

of doing, as they are well aware of the fact that the leading houses in the distributing trade in the Eastern cities are better situated, and have more facilities and capital for doing the business economically, than they themselves, and consequently they are desirous to have the distributors remain in the business.

Mr. Greenhut further stated that the distillers in the West were willing to co-operate with the Eastern rectifiers and distributors of spirits, for the purpose of insuring them a reasonable margin for doing the business. To this end the distillers propose reducing the product of their distilleries for the coming year to 25 per cent of their capacity, in order to bring the supply within the demand, and thereby assure a steady market for their product. This accomplished, the distillers wish the leading distributors of spirits to agree upon a scale of prices for selling spirits in the Eastern markets, enough above cost to leave them a reasonable profit for doing the business; and the distillers would protect the distributors in sustaining their scale of prices, by agreeing to refuse to ship spirits to any distributing house (for such period of time as may be agreed upon, for each offence) that violates the agreement by selling for less than the scale of prices that may be established from time to time. The Western distillers who sell to the smaller trade in the Eastern markets would agree to strictly adhere to the same scale of prices for selling spirits as agreed upon by the rectifiers and distributors in the Eastern cities. These, Mr. Greenhut stated, were in substance the objects and purposes of the meeting, and he hoped that all present would express their views freely regarding the feasibility of this movement, so that every objection may be brought out and debated.

A general and free expression of views was given by all those present, indicating the deep interest entertained regarding the matter; and it was moved and carried unanimously, that the rectifiers and distributors of spirits in the cities of New York, Philadelphia, and Baltimore enter into an agreement as proposed by the Western distillers, under the name of the Eastern Distributors Association.

After a general conference upon the matter of prices, the following scale was unanimously adopted.

The Cincinnati highwine market shall constitute the basis of all sales, and the cash prices to be charged over and above the basis is agreed to as follows:

8c. over for No. 1, or French Proof Spirits.  
6½c. " " " High Proof Spirits.  
7c. " " No. 2, or Cologne Proof Spirits.  
5½c. " " " High Proof Spirits.  
Interest to be charged on time sales at the rate of 1c. per gallon per month.

Mr. Gallagher moved that a committee of three be appointed by the chair, for each of the three cities represented, who shall be known as the local Executive Committee of each city, and who shall receive and act upon all complaints presented for its consideration.—Carried.

Mr. Curtiss moved that the local Executive Committee of each city shall appoint one member to constitute a general Executive Committee for the three cities, before whom all complaints and grievances that may baffle adjustment by the local Executive Committees shall

be brought for final settlement, and whose decision shall be final and binding upon all members.—Carried.

Also, that the general Executive Committee shall have power to suspend or dissolve the Association whenever any member refuses to abide by its decision, or in case the Western distillers at any time fail to co-operate with the Association.

Also, that all communications between this Association and the Western distillers shall be in charge of and pass through the general Executive Committee.

The chair appointed the following members to constitute the local Executive Committees:

Messrs. Kidd, Kerr, and Griffiths for New York; Messrs. Gallagher, Beattie, and Carstairs for Philadelphia; and Mr. Gottschalk for Baltimore.

Mr. Carstairs moved that the agreement take effect from and after September 1, 1883, providing the general Executive Committee has been informed by the Western distillers that they are ready to co-operate with the Association at that time; otherwise the agreement shall not take effect until the general Executive Committee shall notify the members of the Association that the Western distillers are ready to co-operate.

A vote of thanks was tendered by the meeting to Mr. Greenhut and Mr. Woolner for the services rendered and time expended in organizing the Association.

Mr. Gallagher moved that the Secretary be instructed to print the proceedings of the meeting, and send a copy to each member.—Carried.

Also, that any incidental expenses incurred shall be shared *pro rata* by all the members of the Association.

