Peter Durand of England obtained the first patent for making containers of tin plate, called then tin canisters. The patent covered also the "use of glass, pottery and other fit material for use in hermetically sealing foods." That same year, De Heine, also of England, obtained the first patent for condensed milk which provided for evaporation of part of the water and preserving it with cane sugar.

William Underwood, "founder of the present corporation, the Wm. Underwood Company of Boston, Mass.," also an English pickler and preserver of skill and experience, left London for America in 1817. He landed in New Orleans, did not like it and started across the country on foot. He arrived in Boston in 1819 and decided to settle there. By 1821 he was shipping products canned in glass to South America—Danson plums, quinces, currants, barberries, cranberries, pickles, ketchup, sauces, jellies and jams. Prejudice was strong in this country against American canned goods, so it was a choice between a foreign market or the use of an English label on American goods. In 1828 he was sending "preserved milk" with his other products, and by 1835 he was packing tomatoes in bottles. One of the old labels says: "Hermetically Sealed Tomatoes. This bottle contains the substance of about 2 dozen tomatoes and will keep good any length of time. It is prepared by straining the seeds and skins from the tomatoes and evaporating the watery particles by slow heat."

Peter Durand introduced the can-making business to this country in 1818, making entirely by hand what was known as the plumb can." The body for each can was "measured and marked on the tin plate, then cut from the sheet by hand shears. The edges were butted together and sealed with a heavy ridge of solder about 1/8 inch thick * * *. The ends of the cans were also marked on the tin with a compass, cut out

with shears and soldered to the bodies by plumb joints without lapping of the tin. The tops and bottoms, like the seams, were soldered on with a heavy beading of metal. A tinker who could turn out sixty cans a day was a master workman. Later the edges of the ends were turned up by means of a mallet and a piece of iron, known as a heading stake, and the edges of the body of the can were lapped to facilitate soldering and to make a better seal."³ These were all the cap-hole type.

The following year Ezra Daggett and his son-in-law, Thomas Kensett, began using the new tin cans in packing hermetically sealed salmon, lobsters and oysters in New York City, among the first to be canned in America.

In 1823 Pierre Antoine Angilbert, a Frenchman, "improved the method of using tin cans by puncturing a small hole in the top." The can was packed with food, then with the lid soldered into place it was given a preliminary heating to expel the air, a process called "exhausting," after which the hole was sealed with a drop of solder and it was ready for the cooking.

Thomas Kensett, in 1825, applied for a United States patent on a process for "preserving animal, vegetable and other perishable foods." Officials of the Patent Office, it is said, considered the application a hoax and it was nearly ten years later that action was taken and a patent granted.

By the middle 1830's the canning of sea foods was growing in importance as an industry. Edward Wright of Baltimore is said to have packed oysters soon after 1830. The Sardine Industry, Nantes, France, was developed in 1834. Upham S. Treat of Eastport, Maine, began packing salmon at St. Johns, New Brunswick, in 1839 and claimed he sold the first canned salmon in this country. A fish cannery was opened at Halifax, Nova Scotia, by Charles Mitchell in 1841.

Isaac Winslow, a sea captain of Maine, began experiments in canning corn in 1839. By 1853 he felt that his method was

³ "Commercial and Fruit and Vegetable Products," by Cruess.

sufficiently successful to warrant the request for a patent. However, the U. S. Patent officials, apparently always skeptical of early canners, viewed his method with distrust and his patent was not granted until 1862.

An extract from a letter written by William Underwood in 1844 reveals an interesting fact in connection with can-opening devices: "Your samples of canisters reached me yesterday and I find the oval cases just such as I have been selling for the past two years. Indeed, I have a new method. The cans are made in two pieces and are joined by a band of tin running around the canister, which may be easily detached, and is the best way of opening them."

In 1845 Mr. Underwood began to pack meats in Boston; in the same year W. K. Lewis & Company, of Portland, Maine, and Treat Noble and Company, of Eastport, Maine, also successfully packed and sold canned meats.

The year 1847 was important in New Jersey canning history. Harrison Woodhull Crosby, of Jamesburg, N. J., successfully processed tomatoes in tin cans and is said to have been the first American to "tin" tomatoes commercially. That year, a canning factory was built by the North American Phalanx, Monmouth County, that continued in almost constant operation until 1949.

In 1849 Harry Evans, Jr., a tin worker by trade and a previous capper for Wells, Miller and Provost, N. Y., opened a factory in Newark, N. J., for Kensett and Company, and packed vegetables for Doctor Kane's Arctic Expedition. These included tomatoes, onions, potatoes and cabbage. Mr. Evans also invented the "Pendulum Press" for making can tops. With this press Evans introduced the crease and convex caps.

Raymond Chevallier-Appert, son of Nicholas Appert, obtained a patent in 1852 for the "auto-clave", a steam pressure cooker equipped with a special "manometer" capable of measuring heat, even to half a degree. (The pressure cooker was invented by Papini in 1680.)

Gail Borden had made successful experiments in canning milk, and in 1853 he applied for the first American patent. It was refused; also a second, and a third application made May 10, 1856, were refused. One was granted later, in August of that year, about the time he obtained an English patent. Three years later, Mr. Borden built in Walcottville, Connecticut, the first milk condensing factory. He realized little success in its operation until the outbreak of the Civil War created a demand for preserved milk.

An English patent, No. 15, was given to Joseph House in 1857 for the manufacture of unsweetened evaporated milk.

In 1860 Louis Pasteur, French scientist, made public his experiments on pasteurization and sterilization which proved that many micro-organisms, the real cause of spoilage, were killed by heat. That meant the end of much of the guess work in the canning industry.

That same year, Isaac Solomon "who conducted an unpretentious establishment in Baltimore" was the first to make use of Sir Humphry Davy's discovery (1808) and added calcium chloride to boiling water in the can-cooking kettles. The earlier cooking time of from five to six hours was reduced to from twenty-five to forty minutes, and the number of cans increased from "2,500 to near 20,000 cans per day."

Mr. Solomon's "discovery" came at an opportune time, for the next year (1861) marked the beginning of the Civil War, an event which, like the French Wars, accelerated efforts to provide needed food for the armies. Many Americans for the first time tasted American commercially canned foods and, to their surprise, found them good.

"The Richardson and Robbins Company first packed chicken and turkey at Dover, Delaware, in 1865 • • • about the same date A. Anderson also packed poultry at Camden, N. J."

In 1866 Mr. E. M. Lang, of Maine, was granted a patent for casting bar-solder in measured segments or drops for sealing cans. Ten years later another advance was the Hume "float" to "float" solder onto the ends of the cans as they were rolled along "the line."

The first clam cannery was established at Pine Point, Maine, in 1870 by Burnham and Merrill. One year later a canning factory was located near Port Monmouth, N. J., by the American Sardine Company where the immature menhaden were packed as sardines.⁴ Shrimps were first canned by S. W. Dunbar & Sons at New Orleans in 1875, and crabs by James McMenamin at Norfolk in 1878.

The first foot-power tomato filler was invented by Charles Bucklin of Phalanx in 1873, called by John D. Cox of Bridgeton "the first piece of machinery worthy the name." In the meantime, Mr. A. K. Shriver of Baltimore had developed and perfected the combination closed steam pressure kettle, which was patented in 1874 and proved a great boon to canners.

Possibly before 1876 Bob Scott of Newark, N. J., invented the simple three-prong peach peeler. "One of Bob's demonstrations was so successful that 200 women employees, armed with their peach peeling knives, drove him from the cannery."⁵ That same year William Archdeacon, of Chicago, described a commercial method for lye peeling peaches.

Madame Foure, of France, invented the first "podding machine" for shelling peas in 1883, but it was not a success commercially. Two years later, E. P. Scott, C. P. and J. A. Chisholm of Baltimore developed a "podder" which worked, and in 1893 Mr. Scott invented a machine which both picked and shelled peas.

The Stevens filler, "a new and useful improvement in Can Filling Machines" was invented by John Stevens, Woodstown, N. J., and patented January 8, 1884.

The Merriam "joker," first substitute for the tinsmith's soldering iron, was invented in 1880 and is said to have precipitated pitched battles between craftsmen and machine can makers. The bitterness increased when in 1885 Smith & Wicks, Baltimore, installed their first automatic can-making machine.

⁴ The American Sardine Co. establishment in Port Monmouth has been reported as early as 1865. (Foreword.)

⁵ "The Canning Clan," by Earl Chapin May.

Mr. J. D. Cox, of Bridgeton, invented a hand capper about 1885, and it was called "the first successful capping machine." "To that little machine * * * capping one dozen cans at a time as they were fed into it on a tray * * * can be attributed the revolution of the canned foods business of the past twenty years, for it relieved the packer of the domination of the boss capper and prevented anything like a strike; it also reduced the cost of capping to about one third." However " * * * as late as 1890 we knew canned food packers in New Jersey who maintained that it was necessary to make their own cans in dull times for the sake of keeping their cappers employed, so that they could have them when the new season of packing came along."⁶ "By 1890 cans were made automatically from sheet tin and automatically counted"⁷ as they went into shipping cars.

It was in 1890 that Max Ams, of the Max Ams Machine Company, New York City, was the first in America to use the European style inside lacquered or coated can. At that time the coated can was used for certain fish products, but by 1905 it had come into general use for red fruits, beets, etc.

In 1899 George W. Cobb, Sr., vice-president of the Cobb Preserving Company, Fairport, N. Y., bought some machinery from the Max Ams Machine Company and began to manufacture open-top cans for his own food products. Similar machinery had been sold the year before to E. C. Hazard & Company, Shrewsbury, N. J., and to the P. J. Ritter Conserve Company, Philadelphia. Mr. Cobb had not planned to go into the can-making business but "at the request of Mr. Ams and as an accommodation to him, several orders were accepted and filled." So rapidly did the open-top or sanitary can gain in popularity that his factory soon was flooded with orders, and in 1904 the Sanitary Can Company was formed. In 1906 a branch factory, the second of four, was built at Bridgeton and equipped with machinery from the Ayars Ma-

⁶ "Past, Present, Future of Canned Foods Industry," by Edward S. Judge (written 1903) in "A History of the Canning Industry."

⁷ "Cans and Can Making," W. H. N. Stevenson in "A History of the Canning Industry."

chine Company, Salem. Two years later, 1908, the Sanitary Can Company was purchased by the American Can Company, and the modern tin can was on its way.

And so, from the days of experiments with flasks and bottles and meat extracts, we come to the 1900's, the days of mechanical power and expert methods which have proved, with incredible speed and efficiency, that perishable foods can be and are preserved with much of their native goodness.

New Jersey had a unique part in this development, a history worthy of record which, though incomplete, appears on the following pages.

EARLY AMERICAN TIN CANS

Tin cans of the early days were not the smooth, clean cut, easily opened containers we know today, and their evolution and development have had great influence on the progress of the canning industry.

In 1810 Peter Durand, an Englishman, obtained a patent for making tin-coated, steel containers which he called canisters, and in 1818 he brought his can-making craft to America. The news got around, also samples of his canisters, and in 1819 and 1820 commercial canning operations had begun in America. Americans soon shortened the name to "cans," the same objects that the English, then and now, call "tins."

One should not assume, however, that all early canning was done in tin containers, for at first they were expensive, and glass was used. Some early New Jersey canners used glass.

The first tin cans were very crude. Working only with shears and soldering iron, the body for each was "measured and marked on the tin plate and then cut from the sheet by hand shears." The edges were butted together and sealed with a heavy ridge of solder about 1/8 inch thick, making what was known as a "plumb joint." The ends of the cans were also marked on the tin and cut with circular shears. At first the ends were soldered to the bodies by plumb joints without lapping of the tin. Later, the edges of the ends—the ends having been cut larger—were turned up by means of a mallet and a piece of iron, known as a heading stake, and the edges of the body of the can lapped to facilitate soldering and to make a better seal. Sixty cans a day by the first method was a good 10-hour day job for an expert tinker. The second method increased the number, "under favorable conditions," to 100 cans a day. These for the most part were the "hole and cap," "stud hole" or "solder top" cans whose tops were fitted with circular openings, 1½ inch in diameter, although sometimes larger, through which the food was packed. A cap was placed



HAND-MADE TIN CANS FROM THE J. V. SHARP CANNING COMPANY,
WILLIAMSTOWN. THESE ARE THE HOLE AND CAP TYPE

over the opening, soldered, and the can was ready for cooking. After an important discovery in 1823, each disk top was punctured, then when the top was soldered on, the can was given a preliminary heating to expel the air, after which the vent hole was closed with a tip of solder and the can placed in the rack for the final cooking.

