WESTERN WHISKEY: THE WHOLESALE MERCHANTS

by Bret Heinemann

Wholesale liquor merchants sold whiskey in quantities of not less than five gallons; which were subject to special taxes in the places where business was conducted. However, they would be exempt from having to purchase specific wholesale liquor licenses for every location that they conducted business in. The places of business were defined as the place where the transfer of ownership of the product took place. This policy was reaffirmed by a Treasury Department decision on January 21,1898. A merchant was classified as a rectified if he attempted to purify or to refine the product in any way other than simply pouring it through a cloth to strain out impurities.¹

Along with the arrival of larger quantities of good whiskey from the East on the railroad in 1869 came the increased use of authorized agents. These agents would, in addition to promoting sales, help guarantee quality and encourage brand loyalty. There would be, by the 1880s, fifteen distilleries operating in California.²

Buneman

Henry Buneman was in business by 1871, along with Emilo Martinoni from 1881 to 1895, and then alone until his death in 1897. Ν. Grange, Henry's friend, managed the business until the 1906 earthquake destroyed it. After the earthquake, the family opened a general mercantile store in the mission district, where the business operated from 1906 until 1914.3

Campe

In 1862 Henry Campe began with a grocery and liquor store at the corner of Second and Tehama Streets. In 1883, he formed a partnership with George Siebe that lasted until 1886. After that, Henry operated on his own. Campe was a wholesale liquor merchant from around 1888 through 1916. His son, Harry, joined the business at the same time George Harms became involved, by 1900. Henry Campe died in 1901 and Harry Campe operated the business until Prohibition. The business incorporated in 1907. The brands sold included Americus Club, Old Campe Rye, and Old Campe Gin.⁴

Carroll

In 1859, John S. Carroll opened a wholesale liquor business at 50 First Street in San Francisco. In 1860, Richard T. Carroll began working for the business as a bookkeeper, and by 1869, was a full partner. One year later, Richard formed a partnership

with a Richard Brainard to start his own wholesale liquor business. The partnership would last until 1874, when Brainard bought Carroll out. In 1882, a new partnership was formed with George L. Carroll and John Abrahm. In 1887, Abrahms sold his share in the business to the Carrolls.

The Carrolls sold the business in 1898 to 1902 to their managers, McDonald and Cohn. The name of the business was not changed until 1903, and the business continued until 1911.⁵

Cartan & McCarthy

In 1873, Frank M. Cartan and Timothy F. McCarthy opened a wholesale liquor dealership 513 at Sacramento Street in San Francisco. Frank owned most of the business by 1900, and by 1909, Frank's son, Henry, was president. The vicepresident and secretary was a Mr. John B. Nevine, and the business operated until 1919.6

Cassin

Around 1850, Francis Cassin was involved in the liquor business in San Francisco. In 1861, Francis began working for the Patrick Riley Company at 519 Front Street as a bookkeeper. Patrick and Riley had been dealing with the wholesale wines and liquors since before 1860, and by 1867, would move to 505 Front Street. Also, Riley closed in 1867.

Francis and Patrick Cassin opened a business at 523 Front Street that went well until 1885, when Francis Cassin became ill and had to enter St. Mary's Hospital. He sold his interest to Patrick, who operated the business until his death in 1891, and in 1892, the business shut down. Patrick's widow sold the property in 1893. The brands they sold included O. K. Plantation.7

Chesley

Born in New

Hampshire, George W. Chesley arrived in San Francisco in 1884 at the age of 22, where he would learn the wholesale business. He moved to Sacramento during at the start of the Gold Rush and opened an auction business with the help of the Stevens Company. In the 1851 election, he became high constable for Sacramento for only one term. In 1852, a fire destroyed his business, so he returned to San Francisco and went into real estate, where in time a street would be named after him.

After moving back to Sacramento in 1856, Chesley went to work for Bradley and Company as a salesman in their grocery and liquor business and had his own business by 1866, after which he soon opened a separate wholesale liquor business in Sacramento.

