

(3)

After the name was changed to The Shaker
Extract of Roots No more bottles were filled
in New York All done at Mount Lebanon
One customer in New York - used it in his practice
& prized it very highly. He took with him to
London Several Dozen. After arriving there
We soon ordered a Gross - I suggested to
A. J. White To go to London & open a trade there
His Wife Urged him to go - He left very soon
By Cunard Steamer Taking a few Gross with
him - In a short time 3 or 4 Weeks. He wrote
me the Druggists declined taking it Called it
A. Yankee Nostrum. I immediately Cabled
him "Stay till I Come" I took first Steamer from
New York & several Gross with me. They called
me the Old Quaker We distributed among the
Co-operative Stores many Doz. - No pay until
sold. The matter proved to be the right thing
to do. - Soon Many Orders were given I hastened
home soon as possible - And all help of our Society
was fast as possible & we had from 50 to 125 daily
at the business We put up many Millions of
Bottles - A. J. White went to London & made it
his head quarters for the Business - His adding
the Name Mother Seigel Curative Syrup

made the Demand ⁴Enormous Millions &
Millions - He found the Sigele Syrup. Could be
bottled Cheaper in London than here. He then
sent him the Extracts compounded as per formula
& he added the Liquids required. - It proved
to be the largest business in Medicine that
ever was known - It was Advertised in
every Nation on Earth - !!!

Benjamin Gates

Lebanon May 28

1st

Early in Spring of 1875. Was the first time
I ever met Andrew Judson White ~~was~~ at Mt
Lebanon. Our Society had the previous winter
Suffered by fire a great loss of ~~the~~ ^{Feb 7th 1875} S. important
Buildings. Loss of over (\$50000) Three hundred
and fifty Thousand Dollars. (No Insurance)
We were just commencing to clear away the ~~the~~
Ruined debris. - When one day A. J. White. Came
walking down the Road. I met him a perfect
stranger. He asked me if there was any place
in the Village where Medicinal Extracts were
manufactured. I replied there was. & I would
go with him to the Factory. On arriving there he
said he was using some kinds of Extracts & would
like to get a few kinds. But said he could not
pay for them now but later on he would surely
pay. --- We took his Order for a small lot of Extracts
& ship some by Express. He gave me his number
in ³¹⁰ Pearl St New York - In a few days I was in
New York & called to see him. I found him in
a small Room 10 x 12 with a helper he was
filling Bottles of Medicine with a pitchen called it
Curative Syrup. & labeled to Cure Indigestion &c &c

2nd
Two Old Market Women were taking it in baskets
& peddling it thro' the street All done at no profit
I suggested quite a number of Medecinal Extracts
to be Added. He readily consented. Said he
had no money to advertize which should be done
that he needed at least 2000 Dollars to start the
business. I proposed loaning him the Money &
aid. &c. I remained in New York a few days
with him at his house. We finally agreed on the
formula as printed "See label here with, and
same should be called Shaker Extract of Roots &
*For a time he put 4 Cent stamp revenue on Every
bottle. I insisted there was no need of the stamp
& in Sept. he wrote to the Office of Internal Revenue
at Washington & See Reply on Label! -

He found no more in N.Y.

Sent June 5 1905

A. J. White Died in England. ^{Sept 28} 1898

Two years previous to his death. The
Sales of Shaker Extract of Roots and
Mother Seigels Curative Syrup Was
Enormous. ^{in 1896 & 97} Over Fourteen Million
Dollars worth. ^{old} The Advertising that
year. ¹⁸⁹⁶ Amounted to One Million Two
Hundred & Thirty Three Thousand Dollars
Printed Circulars & News Papers were
sent to every Nation On Earth They
had a large Printing Office in London
& Printers of all Nations were employed
The Capital Stock of the Company was
Thirty Five Million A. J. White held
17 Million. Ballance was held by
parties in London & New York And
all received large dividends yearly.
A. J. White also held a large amount

of Stock, in several Type Writers
His Expenses, were enormous. He spent
in building a House & the lot. ^{in 5th Ave - 24} over Seven
Hundred Thousand Dollars. Also,
Stable, Horses & Carriages. His son was
at Harvard College. to the College
he gave over 60 Thousand. ⁽²⁰⁸⁷⁹⁴⁾ He & Co

His Brother John. Owned at one
time a large amount of Sheep & Cattle on
a Ranch in Colorado - Severe Storm &
famine destroyed all he had. John
came to New York. I saw A. J. White
give him Check for 25 Thousand
Dollars. & said. Now John, go ahead,
& drive business. The first time I ever
saw A. J. White was in April 1875. He
then was very much in debt many Thou-
sand Dollars. One People loaned him
many Thousand dollars - I went to
London, twice to get his Medicines
introduce there. Finally the Corporation

Stores large quantities of the Medicine Our Society
for a time bottled & shipped large amounts to him
Finally He learned he could purchase bottled
much cheaper in London than we could here
We then shipped him the Extracts in Barrels. And
he added the Liquids needed. The Business soon
grew to an enormous dimension as I have
previously related.

A J White died Sept 25 1898 - Only for
a moment Consider what We brought the business to in
25 Years. - Since 1898. - Other parties Managed the
Shaker Extract of Roots & Mother Seigel Syrup. Now
it is a small business - The only way to do a large business
is to Advertise. If your Agent had the energy that A J
had I am sure the Tracamps could be made a
Million Dollar business for I know it is a very valuable
Medicine no Equal is now where offered on the Market.

10,270.1C

RETURN AFTER FIVE DAYS TO
THE UNITED SOCIETY OF SHAKERS
(MEDICAL DEPARTMENT)
MOUNT LEBANON, NEW YORK

Preserve this!

Record of early business connection
in the manufacture of "Shaker Extract of Roots"
between N. White & Benj. Gates.

furnished by J. L. Hopkins of New York City
2/25/09 -