Harry Baker, of Hancock's Bridge, began making tin cans when he was eighteen years of age and worked at it intermittently for years. He remembers what he calls two different stages in can making. In the first one, the body of the can was cut and seams soldered and the bottoms and tops were cut by a foot-operated press, possibly the invention of Allen Taylor in 1847. One man did all the soldering.

Cutting of the tin was the same in the second stage, but the body was run through iron rollers, put on blocks and seamed up, then the top and bottom were put on by header men, after

dipping into a mixture to make the solder flow. One man with a floating pot soldered the top, another man with another floating pot soldered the bottom," the modern assembly line in its early stages. Tomatoes were put in, the can wiped and the small top placed for the man with a hot Lang iron who soldered the cap. After a preliminary heating, the small vent was sealed by a venting iron.

William Reeves, of Tuckahoe, eighty, was a can-making expert of the early days. His first experience was gained in the Watson Brothers' factory at Greenwich, Cumberland County. Later he was connected with the John E. Diament Company as superintendent, first at their Tuckahoe factory, later at Fairton and Cedarville.

Mr. Reeves stated that four can bodies were cut from one sheet of tin 14 x 20 inches. Each body was run through a roller, placed on a block and soldered; the ends were set in and dipped in solder. Mr. Reeves explained, "200 drops to a pound of solder were sufficient to make tight cans, protect them from leakage and swelling. There were some canners," he intimated, "who used more drops to a pound and had expensive trouble later." Mr. Reeves made 10,000 cans a week, 1,800 every day, except 1,000 on a half day Saturday.

Mr. Edward S. Judge, founder, 1878, of "The Canning Trade," Baltimore, Md., held a foremost position among the pioneers who were deeply and constructively interested in the developing canning industry. I quote from an article written by him in 1903: "Can-making machinery began to develop from 1875 to 1880, and it was beginning to have the effect of establishing can making as a specialty and gradually putting an end to the making of cans in the factory. About 1880 every great canning factory in the city [Baltimore] was making its own cans, and had many cans, therefore, to sell to the country packers. Then, a comparatively small machine came out of New Jersey. Mr. J. D. Cox, of Bridgeton, brought to Baltimore (1887) a sample machine of his then new hand capper, and we remember that by many packers it was viewed with contempt * * * But to that little machine can be attributed the revolution of the canned foods business of the past twenty

years for it relieved the employing packers of the domination of the boss capper and prevented anything like a strike * * * It was found, too, to reduce the cost of capping to about one-third, this humble, unobtrusive machine, convenient to move from place to place and capable of capping one dozen cans at a time as they were fed into it on a tray.”

From year to year many new and significant machines appeared on the market. There was the “Little Joker” which rotated a can at an angle in a bath of melted solder so as to make outside seams for tops and bottoms, and, much later, an automatic can-making machine which accepted a sheet of shining tin at one end and turned out at the other a finished, tested and counted can at a rate as high as 65,000 perfected cans a day. The Ayars Machine Company, of Salem, Salem County, brought out just such a machine.

Then one day, the “Sanitary” can, called the European double-seamed can “Americanized”, began to stir national interest among canners. The development of the double-seamed can was stimulated by the Max Ams Company of New York City (established in 1868) which carried on a great export business in fish, fish products and meat. One of their fish products was quantities of caviar purchased from New Jersey fishermen around Delaware Bay, the caviar factory at Bayside, Cumberland County, and the Dalbows at Penns Grove, Salem County. This, the Ams Company canned in its New York City factory, for export to Russia. Previously they had used soldered cans for their export goods, but foreign buyers had a prejudice against the use of solder so the drive was for a can made without it. Incidentally, they, the Ams Company, were the first users of lacquer inside the cans for their fish products. It was the forerunner of the lacquer which kept and still keeps the natural color in canned red fruits and beets.

By 1900 the “Sanitary” can had come into use. Its open top, the size of the entire can, was sealed by means of “a coating of rubber in solution”, a valuable substitute for the solid

* “The Past, Present and Future,” by Edward S. Judge.

rubber gasket used in the foreign can, developed by Charles Ams, son of Max Ams. So rapidly did it gain in favor that the Sanitary Can Company was organized in 1904 and established in a large manufacturing building in Fairport, N. Y. In 1906 a second plant was built and equipped at Bridgeton, Cumberland County, and William H. Souder, an early Bridgeton canner, became its able and successful manager. When the Sanitary Can Company was purchased by the American Can Company in 1908, Mr. Souder was retained as manager and sold American Can Company cans all over middle and southern New Jersey for fifteen years.

The "Sanitary" can was a great step forward in the steady progress which has brought forth the can we know today. However, in its early days there were difficulties, and some of these became known by specific terms of their own.

"Swells," the first of this type of problem for the pioneer canner, resulted from micro-organisms within the can which produced spoilage and a potent gas, and caused the ends to bulge or, not infrequently, to explode. The causes were leaky cans or insufficient sterilization. "Puffer" meant much the same but was used more particularly by meat packers.

A "springer," a development of the Sanitary can, was one whose ends, if bulging, could be pushed back into normal position. Springers were caused by chemical action between the contents of the can and the metal of the container, by overfilling and insufficient vacuum, or by imperfect sealing. A can might be sealed sufficiently tight to exclude bacteria but not air; then they had a "breather." In external appearance, springers could not be distinguished from swells and were therefore not merchantable.

"Springers" went through a quick evolution. In 1907 such cans were called "springs;" "springer" was the accepted term in 1908, to be changed the following year to the name of "flipper."

"Flat sours" had undergone spoilage through chemical change but without the formation of gas. The product was usually non-toxic but not at its finest in flavor.

“Leakers” oozed their contents because of pin-holing by corrosion or because of faulty closing or seaming.

It is said that canned goods were commonly packed in five sizes of cans, known commercially as:

No. 1	12 oz.
No. 2	1 lb. 4 oz.
No. 2½	1 lb. 13 oz.
No. 3	2 lb. 3 oz.
No. 10	6 lb. 9 oz.

However, many other sizes of cans, mostly in the small and medium range, were developed well before the First World War and have continued, with only a few interruptions, to the present time, a real evolution from the crude, homely, cap-holer of the earliest canning day.

Mr. F. G. Jewett, manager of the American Can Company, in reply to a request for historical facts regarding the development of the American Can Company in New Jersey, wrote that at present there are three factories operating in the State, two in Jersey City (having begun in 1917 and in 1928) and one in Hoboken in 1939, but none of the three is engaged in making cans for processed fruit and vegetable products. Mr. Jewett's final paragraph, however, referred to earlier days: "In the history of the American Can Company's operations in the State of New Jersey, mention must be made of one other plant which is no longer in operation but which, in its day, was important. This was the Bridgeton Factory, located at Bridgeton, and still maintained as a warehouse for storing cans for use in packing the seasonal fruits and vegetables grown in New Jersey. The cans are now produced at Baltimore, Maryland, but until the type of equipment used at Bridgeton had become outmoded in 1931, this factory had been operated steadily from 1906 to 1931."

THE TOMATO—ORIGIN AND CANNING DEVELOPMENT

“Vegetable, fruit or berry—What is the tomato? A standard query this and many an argument has raged about it. The answer is easy. It is all three. By culture and use it is a vegetable; botanically, it is a fruit, and among the fruits it is a berry, being indehiscent (non-shedding), pulpy, with one or more seeds that are not stones. And they say the tomato is more truly a berry than the raspberry.”⁹

Arguments have raged too about the origin of the tomato. Little agreement appears to have been reached either as to time or place, so we have chosen the earliest date found so far and proceeded from there, omitting argument.

“In the tomato gospel preached by the American Can Company, it was a Jesuit priest, Heironymus Cardon, who, landing in Mexico with Cortez in 1519, saw tomatoes growing in Aztec gardens and sent seeds of them to his brother in Cadiz. Heironymus’ brother, however, had moved to Tangier, and the seeds followed him there. So it was that the first tomatoes grown in the Old World were planted in Morocco.”¹⁰

“Dodoenes, a Dutch herbalist, mentions them in 1583 as vegetables to be eaten with pepper, salt and oil. Several varieties were known in England in Gerard’s time, 1597. Parkinson speaks of them in 1656 as garden curiosities, under the name of love apples and garden apples. They were cultivated more for their beauty than for any supposed use * * * Rumphies speaks of them in 1753, of two kinds called Tomatts used in cooking among the Malays, and by the Italians called pomedorans, and were extensively cultivated around Naples and Rome.”¹¹

“The first mention in America * * * of its being grown for culinary use was in Virginia in 1781 * * * The first record of

⁹ “The Tomato,” by Paul Work, 1942.

¹⁰ “Cream Hill,” by Lewis Gannett.

¹¹ “Comments from an Easy Chair,” by William H. Chew, “Salem Standard and Jerseyman,” March 24, 1949.

the fruit being regularly quoted in market was in New Orleans in 1812, and the earliest record I have been able to find of the seed being offered by seedsmen, as that of an edible vegetable, was by Gardener and Hipburn in 1818, and by Landreth in 1820.

“Quotations for tomatoes in Quincy Hall Market, Boston: During the week ending July 22, 1835, tomatoes were quoted at 50¢ per dozen.” Cabbage the same. “Week ending Sept. 22, 1835, tomatoes were quoted at 25¢ per peck, and in great demand.”¹²

“The Garden Kalander,” published by Grant Thorburn in New York City in 1812, gives directions for sowing seed and raising love apples. Also the “Practical American Gardener” published in Baltimore in 1819, refers to the tomato, whether as a poisonous, ornamental plant or an article of food is not stated.

Cumberland County seems to have been the first in New Jersey to record tomato production. In 1812 when John Loper, farming land owned by Dr. Ephraim Buck, raised those first tomatoes from seed obtained by Doctor Buck in New Orleans, there was little in the way of market gardening or experimental agriculture in the North except near the big cities. No records are available of any other early production of tomatoes in other northern states, and in the absence of these, Bridgeton can fairly claim the credit of being first.

Doctor Buck, in his day one of the best-known physicians in this section of the State, was always interested in agriculture and was made secretary of the first Cumberland County Agricultural Society, January 23, 1823. He may have been the same Ephraim Buck who was one of two representatives from Cumberland County active in promoting a meeting held “in the State House, Trenton, on Wednesday, January 24th noon, 1855,”¹³ for all persons interested in the formation of a “state-wide agricultural society.”¹³ By 1823, tomatoes had

¹² “Tomato Culture,” by Will W. Tracy, Bureau of Plant Industry, United States Department of Agriculture.

¹³ “The History of the New Jersey Agricultural Society, 1781-1940,” 1947.

become fairly popular as a food, but it was not until 1835 that they began to be cultivated in large quantities.¹⁴

Did residents of Salem County, neighbors of Cumberland County, wait for 1820 and Robert Gibbon Johnson to make personal acquaintance with the tomato as an edible fruit? One wonders. Anyway, his is a story worth relating.

“Johnson, a wealthy citizen and a traveled man, had learned to eat tomatoes and found them good. He wanted to share his discovery, so, to push his hobby * * * he founded a number of county fairs in New Jersey, offering prizes for the finest tomatoes and other fruits and vegetables.

“But as an edible the tomato made no progress at all until that momentous day in 1820 when Old Johnson stood on the court house steps in Salem and announced in stentorian tones that he would there and then eat one of the lethal things. This he did with dripping relish, while the gaping crowd waited to see him writhe, then fall frothing to the ground. From this day the tomato started its useful career. In tin cans it went to the ever-changing frontier, keeping scurvy from prospectors and miners, from lumberjacks and cowboys, the latter of whom were said to have learned to read from the labels. Canned tomatoes, more than any other dish, had a great and happy effect on the health of the spear-heading men and women of the American frontier.”¹⁵

Another use for tomatoes was mentioned: “James Stevens, the author, who worked many years in railroad construction camps, avers that canned tomatoes were of great aid in the work, serving as a prime sobering-up antidote on Monday mornings to the hard drinking gangs.”¹⁵

Having once established its value, the tomato was suggested for an increasing variety of uses. By 1838-9, according to the “Kitchen Gardener,” “every variety of pill and

¹⁴ “Bridgeton Evening News,” December 11, 1936.

¹⁵ “Lost Men of America,” by Stewart H. Holbrook, The Macmillan Company, New York, 1946.

panacea was 'extract of tomatoes' and now (1847) almost as much ground is devoted to its culture as to the cabbage."¹⁶

"The Cheraw Gazette (1849) states that in addition to the advantages of the tomato for table use, the vine is of great value for food for cattle. It is said that a cow fed on tomato vines will give more milk and yield butter of a finer flavor, and in greater abundance than any other food ever tried."¹⁷

In the Farmers' Almanac, 1850, may be one of the first recipes for home canning of tomatoes: "When ripe, let them be prepared by stewing as for the table, and seasoned to the liking; put them in small jars (1 quart) with covers. Over the top put a piece of linen or cotton cloth, which will cover and press the cover on, then pour into the cavity melted mutton tallow, and keep them in a cool and dry place in the cellar until required for use. They need only to be warmed to serve them for the table. I use small jars for the reason that where exposed to the air they soon ferment."¹⁸

"Landreth's Rural Register and Almanac for 1853" lists three varieties of tomatoes: "No. 1, the Large Red, No. 2, Large Yellow, No. 3, Pear Shaped. No. 1 is the variety usually preferred. No. 3 is of small size and used for pickling."

