

# *Haynes & Co. Leaves Mark*

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Among the many industries that flourished in Schuyler County during the early part of the century, one had succeeded in leaving its mark on the village of Montour Falls, N.Y. - the result of a small cobalt blue colored bottle!

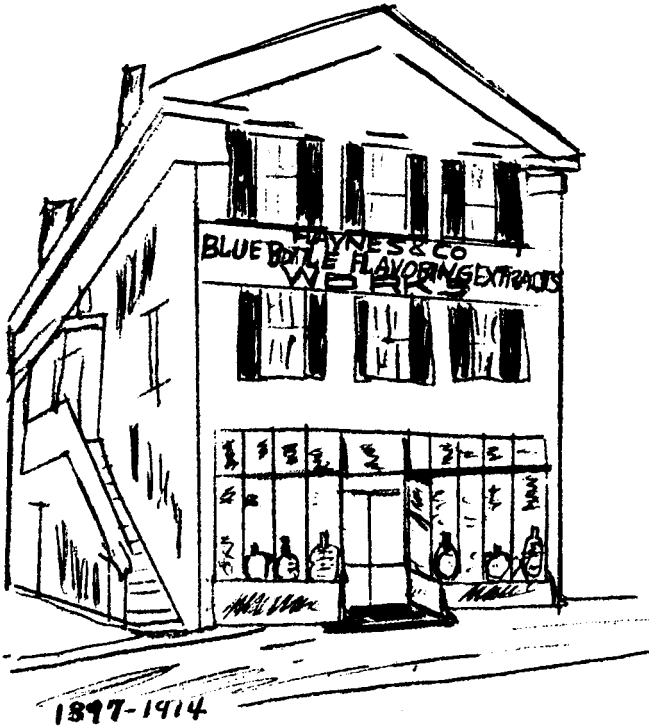
In October 1897, the Haynes & Company, manufacturers of all kinds of flavoring extracts, opened its doors on the ground floor of the building at 237 West Main Street in the village, the building now occupied by the Mechanics' Club and its Bowling Alleys. Across the entire front of the building was printed the firm's name -

HAYNES & CO.

BLUE BOTTLE FLAVORING  
EXTRACTS WORKS

The upper floors of the building were used by other local businesses. Reports indicated that the Seneca Engineering Company had its first offices and drafting rooms on the second floor (1904), the Village Board occupied an office on the ground floor, and the Montour Falls Fire Department stored some of its fire apparatus in a part of the same structure.

Jerome C. Haynes, the senior member and owner of the Falls firm, was born in Orleans, N.Y. in 1849, lived for many years in Lyons, N.Y. before finally settling in the village of Montour. His residence was the former Gerald Cornell home on South and Owego Streets, now occupied by Mr. and Mrs. Carl Eckelberger.



Mr. Haynes' previous long experience as a special State Agent for the Deland Chemical Company of Fairport, N.Y., helped him to establish the Falls business, at which time he originated the "Blue Bottle Flavoring Extracts Works."

The products that Haynes & Co. produced were pure flavored extracts - substances removed from bark, fruit, roots and vegetables, by chemical processes, combined with an alcoholic base. These carefully prepared compounds were used in baking, cooking, medicines and the manufacture of perfumes. No adulterations were used in the manufacture of these extracts, since they were produced only from natural products. They were never known to become rancid or lose their fine subtle flavors due to the secret process which the company never revealed.

Among the popular flavors, sold by the ounce or in bulk quantity, were lemon, vanilla, rose, peach, pineapple, raspberry, pistachio, orange, mace, clove, bitter almond, banana, strawberry, maple, nutmeg, celery, onion, cinnamon, fruit color, peppermint, wintergreen, sassparilla and Jamaica ginger. Advertisements of these products read: "Caution! Do not use too much - one half teaspoonful to each quart will be sufficient!" and "An ounce of these extracts will go as far as any other make!"

As the business increased, Haynes & Co. hired several salesmen to canvass the surrounding areas. Many of these products were shipped to all parts of the country on the former Elmira and Seneca Lake Railroad. Although the business was primarily a wholesale venture, they offered retail dealers and grocerymen small counter top cabinets filled with a selection of their extracts for sale. In addition to bulk shipment, they also conducted a prosperous mail order business.

Until Jerome C. Haynes died on March 13, 1914, very few villagers realized the magnitude of this profitable enterprise.

A former prominent merchant in Montour Falls, Joseph Vickio, now retired at 93 years of age, recalled that "when I opened my own confectionery store in August 1908 on the Main Street in the village, Mr. Haynes at that time had a small but thriving wholesale business. He was assisted by a very capable partner, Bert Du Bois." (Incidentally, Mr. Du Bois was the great grandfather of Mrs. Delphine Du Bois Morrill of the Fourth Street in the Glen). Another notable Falls resident, Ralph Kendall, recollected that "I used to deliver bark and branches from a neighboring sawmill to the Haynes firm for use in making the extracts." He also stated that in addition to the small blue bottles and stoneware jugs, "the firm used large five gallon bottles generally cylindrical in shape with short necks," now known as "carboys." Many local residents can still recall these large bottles lining the store shelves, filled with colorful fluids.

The attractive feature of this firm was the manner in which the products were marketed for sale. Believing that light could injure the quality of these flavorings, Mr. Haynes conceived the idea of using cobalt blue colored bottles to protect their natural flavors. It is probable that these bottles were manufactured by the Whitall and Tatum Glass Company of New York and Philadelphia, and also by the Swindell Brothers of Baltimore, Md., both makers of fine bottles and glass at that time. Consequently, his business became known as the "Haynes & Co. Blue Bottle Flavoring Extracts Works" and he was called "Blue Bottle Haynes" by his friends.

The containers for these products varied in size and quality. The bottles ranged in size from two ounces to the five gallon size, and larger, according to the demand. All contained the name of the firm, the lettering incised or embossed, printed or in script, with the words, "Haynes & Co. Blue Bottle Extracts, Montour Falls, N.Y." Sometimes the initials of the glass company (W&T) were added. Often the bottle had hollowed out front sides on which the lettering appeared. A few had hand ground glass stoppers with flat tops.

The stoneware jugs came in all sizes with appropriate labels indicating the name of the firm, place and purity of the contents.

A few of these containers are prized possessions of local residents. Mr. and Mrs. Gerald Cornell, L'Hommedieu Street, have unusual cobalt blue glass bottles, quart size, embossed with the name of the Haynes firm, the glass company's name and date, complete with flat ground glass stoppers, in perfect condition. Beautiful clear cobalt blue shade!

An area bottle collector, Alan Sweet of Odessa, possesses a very rare and unique Haynes cobalt blue bottle with a printed label with a picture of Chequaga Falls, showing the original southeasterly course of its stream!

A display of these wares may be seen at the Schuyler County Historical Society Museum, located in the Rural Urban Center in Montour Falls. On view at the present time are a four ounce cobalt blue extract bottle and a one and one half quart stoneware jug, both properly inscribed.

Ironically, it is not the excellence and purity of these flavoring extracts that the villagers have remembered over the past seventy-five

years, but the cobalt blue colored bottles in which the Haynes & Co. bottled their extracts. Today these bottles are collectors gems. A few are still being found by diggers and among attic and cellar treasures with the imprint

Haynes & Co.  
Blue Bottle Extracts  
Montour Falls, N.Y.

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