

JOBBER'S TRADE STILL PICKS UP

Orders Come Along in Better
Volume As the New Crop
Season Advances.

GENERAL QUOTATIONS ARE WELL MAINTAINED

Hardware Men Report a Good
Demand For Grain Bins
From North Dakota.

Though the "dog days" are here, and it is usually expected to be a quiet season, the local jobbing houses are meeting with a steadily improving volume of business. The feeling of confidence grows as the crop season advances without anything coming along to set it back throughout this territory. No complaints are as a matter of fact, being made from any portion of the ground outside of South Dakota. Down there it is felt wheat will not be more than a 50 per cent crop. That state, however, is out of the beat of this city's jobbers excepting in a couple of lines.

A failure there would, therefore, exercise only a fraction of the effect experienced last season as a result of the untoward conditions in North Dakota and Montana.

South Dakota came in very handy in some lines last year to help out with the shortcomings elsewhere.

Wholesale Groceries.

Fair business in seasonable lines is coming in the grocery trade. June is reported to have been a good month by the several local houses.

Quotations continue firm in every direction. Sugars are strong with an advance in both raws and refined looked for during the present week.

Rolled oats have taken another twist up, this time of 25 cents, and barley products are higher with the advanced price of that grain.

In dried fruits initial shipments of the new crop of apricots are about to be made, at figures higher than have ruled in years.

Raisins are stiff and prunes are up in the clouds, and will remain there till at least after the new crop makes its appearance.

Canned tomatoes are scarce, and show an advance of 5 cents in the spot market.

Teas are unchanged and the coffee market is firm.

Wholesale Hardware.

This is a pre-season time in the hardware, one in which the wholesalers do not bank upon very much trade. Some sorting up business in shelf goods is being received, and reports coming to hand from the salesmen on the road are of the most optimistic order.

As an indication of crop conditions in North Dakota, it may be mentioned that a good demand for grain bins from points in North Dakota has sprung up. The sales manager of one of the local houses states in this connection that a group of farmers in one section of that state last week placed an order for 24 bins.

Wholesale Drygoods.

Shipments of fall drygoods are now going out over the whole territory. A nice trade is being booked from Alaska, and far western points.

Travelers report that stocks being carried in merchant's hands are at a very low ebb, and that with an average crop orders are bound to start in heavy a few weeks later on.

A large number of merchants from all over the territory tributary to Duluth promise to visit this market during the present month, many of them during the water carnival week.

Wholesale Paper.

The Peyton Paper company expresses itself as gratified with the reports coming to hand from North Dakota, Montana and from points throughout this state. The call for building and roofing papers is unusually heavy at the present.

Among the out of the city buyers in the house during the present week were C. F. Manchec, Moose Lake and J. J. Johnson, Two Harbors.

Harness and Leather Findings.

Future delivery are reported to be good, by the Schulze Bros.' company. Immediate business is inclined to be backward, the trade showing a tendency to hold back for more definite crop assurance.

M. Lindgren, Bismarck, Minn. and Fred Johnson, Palermo, N. D. were among the buyers in the factory during the week. The latter reported conditions as very promising through North Dakota, most sections looking for a bumper crop.

Wholesale Furniture.

The DeWitt-Seitz company states it is receiving fair inquiries from North Dakota, Montana and northern Michigan, with requests for travelers to call on the promise of orders.

A nice Michigan trade was booked last week, and northern Minnesota has also showed a good increase.

The company's mattress business continues to exhibit a steady growth.

M. J. Lofbacka, Virginia, and George Mesberg, Eveleth, were among the buyers in the factory during the past couple of days.

Wholesale Shoes.

The Northern Shoe company's travelers went out during the present week upon their sorting up trips.

The inquiry from all over the northwest they say is most satisfactory, and some fair mail orders are being filled.

Ben N. Rud, one of the company's North Dakota travelers, who was in the house yesterday, avers that the outlook over his territory could hardly be improved upon. The section of the state west of the Missouri river is dry as are also some of the southern tier of counties. These have doubtless been improved by the rains reported from down there in the last few days.

Wholesale Jewelry.

Henricksen, wholesalers, are receiving optimistic reports from their travelers throughout North Dakota, Montana and Idaho. Fall orders are coming in better volume, and mail orders are fair.

Simon & Co. state that their Fourth

of July trade was large in the cigar line, but that liquor business is showing the usual quietness at this season. Their advices from northern Minnesota and northern Michigan are encouraging. In the Copper country the mines are beginning to take on more men, with a resultant awakening in trade through that territory. The firm has put an additional traveler on to cover the range ground, H. B. Weinstein, receiving the appointment.

The Ron-Fernandez Cigar Manufacturing company reports a steady growth in its volume of orders from all sections of this territory. Its trade for the holiday exhibited an advance over any previous season.