A paragraph on "The Tomato" in "Fisher's Improved House-Keepers Almanac, 1867," includes the following statement: "The tomato season ends with the frost, but green tomatoes on the vines, hung up in a well-ventilated cellar, will ripen until Christmas."

The tomato was coming into its own. Tomato production and, later, tomato quality developed in New Jersey with steadily increasing momentum. The inevitable result was the establishment of more and more canning operations in kitchens, sheds, storerooms and factory buildings, erected for that purpose, to save field after field of large, lush, red,

¹⁶ "Tomato Culture," by Will W. Tracy, Bureau of Plant Industry, United States Department of Agriculture.

¹⁷ "The Pennsylvania, New Jersey and Delaware Almanac for 1849," John B. Perry, Philadelphia.

¹⁸ Published by A. L. Dennis and Bro., Newark.

Jersey tomatoes. And with all these developments came satisfaction and success but also difficulties and sometimes failure.

There was the farmer. He was one of many, all raising tomatoes. Always there was the dread of a wet, cold season or insect pests, which meant a poor crop of inferior quality. But in a good season with a good crop, after weeks of labor and money expenditure, his tomatoes might be refused when he began hauling to the factory, not because of poor quality but because of more tomatoes than factory facilities could handle. If they were accepted the price paid per ton was often so low that it left him very little, if any, margin of profit.

The "Salem Standard and Jerseyman" for January 1888 published an itemized account of the cost of raising 5 acres of tomatoes:

1 lb. of seed	\$2.00
Preparing seed-bed—4 x 64 ft.	2.00
Plowing five acres—3 days	6.00
Rolling twice—one day	2.00
Dragging twice—one day	2.00
Laying off—one day	2.00
Setting out plants fifteen days	10.25
Cultivating four times—5 days	6.25
Picking 50 tons @ 2c a basket	60.00
Delivering 50 tons, 2 loads a day	50.00
One ton phosphate	30.00
Applying phosphate	1.50
130 baskets @ 7c	9.10
50 tons of tomatoes @ \$6.00 a ton	300.00
Net profit on 5 acres	116.90
Net profit on 1 acre	23.38

"If only 6 tons per acre are realized the expenses are diminished \$44 and gross proceeds diminished \$120, net profit per acre \$8.38."

However, "that line of wagons that brought the crop to the canning factory in pre-automobile days was, it is said by those that remember it, a most picturesque sight. Every sort of wagon was in line, every sort of equipage, in fact, from one horse chaise to charcoal cart. Some of them came from a full

day's journey away, and had started the evening before to be ready to unload their baskets when the factory opened in the morning."¹⁹

And what of the early canner who was on the receiving end of one of the tomato-loaded wagon processions?

Of course, if he were a pioneer canner, he was well ahead of the wagon procession era for his methods and equipment were primitive and he canned only the crops from his own acres unless his supply of hand-made cans was not filled; then he might purchase a few bushels of tomatoes from his neighbors. His was the day of the "hog-dipping boilers" heated by wood and used for scalding the tomatoes and boiling the cans. Those in which the cans were cooked were usually bricked-in and "rigged up" with a "block-and-tackle" for the purpose of raising and lowering the crates of cans. Fuel was cut in the woods, water was piped by gravity or carried in "water-wagons." The entire operation was hand work.

Not much later, the installation of an engine and boiler provided plenty of water for scalding and decreased the cooking time of the cans. Canning equipment was in the process of development such as, according to John D. Cox of Cape May, the Bucklin foot-power Tomato Filler which he said was "the first piece of machinery worthy the name";²⁰ then there were scalders, toppers, wipers, etc.

Referring again to the Bucklin Tomato Filler, the operator of which required a suit of oil-skins, Mr. Cox described a prank played on a visiting "sporty" canner, a person of complete self-assurance, attired in spotless white linen, who after watching the operation of the filler asked permission to try the "_____ thing!" "This the operator readily granted." In this filler, "there was no support to the back of the can * * * and the operator had to hold the can in position. One of the boys placed a can with a loose bottom within reach of our friend the sport * * * His foot bore down on the

¹⁹ "Down Jersey," by Cornelius Weygandt.

²⁰ "The Evolution of Tomato Canning Machinery," by John D. Cox, from "A History of the Canning Industry," 1914.

treadle with a quick push, presto! * * * a quart of red, ripe tomatoes spread over a suit of freshly laundered linen!"

But what of the problems of the canner who was equipped for and expected wagons loaded with tomatoes at his factory? His machinery and laborers must be ready, all supplies on hand. His eye was on the market with the hope that old stock would keep moving, if he was not already sold out. Added to that was the question of his accurate estimate of tomato crops from the various acres he had under contract. Would they be sufficient to fill his contracts made with brokers and other firms dealing in canned goods? If not, he would have to make arrangements with a competitor to sell him sufficient to cover his lack. This he usually was forced to buy, sometimes at top-notch prices.

A business diary written by J. Bernard Hilliard, of Hiles and Hilliard,²¹ Salem, gives some idea of a canner's mental stress. "Book 2" describes the big blizzard of 1888—March 12—which isolated Salem entirely for four days. The Steamer "Mary", which handled much of the firm's transportation, tried to get out of the creek on March 15 but the ice was so heavy that she got only to Devil's Reach and had to turn back. On board were 1500 cases of Trophy tomatoes past due for delivery. The firm's stock of tin plate was low, which meant the can makers would soon be out of work. And their "Square Shears" had to be ground. Cars with 500 boxes of tin arrived on March 20 and oil came just in time.

A letter, March 26, from the company brokers, Comley and Flannigan, stated, "market off. Job Bacon's goods offered 95 cents, no takers."

"April 30—Circus here today and shop closed except Cal Mulford and Joe Mates, who are cutting caps."

The months of May and June were days of uncertainty. A dull market continued; they were able to sell only a few cases at 92½ (a dozen) leaving in the store house "853,700 cans

²¹ Book 2—Business Diary of Hiles & Hilliard loaned by Mr. B. A. Hilliard, President of the City National Bank and Trust Company of Salem.

and 4,500 cases made up." Some tomato plants were poor, so poor that they were ploughed out; good ones were being lost by "fleas and bugs." The can makers by June 1 had made 989,000 cans. "9,000 cases nailed up with wire nails."

Mr. Hilliard wrote, "Geo. Berry of Hammonton called to talk about Italian help for the season. We arranged for him to send us 60 women and 15 men about September 1st * * * His charge will be 25¢ each." Mahan, the engineer, signed a contract July 16 for the season from August 1 to November 1, \$20.00 a week.

That year Starr Bros., in Salem, began packing August 17, and their factory at Hancocks Bridge "made first run" August 24 with about 20 tons. Chew and Bilderback began August 25; Hiles and Hilliard, August 27 with 3½ tons of tomatoes. Job Smith brought the first load. They began making tomato pulp September 5 for which T. Taylor and A. W. Starn promised to pay 2¢ per lb., weighed in sacks. At their closing date of October 19, Hiles and Hilliard had packed 474,896 cans.

By early December, Cal Mulford and John Shimp had a fair sized stack of cans made, Cal obligated to make 700, John 600 a week. George Taylor cut the tin tops and bottoms @ 8¢ per box and "sheared up the clippings." Harry Moore was paid 17 cents per 100 for seaming and floating.

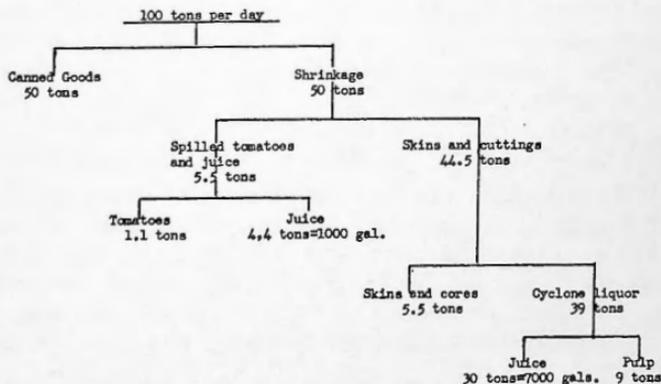
Mr. Hilliard wrote, Aug. 28, 1889, "Opened factory today. Machinery worked only fair. The filler wastes too much, the capping bench had no guides and was slow. We find the tomatoes very good—packed 6,504 from 14 tons 710 lbs."

Waste, and the handling of waste products, was always a serious problem to the early tomato canner. It was not until the New Jersey State Department of Health began its study of canning factories and methods that much of an idea was obtained as to what percentage of tomatoes went inside the can and how much was lost outside. In the annual report of the New Jersey Department of Health for 1910, a series of experiments was described which were conducted through the

able assistance of Lucius Hires, of Fogg and Hires Company, Quinton, and Wallace Roberts, of The Curtice Bros. Company, Woodstown.

A table developed by F. E. Daniels, Chemist, from those experiments is enlightening.

RAW STOCK



Tomato juice, as such, was not canned until the late 1920's, but pulp made from the skins and cuttings was sold for many years by early canners to dealers in New York City for two and three cents a pound. The Pure Food Law of 1906 brought an end to the making of fermented pulp, as well as various changes in canning equipment and methods.

Dr. C. W. Larison, Ringoes physician of earlier days, found that tomatoes though very beneficial interfered with his practice. His discussion about them, written "fonetically," was published by him in "Requirements of the Season, Journal of Helth, July, 1891."

"The tomato has cum. And now many an old patient will cease his visits to the fysician's office in quest of sumthing to promote the activity of the liver, and the activity of the glands of the jejunum," also those of the lower digestive organs. "For, under the use of tomatoes, the liver becum toned up and activ, the glands of the small and large intestines becum

activ, the hole alimentary tract becums activ, * * * digestion and assimilation becums activ, flesh accumulates, the movements becum more elastic, the port is nearer erect, the eys ar effulgent with animation and good nature, and he who so long has been a regular visitant to sun celebrated fysician's office, thanks to tomatoes! now begins to feel wel.

“In the raw state—even with the skins on—they ar the most holesum. But, they promote health, and ar very gustable to many when peeld, sliced, salted and covered with vinegar * * * A patient told me yesterday they ar just right for her when the seed cavities ar emptied of the seeds, fld with fine crums of crackers or biscuits (made of graham is the proper kind) and then roasted in an oven sharp with heat.

“There ar those who slice them, sugar the slices, and then set them in a cold place until the sugar is absorbd. Servd in this way, they ar very relishabl; and, if the persons eating bears sugar wel, the dish is certainly very laudabl. Over the sugared slices, sum pour a litl weak vinegar—which ads, not only to the gustablnes, but also to the holesumnes of the dish.

“They are good stewd; in fact, a tomato is holesum, fixt as you wil.”

New Jersey tomatoes, from their early introduction, either as ornamental vines or edible fruits, have through the years climbed to a position of unparalleled prominence. They have the record not only for being New Jersey's first commercially successful canned product but they are one of the greatest products in quantity and the finest of their kind in quality. We like the sentiments of Cornelius Weygandt in “Tomatoes I Sing”: “Jersey tomatoes are beyond compare today * * * Not corn or lima beans, not potatoes or spinach, are so surely first of their kinds in South Jersey as are tomatoes * * * Time was it was Jersey peaches the State boasted of, or Jersey snapper or Jersey sheepshead or Maurice River coves. Now, as you make a round south of Camden between the Delaware and the sea it is tomatoes you will see everywhere and hear of everywhere.”²²

²² “Down Jersey,” by Cornelius Weygandt.

1880—1889

The Delaware Valley Canning Company (Mercer County)

Mrs. Elijah Jones, eighty-seven last November 22, 1950, is a native of Titusville and lives in what is considered the oldest house in town, built in the 1790's. She was an employee of what she said was the Delaware Valley Canning Company. She had not thought of the factory "for years and years," but before long many interesting reminiscences came to mind.

Going back to a sort of beginning, Mrs. Jones said her husband "Lije" had been born "not ten minutes from us." He was five years and one month old, "to the very day, October 22," when he called upon her for the first time, the evening of the day that she, Annie T. Phillips, was born. It set a precedent which brought definite results.

John Hoppack was president of the canning company and supervised the canning, but "he worked with the people, helped with whatever there was to do." Warren Flening was also one of the owners and he supervised the scalding, peelers, etc. Edward Roberts handled the scalding operations.

