

ROCHESTER, N. Y., SPECIAL NUMBER.

FOOT SHOE RECORDER

PUBLISHED WEEKLY, 82 & 84 LINCOLN STREET, BOSTON, MASS.

XII. No. 1.

BOSTON, WEDNESDAY, OCTOBER 5, 1887.

\$2.50 PER YEAR

SAGE & CO.,

You can if you Send to

Cock-a-doo
I wear the Cuckoo
I buy them of SAGE & CO.
I wonder why don't



Hathaway & Co.
Shoe Manufacturers
For the Retail Trade
280 Devonshire Street
Boston

Factories { *New Bedford*
Middleboro
Campello

New York & Boston 126 & 128 Duane Street

TITLE Tapley Twin Heel Burnisher

WITH
ONE OPERATOR WILL BURNISH AS MANY HEELS

AS
TWO SINGLE TAPLEYS with TWO OPERATORS,
And the QUALITY IS SUPERIOR

Feb. 15, 1885

TAPLEY MACHINE CO.

Gentlemen, —We are now in the
been for some little time past using
your TWIN Burnisher, and we con-
sider it a most excellent Machine.
It does more work than the old Ma-
chine, and the work done is of better
quality. It is a first-class Ma-
chine, and we are very
sincerely yours,
K. & A. H. Jones

sell it. Correspondence
Manufacturers who
will be interested in such
as of Boston, the
Gent.



TAPLEY MACHINE CO.,
234 DEVONSHIRE ST., BOSTON.



**The STANDARD.
The LEADING.
The BEST.**

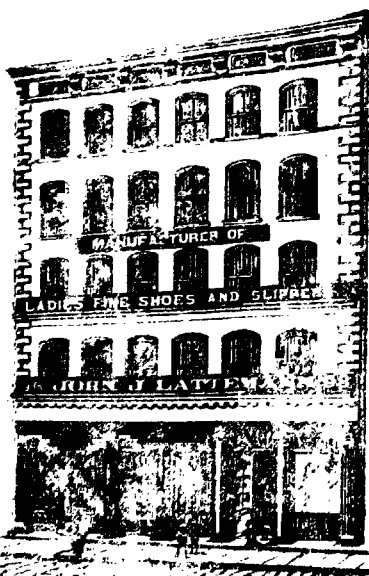
Sells itself. Needs no talking. Always gives satisfaction.
Never gets thick, sour nor mouldy. Every bottle is guar-
anteed. Suitable advertising matter and show card sent
with each gross, and a beautiful Smyrna Rug with two gross.
Quality never varies. Price never varies. Do not forget
a word of praise. Best Dressing for \$9.02 per gross even
when ordered for circulars.

& OTTLEY, Manufacturers,

71 Broadway, New York.

New York.

JOHN J. LATTEMANN,



MANUFACTURER OF

Ladies', Misses' and Children's

FINE SHOES

—AND—

SLIPPERS.

SOLE MANUFACTURER

—OF THE—

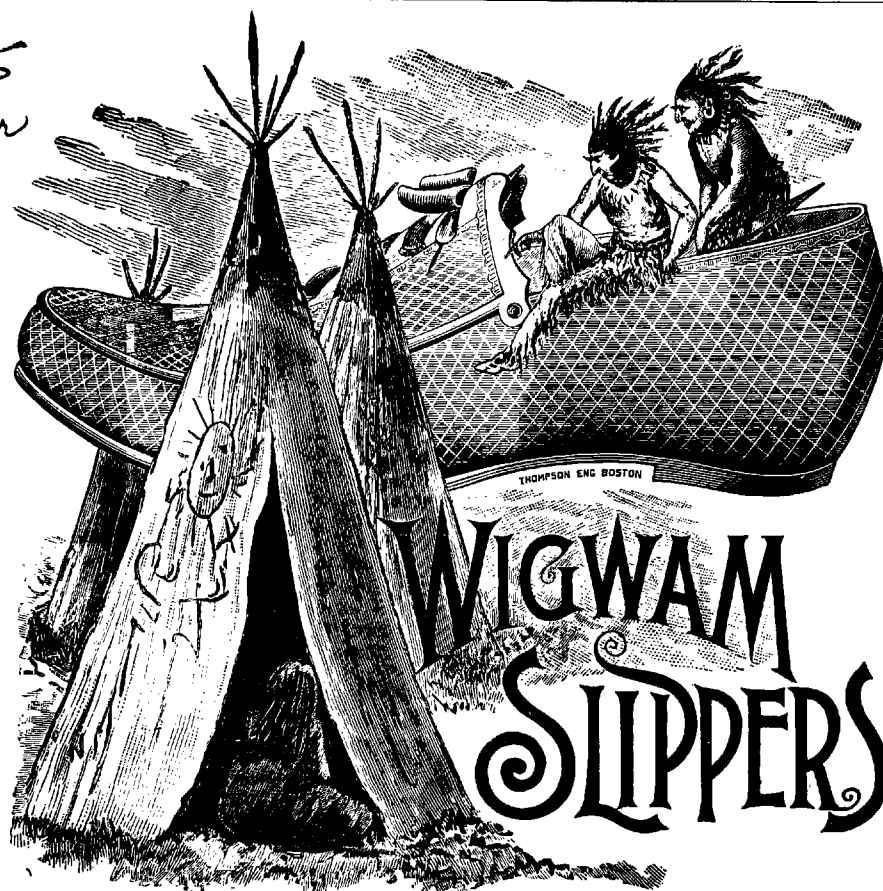
Adjustable Ankle Supporting Corset Shoe.

Patented Sept. 1, 1885.

Write for Samples and Prices.

46 & 48 READE STREET,

NEW YORK

R
f 685
B725NROCHESTER
PUBLIC
LIBRARY

JUST THE SHOE FOR THE HOUSE.

Soft, Easy and Pliable. They sell ahead of anything ever shown for Slippers, being Nobby and Durable.