In 1872, an importing warehouse and office was opened in San Francisco on 51 Front Street that operated from 1866 through 1891. In 1877, his agent, Siebe Brothers, was placed in charge of the San Francisco business and made Sacramento his headquarters. Chesley lived in downtown Sacramento near the state capital and became involved with civic duties until he died in 1891. After 1891, E. A. Fargo handled the Jockey Club brand.⁸

Chevalier

It was a 30-year-old Fortune Chevalier who arrived in San Francisco in 1851, eventually settled in Placerville and opened a store there in 1857. Afterwards, he worked for a wholesale liquor dealer in Sacramento.

In 1873, his brother sold Albert а vegetable business to become Fortune's junior partner in a wholesale liquor business in San Francisco. The two also purchased an interest in the Castle Distillery of Kentucky, and by 1880, they owned the distillery completely.

The Chevalier brothers hired an expert staff to blend, rectify, and bottle whiskey at their San Francisco location, and eventually 'dropped

the "0, K," from the bottle after it was no longer bottled in Kentucky. They eventually bought a vineyard in St. Helena. They sold whiskey, gin, and Crown Bitters.⁹

Claudius

P. Claudius began his career in the liquor industry as a salesman for Crown Distilleries in 1895 to 1904 before he would operate a business of his own.

Clinch

At the age of eight, Charles Clinch arrived in Nevada County, where in 1883, he opened a mercantile business in Grass Valley, and in 1893, he was elected as mayor. The brands he sold included M.P. Dyer and Company.¹⁰

Cockrill

Theodore G. Cockrill got his start with E. Bradley in a San Francisco business in 1868. Seven years later, he became the San Francisco Chief of Police. H. E. Blocks and James L. Horner were also involved in his business as silent partners. His advertisements circa 1876 included Peerless Whiskey.¹¹

Dierssen

In 1894, George E. Dierssen got his start in a retail liquor business in

Sacramento at 719 J street which he expanded to include wholesale, instead of just retail, and also began selling wine and cigars. The business would last until 1909. The brands he sold included Old Private Stock Bourbon and Buffalo Bourbon.¹²

Fenkhausen

1861. About Amandus Fenkhausen got his start in the wholesale liquor business in San Francisco. In 1867, he conducted business at 327 Montgomery Street and also operated a saloon on Kearney Street. After about two vears, he converted the Kearney Street Saloon to a wholesale business. Amandus formed a partnership with C. P. Gerichten, which would last until 1874.

Their business was

well established on California Street when they sold it to Wolters and Fecheiner in 1874. Two years later, Fenkhausen opened a wholesale business at the corner of Front and Sacramento Streets, which he operated alone until 1878, when he formed a new partnership with Herman Braunscheiger at 414 Front Street that would last until 1882 or 1883. After 1882, Amandus Fenkhausen ran the company by himself until his death in 1895. After 1895, Braunscheiger became the sole agent for William H. Spears' Old Pioneer Whiskey. The distillery, which Jacob Spears founded in Bourbon County, Kentucky, was one of the first ones to be established there. From about 1883 to 1885, Braunscheiger was in a partnership with Bumsted. Also, at this time, he become the agent for Bear Grass Whiskey. In 1895 through 1913, he also sold Golden Rule Whiskey, and in 1905, the business moved to 5 and 7 Drumm Street.

Paper label bottles were used from 1885 to 1895.¹³

Goldberg & Bowen

In 1871, Henry and Charles Bowen started a wholesale grocery store in San Francisco; and in 1874, the Louis Lebenbaum Company of New York sent Jacob Goldberg to San Francisco to establish the firm there. In 1882, the two merged, but in 1886 they split up, only to once again merge in the years 1892 to 1895. Both the San Francisco or Oakland outlets quit selling liquor after 1908.¹⁴

Hoelscher

Willam Hoelscher started out in the liquor business with John Weilands in 1860. Later, he was a partner with Mausshardt and I. DeTurk from 1874 to 1877. After that he was a sole proprietor, and the business continued until Prohibition forced it to shut down. The location of the business, from 1898 until the 1906 earthquake, was at Turk and Taylor Street in San Francisco. Laural Crown was one of the brands he sold.¹⁵

Jevne

There are two different ones, not to be confused.