Mrs. Jones worked in the factory as head of one of the canning tables. Mrs. Howard Swift operated the automatic canning machine, which did not fill the cans completely. It was the responsibility of Mrs. Jones and her assistants, Mrs. Hannah Harbourt, Mrs. Rosette Lambert and Mrs. Bell Carhuff, to press out the air from each can, with one finger, and refill, to bring to correct weight. The top edges of the cans were sharp and the work was hard on the hands. "I wore out more finger stalls," said Mrs. Jones, "had to make a new one every evening so I could work the next day." The scalers were Dave and Bill Houghton and George Lewis.

The products that Mrs. Jones remembered were tomatoes, pumpkins and pears, both Keiffer and Bartlett. She thought there were about fifty employees in the factory, thirty to thirty-five peelers, ten workers on the canning tables and

about three cappers. There were two canning tables, one was first grade produce, prime table; the other was second grade fruit, not quite ripe or otherwise not perfect. The labels bore the "Delaware Valley Brand."

The factory was converted from a large dwelling place and ideally located at the far end of the town, that is from Trenton, just about over a small, swift stream which carried all the peelings, cores and scraps out into the Delaware River. No offal trouble there.

Farmers "from all around" joined the procession of tomato-loaded wagons which sometimes extended almost through the town. Mrs. Jones remembered Livingston Tomlinson and Hiram Lambert, and a Mr. Schenck who always brought his tomatoes behind a team of oxen. But Lije Jones—"Lije had the reputation of raising the best tomatoes anywhere around." His farm was sort of up-country from the town of Titusville, which is strung along between the old canal feeder and the Delaware River. It seems that he always had lots more tomatoes than he had baskets. Said Mrs. Jones, "We could see him coming over the canal bridge and everybody would get in a great flurry because he always asked us to run off eight or nine crates so he could go home and get another load."

No decision was reached as to when the factory opened or closed. Mrs. Jones remembered only that it was still in operation in 1896 when her youngest son was born. It is noted that the factory building committee of the Hopewell Valley Canning Company requested members of their Board to accompany them on a visit to the Titusville Canning factory on April 16, 1892.

A paragraph was found in the Mercer County Crop and County Board report published in the New Jersey State Board of Agriculture Report, 1893-'94, which follows: "The Titusville Fruit and Vegetable Canning Company received 462 tons of tomatoes. Put up 140,000 cans, not half the usual quantity due to poor yield. Twenty-three and one-half tons of pumpkins, making 6,400 cans. In addition to the above,

they put up 2,000 quart jars of Bartlett pears. County average price per ton for tomatoes was \$6.37."

In an account book of the Ringoes Canning Company, loaned by Mr. M. R. Sutphin, of Ringoes, it was noted on December 7, 1893, that a check had been sent to the Titusville Fruit and Vegetable Canning Company, "\$3.57 for solder."

In 1901, fifteen men and forty women employees were listed as employed for three months of the year.

However, at a meeting of the Board of Directors of the Hopewell Valley Canning Company, March 2, 1906, "Mr. J. H. Stout and George E. Snowden were appointed to go to Titusville and inspect the capper and other machinery which formerly belonged to the Titusville Canning Company." They "engaged the material for seventy-five dollars."

Examination of Mercer County directories makes possible the assumption that the Delaware Valley Canning Company was opened in the late 1880's or 1890. The directory names Mr. Fleming as superintendent.

Jones and Ireland (Burlington County)

"Edward B. Jones, of Mt. Holly, in partnership with William Ireland, constitute the firm of E. B. Jones and Company extensively engaged in packing vegetables in tin and glass."¹¹

Mr. Jones, a native of Medford, graduated in 1870 from the Philadelphia College of Pharmacy and "since 1882 has been located at his present store on the corner of High and Washington Streets."¹¹

Being a prosperous man of many interests "he has been since 1873, treasurer of the Burlington County Agricultural Society and is also treasurer of Building and Loan Associations."¹¹

¹¹ "The New Jersey Mirror," Mt. Holly, 75th Anniversary Issue, 1893.

1890—1899

Mrs. Harry G. Smith, of Hancocks Bridge, said that cans were made by Mr. Smith, 600 cans a day. Her father, Joseph Peachy, worked in the Griscom factory as a scaldler. Gilbert Hancock was also a can maker there.

Mrs. Smith stated that Mr. Griscom also bought sturgeon and made caviar. Got \$40.00 a keg, probably in New York City, for the caviar and shipped the fish to Philadelphia.

Hopewell Valley Canning Company (Mercer County)

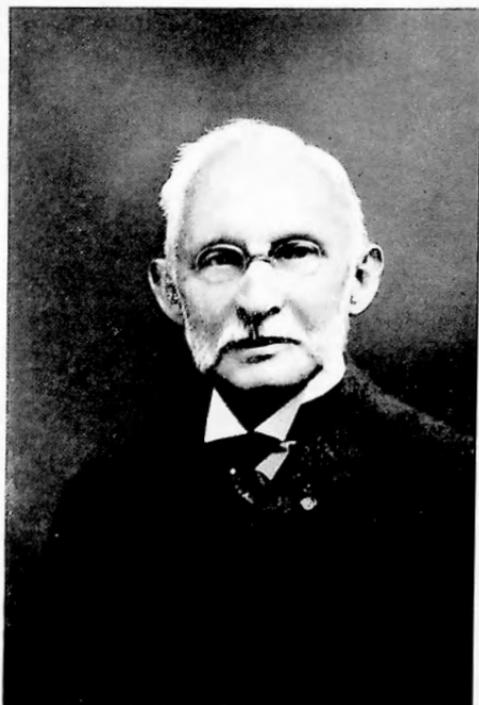
The Hopewell Valley Canning Company, consisting of some sixty stockholders, decided upon April 2, 1892, as the date of the beginning of their new company. An earlier organization meeting had taken place March 12 at which time the name was selected and a decision made to locate at or near the borough of Hopewell, Mercer County, and the objects decided upon, "to purchase and can and otherwise preserve fruits, vegetables and corn and to sell the same, to buy lands and to erect buildings thereon, buildings and machinery for the purpose aforesaid, to issue bonds secured by a mortgage or mortgages upon the property and franchises of said company, and to sell the same for the purpose of raising money with which to build buildings and machinery and otherwise carry on the business.

"The total amount of the capital stock of said company is Twenty Thousand Dollars; the number of shares into which the same is divided is four hundred and the par value of each share is Fifty Dollars, (\$50.00).

"The amount with which said company will commence business is Five Thousand Dollars which is divided into one hundred shares at Fifty Dollars each."

The stockholders came from Hopewell and nearby localities and included J. Hervey Stout, John Sperling, David Stout, Daniel Hurley, Spencer A. Weart and D. S. Labaw, of Stoutsburg; E. L. Vanzandt, Wilson Blackwell and Edward Brophy, of Skillman; Charles Sernberger and Joseph E. Leigh, of

Mount Rose; Spencer Whitlock and Charles F. Shuster of Blawenburg; N. Stout Voorhees, James N. Hill, and William D. Hill, of Glen Moore; George M. VanDyke, H. B. Pittenger, W. P. Blackwell, A. T. Ege, John E. Mershon, A. A. Pol-



J. HERVEY STOUT

First vice-president; Inter president for years of
The Hopewell Valley Canning Company.

(Courtesy of Mrs. Joseph B. Hill.)

hemus, P. W. Titus, John L. Burroughs and John K. Snook, of Woodsville; T. Y. Craft, Amwell; Charles B. Hill, Pennington; Joseph A. Snook, Rileyville; A. L. Holcombe, J. M. Dalrymple, Ralph Ege, D. W. Stout, P. W. Hartwell, N. D. Black-

well, A. S. Golden, William F. Golden, D. L. Blackwell, R. Scott Kise, John M. Ross, William B. VanPelt, P. V. Drake, I. G. Waters, F. V. Cruser, E. N. Snook, N. S. Ryncarson, Joseph M. Phillips, Henry A. Hoagland, W. J. Phillips, F. F. Holcombe, E. W. Golden, J. Britton Hill, William S. Weart, Randolph Stout, J. B. Sheppard, W. T. Van Dyke, William H. Ross, Amos C. Bond, William F. Drake, Andrew Cray and W. C. Vliet, of Hopewell.

The finding of the exact facts already mentioned has been possible because Mr. Hervey Hill, of J. B. Hill & Sons and son of the last president of Hopewell Valley Canning Company, Hopewell, located the first minute book of the Hopewell Valley Canning Company and presented it to the Hopewell Museum. Miss Susan Weart, secretary of the Hopewell Museum, with her well-known alert interest and generous cooperation, has made it possible for us to make use of this first-hand information. New Jersey had a number of such companies during the early years of its canning industry, and it seems fitting to recount rather fully the steps necessary to bring about an enterprise which has achieved many years of successful operation and to reveal also the keen foresight, business acumen, integrity and endless hard work of the presidents, the members of the board of directors and the superintendent.

At the specified first meeting on April 2, 1892, A. L. Holcombe was elected president, J. Hervey Stout, vice-president, J. M. Dalrymple, secretary and D. Webster Stout, treasurer. The other directors were William B. VanPelt, E. L. Vanzandt and Charles Seruberger.

Following the election the constitution and by-laws were adopted. Article 6 (duties of the board of directors) Section 4—"They shall have a correct account kept of all fruits and vegetables furnished and all produce sold. They shall also have power to reject any fruits or vegetables deemed unfit for use." Section 5,—"If at any time the amount of fruit or vegetables received from stockholders shall not be to the

capacity of the factory, they shall have power to purchase same from outside parties.”

Article 7 (Stock) Section 1, “The capital stock of this company shall not exceed Four Hundred shares of a par value of Fifty Dollars each, and each paid up share shall entitle the



JOSEPH B. HILL

Third and last president of Hopewell Valley Canning Company.

(Courtesy of Mrs. Joseph B. Hill.)

share holder to grow and market with the company one acre of tomatoes.”

The selection of a site for purchase of land for factory buildings was first considered at the April 2 meeting. There were seven offers from which to choose. After considerable

discussion it was decided that a recess of forty minutes be taken and a visit made to all seven sites. The meeting reconvened and the question was put to a vote. After the third ballot it was agreed unanimously to purchase the D. L. Blackwell site, one acre in extent.

The stockholders each agreed to pay for his own seed, and two varieties of tomato seed were to be used, the Paragon and Livingston Perfection, half of each.

The factory building committee, composed of A. L. Holcombe, J. Hervey Stout, J. M. Dalrymple and D. W. Stout,



The Hopewell Valley Canning Company.
(Courtesy of Hopewell Historical Museum.)

requested the other members of the Board to accompany them on a visit to the Titusville canning factory, April 16, 1892.

Mr. W. A. Poland, architect, Trenton, met with the building committee and agreed to draw plans and specifications for canning factory buildings, "one two-story, 50 x 45 ft., with 16 ft. posts and peak roof, and one one-story, 90 x 24 ft., with 8 ft. posts and sufficient platform room," for \$20.00.

The secretary was ordered (April 16) to correspond with scale and can manufacturers, with box dealers and label printers; also, with boiler manufacturers for prices on a 40-50 H. P. boiler.

George W. Snowden was offered the job of superintendent at \$50.00 a month, which he accepted, and was told to report for work June 15, 1892. It was decided that the main building should be completed by that date (Mr. Poland's plans having been accepted) and the extension finished by July 1. Mr. Snowden was asked to "secure the services of G. W. Lyson the processor and another man a capper during the canning season."

Bids from three contractors were considered at the Directors' meeting of May 7,

J. D. Stantise.....	bid	\$2,473.39
H. D. Sutphin.....	bid	2,487.50
Wm. F. Drake.....	bid	2,133.30

Mr. Drake's bid was accepted and articles of agreement for the erection of the canning factory buildings were promptly signed.

Mr. Stout was instructed to correspond "with the Philadelphia and Reading Railroad Company in reference to the extension of the side track, fifty feet beyond the present point."

A well had to be dug and a ditch to "underdrain the ground at the north end of the factory buildings."

A notice was inserted in the "Hopewell Herald" requesting help, and the names of all applicants were kept on file.

William Blackwell, of Trenton, was employed June 4 as engineer at \$10.50 a week during the canning season and promised to report for work when notified. On that date the building committee reported that the boiler had been bought from John E. Thropp and Son, of Trenton, "for \$848.00 complete set up and bricked in perfect order as per contract."