Men's Slippers	-	-	-	.92
Women's "	-	-	-	.75
Boys' "	-	-	-	.75
Youths' "	-	-	-	.63
Misses' "	-	-	-	.63
Childs' "	-	-	-	.58

— **NET, 30 DAYS,** —

For out-door wear these Goods are made with an Outside Sole, at a small advance in cost. Men's, \$1.00; Boys', 85c; Women's, 85c; Misses', 75c; Youths', 75c; Childs', 65c.

1-1

Send Your Order At Once so as to Have a Supply

Parker, Holmes & Co.

141 FEDERAL STREET, BOSTON, MASS.

P.S.— Do not be deceived by Goods offered at lower prices that are inferior in every way. These are the Best Made.

FIELD, THAYER AND CO.,

178 CONGRESS ST., BOSTON, MASS.,

—MANUFACTURERS OF—

Men's

AND

Boys'

FINE

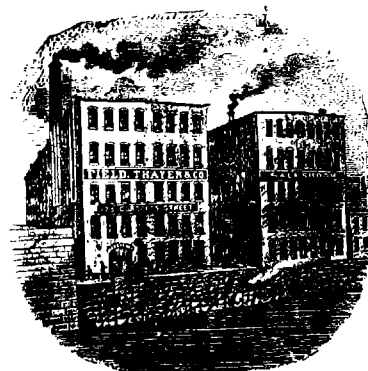
Boots and Shoes

OF

ALL GRADES.



Medway, Mass., Factory.



Haverhill, Mass., Factory.

**Ladies',
Misses**

AND

CHILDREN'S

OF

ALL GRADES



Our Goods are for Retail Trade only. Made on Standard Measurements.



This style slides on upright standards.

THE "PARACON" FRAME

—AND—

SWING BRACKETS!



This style screws side of window

Display Window Fixtures.

IN GREAT VARIETY

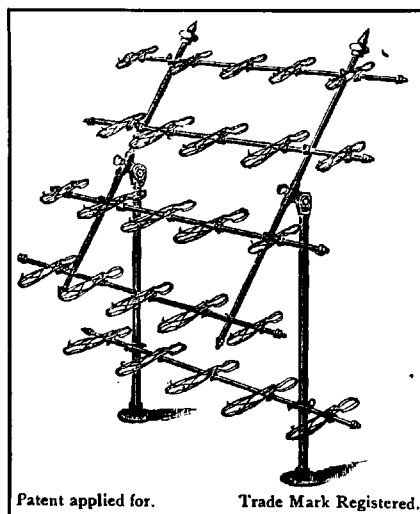
FINELY FINISHED.

Great Capacity!

ADJUSTABLE

In Height and in an Endless Variety of Positions.

Any Width to Suit Windows.



Patent applied for.

Trade Mark Registered.

IT IS ECONOMY

—FOR YOU TO—

Purchase an Outfit of our Fixtures

—WITH THEM—

You can MAKE A DISPLAY

—THAT—

Will ATTRACT the ATTENTION

Of every one passing your Windows.

The Williams Revolving Show Window can be seen at our New York Salesroom, 702 Broadway.

FOR FULL PARTICULARS AND PRICES, WRITE TO

The Norwich Nickel Works,

NORWICH, CONN.

P. O. BOX 2001.



THE SUPERFINE SPECIALTIES.

— OF THE —

PARA RUBBER SHOE CO.

Are made for the CITY RETAIL TRADE, and for the FOLLOWING REASONS SHOULD BE EXAMINED BY ALL DEALERS BEFORE PLACING THEIR ORDERS:

FIRST. They are the most stylish Overshoes produced.

SECOND. They are made on new lasts, to fit the latest styles of leather shoes (which dealers will appreciate).

THIRD. They are light, but, being pure gum, are very strong.

FOURTH. The Arctic, the Ladies' Button, and all cloth goods, are made by a new process, and though equally as strong they are lighter than the regular specialties.

FIFTH. The linings are the latest and most fashionable shades. A light, stylish and perfect-fitting Shoe of this description has not heretofore been put upon the market, although people are constantly asking why the manufacturers have never produced a really stylish rubber shoe, and as there is certainly a large demand for this article we have spent a great deal of time and money to produce this line of goods.

Be Sure and Call for the SUPERFINE Specialties.

Judson L. Thomson & Co.,

— MANUFACTURERS OF THE —

'J. L. T.' PERFECTED BUCKLE.



NO BREAKING !

NO LACING !

Acknowledged by Consumers to be the Most Convenient and Practical Clasp in the World. Ask your Manufacturer or Jobber for Goods with the "J. L. T. PERFECTED" BUCKLE attached and insist upon it.

FACTORY AT SYRACUSE, N. Y.

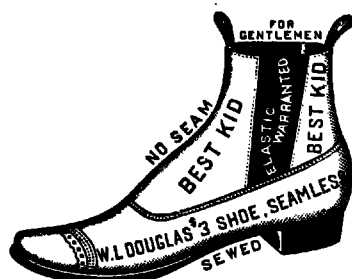
BOSTON OFFICE: 105 BEDFORD STREET.

WILLIAM N. MERRIAM, AGENT.

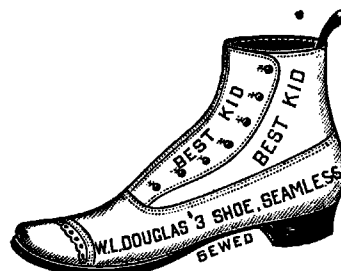
October 5, 1887]

THE BOOT AND SHOE RECORDER.

5



CONGRESS.



BUTTON.



LACE.

TO THE RETAIL TRADE:

THE W. L. DOUGLAS \$3.00 SHOE SEAMLESS,

Is now advertised in newspapers throughout the United States, whose combined weekly circulation will reach over FORTY MILLION each week, and covers every section of the country, from Maine to California.