H. Jevne arrived in the United States from Norway in 1866 and moved to Los Angeles in 1883. H. Jeyne was the director of two banks and the owner of a retail/ wholesale grocery business.



C. Jevne was in the tea business in Chicago, and probably sold either whiskey or bitters circa 1892 to 1900.¹⁶

Kolb

E. A. Kolb started out as a salesman for Kohler and Van Bergen in the early as 1890s.¹⁷

Kirkpatrick

In 1873, John Kirkpatrick started his San Francisco-based wholesale liquor business at 608 Front Street. Later, he moved to 313 Pine Street, and in 1874, formed a partnership with McCue, a Kentucky distiller. In 1875, Kirkpatrick formed a new partnership with William Cutter, and in 1876, formed another partnership with R. B. Gentry.

In 1877, Kirkpatrick left San Francisco and R. B. Gentry continued the business until 1878.¹⁸

Landregan

T. C. Landregan started out as the owner of a brewery in Berkley, which operated until 1906. A year later in Oakland, he formed a partnership with Dennis A. White to sell wholesale liquors. White had previously been the owner and operator of a saloon in Oakland.¹⁹

Lilienthal

Ernest R. Lilienthal (born 1850 in Lockport, New York) got his start in the liquor industry after his uncle, Rabbi Max, persuaded a friend by the name of Freiberg, of Freiberg and Workum, to hire him. Ernest had some good credentials since he was a graduate from the Cincinnati Law School and had been admitted to the bar. He, however, would never practice law professionally.²⁰

Freiberg and Workum was a distilling, rectifying, and wholesale liquor operation in Ohio and Kentucky. Ernest started work for the company in the blending department before becoming а successful salesman for the company in New York City. Through his uncle, Max Rabbi, he secured credit from Freiberg and Workum to open a wholesale liquor dealership in San Francisco. Arriving in San Francisco in the summer of

1871, he opened the Lilienthal Company at 223 California Street. In the beginning, Lilienthal was a wholesale agent for the Freiberg and Workum Company. The Cyrus Noble brand would be named after the superintendent at the Lynchburg, Ohio operation. A friendship developed between Ernest Lilienthal and the Freiberg brothers, J. Walter and Maurice.²⁴

Lilienthal prospered in a business where his personality made him an excellent salesman, his legal training gave him analytical and debating skills and his wisdom and good luck led him to make the right decisions at the right time. As the business grew, salesmen, like Hugo Arnold, were added. Arnold was a traveling salesman through much of California and Nevada. One interesting incident occurred when Arnold arrived in Eureka, Nevada, shortly after the town had burnt down. Arnold had an order for whiskey, which emptied the San Francisco warehouse.

Albert Lilienthal, Max's youngest son, arrived in San Francisco to develop

> the hops and grain side of the business, and although he was successful, he did not care for California and returned to New York. There, with his brother Theodore,

Albert opened Lilienthal Brothers. The two would become successful agents, selling hops in the East purchased by agents of the San Francisco firm in Washington, Oregon, and California.

By 1890, Lilienthal was one of the largest wholesale liquor dealers in the West, selling in Arizona, California, Idaho, Montana, Nevada, and Utah - as well as in Mexico and Central America.

The Lilienthal Company would be divided into two parts in 1896, but each part would remain under the same management. The liquor side of the company would become known as Crown Distilleries. The brands Lilienthal sold included Crown Distilleries, Cyrus Noble, the products of W. A. Gilbey and Robert of London, and W. A. Lacey Whiskey.²⁴

McCleod-Hatje

McCleod-Hatje conducted business from circa the 1890s until Prohibition. The company became McCleod O'Donnell shortly around 1915.