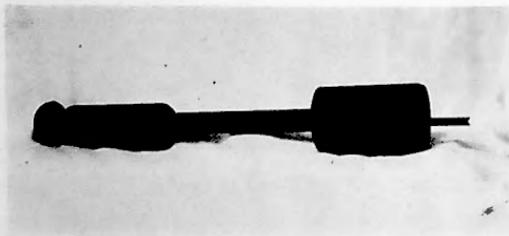
On June 11 it was decided to "order 175,000 of the Blue Labels and 25,000 of the light colored labels (the shield)," also that the printing on the labels be left to the discretion of the secretary and superintendent. Mr. D. W. Stout was appointed weigh master and would receive the tomatoes at the factory. "Mr. William B. Van Pelt moved that we let the young people of the vicinity have the canning factory for the

purpose of holding a social gathering or party, providing the contractor assume all responsibility. So Ordered."

On July 11 it was stated that an order was given John S. Van Dyke for \$66.00 for insurance on factory buildings. Thirty-five hundred receiving cases for the farmers were ordered, and pails also had to be provided for factory use, four dozen cedar and four dozen common, bought "if possible from our home merchants."

Mr. Snowden had requested a Bucklin can filler, which was purchased for \$71.25 installed and ready for use.

It was decided to "pay 3½ cents per pail (to peelers) and the operators will be required to dump their own water out of doors and the tomatoes on the table."



A long soldering iron used in the early days of
The Hopewell Valley Canning Company.
(Courtesy of Hopewell Historical Museum.)

August 18—"The secretary moved that the patrons delivering tomatoes to the factory be required to cart them on springs. So ordered." They were receiving \$7.00 a ton during August, would get \$6.50 in September, and \$6.00 a ton in October.

One carload of Hem cap (tall type) Ginna cans was ordered, also one barrel of gasoline (No. 75) to be shipped every Thursday during the season. Capping irons to cap the Ginna cans were ordered from the Niagara Stamping and Tool Company.

Mr. A. L. Holcombe and J. Hervey Stout were "appointed a committee to go to New York and purchase one carload of

the Ginna cans, also to see Messrs. D. H. Hunt & Company about selling can fruit, or other wholesale dealers." They were authorized "to sell canned goods at what they think a satisfactory price." It was decided that stockholders of the Hopewell Valley Canning Company be permitted to purchase canned goods at wholesale prices, "also our local merchants."

David H. Hunt & Company was not interested in any but fancy tomatoes, but after receiving samples from Hopewell Valley Canning Company, they began selling at \$1.00 per dozen on a 2½ per cent commission.

The secretary, in his first annual report March 1, 1893, stated that stockholders having seventy-two shares and outside parties renting fourteen shares had furnished tomatoes to the factory. He estimated that of the eighty-six acres planted and grown, all tomatoes "with but two exceptions" had been brought to the factory. "In many respects a high degree of prosperity has been attained and a reputation we trust for the Hopewell Valley Canning Company has been established by the superior quality of tomatoes raised by its stockholders which the company has put upon the market and sold almost without exception to the very best houses in the country."

The total tonnage of tomatoes delivered to the factory was 571 tons 551 lbs.

"The Company put up 215,400 cans of tomatoes. We got 376 cans to the ton which shows that it took 5⅓ lbs. ripe tomatoes to make one can of canned tomatoes."

The secretary closed his report by stating that "your Board of Directors would most respectfully recommend, 1st, that the cash on hand be retained in the treasury for betterments and running expenses of the factory," said betterments consisting of an extension to the platform alongside the factory, further extension also of the switch and the purchase of a gas apparatus.

Some of the figures on disbursements in the treasurer's report are interesting—

For plant (factory)	\$5,034.71
For cans	6,161.49
For shooks (box material—sold to farmers as boxes)	950.68
For labels	389.68
For tomatoes	3,639.51

At the second stockholders' meeting March 1, 1893, it was decided that the same price be paid for tomatoes "as last year, viz. August \$7.00, Sept. \$6.50, October \$6.00;" that the same two varieties of seed be used, Paragon and Livingston Perfection, and "that the Stockholders pay for the tomato seed they plant." (Seed was ordered from H. A. Dreer) It was so ordered also "that every person who brings tomatoes to the factory shall sign a contract."

The first mention of "swells" appears under the date of April 15, 1893, when in the directors' meeting the treasurer reported a rebate on swells to Thurber, Whyland & Company, New York City, of \$12.60. On that date also a bill appears for cans to "E. F. Kirwan Mfg. Co., 36,500 cans—\$968.15," (Freight on them was \$30.00) and two carloads of Shooks, \$89.65. The superintendent, Mr. Snowden, "was ordered to employ the help needed to unload the cans and make the boxes."

On October 18, 1893, a meeting was called "to decide whether or not it is advisable to fill part of our empty cans (27,200 left over) with apples. After due consideration, on motion of Mr. Van Pelt, the executive committee was authorized to put up 500 cases or more of apples."

At the next meeting, December 8, 1893, the president, Mr. Holcombe, "reported 614 cases of apples put up, filling 14,880 cans, of which 300 cases have been sold at \$1.05 per dozen and D. Hunt & Co. are expecting to get \$1.10 per dozen for the remaining 316 cases."

Mr. G. E. Snowden, superintendent, presented a bill (January 30, 1894) for expenses to a meeting of the New Jersey Packers' Association, Camden, \$2.33.

At the meeting held February 23, 1894, it was decided that the directors and superintendent take dinner at Van Fleet's Hotel on the day of the annual meeting at the company's expense. (This decision set a precedent which was followed annually thereafter.) The bill for seven dinners and for the use of the hall for the meeting on March 8 was \$5.50. The same day a motion was passed to pay a dividend of 5 per cent on the paid-up capital stock. Asparagus as a possible crop for canning was discussed but rejected because "the soil is not adapted to growing plants of the required quality."

Unfavorable weather influenced the 1894 tomato crop and the Hopewell Valley Canning Company found that their contracts to various jobbers and grocers called for 1,612½ cases, or 38,700 cans more than they could provide. "We have, however, experienced no difficulty with any of our buyers, owing probably to the financial embarrassment which befell the Thurber, Whyland Company of New York with whom we had placed a contract for 5,000 cases, the terms of the contract being that buyers were to order the goods forwarded by the 30th of November, 1893. We still have 1,470 cases of these goods in the Factory awaiting Thurber's order."

The problem of disposing of the "offal" was mentioned as one of the accomplished betterments, "a tank has been built on the north side of the factory to receive the seed and juices from the canning tables and prevent it from running into the brook and polluting its waters and a bin built on the west side to receive the skins and other waste." Mr. J. M. Ross was to cart the "offal" away providing he found a suitable place to throw it. This was finally found "on the Brickyard of P. Cahill for which Mr. Cahill is to receive Ten Dollars. On motion, the treasurer was ordered to pay the \$10.00 without waiting for a bill."

The price of tomatoes was changed for the season of 1895, \$7.00 paid for all tomatoes delivered on or before September 15; \$6.00 for the balance of the season.

January 25, 1896, found the Hopewell Valley Canning Company again short on contracted orders, so "the Executive

Committee requested David Hunt & Co. to buy 1,500 cases of Everitt & Scarborough at Lambertville" which they did at 95¢ per doz.

At the annual meeting March 2, it was decided to pay \$6.50 per ton for tomatoes through the entire season. For tomato swells, \$49.43 was paid out following the season of 1895.

The secretary's report in March, 1898, reported "the smallest crop received in the Company's history, 323 tons which filled 137,000 cans." Apples were again to be bought to fill up the empty cans. The price of tomatoes was to be \$7.00 per ton until October 1, then \$6.50.

At a board meeting February 23, 1900, "the treasurer was instructed to write to the Representatives from this county and request them to use their influence against the passage of Assembly Bill No. 121 relative to stamping the year in the tin of which cans are made."

On March 2, 1900, at the annual meeting, the secretary reported a yield of 724 tons 1800 lbs. of "generally poor quality, being green and hard at the stems which necessitated cutting away that part of the tomato and a consequent waste." Due to frost the season closed early.

"After we had shipped Stout, Spencer & Co. 400 cans of each grade of their order, we received notice that the goods were objectionable on account of quality and requested us to come to New York at once to adjust the matter." The president and treasurer went over and made settlement by throwing off \$150.00 on the 1,000 cases already in their hands and canceling the balance of the order. "We have in the factory and unsold 3,500 cases of extra tomatoes and 500 cases of the Superior Brand." The 35,000 cans of apples, put up to partly use the 65,000 empty cans on hand, from 1,293 bushels at 35¢ a bushel, were also unsold.

Crop shortage in 1902 made it necessary for the directors to make arrangements to fill their contracts, which called "for 5,000 to Park & Tilford \$1.07½ per doz.; 2,500 cases to Wm. A. Leggett & Co. at \$1.05 per doz.; 250 cases to F. J.

Tompkins, at \$1.15—all sold on a delivery guarantee of 75%, making the number of cases we were required to furnish 5,814 or 13,943 cans. Under the conditions we were able to furnish only 55% of the quantity. We adjusted the matter * * * by purchasing 1,500 cases of the Fogg & Hires Co., Salem, N. J., for Park & Tilford, at \$1.15 per doz. and Mr. Park gave off the balance which amounted to 700 cases; we settled with the other buyers along similar lines, of 15 cents per case. The settlement cost us \$391.02. To help out these unfavorable conditions David Hunt & Co. remitted $\frac{1}{4}$ of their commissions—\$103.68” and a letter of appreciation was sent to them by the board.

Then, there was apple trouble. The cans were finally sold to Bogle & Scott, New York, at 55¢ a dozen. After “we shipped them a carload it was found that on account of rust or the action of the apple-juice on the tin the cans would not bear transportation, so Bogle and Scott turned the balance of the goods back on our hands. Our president then closed them out to J. H. Blackwell & Sons of Trenton at 70¢ a case. Messrs. Blackwell worked them off in small lots and finished them up last week; and sent us their check for \$310.84. Making the total amount received for the apples \$728.65.”

Too many continuous years of bad weather and poor crops brought about a strained financial situation, and a special meeting of the stockholders was called October 23, 1903, to discuss ways and means of meeting the company’s heavy indebtedness. After trying a plan of assessment on the stocks which proved unsuccessful, it was decided to issue bonds to the amount of their indebtedness and “to mortgage the company’s property to secure the same.”

The canning year of 1905 saw an improvement in volume and quality of the tomato crop, although a glut in September with weather warm and moist caused a loss estimated at fifty tons, or \$400. At the directors’ meeting March 2, 1906, it was decided to sell Park and Tilford 6,000 cases of their best goods at \$1.07 $\frac{1}{2}$ per dozen, “without any guarantee as to quantity.” At the same meeting “Mr. J. H. Stout and Geo.

E. Snowden were appointed to go to Titusville and inspect the capper and other machinery which formerly belonged to the Titusville Canning Co., and if it is suitable for our purpose and the price is reasonable, to purchase the same." It was later reported that they had "engaged the material for seventy-five dollars."

On January 8, 1907, the committee consisting of Mr. Voorhees and Mr. Snowden, appointed at the meeting of December 3, 1906, reported that they attended the sale of the Ringoes Canning Company and bought twenty trays and three tanks at a cost of \$16.00.

The secretary's annual report for the fiscal year ending February 1, 1908, was encouraging. Three hundred seventy-eight and one-half tons of tomatoes at \$3,406.72 filled 142,000 cans. "The entire output with the exception of 200 cases was sold to Park and Tilford at the following prices—4,695 cases at \$1.20 per doz., 603 cases at \$1.10 per doz. and 423 cases at \$1.00 per doz. * * * which average the highest ever realized." The two hundred cases were sent to New Jersey Village at Skillman.

At the annual meeting January 17, 1910, the "treasurer was instructed to write to U. S. Senator Briggs and Congressman Wood and request their support of the bill requiring government inspection of canning factories." At this meeting it was reported that sufficient funds were on hand to pay the outstanding bonds, eighty in number, which would lift the mortgage on the property. The bill for dinners at the hotel for the directors (also horse feed) was \$14.25.

The following year, 1911, found the tomatoes of a "watery inferior quality causing an unusual amount of waste * * * Near the close of the season we sold the Philadelphia Pickling Company some of the waste; consisting of 20 bbls. skins, 18¼ tons spoiled tomatoes and 43 cases swell cans, amounting in all to \$103.95." In spite of poor quality fruit the Hopewell Valley Canning Company found it a profitable year and purchased a labeling machine at "226.46 with freight. This machine * * * effected a saving of \$205.00 in getting out

the past season's pack as compared with the pack of 1908, when about the same number of cans were filled."

The problem of disposing of "offal" was ever present. A new plan was tried when on September 23, 1911, a "low-down wagon was bought for \$24.00, and a two-inch pine water-tight tank built thereon to be used to haul away tomato juice. The Whole outfit cost about \$48.00."

