

JOBBER'S FEEL OPTIMISTIC

Continued Good Reports From
Over Winter Wheat Territory
Bring Added Confidence.

MARKED IMPROVEMENT
COMES IN SOME LINES

All Quotations Continue to Be
Firmly Held—Some Advances
in Groceries Noted.

The feeling of assurance is on the increase in Duluth jobbers' circles. From all sections of the winter wheat territory, the reports coming in tell of crop prospects in advance of anything shown up to the same period in many years.

South Dakota is the only fly in the ointment. There the drouth has worked havoc with the growing plant, so that at the best, better than half a crop is not looked for.

North Dakota and Montana are counted upon to make up for the deficiency in the state mentioned, and that is the territory in which local wholesale houses are more deeply interested.

Another two weeks will practically tell the tale in the crop situation.

Provided everything remains as it is, the trade look forward to the heaviest fall business in the history of this center. A generous harvest will result in the taking up of a lot of paper, and releasing the tension in credits that has ruled now since last fall.

Wholesale Groceries.

The houses say that while there has not been much increase in the volume of orders during the past week or so, some tendency has been noticed in the direction of the freer ordering in other than strictly staple lines.

Quotations are practically unchanged, other than in rolled oats which have gone up 20 cents a barrel, and a decline in syrups.

Sugars are firm, with a tendency to advance in all grades.

The dried fruit line is up in the air and prunes and apples practically are all in jobbers' hands. Tomatoes are also firming up and it looks as if they would come high this year on account of the short crop in Maryland and other main producing points.

Coffees are just standing where they were with no material changes looked for.

Wholesale Hardware.

In no other line has the brighter prospect been reflected than in the hardware trade. Business in general shelf lines has been coming along in fair volume. Shipments are now going forward freely, the retailers devoting some attention to filling in the gaps in depleted stocks. Among the out of the city callers at the local establishments during the week were: Q. Ellstead of Redvig & Ellstead, Grand Forks, N. D., J. Kleabe, manager of the company's store at Cloquet; Charles F. Kaiser of Hill City, Minn.; and John Larson of Two Harbors.

Wholesale Drygoods.

The houses report business from all through the west to be picking up. Mail sorting up orders are being received freely, and the conservatism that had characterized the placing of future business is not nearly as prominent as it was.

Liquors and Cigars.

The Ron-Fernandez Cigar manufacturing company states that betterment in the demand for its line of cigars continues to be shown. Travelers' reports from over the western ground and northern Minnesota sections are all hopeful.

Simon & Co., are finding business in wines and liquors showing a fair gain in the northern end of the state, that being especially applicable to points along the Great Northern railroad where iron ore operations are being carried on more extensively than in other seasons.

Wholesale Paper.

The Peyton Paper company avers that it has a good trade coming to hand from new Cuyuna range points. Two full cars of building papers alone were shipped out to one of these towns yesterday.

Among the outside buyers at the house during the week were: George H. Sweetland, Fargo, N. D., and E. Quackenbush of Barrows, Minn.

Harness and Leather Findings.

The Schulze Bros. company is finding future orders being reported from its travelers in satisfactory volume, with all reports telling of confidence in the final working out of the situation next fall.

In most sections the crops are alleged to be about two weeks earlier than the average. A nice business is reported as being booked in horse collars for fall delivery, and a better trade is also being dug up in all lines of harness.

The company is extending its territory, having placed travelers on the ground in Nebraska, Iowa, Idaho and Washington.

Wholesale Furniture.

A vast improvement in Montana and North Dakota is noted by the De Witt-Seitz company, both in mail orders and inquiries for salesmen to call. Good activity is anticipated about July 15, by which date the crop should practically be out of danger.

The house has placed an additional salesman on the road in the person of W. B. Orper, who will cover the northern Wisconsin and part of the northern Minnesota ground along the Great Northern and Northern Pacific roads.

Among the outside buyers at the warehouse during the week were: C. S. Nelson, Lucknow, Minn.; B. Christianson, Aurora, Minn.; B. F. Murphy, Bemidji, Minn., and W. J. Ryder, Hibbing.

Wholesale Shoes.

The present is the off-season in the wholesale shoe trade, but the Northern Shoe company states that its salesmen's reports convey most encouraging intelligence from every section covered. Its new lasts are found to be taking well with the trade, resulting in the development of some extra business.

P. G. Gordon, Little Rock, Ark., and B. Soloski, of Virginia, were among the out of city buyers at the factory during the week.

Wholesale Jewelry.

Henricksen, wholesale jewelers, report a better inquiry in all lines of jewelry. Travelers are sending in

hopeful letters, indicating the prospect of a strong inquiry for the fall trade to materialize in the course of about three weeks.