We Advertise for the following Reasons:

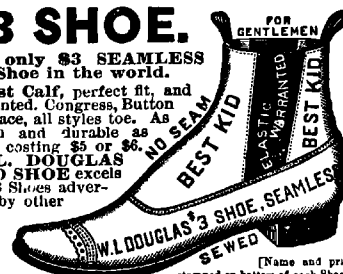
- 1st. Every statement made by us can be substantiated by proofs from both dealers and consumers in unsolicited testimonials.
- 2d. We have placed on the market a first-class Calf Shoe, made seamless, and thoroughly finished, which equals those usually sold for \$6.00, and is SUPERIOR TO ANY \$3.00 SHOE ADVERTISED OR MADE. We want this fact known to every man, woman and child in the World, and for this reason use the columns of the newspapers.
- 3d. We want to assist every dealer who has our Goods to increase his business, and advertising is the only way to do it.
- 4th. We advertise at our own expense, and it costs the dealer nothing to have his name as agent advertised in his local paper.
- 5th. We advertise only one dealer in cities and towns of less than 15,000 inhabitants, and give him exclusive sale for a certain vicinity.
- 6th. By advertising we assist every dealer who keeps our goods to increase his sales on other lines, by drawing to his store men who have wives, daughters and boys to be supplied with footwear.
- 7th. We advertise because our past experience has taught us that this is the proper way to put an article of general use before the people, and while reaping the benefits, we at the same time help those who help us.
- 8th. We have received many letters from dealers throughout the United States, stating how much their business has been benefited by keeping our advertised goods.
- 9th. We have received orders direct from Europe, Asia, Africa and Australia, which shows what enterprising dealers can do by keeping in stock our advertised Shoes.
- 10th. We advertise to get your trade, and trust to hear from you by the first mail after reading this. Remember, delays are dangerous, and "the early bird gets the worm."

W. L. DOUGLAS \$3 SHOE.

The only \$3 SEAMLESS Shoe in the world.

Finest Calf, perfect fit, and warranted. Congress, Button and Lace, all styles toe. As stylish and durable as those costing \$5 or \$6.

W. L. DOUGLAS \$2.50 SHOE excels the \$3 Shoes advertised by other firms.



[Name and price stamped on bottom of each Shoe.]
Boys all wear the W. L. DOUGLAS \$2 SHOE.
If your dealer does not keep them, send your name on postal to W. L. DOUGLAS, Brockton, Mass.

(DEALERS' NAMES FOLLOW.)

The above advertisement appears in over four thousand of the principal daily and weekly newspapers in the United States. If it is not in your local newspaper, and you keep or intend to keep my advertised Goods, please write me at once.

For samples, prices, and other information, address,

W. L. DOUGLAS, Brockton, Mass., U. S. A.

CAUTION!

BUTTON FASTENER TOOLS.

The Heaton Button Fastener Company hereby warns the public in view of recent infringements of its patents, that it is advised by Competent Counsel that all tools for setting pronged button fasteners consisting of two jaws, one to hold the button and the other carrying dies wrought in its face which receive the points of the fastener prongs and deflect and bend them as the jaws are shut, are infringements of its patent No. 160,056 granted to David Heaton, February 23, 1875.

Suit has been brought against the Peninsular Novelty Co., of BOSTON, MASS., who are infringing this patent, and all infringers will be subject to prosecution.

This notice is given that innocent persons may not violate our rights by **Dealing in or Using** infringing tools and thereby become liable to the consequences of Infringement. This caution does not apply to the Belle Patent Button Fastener Co., American Button Fastener Co., Pratt Manufacturing Co., or the Railway Speed Recorder Co.

HEATON BUTTON FASTENER CO.

GEORGE W. PRENTICE, Treasurer.

Providence, R. I., December 1, 1886.

— WE —

Are Up and At 'Em!

— IN OUR —

SEPTEMBER CIRCULAR!

FULL OF BARGAINS!

AS A NUT OF MEAT.

5

SPECIAL RUBBER DRIVES,

That Strike Solid. SEND FOR IT.

Wellman Osborne

LYNN, - MASS.

Goodyear Lock-Stitch Machine.

READY AND IN THE MARKET.

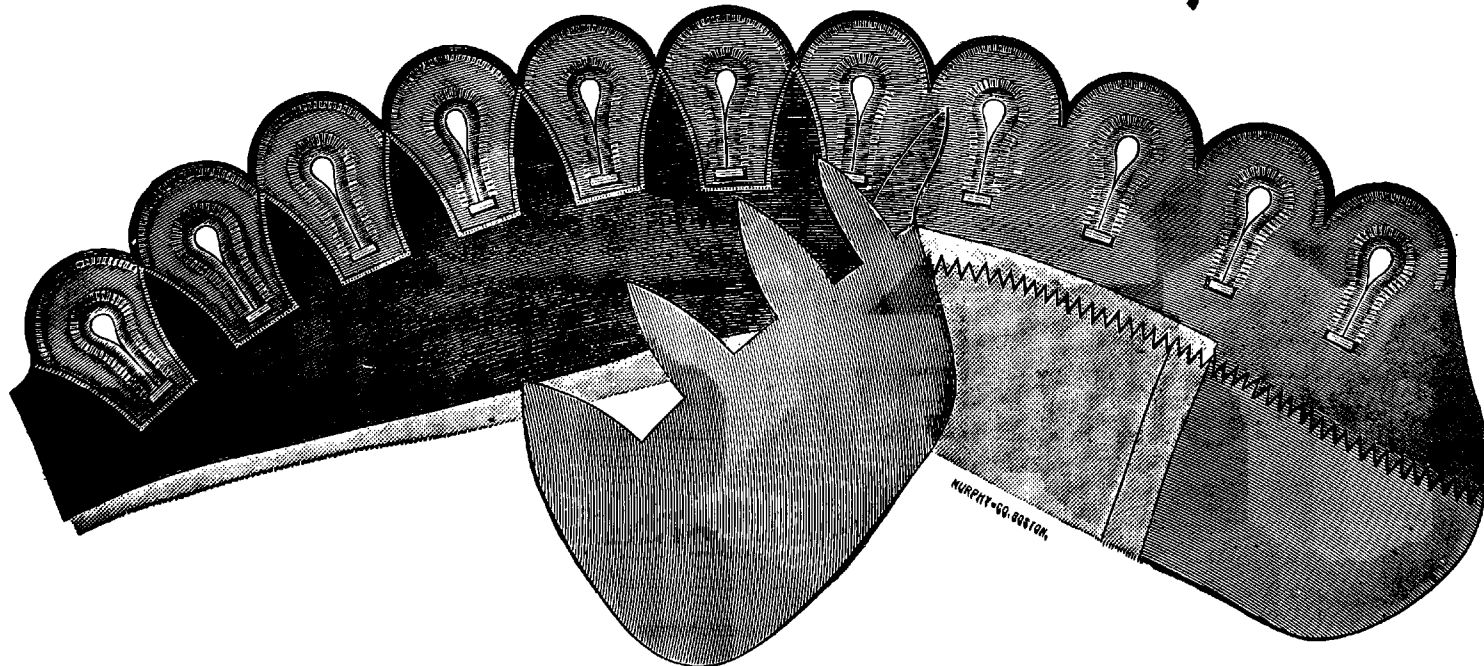
The **ONLY** Lock-Stitch Machine that stitches on the Outer Sole while the Shoe is on the Last.