A 6 per cent dividend was ordered paid on the capital stock at the annual meeting, February 2, 1912. The secretary reported: "During the past year the company has introduced the sanitary can and to work these, a seamer has been installed at a cost of about \$450. We believe that these cans will prove to be more economical than the old style in the end as they effect a considerable saving in labor, solder and gasoline, besides the trade is demanding this style of can and they are more readily sold than the cap-hole."

"The superintendent and treasurer were authorized, August 15, 1913, to increase the wages paid to women to 15¢ an hour and 4¢ per pail, if necessary, to get the help required." Nine dollars a ton was being paid for tomatoes. Mr. Snowden, superintendent, was raised to \$1,000 a year beginning March 1, 1914. He, with the president, J. Hervey Stout, was delegated to attend the Cannerymen's Convention in Baltimore "now in session."

And thus we come to the last page of the first minute book of the Hopewell Valley Canning Company, covering a period of twenty-two years.

Through those years from the beginning, the only changes which took place in the officers of the Hopewell Valley Canning Company were the result of death. Mr. D. W. Stout, the first treasurer and a very active worker about the factory, started home one wild night in a snow and sleet storm walking along the railroad track, was struck by a train and killed instantly. That occurred late in the first year of the new company's operation, 1892. Mr. W. I. Phillips was elected to fill the office of treasurer and later became both secretary and treasurer.

Mr. A. L. Holcombe, the first president, continued in that office until his death February 20, 1906. J. Hervey Stout became the next president and David Stout was elected vice-president. Mr. J. Hervey Stout served until his death May 16, 1919, at which time Joseph B. Hill became the third and last president of the Hopewell Valley Canning Company. He was in office when the decision was made to sell the factory.

George Snowden, ninety-one last October, has vivid recollections of the problems of the early canners. His experience began as a can maker in the Butterfuss factory, Lambertville, in 1876 or 1877, and he continued there for fourteen years. He went then to the canning factory in Titusville and from there to the Hopewell Valley Canning Company, where he served as superintendent for forty-five years. When the company sold out, Mr. Snowden retired.

Mr. Snowden thought that for a good part of the time approximately sixty-five women were hired, forty peelers and twenty-five packers. Only whole fruit was used and was carefully packed by hand until the later years of the Hopewell Valley Canning Company, when machinery was installed. Two dollars and forty cents a dozen was the highest price received that Mr. Snowden remembers. The usual price was two dollars a dozen, and for many years the Park and Tilford Company handled much of their stock.

The factory was sold to Mr. Earl Carrell in 1937, and he operated it successfully for five years as the Quarryville Canning Company. Then a Mr. Doyle, keenly interested but inexperienced in canning methods and operations, wanted the factory and finally bought it. After three years (1947) he sold to the Siclari Brothers, who installed considerable new equipment and have continued operation under the name of the Hopewell Sun Packing Company. During the season of 1949 the Siclari Brothers packed over a half million cans of tomatoes, their only product, and in the opinion of businessmen of Hopewell, they are carrying on the tradition of the plant in successful canning enterprise.

"Since its beginning in 1892," said Mr. Snowden, "The canning factory has been a good thing, both for the farmers

who found a profitable market for their crops and for the town because it brought a lot of money here and kept it."

And it is a good addition to the canning history of New Jersey, this factory which, beginning and operating for forty-five years as the Hopewell Valley Canning Company, has continued in full, uninterrupted operation until now, as the Hopewell Sun Packing Company it begins its fifty-ninth year.

The Rev. Isaac W. Dawson (Cape May County)

"The Rev. Isaac W. Dawson, of Eldora, operated and owned the first canning factory in Cape May County." Such is the beginning of a report sent to us by Miss Sarah A. Thomas, librarian of the Cape May County Library Commission, who, with her usual ready interest, interviewed Daniel W. Dawson, son of Reverend Dawson, to provide it.

To continue, "Erected in the year 1893, it was known as the Eldora Canning Factory. It was conducted under the name of I. W. Dawson and Son, with a capacity of 500,000 cans yearly, employing 125, and each year increasing the capacity of the factory.

"They canned tomatoes exclusively; these were shipped to Philadelphia by schooner, which came into West Creek Landing, under Captain Jefferson." The farmers transported the cans from the factory to the schooner and helped to load it. "Practically all the shipments went to England, being loaded directly on the steamer from the schooner."

"The cannery was of great benefit to the neighborhood" as it afforded a good market for farm crops and "helped to pay off farm mortgages, etc. Daniel Dawson remembers getting up at about 3 A. M. in the summer, hitching up the team to a wagon and driving around the countryside to pick up the people" who worked at the factory as tomato skinners and packers.

"They had prosperous times, but one bad year practically ended the business.

1900—1909

have been conflicting reports regarding his enterprise and no definite, factual information. However, the date of beginning seems to have been in the late 1920's, so few efforts have been made to trace its history.

The Fairton Canning Company (Cumberland County)

The Fairton Canning Company, owned and operated by Whitaker and Powell, seems to have opened soon after 1901. There was a developing, well-regulated industry. Canning tomatoes and strawberries, they were soon hiring one hundred and fifty employees.

A report of their activity appeared in "New Jersey State Research," 1917, as follows: "Whitaker and Powell of Fairton report a pack of 160,000 No. 3 and 80,000 gallon cans of tomatoes in 1916 and hope to equal or exceed this in 1917 if labor conditions permit."²⁰ They were still in operation after 1918.

The John E. Diament Company, of Cedarville, purchased this factory, began an operation in Fairton in 1920 and continued it until 1942.

Pennington (Mercer County)

The factory first known as the Pennington Canning Company was developed as a cooperative project through the interest and efforts of Frank LeBar. Farmers in the surrounding countryside, businessmen and other residents of the town became stockholders and the factory was planned and built in 1902, at 20 West Franklin Avenue, by Charles S. Bucklin of earlier canning fame in Phalanx, Matawan and Keyport, Monmouth County.

²⁰ "The Canning Industry of New Jersey," by Prof. Maurice A. Blake, Horticulturist, N. J. State College of Agriculture, published in "State Research," 1917.

One unit of the new canning machinery was a continuous steam cooker, invented and patented by Mr. Bucklin but never placed upon the market because "it was built for trays which were going out of use." However, it proved to be a very practical piece of equipment and is said to have been in use as long as the factory was in operation. Upon completion of the building and installation of the machinery, Mr. Bucklin remained for a few years as manager.

The early cooperative venture was not a success, and in 1907 or 1908 a complete reorganization took place resulting in a change of the firm name to "The Pennington Packing Co." Members and officers of the Board of Directors at that time were John W. Hart, president; Fernando Blackwell, vice-president; Elmer D. Wagner, secretary; Walter Frisbee, treasurer; Joseph R. Burroughs, Andrew Burroughs, E. L. Cadwallader and Charles Bahrenburg.

Mr. Wagner, for many years Supervising Principal of the Hopewell Township Schools as well as a director and secretary of the board of the Pennington Packing Company, states that tomatoes were the principal product canned, although for a time pumpkin, also, was included.

The "Stony Brook" brand carried with it a reputation for superior quality merchandise and was sold for many years to Seaman Brothers, brokers in New York City, Kellogg Brothers, of Philadelphia, and others. Mr. Wagner estimates the annual output to have been from two to three hundred thousand cans, and that about twelve men and forty women were employed during the canning season. Three cents a bucket was the rate paid to peelers in those days. Tin cans, fillers and tappers were furnished by the American Can Company.

Thomas M. Cashell became superintendent of the factory after Mr. Bucklin's resignation, and he was followed by Johnson Drake, remembered as "one of the best."

As the years approached the First World War, "help" became increasingly hard to find. The canning season brought load after load of tomatoes to a factory that was poorly

staffed to handle them. The directors were at their wits' end and their wives were well informed of the fact. Finally, Mrs. Anna Bahrenburg (now deceased) took the matter in hand. She called upon a friend, Mrs. Pauline Clarkson, whose husband, Mr. Alexander Douglas Clarkson, was Mayor of Pennington at that time, and explained the critical situation at the canning factory. She said, "How much patriotism have you?" and Mrs. Clarkson responded, "Plenty! and when I say plenty I mean plenty!" Then Mrs. Clarkson was asked if she would come herself and ask some of her friends to help with the emergency. She said she would.

Not much time at the telephone was necessary for Mrs. Clarkson to enlist the aid of a number of interested and willing women, and they all reported the next morning, daintily dressed and delicately scented with "Chanel No. 5" to take on the work of "peeling" scalding hot, slippery tomatoes.

The experienced workers at the factory, many of them colored, were surprised at the invasion of the "400 Group" as they called the women, amused at their difficulties—especially when Mrs. Clarkson somehow immersed herself in tomatoes the first day—and probably surmised that they would not stay. They did, though, and to quote Mrs. Clarkson: "We had lots of good times. We sang all the popular songs and among the crowd were several good voices." Whenever there was an accident, and cut fingers were not infrequent, everybody rallied round and offered help and sympathy. Charles Bahrenburg, husband of Mrs. Anna Bahrenburg, thinks the "silk stocking gang," as they were called in the office, helped out through two seasons.

The friends of Mrs. Clarkson, who made up the "400—Silk Stocking Gang" were Mrs. Edward Cadwallader, Mrs. Smith Hart, Mrs. F. D. Durling, Mrs. Elmer Wagner, Mrs. Madge Weidenhamer, Mrs. John Bessell, Mrs. Earl Teel, Mrs. Spafford Bergen, Mrs. Paul Hart, Mrs. Harold Hart, Mrs. Elmer Chatten, Mrs. Elizabeth Frisbie, Mrs. Cora Dallas, Mrs. Charles McGuire, Mrs. Varrassee, Mrs. Robeson and Mrs. Hulib.

Howard Hoagland, "one of the leading colored men" of Pennington, was an experienced and able worker in the canning factory. His wife "Sally," also an experienced employee, did much to assist the new workers in learning a new skill. Other members of the earlier group were Sadie Dunne, Mrs. Sadie Marston, Lulu Crews, Jeanette Ely, Nora Boyer, Lucy Crews, Edna King, Roxy Seruby, Lucy Dyer, Mrs. Carey, Bertie Marsten, Beulah King, Ida Weart, Billy Weart, Mrs. Oake Hulfish and Jake Walker.

Both Mr. Wagner and Mr. Bahrenburg have expressed appreciation for the assistance given to the factory by some twenty-five girls who came from the New Jersey Home for Girls in Trenton and worked as peelers for two seasons.

By that time, according to Mr. Bahrenburg, peelers were being paid 7¢ a bucket and peelers "could make money." He said, "an experienced peeler can do 100 buckets a day. How she does it, I don't know but she keeps a tomato in the air every minute. A professional tomato peeler is really something to watch!"

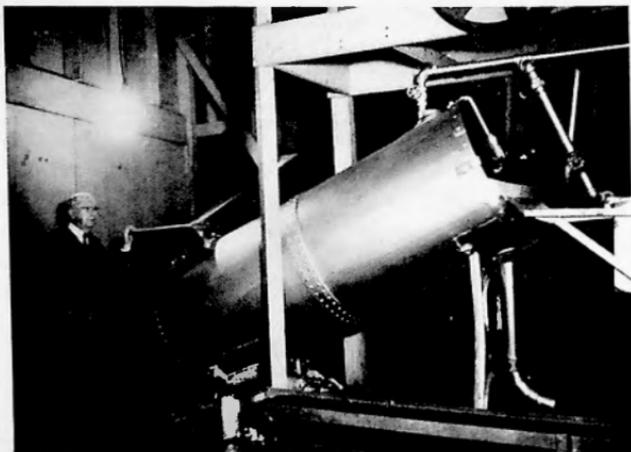
At almost no time during its operation, Mr. Wagner remembered, was the Pennington Canning Factory a really profitable enterprise. As he explained it, the company was operating during a period when workers were scarce and wages increasingly high. There were good years when the yield was excellent and the cash return highly satisfactory, but too frequently the seasons were poor and the price received for the product did not pay their expenses. After a series of such years, the board of directors decided that further money investment would be foolhardy. They assumed all obligations, at heavy financial outlay for each one, and the factory was closed in April, 1930.

Charles Bahrenburg and Walter Frisbie then formed a partnership. They obtained financial backing, rented the canning factory and resumed the canning of tomatoes, adding pork products as another line. This venture continued for a time, then the death of one of the heavy investors again brought an end to the operation. After this failure the fac-

tory with all its equipment was sold about 1934, and the building is now occupied by the Woolsey and Cadwallader Lumber and Coal Company.