Naper, Alfs & Brune

1875 would find Henry D. Naper and Ernest Brand in business together. Naper, in 1880, formed a partnership with Henry Brune and William Alfs, which lasted until Prohibition. The San Francisco based business sold Phoenix Bourbon, which was a popular brand in the western states during the late 1800s and early 1900s.²⁵

Nabob

In 1877, George Simmonds arrived in San Francisco, but it was in

Boston that he had gotten his start in the liquor business. He opened an office on Montgomery Street (not far from Market Street), where he sold medicated barley and whiskey products throughout the West. The product became quite popular and was well distributed.²⁶

Simmed's Mabels Whiskey, Br Maler and Panty Re: RADLERAL Agent for Pacific Cast.

Oulahan

Edward Oulahan began the Pioneer Wine House in 1890 and changed the name to the Pioneer Liquor House in



1896. Frank Dake became a proprietor in 1896 also .²⁷

Parker

George F. Parker was the owner of the Parker's Bank Exchange in San Francisco from 1863 to 1873. He was the sole agent for J. H. Cutter and eventually moved to Chico.

Powers

Operating out of Sacramento, the wholesale liquor business of L. Powers would grow to be one of the largest in the Central Valley of California.²⁸

Rathjen

Henry and Martin Rathjen operated the Rathjen Company, which later became known as the Rathjen Merchantile Company. Henry was president and Martin was secretary. The brands they sold included Val Blatz Beer, Caliente Mineral Water, Great Western Champagne, Old Quaker, and Old Government.²⁹

Richter

The Jacob Richter Bottling Works in Fresno, California began selling wholesale liquor and wine as well as bottling soda water circa 1901. Previously, in 1896, the Fresno business was an agent for Buffalo Brewing and Jackson Napa Soda, and they were also agents for Rainier Beer.³⁰

Rose

Selden F.

operated a wholesale and retail liquor store in 1912-1913 at 437

Rose

Georgia Street in V a 1 l e j o , California. In 1918, it was transformed into a candy store.³¹

Roth

In 1859, Joseph Roth started his wholesale liquor business in San Francisco. He had several partners over the years, and in 1878, the name of the business changed to Roth and Company. The brands sold included Capitol Whiskey and Blue Ribbon Whiskey.³²



Schweyer

John Schweyer was owner of a saloon by 1877, and in 1882, became a wholesale merchant.

Schweyer then became a distiller from 1899 to 1900, when he returned to being a wholesale merchant until Prohibition.³³

Shea

James Shea got his start in the liquor business in Boston. In 1868, he moved to San Francisco and opened a wholesale liquor business at Front and

Jackson Streets. In 1871, a partnership was formed with Robert Mckee (owner of Teakettle Whiskey) and Antoine Bocqueraz. The Teakettle brand would be popular in Nevada, and in 1886, they became agents for the Teacup brand of whiskey.34

Siebe & Plagemann

Around 1875, John S. Siebe worked for George W. Chesley as a salesman. In 1877, after Chesley moved back to Sacramento, a partnership was formed with his brother, Frederick C. Siebe. One year later, J. F. Plagemann joined the partnership, with Frederick as president, Plagemann as the vicepresident and John as secretary.

J. F. Plagemann's brother, Oscar, worked as an agent for the Illinois Pacific Glassworks.

The brands they sold included Jockey Club Whiskey and Rosedale Whiskey.³⁵

Spruance & Stanley

J and J Spruance got their start in San Francisco in 1868 and continued through 1872. In 1873, John Spruance and Samual Stanley joined in a wholesale liquor partnership that lasted until the earthquake of 1906 destroyed it.³⁶

Stulz

Joseph A. and Charles Stulz operated their wholesale grocery business in San Francisco, Jos. A. Stulz was also the president of the Consolidated Yeast and Vinegar Company in 1895, and president of the San Francisco Direct Line Phone Company in 1905.37



Taussig

Louis Taussig arrived in California between 1849 and 1856. He would later say that he got his start in the wholesale liquor business in 1856 at 723 Sansome

> Street in San Francisco, but was probably working for someone else, since the earliest record of him being an owner of a liquor business in San Francisco is as a partner in the firm of Louis Altschul and Company.