Send samples to be stitched to our Factory, 398 Federal Street, Boston.

Goodyear & McKay Sewing Machine Co.,

158 SUMMER ST., - - - BOSTON, MASS

Valiant Patent Button Fly.



A Button Hole without Stitching—that will not Wear Out, Tear Out, or Pull Out.

Same Principle of Indestructibility applicable to a Laced Shoe dispensing with all Metallic Eyelets.

FOR DESCRIPTIVE CIRCULARS OR SAMPLES SEND TO

GOODYEAR & MCKAY SEWING MACHINE CO.,

158 Summer Street, Boston, Mass.

THE LARGEST STOCK!

— OF —

Men's, Boys' and Youth's Goods

IN THIS COUNTRY!

90c. TO \$3.25!

It costs you nothing to see our Samples, as we prepay Express Charges. Send for Samples of anything in the above Line, in Hand-nailed, Standard Screw, Machine-sewed or Hand-sewed. If not satisfactory, don't keep them

SEND FOR WHAT YOU WANT.

THOMPSON BROS. & CO.,

131 & 133 DUANE ST., NEW YORK.

JAMES MEANS & CO.'S ADVERTISEMENT.

OUR JAMES MEANS' \$4.00 SHOE,

(Goodyear Welt,) is replacing Shoes which have been Retailed at \$6.00 and \$7.00

OUR JAMES MEANS' \$3.00 SHOE,

Is the only Shoe of its price Manufactured in which Durability is considered before mere Outward Appearance.

Retailers who have not secured James Means & Co.'s Fall Pamphlet, will find it money in their purses to send a Postal Card request for the same.

No Retailer can afford to go without seeing it. It has been beautifully gotten up and illustrated with superb colored plates, and is by all odds the handsomest Pamphlet which has ever been sent to the Retail Shoe Trade.

James Means & Co.,

41 LINCOLN ST.,

BOSTON, MASS.

THE Exclusive Use

Of this Machine is Positively given
to Only One Party in
each Town.

WRITE FOR PARTICULARS!

W. L. HUNTINGTON,

General Manager.

111 SUMMER STREET,

BOSTON, MASS



PATENTED

April 8, 1884.

April 8, 1884.

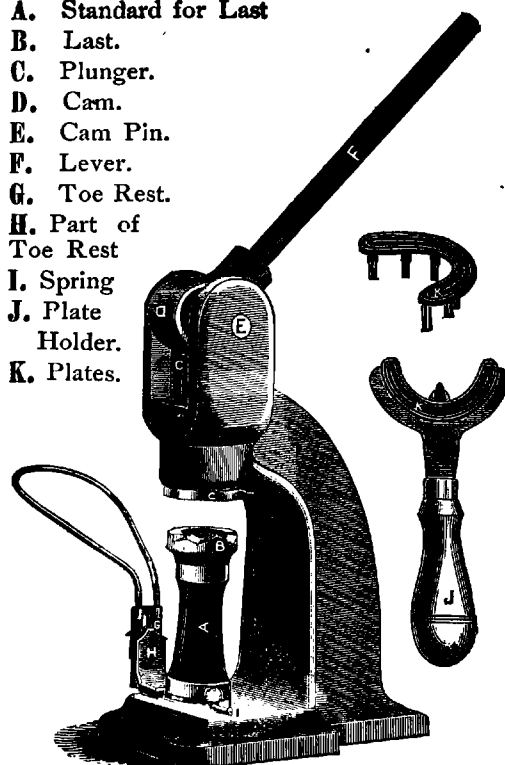
Sept. 30, 1884.

Dec. 9, 1884.

Dec. 9, 1884.

C. Doney, Ottawa, Sole Agent for Dominion of Canada.

- A. Standard for Last
- B. Last.
- C. Plunger.
- D. Cam.
- E. Cam Pin.
- F. Lever.
- G. Toe Rest.
- H. Part of Toe Rest
- I. Spring
- J. Plate Holder.
- K. Plates.



Crescent Heel Plate Machine.

For Attaching

CRESCENT PLATES

To all Sizes of

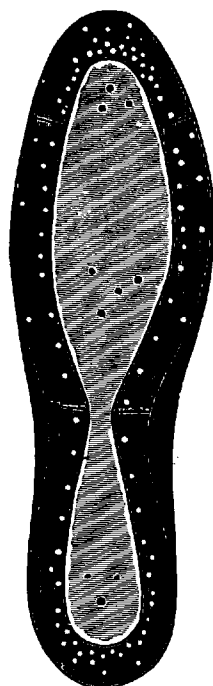
RUBBER SHOES.



"NEW PROCESS" \$3.00 SHOE.



SEAMLESS CALF, DONGOLA OR KANGAROO.



Showing Old Style of Lasting with Tacks.

In introducing our NEW SHOE to the trade, we shall try and prove that we are giving something *entirely new* to you in a Specialty \$3.00 Shoe; also more value, wear and comfort than can be found in any shoe now on the market for the price.