The Farmingdale Packing Corporation (Monmouth County)

Mr. Frank P. Van Note, veteran canner of seventy-three years and vice-president and superintendent of the Farmingdale Packing Corporation, discussed the canning operations

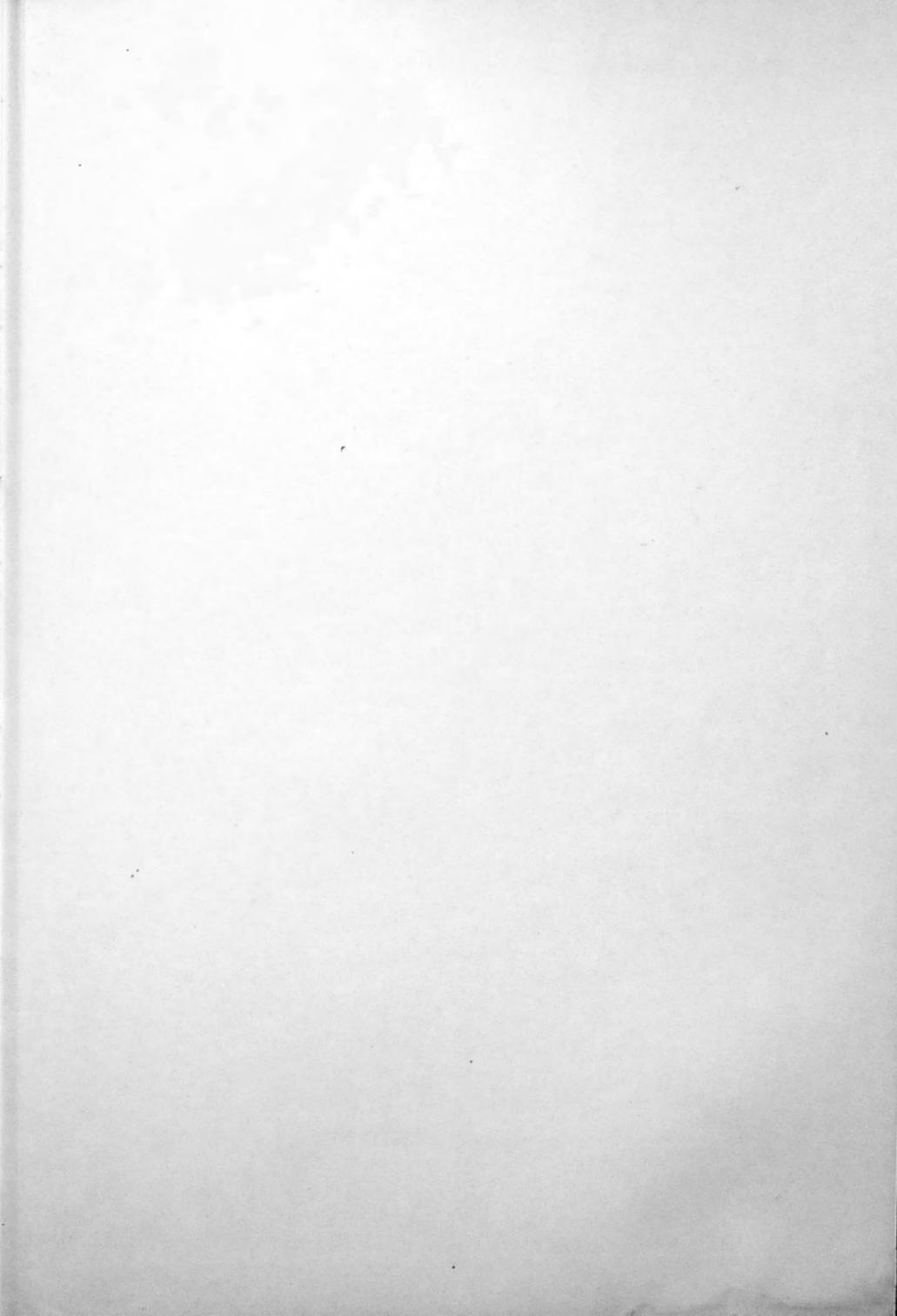


MR. FRANK P. VAN NOTE

Shown with an old Cox Scaldler still in use at the Foster Canning Company factory, previously The Farmingdale Packing Corporation, Farmingdale. Mr. Van Note has been connected with the Farmingdale operations for nearly fifty years.

of A. C. Soper and Company, where he began his canning experience as a young man some forty-seven years ago.

Henry H. Classen, a native of Holland who came to this country in 1854, joined in partnership with Alfred C. Soper and for years they operated a sauerkraut factory in Long Island, supplying a considerable market in the southern states. Pork and sauerkraut were popular food items in the



J. V. Sharp Canning Company, Williamstown, and had been in charge of personnel when in February, 1942, he, with Herman Lutz, associate in the J. V. Sharp Canning Company, withdrew from that firm to form a partnership and the Ridge Packing Company. As before the death of Mr. Lutz, Mr. Popa is manager and now part owner with Mrs. Lutz. The products canned are asparagus, string beans and tomatoes, with fifty to seventy-five employees at Glassboro.

Canners' Convention—1904

Though it has been next to impossible to learn much about early canning organizations in New Jersey, there is proof that New Jersey canners attended and took part in large trade gatherings. One such proof is the accompanying photograph of New Jerseyites attending a National Canners' Convention held in Columbus, Ohio, February, 1904.

The picture was loaned by George W. Ayres, Jr., who stands at the extreme right back row, adorned with a somewhat flowing mustache, and who is now past ninety and the only living member of the group. Mr. Ayres, a grocer by trade, accompanied his brother, L. Harry Ayres, extreme left, back row, who during his canning career operated factories at Quinton, Alloway, Daretown, Sharptown and various other places. Mr. Ayres said that the convention had adjourned and the men were on their way to the railroad station when the suggestion was made that they stop and have a picture taken. The result, at this late day, is an interesting and valued photographic record which includes a few of New Jersey's well-known canners.

Charles Stevens, of Cedarville, is the second from the left, back row. He was the younger of the two Stevens brothers whose partnership resulted in a number of successful canning operations in Cumberland and Cape May counties.

Mr. C. Preston Caspar, between Mr. Stevens and George W. Ayres, Jr., is said to have been the proprietor of a hardware store in Salem.

Lucius E. Hires, of the Fogg and Hires Company, is at the extreme left, front row. Partnership in one of the most prosperous canning companies in Salem County did not interrupt his service as a staunch Republican. He was County Freeholder, Deputy Internal Revenue Collector and District Delegate to several National Republican conventions.

Thomas M. Towle, of Glassboro, sat next to Mr. Hires. Mr. Towle previously had been associated with Warner, Rhodes and Company, later incorporated as The West Jersey



National Canners' Convention, 1904.

Packing Company, Bridgeton, as vice-president of the company and also superintendent and manager of the factory. That factory, incidentally, was called the oldest in Bridgeton.

John S. Redstrake, manager of several farms in Salem County, is in the center, front row.

Robert S. Fogg, partner of Lucius E. Hires in the Fogg and Hires Company, is next (white hair and mustache). Mr. Fogg was also a director of the Salem National Bank and Trust Company and of the Salem County Fire Insurance Company, also a charter member of the Salem Chamber of Commerce.

Luke F. Smith, extreme right, operated canneries at Salem, Alloway and Elmer. He was a member of the Salem Common Council and president of the Salem Driving Park Association.

Organizations of New Jersey Canners

The New Jersey Fruit and Vegetable Packers' Association probably the first New Jersey canners' group to get together for mutual benefit seems to have been organized around 1885. Very little has been learned about its beginning, its objectives, or the men responsible for its development. Francis C. Probasco, of Probasco and Laning, Bridgeton, may have been a guiding light, for it is stated that he served as president of the association for four years. In any case the organization must have been a sturdy, active one for mention has been found in two or three of the few canners' account books which I have been privileged to study.

It is assumed that the accompanying photograph, which was the property of Robert S. Watson, Greenwich, and loaned to us by his son, Newlin B. Watson, was taken at a meeting of the New Jersey Association. No facts were known about when or where it was held, so the photograph was shown to a number of older persons, some of them canners. William H. Chew, Salem, said the building looks like the old Ridgeway House in Camden and George E. Diament of Bridgeton, who is in the picture, thought the time was somewhere near 1895. Perhaps a notation found in the first minute book of the Hopewell Valley Canning Company, Hopewell, may clinch the date, for George E. Snowden, factory superintendent, presented to that board a bill for expenses to a meeting of the New Jersey Fruit and Vegetable Packers' Association, at Camden, January 30, 1894,—\$2.33. He was one of the few to mention date and place.



Thought to be The New Jersey Fruit and Vegetable Packers' Association, Camden, 1894.

The New Jersey Fruit and Vegetable Packers' Association

Photograph loaned by Newlin B. Watson, thought to have been taken at the Old Ridgeway House, Camden, probably 1894. Some identifications were made with the help of William H. Chew, Mr. and Mrs. David Ayars, Salem, George E. Diamant and Newlin B. Watson, Bridgeton.

George E. Diamant is the smooth-faced person in line with the right half of the double door, next to the back row; James Cox, of the Rio Grande Canning Company, is left of Mr. Diamant in front of the left half of the door; Charles Vannaman, Bridgeton, is on Mr. Diamant's left; Luke Smith, canner in Salem, Alloway and Elmer, stands right of the middle pillar; Henry Hannon is in front and slightly left of the same pillar; Robert S. Watson, Greenwich, stands third from the left, back row; Charles Bucklin, Phalanx, back row, is the only man wearing a hat.

William Laning, Bridgeton, sits in front of the pillar, right end; John S. Turner, smooth face, right of Mr. Laning; Benjamin Ayars, Bridgeton—beautiful beard—a little left of center, sits in front of a light suit; Charles Stevens, Cedarville—slightly turned—sits left of Mr. Ayars; Alfred Cooper, Cape May Court House, sits in front of Mr. Hannon and left of Mr. Stevens. Others identified were Will Stevens, Cedarville, second from left; J. F. Brady, Bridgeton, pointed beard, front row (sitters); possibly Harry Lambert, Salem; George Laning, son of William Laning, and Arthur Ayars.

Incidentally or facetiously, it might be said that beards, though still good, were possibly "going out," but mustaches, of varying patterns, might have been approaching their prime.

Another meeting was held January 15, 1896 and the photograph may have been taken on that date. An account of the meeting was found in the "American Grocer," a weekly trade journal published in New York, January 20, 1896. It follows:

"There was a large attendance at the convention of the New Jersey Fruit and Vegetable Packers' Association at Camden on the 15th inst. President Lanning made an address in which he advocated earnest work among members of the association in gathering full and authentic reports for mutual benefit. He said, 'An address from the presiding officer of this organization should be one full of figures, accounts and facts, and should also open possible points for the future, or point out some path ahead that might be successful to the individual and thereby, of course, to the association. There is no foundation formed on our books, nor is there the smallest hint of the work done by you or your servants this year. However, with the help of your Executive Committee, Vice President and a few others, I am able to make you the following report:

" 'This you will find based upon the 1895 packing and 100 as the total of that year:

Cans manufactured	80	per cent
Cans filled	65	" "
Acreage planted	75	" "
Crop harvested	55	" "
Cans packed	65	" "
Cans empty	34	" "

" 'The packing per counties as near as can be had is as follows:

Cumberland	70	per cent
Salem	75	" "
Lower counties	63	" "
Upper counties, including Burlington and Camden	60	" "

" 'As to the percentage of goods on hand at the present time in warehouses, storage or unsold, there is a wide discrepancy, and it would be misleading to state authoritatively.'

"Mr. Lanning was re-elected president; A. Brakeley, vice-president; Thompson Van Gilder, secretary and treasurer;

C. H. Vannaman, R. S. Fogg, E. H. Bodine, Mr. Everett and F. C. Probasco, executive committee. President Lanning was elected as delegate to the National Association with power to choose his alternate. Addresses were made by R. Tynes Smith of Baltimore, W. W. Marshall and David McMenamin, Philadelphia, vice-president Brakeley, Mr. Knapp of Salem, John Eyre, New York, and others. The dinner proved an enjoyable social occasion. The convention for 1897 will be held at the same place, on the third Wednesday of January."

The attendance the following year was reported as so poor that no record of the session was published.

New Jersey canners were interested not only in their state association but were active in their support toward the formation of a national organization, the preliminary meeting of which was held in Indianapolis, Ind., February 11, 1890. No New Jersey representative seems to have responded to that invitation, but at the first regular meeting of the National Association of Canned Food Packers, held in Baltimore, May 7, 1890, Mr. Probasco and W. F. Hort were sent as delegates.

In Chicago, May 6, 1891, Mr. Probasco was elected a vice-president and named to two committees, one an arbitration committee whose function was to deal with differences of opinion regarding "uniform sizes of cans and can openings already decided upon;" the other was a contract committee.

They skipped a year in attendance although Mr. Probasco was again elected a vice-president. The following year at Chicago, Samuel M. Watson, Greenwich, was given the office of vice-president but Mr. Probasco had a place on the program. He "delivered an address on the 'Uniformity of Can Sizes'."