The following agreement was signed, and the meeting adjourned:

We, the undersigned, do hereby pledge ourselves to abide by the resolutions passed at a meeting of the Rectifiers and Distributors of Spirits, in the cities of New York, Philadelphia, and Baltimore, held at the Continental Hotel, at Philadelphia, on the 7th day of August, 1883.

EASTERN DISTILLING COMPANY,

By J. P. Baile, Sec'y and Treas.

THOMAS B. KERR.

GRIFFITHS, CURTISS & CO.

GEO. W. KIDD & CO.

A. J. GALLAGHER & SON.

CARSTAIRS, McCALL & CO.

BEATTIE & HAY, per I. C.

DOUGHERTY & DOWNS.

GOTTSCHALK & CO.

COOK & BERNHEIMER.

### J. & R. Tennent's Wellpark Brewery.

WE copy the following passages from an interesting description which has reached us of the Wellpark Brewery, the property of Messrs. J. & R. Tennent, of Glasgow:

"The barley used for malting is principally Scotch and of the finest quality, is conveyed from the boat or rail to the firm's own granaries, which are situated in the centre of the works, and thence to a very spacious five-storied building, complete in itself, having its steep,

kilns, mills, etc., from which it finds its way to the brew-house. Here we should say that the changes in the excise law which have so recently taken place have enabled brewers to use other materials, which in consequence of cheapness are being taken advantage of, but we are glad to know that Messrs. Tennent entirely disapprove of the use of anything but pure malt, made from the finest Scotch and English barleys, principally Scotch, and from the best known districts. The brew-house, is a three-storied building. The crushed grain is conveyed by an archimedean screw to the three immense wash tuns, which are the largest we have seen in the country. After the wort has been carefully prepared it is pumped to the copper, and mixed and boiled with pure Kentish hops. Though hops have advanced in price to five times their normal value owing to the shortness in this season's crops, the firm are using none but the finest brands, repudiating, in the strongest manner, substitutes.

"Messrs. Tennent long since gave up the idea of storing their beer away in ill-ventilated, damp, and unwholesome cellars. They do not think that vegetable fungi and cobwebs can in any way improve the quality of their ale or stout. They have, in our opinion, some of the largest, most lofty, well-ventilated, and scrupulously clean stores that are to be found in the world, and at the present time in these stores can be found not less than 30,000 hogsheads of India pale ale, independent of stout and lighter liquors, such as their celebrated Scotch porter.

"The productions of this brewery are mainly prepared for shipment to foreign markets, and so carefully is this work done that we have tasted their pale ale and stout at 43° below zero and at 110° above, and always in perfect condition.

"The firm make upon the premises their own black malt, which is made in a special manner by a process peculiarly their own, and upon which they can fully rely. We need not again go over the process of brewing, but think it sufficient to say that when the stout has passed through the last stage of brewing it is conveyed from the fermenting squares into immense vats made of Dantzic oak, 70 in number, containing on an average 29,000 gallons. We were rather anxious to know something about the cleaning of these tremendous vats, and upon inquiry found that they each contained a man-hole, which was securely fastened when full, but on being emptied great care is exercised in thoroughly diluting the carbonic acid gas, which, being distributed, a well-made scaffolding is erected, the men descend by rope ladders into the vats, which are fully 20 feet deep, and the process of cleansing commences. The men begin by charging these vats with lime, this is washed off with hot water, then a volume of steam is allowed to flow, and finally they are rinsed with Katrine water.

"From the commencement, Messrs. Tennent attached the very greatest importance, not only to the quality of the malts and hops which they should use, but also to the quality of the water that they would employ. To secure a water analogous to the old historical 'Ladywell' was their object; and they succeeded, after great expense, in laying down about half a mile of

pipes and tunnels to convey it to their brewery. That they have succeeded in obtaining a water which holds in solution the very salts, and in just the right proportion for successful brewing, is universally admitted. We noticed an old piece of masonry showing that Messrs. Tennent established this business in 1769, and are to-day the oldest firm in the Glasgow Directory."