First.—It is made entirely *Free from Lasting Tacks* and Sole Laying Nails, by our *new* method of Lasting, we being the first to make shoes successfully by this process.

Second.—A *Smooth Innersole* free from all tacks, pegs, nails or thread, to hurt the feet and wear out stockings.

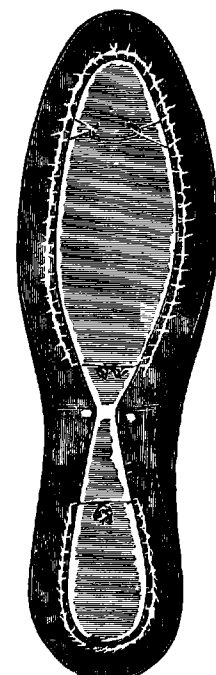
Third.—They are *Double Sole*, not welted and filled with paper.

Fourth.—They are stitched by a *LOCK STITCH* machine, that is fully equal to the best Hand-Sewed.

Fifth.—They are Silk Fitted and trimmed inside with calf.

Sixth.—They are made of the Best Tannery Calf, Glove Kid or Dongola Top, worked Button-Holes, Crimp or Imt. Lace Congress, in all styles of lasts, plain or cap or plain box toe, surface stitched or channell, and will take the place of Hand-Sewed shoes at half the price and will wear better.

Seventh.—All these goods are stamped "**New Process**" (copyright applied for) on the linings and bottom of each shoe.



Showing New Style of Lasting without Tacks.

If you wish for a **\$3.00** shoe to run **under your own name**, this is the shoe you want, we will furnish them in a good Carton, with any price and your name printed on the label, at the following terms:—

\$2.25 NET CASH 30 DAYS.

This we insist on, the profit being so small, we must have large sales and quick returns.

ORDER A SAMPLE DOZEN. YOU WILL MAKE NO MISTAKE.

If these goods are not just as represented they can be returned at our expense. It will take a **smart dealer** to tell them from hand-sewed goods.

HERE IS WHAT IS SAID OF THEM.

Pittsburg, July 26, 1887.

Messrs. A. M. Herrod & Co.:—The new method of making a shoe free from Lasting Tacks, which causes the consumer and retailer great annoyance, is a grand discovery.

The consumer often condemns the Standard Screw shoe on account of the screws hurting the feet, when it is the cause of the Lasting Tacks working up. If all manufacturers would make their shoes free from tacks, it would be a blessing to the poor unfortunates who have to wear machine made shoes.

Yours very truly, H. J. & G. M. Lang.

Junction City, Kansas, July 29, 1887.

Messrs. A. M. Herrod & Co.:—Your new method of lasting shoes without tacks is the best thing out, and gives the best satisfaction.

Yours truly, G. Roeser,
Manufacturer and Dealer in Boots and Shoes.

Erie, Pa.

Messrs. A. M. Herrod & Co.:—We have used shoes lasted by the new method without tacks but a short time, but find that our trade on such goods is continually increasing. They fit perfectly and are easy on the foot, and our patrons generally ask for them after having worn one pair.

Yours truly, Loesch & Matthews.

Durham, N. C., July 23, 1887.

Messrs. A. M. Herrod & Co.:—In regard to the new process of lasting shoes without tacks, will state that I have not heard any complaints as to their durability, and as for comfort and ease they seem to give full satisfaction to the wearer.

Yours respectfully, D. L. Kaufman

Circleville, O., July 25, 1887.

Messrs. A. M. Herrod & Co.:—In compliance with your request for our opinion of "Tackless Shoes," we must say that the improvement is more beneficial, both to retailers and the trade generally, than any "step forward" in the manufacture of footwear for years. As the pioneers in the movement, your success should be commensurate with your enterprise.

Yours respectfully, Hedges & Atkinson.

Hallowell, Mo., July 25, 1887.

Messrs. A. M. Herrod & Co.:—Your goods have given perfect satisfaction. The new method of lasting is becoming known to those that wear them, and my trade in them is increasing every week. They call for the "Tackless Shoe."

Will H. Johnson.

Lebanon, Pa., Aug. 1, 1887.

Messrs. A. M. Herrod & Co.:—Your new process of lasting without tacks is a decided improvement on the old custom of lasting shoes, and a blessing and benefit to the wearer. It is a long felt want supplied, for which you deserve credit and praise.

I am yours respectfully, J. H. Miller.

Allcgheny, Pa., July 20, 1887.

Messrs. A. M. Herrod & Co.:—We had been thinking of building a Ship Cable Railroad across the Isthmus, but your new process of lasting has knocked the project in the head, etc. We can recommend your new process as superior to the old method. Hoping it may knock out the lasting tacks and sole laying nails as it did our S. C. R. R. project.

Yours truly, R. Taggart & Son.

Cincinnati, July 29, 1887.

Messrs. A. M. Herrod & Co.:—In reply I have this to say: that I am well satisfied with the shoes, and I wish that all shoes were made without tacks. It would be a great success in the shoe line.

Respectfully yours,

A. Kuna.

Address all orders and at the same time mention the **RECORDER** to

A. M. HERROD & CO., - Brockton, Mass.

LIPPINCOTT, SON & CO.,

MANUFACTURERS.

Infants' and Children's Shoes a Specialty.

The following is a Price-List of some of our Specialties. We claim to be Headquarters for Infants' and Children's Shoes of the cheaper grades:

Terms—Net Cash, No Discount!