Louis later took over the business in 1864, when he formed a partnership with David L. Lederer (formerly of the

Fletcher and Lederer bakery), which would last about one year. Taussig also operated the Congress Hall Saloon at 318 Bush Street in San Francisco for a while in the 1860s. From 1869 to about 1871, Louis Altschul would again be the majority partner.

By 1873, Louis Taussig moved the business to the southwest corner of Battery and Sacramento Streets, where the business became known as Louis Taussig and Company. That same year, Louis Taussig formed a partnership with Adolph Fried and Adolph Eisenbach. After 1874 through Prohibition, Louis Taussig became one of the largest wholesale liquor merchants on the West Coast. Somewhere between the mid 1870s and 1900, Louis Taussig and Company opened distributing outlets in Cincinnati and New York City. The Taussig San Francisco addresses included 205-207 Battery Street and 26-28 Main Street.³⁸

By 1877, Gabriel Taussig worked for the company, where he would eventually become president. Rudolph Taussig started working for the company as a traveling salesman in 1885; and in 1888, Edward and Hugo Taussig also started working for the company.³⁹

The estimated value of the company in 1883 was between \$75,000 and \$125,000; and in 1915, the company increased in value to between \$300,000 and \$500,000. Louis Taussig became increasingly involved in real estate, working out of the 26 and 28 Main Street store. In the early 1890s, he and John J. Carroll became partners. Louis Taussig died around 1900 and the family continued to operate the business until Prohibition.⁴⁰

The brands they sold over the years included P. Morvilles AAA whiskey and Carrol Rye.⁴¹

Treadwell

Treadwell got started by 1868 in San Francisco in the hardware business, which later became a general mercantile. Treadwell was in partnership with Miner in 1904-1905 at 111 Sacramento Street and was on his own until the 1906 earthquake shut his business down. The brands he sold included Old Phil Lacy Whiskey.⁴²

Walter & Lieber

Walter and Lieber operated a wholesale business in San Francisco in the late 1870s. M. Walter operated alone in 1881 and was not involved in the distilling business until 1901.

The 1906 earthquake destroyed his 811 Montgomery Street building and he then operated at 140 Clay Street from about 1909 to 1912.⁴³

Weil

The Weil Brothers (William, Leopold, David, and Joseph) started their wholesale liquor business in 1871. William and Leopold handled the San Francisco operations, while David and Joseph handled the distribution out of Shasta, California. They eventually would make their sons part of the business in 1887, which continued until 1915. The brands they distributed included Standard Old Bourbon.⁴⁴

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Westheimer & Epsteub

As early as 1868, Westheimer and Epsteub were partners in a wholesale business selling grocery, liquor, and tobacco products in St. Joseph, Missouri. In 1871 through 1882, two brothers, Ferdinand and Samual Westheimer, were partners in a wholesale liquor business, and in 1882, they separated into different locations. Ferdinand's sons would become partners in 1887 and continue until Prohibition. Throughout the years, the business of Ferdinand and Sons operated out of Cincinnati, Ohio, and St. Joseph. Missouri. The brands they distributed were Red Top Gin and Rve.45

Wheeland & Collins

Salvin P. Collins started his San Francisco wholesale liquor business in 1869 at 329 Montgomery Street. A partnership was formed in 1884 with James Wheelands. A few years later, a branch opened on California Street and, in 1895, Salvin's son Silas took over Salvin's half of the business. The business would continue until 1914.⁴⁶