**Shipments of Brandy from Charente (and from the Cognac district via St. Nazaire) during the six months ending June 30, 1888.**

Jas. Hennessy & Co.	Gallons.	263,607
Boutelleau & Co.		108,872
Martell & Co.		104,635
Bisquit, Dubouché & Co.		100,640
Rouyer, Guillet & Co.		98,088
Jules Robin & Co.		86,694
Renault & Co.		50,738
Pinet, Castillon & Co.		47,471
J. Denis, Hy. Mounié & Co.		45,749
Otard, Dupuy & Co.		37,842
Veuve Planat & Co.		37,648
G. Delagarde.		35,170
Imbert & Co.		31,652
Louis Salignac.		29,804
Lucien Bellot & Co.		29,397
Société Centrale.		26,190
Lucien Foucauld & Co.		25,714
Dubois Frères & Cagnion.		24,286
Comandon & Co.		22,632
Jules Duret & Co.		21,396
La Grande Marque.		19,645
Evariste, Vignier & Co.		19,457
N. Barriasson & Co.		19,219
Gve. Martineau.		18,734
Sazerac de Forge & Sons.		18,157
J. Rizat.		16,732
J. Prunier & Co.		15,866
Barnett & Fils.		15,671
F. Dessandier & Co.		15,094
Lévécque & Co.		13,382
Rivière, Gardrat & Co.		12,796
Augier Frères & Co.		12,504
F. Courvoisier & Curlier Frères.		12,466
Dubois Fils & Co.		12,346
Roullet & Delamain.		11,684
E. Rémy-Martin & Co.		11,498
Eug. Prunier.		10,680
Tricoche & Co.		10,294
Thos. Hine & Co.		9,602
De Laage Fils & Co.		9,538
Geo. Sayer & Co.		9,538
Alphonse Bellot & Co.		9,320
A. C. Meukow & Co.		8,780
Henri Mounier & Co.		8,880
A. Clouzeau.		7,988
L. Ducasse & Co.		7,810
F. Mestreau & Co.		7,366
M. Tiffon & Co.		7,296
J. Sorin & Co.		6,730
Arbouin, Maret & Co.		6,320
Ch. Jobit & Co.		6,214
Veuve Arzac-Seignette & Eug. Sabourau.		6,144
Louis Béchade.		5,728
Jules Bellot & Co.		5,222
L. Guinefolaud.		4,406
Finker Dautemarche.		4,356
P. Prunier.		3,820
G. Furlaud & Co.		3,638
Roulage & Co.		3,408
J. Faure & Co.		3,332
A. Chaplot & Co.		3,336
A. Matignon & Co.		3,318
Delambre Fils & Co.		3,220
Gautier Frères.		3,086
Gaden, Tilloy & Rousse.		3,074
G. Grouillard & Co.		3,045
A. Yvon & Gaboriau.		3,016
Octave Deluc.		3,000