Stock No.			Price.	
600	Infants' Pebble, Beaded Top	Button, 1 to 5	\$ 3.25	per doz.
430	Infants' Kid, Beaded Top	Button, 1 to 5	3.25	"
440	Infants' Pebble, Trimmed Top	Button, 1 to 5	3.50	"
460	Infants' Kid, Trimmed Top	Button, 1 to 5	3.50	"
480	Infants' Pebble, Trimmed Top, WBH and Tassel Trimmed	Button, 1 to 5	4.50	"
420	Infants' Kid, Trimmed Top, WBH and Tassel Trimmed	Button, 1 to 5	4.50	"
435	Infants' Pebble, Beaded Top, Wedge Heel	Button, 3 to 6—4 to 8	5.00	"
445	Infants' Kid, Beaded Top, Wedge Heel	Button, 3 to 6—4 to 8	5.00	"
465	Infants' Pebble, Trimmed Top, Wedge Heel	Button, 3 to 6—4 to 7	5.25	"
475	Infants' Kid, Trimmed Top, Wedge Heel	Button, 3 to 6—4 to 7	5.25	"
485	Infants' Pebble, Trimmed Top, Wedge Heel, WBH and Tassel Trimmed	Button, 3 to 6—4 to 7	6.00	"
495	Infants' Kid, Trimmed Top, Wedge Heel, WBH and Tassel Trimmed	Button, 3 to 6—4 to 7	6.00	"
200	Children's Pebble, MS, Solid Leather Spring or Heel	Button, 5 to 7½	7.00	"
201	Children's Kid, MS, Solid Leather Spring or Heel	Button, 5 to 7½	7.00	"
202	Children's Pebble, MS, Solid Leather Spring or Heel, WBH	Button, 5—7½	7.75	"
203	Children's Kid, MS, Solid Leather Spring or Heel, WBH	Button, 5—7½	7.75	"
205	Children's Pebble, MS, Solid Leather, Cut Hole, Sole Leather Tip, Spring or Heel	Button, 5—7½	7.75	"
204	Children's Pebble, MS, Solid Leather, WBH, and Sole Leather Tip, Spring or Heel	Button, 5—7½	8.50	"
206	Children's Pebble, MS, Solid Leather, High Cut, Spring or Heel	Button, 5—7½	8.00	"
209	Children's Kid, MS, Solid Leather, High Cut, Spring or Heel	Button, 5—7½	8.00	"
199	Children's Pebble, MS, Solid Leather, High Cut, Sole Leather Tip, Spring or Heel	Button, 5—7½	8.75	"
207	Children's Pebble, MS, Solid Leather, High Cut, WBH, Spring or Heel	Button, 5—7½	9.00	"
208	Children's Kid, MS, Solid Leather, High Cut, WBH, Spring or Heel	Button, 5—7½	9.00	"
215	Children's Pebble, MS, Solid Lea., High Cut, WBH and Sole Lea. Tip, Spring or Heel	Button, 5—7½	9.75	"
210	Children's Kid, Regular Cut, MS, Solid Leather, Spring or Heel	Button, 8—10½	9.00	"
211	Children's Pebble, Regular Cut, MS, Solid Leather, Spring or Heel	Button, 8—10½	9.00	"
212	Children's Kid, Regular Cut, MS, Solid Leather, WBH, Spring or Heel	Button, 8—10½	9.75	"
213	Children's Pebble, Regular Cut, MS, Solid Leather, WBH, Spring or Heel	Button, 8—10½	9.75	"
215	Children's Pebble, Regular Cut, MS, Solid Lea., Cut Hole, Sole Lea. Tip, Spring or Heel	Button, 8—10½	9.75	"
214	Children's Peb., Reg. Cut, MS, Solid Lea. WBH, and Sole Lea. Tip, Spring or Heel	Button, 8—10½	10.50	"
216	Children's Pebble, High Cut, Cut Hole, MS, Solid, Spring or Heel	Button, 8—10½	10.00	"
217	Children's Kid, High Cut, Cut Hole, MS, Solid, Spring or Heel	Button, 8—10½	10.00	"
218	Children's Pebble, High Cut, WBH, MS, Solid, Spring or Heel	Button, 8—10½	11.00	"
219	Children's Kid, High Cut, WBH, MS, Solid, Spring or Heel	Button, 8—10½	11.00	"
220	Children's Pebble, High Cut, Cut Hole, MS, Solid, Sole Leather Tip, Heel or Spring	Button, 8—10½	10.75	"
221	Children's Pebble, High Cut, WBH, and Sole Tip, Heel or Spring	Button, 8—10½	11.75	"
224	Misses' Pebble, Regular Cut, MS, Solid Leather, Spring or Heel	Button, 11—2	12.00	"
225	Misses' Kid, Regular Cut, MS, Solid Leather, Spring or Heel	Button, 11—2	12.00	"
226	Misses' Pebble, Regular Cut, MS, Solid Leather, WBH, Spring or Heel	Button, 11—2	12.75	"
227	Misses' Kid, Regular Cut, MS, Solid Leather, WBH, Spring or Heel	Button, 11—2	12.75	"
228	Misses' Pebble, Regular Cut, MS, Solid Leather, Cut Hole, Sole Tip, Spring or Heel	Button, 11—2	12.75	"
229	Misses' Pebble, Regular Cut, MS, Solid Leather, WBH, and Sole Tip	Button, 11—2	13.50	"
230	Misses' Pebble, High Cut, MS, Solid Leather, Cut Hole, Spring or Heel	Button, 11—2	13.00	"
231	Misses' Kid, High Cut, MS, Solid Leather, Cut Hole, Spring or Heel	Button, 11—2	13.00	"
236	Misses' Pebble, High Cut, MS, Solid Leather, WBH, Spring or Heel	Button, 11—2	14.00	"
237	Misses' Kid, High Cut, MS, Solid Leather, WBH, Spring or Heel	Button, 11—2	14.00	"
233	Misses' Peb., High Cut, MS, Solid Lea., Cut Hole, Sole Lea. Tip, Spring or Heel	Button, 11—2	13.75	"
234	Misses' Peb., High Cut, MS, Solid Lea., WBH, and Sole Lea. Tip, Spring or Heel	Button, 11—2	14.75	"

Keith's Pat. Counter.

LEATHER COUNTERS AND INNER SOLES.