Wichman & Lutgen

John Lutgen (born in Germany in 1847) arrived in the United States in 1868 where, in 1879, he formed a partnership with Henry P. Wichman that lasted until Prohibition. The brands they sold included Old Gilt Edge Whiskey.⁴⁷

Wilmerding

In 1853, Calvin W. Kellogg was in the grocery business at 25 Commercial Street, San Francisco. The same year, he was also a liquor salesman for Faigo and Company. By 1860, he and J. C. Wilmerding bought out Earl A. and Jerome B. Fargo's company, but the name wouldn't change to Wilmerding, Kellogg and Company until

1871.

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In 1877, Kellogg disassociated himself from the company and did not reenter the wholesale liquor business until around

1897. It was sometime in 1896 that Wilmerding and Louis H. Loewe formed a partnership that would last until Prohibition. The brands they sold included Hard to Beat, Kellogg's Nelson County, McKennas, Superior Hand Made (S.H.M.), and United We Stand.⁴⁸

Wolters

August and George Wolters were in the liquor business in the early 1870s. In 1872, Henry Wolters and Charles Fecheimer started a wholesale liquor business in San Francisco at the southeast corner of Third and Market Streets. The business moved in 1874 to 221 California Street, and in 1878, Charles Fecheimer sold his share of the business to Henry's brother, August. Hence, after 1880, the business became known as Wolters Brothers.

In 1880, Edward H. Bumsted became involved as a silent partner, and in 1885, the business moved to 115 and 117 Front Street and continued operating until 1896, A year later, the firm of Jones, Mundy, and Company took over their warehouse. The brands they sold included Old Horshoe.⁴⁹

Wormser

Louis Wormser started his liquor business in San Francisco in 1850, and his brother Isaac joined the business in 1856. S. I. Wormser was the secretary.

> In 1873, Braeg and Frank took over the business at the Front and California Street location while Isaac went into real estate sales in 1873.

In 1895, Issac was president of the Golden Gate D i s t i l l i n g Company.⁵⁰

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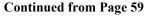
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Another application being advanced in the early 1850's was the use of vulcanized gutta-percha for gas and water pipes, for many of these were made out of lead for the smaller diameters. Gutta-percha was stronger, cheaper and more durable than the heavy metal, lead. Dr. Thomas Smith of Cheltenham, England stated:

"Many serious and alarming disorders, such as mania, epilepsy, sudden death, nervous affection, paralysis, consumption hydrocephalus, heart disease, etc. owe their origin in some instances, their intractable character in others, to the gradual and continuous infinitesimal doses of lead, copper, etc., introduced into the system through the channel of our daily drink."

While I have only just scratched the surface of Mike Woshner's book here, I can only say that I have learned much more of reality of what I have only suspicioned from my many years of collecting Civil War artifacts and now of Baby Bottles. At first Teresa drug me into collecting Baby Bottles kicking and screaming, but since she had been so patient with me for about the first 15 years of our married life while I was out digging Civil War artifacts I finally decided that it was in my best interests to at least show



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an interest. Well, to say the least — I am hooked on it??!! Also, don't tell her, the Civil War relics are disappearing and/or getting too expensive to buy. Just the other day I even traded one of my prized Civil War belt buckles for a baby bottle for her. You probably saw it at the Fort Meyers convention. Oh, well...

PS: Mike Woshner recommends treating any old, or just slightly old, rubber, soft or hard, with ArmorAll© Protectant like you use on the dashboard of your car. It keeps the ozone, which causes a chemical change to rubber similar to rusting in metal, from getting to the rubber and deteriorating it. The ArmorAll does make it slick though, so be careful not to drop it, especially if it is attached to a valuable bottle. Also for curled up rubber that is supposed to be flexible he recommends setting it out in the warm sun for an hour. That will soften it enough to allow it to be uncurled and then laid in a cool place for it to take on its new or original shape. Sounds neat doesn't it?

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