Barraud Frères & Co.	Gallons.	2,942
Orfèvre & Co.		2,820
E. Green & Co.		2,796
A. Magnier.		2,762
A. Drouillard & Co.		2,754
Jules Lainé & Co.		2,724
H. Burgaud-Guittard.		2,720
J. Briand & Co.		2,656
Raynal & Co.		2,568
J. E. Dulary & Co.		2,543
G. Saunier.		2,294
Ch. Huvet & Co.		2,240
J. L. P. Lebegue & Co.		2,224
P. Lemoine & Co.		2,196
Coutanseaux aîné.		2,004
J. Furt.		1,960
A. Hardy & Co.		1,956
E. Alusse & Co.		1,950
Ernest Lesueur.		1,940
A. Drahonnet.		1,800
Richot & Co.		1,710
H. Dyke Gautier.		1,700
H. Inquimbert & Co.		1,700
Quantin & Co.		1,692
J. Calvet & Co.		1,680
E. Normandin & Co.		1,518
Fromy & Rogée.		1,368
J. Prom & Co.		1,312
Ladvocat & Co.		1,280
B. Gassies & Co.		1,274
Barrau-Sandau.		1,224
Moullon & Co.		1,200
A. B. Laurent & Marot.		1,096
G. Claudon & Co.		1,090
Richard & Muller.		1,080
Albert Dubois & Co.		1,076
J. Texier, Gérard & Co.		982
A. L. Boiteau & Co.		968
Léonin Arnaud.		962
Guérin Frères.		960
L. Boyer & Co.		928
E. Daniaud, Fils & Co.		874
Aug. Roy.		770
Hanapier & Co.		720
A. Dubois, Lizée & Co.		704
Bauly Frères.		690
Boutillier, G. Briand & Co.		656
Emile Seguin.		650
E. Garraud.		612
Delanoue & Co.		610
Louis Eisler & Co.		580
Ulyse Gourry.		562
F. Gaillard.		560
A. Moinier.		560
P. Frapin & Co.		546
Th. Pignon & F. Curlier.		532
Ch. Rouillet & Co.		532
Lecoq Frères.		528
Sundry shippers of under 500 gallons.		46,287
Total.		1,796,098

—Wine Trade Review.

**The Exhibition of the American Institute.**

THE annual exhibition of the American Institute will be formally opened to the public at 2 P.M. Wednesday, the 3d day of October. It will be opened each secular day thereafter at 9 A.M. and close at 10 P.M., finally closing at 10 P.M. Saturday, the 1st day of December.

Upon the last day of the exhibition, the award of premiums, and of prizes for perishable products, will be announced.

An entrance fee of ten dollars will be charged for exhibits in one department, if from one manufacturer; no charge will be made for tickets of admission of exhibitors or employés. But one ticket of admission will be issued for each exhibit.

No charge will be made for space. Exhibits of goods of foreign manufacture can only be admitted upon special application, approved by the Board of Managers, and then only upon payment of a fee of twenty-five dollars; and without the privilege of competing for an award.

The entrance fee must at all times accompany the application for space; should goods not be received and located, the fee will be returned.

In case any person shall apply for entrance in more than one department, he shall pay for each department an entrance fee as above provided.

In case one person shall, in his own name, apply for more than one entrance in one department for goods manufactured by another person, then such entries will be considered as coming from the various manufacturers or owners of said goods, and will be chargeable as separate entries, and the fees shall be paid upon each.

The producer or manufacturer, not the agent, is the only person from whom the Board of Managers will accept, under one entrance fee, a number of different articles which may belong to one department. In all other cases, each different article will be charged the entrance fee as provided.

Duplication of articles will not be permitted, except by the consent of the Department Committee.

We trust that a great many of our manufacturers of wines and spirits will avail themselves of this cheap and easy way of making their goods known to a large consuming class.

Letters relating to the exhibition should be addressed to "General Superintendent, American Institute, New York," who will send blanks and give any desired information to persons intending to become exhibitors.

**Correspondence.**

HAMMONDSPORT, N. Y., Aug. 31, 1888.

To the Editor of Bonfort's Wine and Spirit Circular.

SIR: It has been my custom for some years past to visit the several localities producing grapes and wine, and occasionally reporting the same to some publication whose readers would most likely be interested. With this in mind I address this to you. I find in the region on and about Lake Keuka that many vineyards were injured by the extreme cold and dry weather of last winter. However, the vineyardists who realized the fact cut back their vines, many of them to a single spur, and have saved them; while others in endeavoring to grow their usual crop have in some instances almost ruined theirs. Of the injured, no variety was exempt; still, so far as my observation goes, the Catawba suffered most. June and July were extremely wet, and during a portion of this time hot and sultry, which produced mildew and consequent rot, especially where the vines escaped injury during the winter and where they grew very rank; this latter trouble was also greatest with the Catawba, which is inclined to be somewhat fickle in her favors, even under favorable circumstances. All this will, of course, shorten the crop, which is variously estimated at from