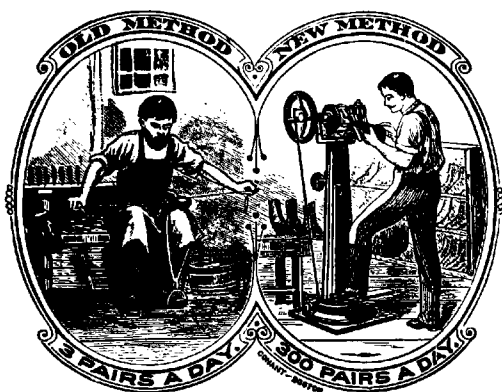
The above are Solid Leather, Machine-Sewed, no Sheep or Shoddy used. When ordering, use Stock Nos., and say if Spring or Heel and if Straight or Scallop Button Lap. These are the **Best Prices and Terms**. Buyers will not order if they cannot comply with the above terms. When you write mention the RECORDER.

LIPPINCOTT, SON & COMPANY,

240 Market Street, Philadelphia.

DESTROY ALL PREVIOUS LISTS.

"THE LEADING SHOE!"



WELTS

—AND—

URNS.



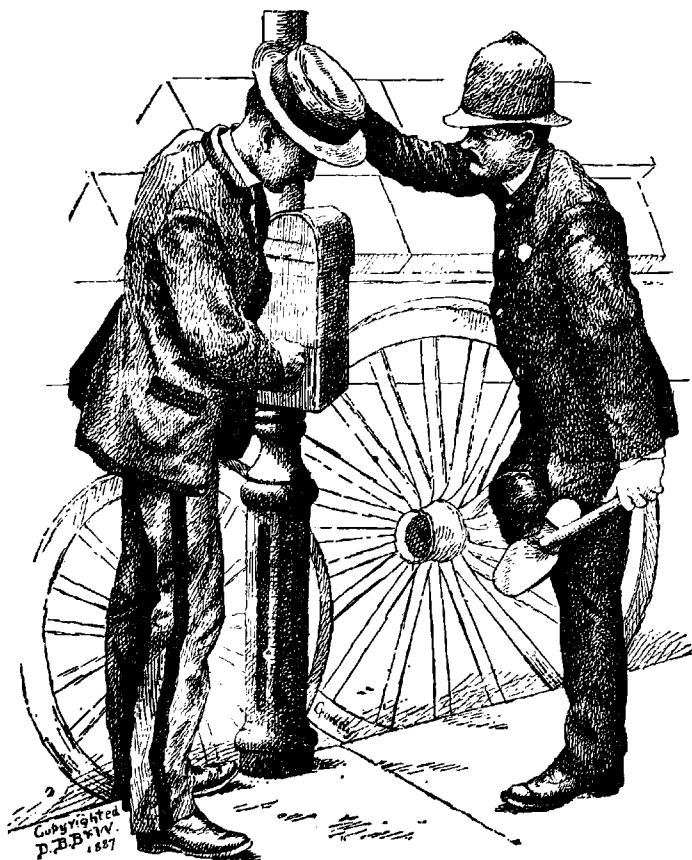
The Goodyear Machine Sewed Welted and Turned Shoes

Are the nearest possible approach to hand-sewed; indeed so near do they come to hand-sewed, that it is largely sold by the trade as hand-sewed. *They possess all the advantages of hand-sewed*, besides being more uniform in quality, better and cheaper. By this process a shoe can be furnished equal to the best hand-sewed at a small advance on the cost of ordinary machine sewed. They are now made at prices to meet the demands of the jobbing trade as well as the first-class retail trade in

MEN'S, WOMEN'S AND CHILDREN'S.

By the introduction of our new *Circular Needle Lock Stitch Machine* (see special advertisement) these goods are now made in perfect imitation of hand sewed.

Send to **Goodyear & McKay S. M. Co.**, 158 Summer Street, Boston, for list of Manufacturers who make these goods. Every retailer should keep them. A Leading Retail Shoe dealer in New York city advertises these goods as follows; We sell all sorts of reliable Shoes, from the Genuine English Waukenphast at \$10, to the Best \$2.50 Shoe in the Market, our American Hand-Made Shoes, at \$6.50 and \$7, are practically as good as the English, but an experience of several years compels us to say that taken all in all the shoes that have given our customers best satisfaction, the shoes of which have fewest complaints, are our "Goodyear Welts"—A shoe we sell at \$5, all styles, all widths and half sizes, so as to fit any foot. There never was a shoe made that possessed as many good features and yet could be sold for so little money.



"This is the shoe you want. If it was not for the low price I paid, I'd swear it was hand sewed!"

POLICE! POSTAL! PEDESTRIAN!

Our Shoes are as smooth inside as
if Hand-sewed; if you sample our

POLICE SHOES

(At \$2.75, or Leather-Lined with Bellows Tongue at \$3.00),
you will notice this particularly.

The triple silk-stitched uppers are TANNERY CALF throughout—tops cut from whole stock and grained, vamps seamless.

The Three Heavy Soles are thrice-fastened, being Standard and Machine Sewed, with strong wax thread sewed extension edge.

They are as SOLID, WATERPROOF, DURABLE, and COMFORTABLE as shoes can be made.

The retailer can order them made at the factory especially for him any sizes, in lots of 12, 24 or 36 pairs of a given kind and width Size 8 kept in stock to send as sample.

D. B. BAKER & WHITMARSH,

Mention the RECORDER.

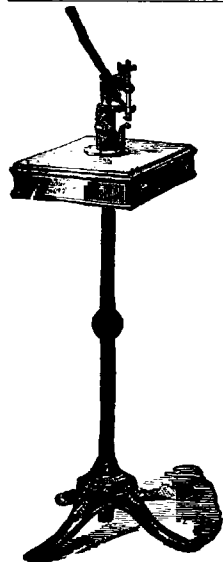
ABINGTON, MASS.

THE PENINSULAR BUTTON FASTENER.

BEST, NEATEST, STRONGEST, CHEAPEST.

Price, \$1.00 per Great Cross.

ALL MACHINES SOLD OUTRIGHT.



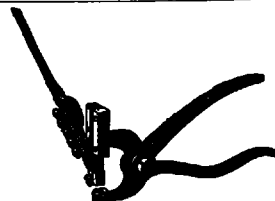
Patented { Feb'y 24, 1885.
Feb'y 24, 1886.
Oct'r 13, 1886.

The Peninsular Foot Power Machine.