Mr. James A. Laning's speech made the following year on "The Tendency to Injurious Legislation" must have impressed his audience favorably, for he was elected as a vice-president for the next three years. The meeting scheduled for the following year in Philadelphia, 1899, never took place and the dissolution of what was probably the first effort toward a national organization followed.

The Atlantic States Packers' Association attracted canners from New Jersey. When or where it was organized, how many or what states were represented in the association have not been learned but in 1899 it joined the Western Canned Goods Packers' Association and the Cannery and Machinery Supplies Association in a convention held at the Cadillac Hotel in Detroit, Michigan, February 7 to 11, 1899.

The "American Grocer", February 15, 1899, reported much of interest regarding the convention which "brought together the largest and most representative assembly of men interested in various branches of the industry ever gathered in the United States. In so far as the exhibit of supplies and machinery and the reading of papers on subjects of practical interest to the trade were concerned, the convention was a grand success; but unfortunately, there was manifest a lack of harmony and unity of purpose on the part of the various associations, regarding action for a closer union and more thorough co-operative work. It is evident that there was a conflict of interests, growing out of varying sectional conditions and circumstances. " * * * Thus Indiana is chiefly a tomato-packing State, where the packers have little in common with the corn packers of Illinois and Iowa. They are well-organized * * * independent and disposed to 'paddle their own canoe', and the result is that only a few of their number belong to the Western Packers' Association.

"It was also painfully evident that the organization of the Atlantic Packers' Association is weak, numerically and financially. The attendance was small, although high in quality."

Quality in the Atlantic Packers' Association began at the top with its president, Mr. Asher Brakeley, the distinguished pioneer canner of Bordentown. Although he was unable to attend the convention, Mr. Brakeley's address "was listened to with profound attention, and elicited hearty applause." It follows:

"Gentlemen—Not having been present when a year ago you did me the honor to elect me your President, I embrace this, my first opportunity, to thank you for it. I assure you

that this mark of your confidence, coming from so high a source, is very highly appreciated, and it is a very great disappointment to me that I am deprived of the pleasure of meeting with you at this time. Although my general health is perfect, I am afflicted with lameness that has come upon me during the past year that renders it entirely impracticable for me to submit myself to the restraint and deprivations incident to so long a journey. I have, however, I believe, completed all necessary arrangements for a successful and profitable convention.

“Turning now to the business of the day, I take pleasure in saying that the committee appointed at our last convention to invite the Western association to meet with us in joint convention, performed its work in good time, and that the invitation was cordially accepted. I have had very pleasant correspondence with its officers in regard to arrangements for this occasion, in regard to which, I believe, we are in entire harmony. That we should so meet is a matter for mutual congratulation.

“I have also taken the liberty of inviting our neighbors on the other side of the Canada wall to be present, and have been assured by the President of their Association that they will be well represented. Although we may not now have commercial reciprocity, we may at least have unrestricted reciprocity as to ideas, leaving the other to come when we can so agree.

“The objects aimed at at our last convention in appointing a committee to arrange with Prof. S. C. Prescott and Mr. W. Lyman Underwood for the further pursuit of their investigations as to ‘Sour Corn,’ have practically been accomplished. These gentlemen have very kindly consented to present to us the results of their current study and investigation of the subject. Mr. Palmer, chairman of that committee, will report particulars.

“During the year there has been at least the usual amount of agitation on the subject of pure food. Naturally, the use of coloring, bleachers, and preservatives by some packers

has attracted attention on this subject to our business, and no doubt packers of straight goods have suffered from being thus unavoidably in questionable company. Whether these substances or any of them as used are harmful or not, may be a question, but it is beyond all question that any packer using any substance not commonly recognized as properly pertaining to the goods should print the fact on his labels. To those who prefer the use of such substances, such notice would be a recommendation of the goods and would help the sale of them, while to those who object, it would be but a fair notice, without which it would be a downright fraud. I think it might be well for this convention to express itself on this subject. After a wide experience, extending over more than thirty years, my own judgment is that the use of such agencies is unnecessary, and, unless wanted by the consumer, without justification. That the practice may be of but small extent may be true, but that it should exist at all is a shadow upon the whole business. Our calling puts us in position to give to the world the best products of earth and sea available throughout the year in all climates, and in doing so we have no doubt added to the length of life, its better enjoyment, and the better fulfilling man's work while he lives, and whatever will shake his confidence in them is a great wrong.

“The custom of requiring the packer to insure full delivery on contracts for futures sometimes works great hardship. We have insurance companies of divers kinds — fire, marine, life, etc. — all of which are paid an equivalent for the risks they take, and there seems to be no good reason why the packer should insure against nature without adequate compensation, if at all. This convention might well expend some of its combined wisdom in devising a better way.

“Probably the most notable event of the year relating to our industry is the consolidation of practically all the tin-plate manufacturers of the country into one corporation. To some persons this seems to be at the least unfortunate. It may or may not be so according to how the business may be conducted. The consolidation certainly puts a great power into the hands of the new corporation, and everything must depend

upon the wisdom and justness with which they exercise that power.

“It must be remembered that the industry has grown to its present state of developments in this country under the fostering care of the people of the United States in the form of a protective tariff, and it is still dependent upon those sheltering arms to the extent of \$1.50 per box. With these facts before us, it must be conceded that the manufacturers owe the people in return an ample supply of goods suited to our wants at reasonable prices, so far as they are or may become able. If the new corporation shall certainly afford this, I can see no just cause for complaint. Men have a perfect right to associate themselves together for the conduct of business, subject only to such restraints as secure a just exercise of their power. And in this we must remember that they are entitled to reasonable profits, and I think in this case liberal profits, for the reason that many of the men interested have run great risks and sunk much capital in establishing the industry.

“If, however, the new corporation shall abuse the power acquired, practicing extortion or other unjust practices upon the people through whose liberality the business has been made possible, they will thereby place themselves in the category of those persons who need to be restrained, and no doubt efforts will be made to secure restraint through legislative action. But here there is great danger. Some, in haste, will demand the removal of the duty, thereby inviting destructive competition. Such would be a national calamity. We must remember that it is our own industry (a few years ago we called it ‘our boy’), built up at the expense of the people of the United States; that it has now come to a state of development where it saves to our country millions of dollars annually; employs, directly and indirectly, many thousands of men, and has thus come to be an important element in our national prosperity and strength.

“I trust I will not be thought presumptuous in saying that if matters should come to such an unfortunate condition as to require legislative interference, it should be on the line of a general law, applying to all alike, whereby under such condi-

tions an internal revenue tax could be imposed to such extent that without crippling the industry it would pay into the public treasury something like the amount unjustly obtained. While this would not of itself reduce the price, it would practically restore the excess to the pockets of the consumers who pay it by making it practicable to reduce taxation in other directions.

“It is to be hoped, however, that the consolidation will conduct its affairs with such wisdom and discretion as neither to invite nor provoke unfriendly action. On the other hand, moderation and a just appreciation should prevail among consumers. Whatever may come, we must not forget that the proper remedies, if any are needed, are corrective and not destructive. Remember that the industry itself is ‘our own boy.’

“I hereby renew my expressions of sincere regret that I am not able to meet with you and renew the pleasant acquaintance of the past, and meet new friends in the West and North; but trusting that it will not always be so, I look forward to another year (when you will probably hold the convention nearer to the Atlantic States) with pleasant anticipation.”

Other New Jersey names which appeared in the report were those of Professor E. B. Voorhees, Director of the New Jersey Agricultural Experiment Station, New Brunswick, who read a paper on “The Fertilization of the Chief Canning Crops;” Maurice B. Ayars, President of the Ayars Machine Company, Salem, who was elected president of the Canning Machinery and Supplies Association; and Joseph Brakeley, son of Asher Brakeley and owner of a large canning plant in Freehold. He was elected vice-president of the Atlantic States Packers’ Association.

The year 1904 was one of importance because of two major developments. The first was the Convention held in Columbus, Ohio at which New Jersey was well represented, when the Western Packers’ Canned Goods Association joined with

the Atlantic States Cannery Association in another and successful effort to develop a national organization of canners. By 1907 the National Cannery Association was established with a constantly broadening program of service and assistance to commercial canners, which has continued to the present time.

Some of the New Jersey delegates to that first meeting may be seen in the photograph on page 488. Charles S. Stevens of Cedarville, T. M. Towle of Glassboro and Arthur Dorrance of Camden were asked to serve on various committees. However, as time passed New Jersey canners may have become less interested in the national organization, for after 1909 when Robert S. Fogg of the Fogg and Hires Company, Salem, served on the committee to fix standards for tomatoes, the name of no New Jersey canner appears in any of the early records found. But of course, by that time, small New Jersey canning firms were already disappearing from the scene and the emphasis was shifting.

The second step forward took place when the New Jersey Fruit and Vegetable Packers' Association joined with Delaware and the Maryland Cannery Association to form what is known as the Tri-State Packers' Association, Inc.

Mr. Frank M. Shook, treasurer of the Tri-State Packers' Association, wrote — "Some of the outstanding New Jersey packers who have been active since 1904 are the following: Charles S. and Allen T. Stevens of C. S. Stevens & Son, Cedarville; Robert S. and Newlin B. Watson of R. S. Watson & Son, Greenwich; Daniel D. Conway, Minot Food Packers, Inc., Bridgeton; Norman W. Stewart and Arthur E. Schiller of E. Pritchard, Bridgeton; William H. Ritter and William H. Ritter, Jr., of P. J. Ritter Co., Bridgeton; Lucius E. Hires and Robert S. Fogg of Fogg and Hires Co., Salem; Edgar F. Hurff, Edgar F. Hurff Company, Swedesboro; Bedford L. and C. Courtney Seabrook, Seabrook Farms Inc., Bridgeton; H. H. Hankins of Wm. Laning and Son Inc., Bridgeton; George E. Diament of John E. Diament Co., Cedarville; Francis C. Stokes, Francis C. Stokes Co., Vincentown;

Herman N. Lutz of The John V. Sharp Canning Co., Williamstown.

Many years later the New Jersey Cannery Association was formed, through the interest of Mr. Harry F. Hall, associated for many years with Campbell Soup Company.

Quoting from the Farm Service News, May, 1951—"The first meeting of the New Jersey Cannery Association was held March 22, 1934, in Bridgeton, * * * Harry H. Hankins of William Laning and Son, Bridgeton, acted as chairman of the meeting and H. H. Mills of P. J. Ritter Company, also of Bridgeton, as secretary.

"At the second meeting on April 5, 1934, in Bridgeton, the first officers were elected. Mr. Hall served as president, Mr. Hankins vice-president, Mr. Mills as secretary and Newlin B. Watson of R. S. Watson and Son, Greenwich, as treasurer. Besides these officers, George Diamant of Cedarville, was active during the early days of the Association as a member of the by-laws committee."

Mr. Hall was an active sponsor also of the Ten-Ton Tomato Club, an organization which in recent years has developed to a position of prominence and increasing success through the cooperative interest and effort of the New Jersey Cannery Association, the Extension Service of the New Jersey State College of Agriculture and Experiment Station, Rutgers University, and the New Jersey State Horticultural Society.

The objective of the Ten-Ton Tomato Club is the production of more and finer New Jersey tomatoes. Any farmer who plants five or more acres to tomatoes and produces and delivers to some canner member of the New Jersey Cannery Association ten or more tons to the acre may be a member. And if he has raised the highest tonnage per acre for the year or the finest tomatoes in graded quality, that farmer will receive an award.

The New Jersey Cannery Association sponsored a youth program in the growing of crops, especially ten tons of tomatoes or more, for processing. At the Annual Meeting of the

New Jersey Ten-Ton Tomato Club held in Atlantic City, December 6, 1950, in cooperation with the annual meeting of the New Jersey State Horticultural Society, two Youth Project Growers received awards. William Grovatt, Jr., a Future Farmer of America from Mount Holly (who raised 18.54 tons of tomatoes, which graded 67 per cent No. 1, 30 per cent No. 2, on one acre of land), and Lester D. Shoemaker, 4-H Club member of Mullica Hill (whose yield was 19.60 tons, which graded 74 per cent No. 1, 24 per cent No. 2, on one and one-half acres), were presented each with a beautiful wrist watch by Mr. E. W. Montell, President of the New Jersey Canners' Association. Twenty-five Youth Project Growers were listed. The Ten-Ton Tomato Club for 1950 had a total of 620 members.

Quoting from the Annual Report of the State Horticultural Society, 1950, "The fine cooperation between these agencies makes it possible for the dissemination of valuable information which every tomato grower in New Jersey should have for producing high yields of high quality tomatoes for processing. In 1950 New Jersey had 214 canner members in the Horticultural Society."

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