A larger number in use than all other makes combined. 2500 sold in 1886. Gives perfect satisfaction. Twelve supply tubes, each of which will hold 24 buttons. One oil can and a pair of cutting nippers furnished with each machine.

Price \$20.00 each.

Freight pre-paid to any part of the U. S.



Patented { Feb'y 12, 1884.
Feb'y 24, 1885.

The Peninsular Hand Machine No. 1.

Practically self-feeding. Same tube as for foot power. Three furnished with each machine. Just the thing for the small dealer.

Price \$3.00 each.



Patented { Feb'y 12, 1884.
b'y 24, 1886.

The Peninsular Hand Machine No. 2.

The equal of any other make of hand machines in the market.

Price \$1.50 each.

So many inquiries are made by parties who are dissatisfied with the Heaton and Trojan foot power machines as to what we will allow for them in exchange for a Peninsular, that we have decided to allow \$5 each until further notice.

Send for samples of work and Price List.

ALL MACHINES SOLD OUTRIGHT.

CAUTION.

BUTTON FASTENERS.

The Peninsular Novelty Company hereby warns the public in view of recent infringements of its patents, that it is advised by Competent Counsel that all button fastening staples, composed of wire, the legs of which are provided with cutting and clinching points broader than the diameter of the wire from which the staple is made, are infringements of U. S. Patent No. 324,053, granted to it as the assignee of John H. Vinton, August 11, 1885.

Suit has been brought against the Heaton Button Fastener Co., of Providence, R. I., who are infringing this patent, and all infringers will be subject to prosecution.

This notice is given that innocent persons may not violate our rights by Dealing in or Using infringing fasteners and thereby become liable to the consequences of Infringement.

N. B.—In the above notice to the trade we have underlined the claim of our patent No. 324,053, which the Hero Fastener infringes.

We guarantee that our machines and fasteners do not infringe on the patents of any individual or company, and we stand ready to defend our customers against any and all suits which may be brought against them alleging any such infringement.

THE PENINSULAR NOVELTY CO.

GEO. E. PARKER, Treasurer,

88 LINCOLN ST., BOSTON.

Mention the RECORDER when you write.

October 5, 1887.]

THE BOOT AND SHOE RECORDER.

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See Page 88

Write B.C. Haskell 119 Summer St. P.
100 page Ill. Spring Price List
Bound Lamb's Wool Cork Soles
and Shoe Supplies.

P. COX

 Shoe Manufacturing Company, 

78 Reade Street, - - - New York City

199 East Madison St., - - - Chicago.



BOYS LONDON TOE.—TIPPED.

lf, Fox But., Dongola Top, Tip,	-	-	-	-	-	-	2½ to 5
K., Fox But., “ “ “	-	-	-	-	-	-	2½ to 5½
K., Fox Bals., “ “ “	-	-	-	-	-	-	2½ to 5½
lf, Fox But., “ “ “	-	-	-	-	-	-	11 to 2
K., Fox But., “ “ “	-	-	-	-	-	-	11 to 2
K., Fox Bals., “ “ “	-	-	-	-	-	-	11 to 2

We carry the above shoes in Stock, A to E, in New York and Chicago, Ill.

Samples Sent on Application.

The P. Cox Shoe Manufacturing Company.

SALESROOMS.

78 READE STREET,
NEW YORK,

1998 EAST MADISON STREET,
CHICAGO.



FACTORIES.

ROCHESTER, N. Y.

FAIRPORT, N. Y.

ELECTROTYPES OF ANY OF OUR CUTS SENT CUSTOMERS ON APPLICATION.

Attention is called to the large and well assorted stocks at our New York and Chicago salesroom, and the facilities we have for immediately supplying the retailer's wants. All Shoes sold by us are guaranteed, and if not satisfactory can be returned at our expense.

THE P. COX

SHOE * MANUFACTURING * COMPANY,
ROCHESTER, N. Y.



NEW YORK SALESROOM:

78 READE STREET.

CHICAGO SALESROOM:

199 E. MADISON ST.

It will pay to use our goods.

We carry a large stock especially for your wants.

You can order your goods as you want them.

Your orders will be filled at once.

By ordering what you want, and receiving them at once, you can keep your sizes full with one half less stock, and you will have no accumulation of old stock at the end of year.

We guarantee every pair sold you.

Look over our Prices and list of Shoes in stock, make out a sample order, and send to either salesroom. You can return the goods if not satisfactory.

 Electrotypes of any of our cuts sent customers on application.

THE P. COX SHOE MF'G. CO.,

Rochester,

-

-

-

New York.

THE P. COX SHOE MANUFACTURING COMPANY,

ROCHESTER, N. Y.



OUR BOY'S AND YOUTH'S MACHINE SEWED,
The Most Perfect Fitting and the Best Wearing Shoes Made.

A Complete Stock Constantly on Hand.

23	Boy's	C'l'f	fox,	Dong.	top,	Butt.,	London	toe,	tip,	A to E,	sizes	2½ to 5½,	\$2.50
25	"	N.K.	"	"	"	"	"	"	"	"	"	"	2.10
29	"	C'l'f	"	"	Bal.	"	"	"	"	"	"	"	2.50
31	"	N.K.	"	"	"	"	"	"	"	"	"	"	2.00
43	Youth's	C'l'f	fox	"	Butt.,	"	"	"	"	"	11 to 2,	"	2.15
45	"	N.K.	"	"	"	"	"	"	"	"	"	"	1.75
49	"	C'l'f	"	"	Bal.	"	"	"	"	"	"	"	2.15
51	"	N.K.	"	"	"	"	"	"	"	"	"	"	1.75

ALL OF ABOVE KEPT IN STOCK,

And in Addition we make a full Assortment of

HAND SEWED AND MACHINE FAIR STITCH,

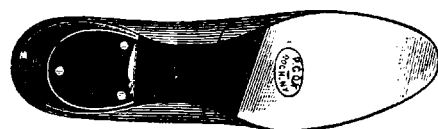
In Waukenphast, New York and London Toe.

SEND FOR SAMPLES AND PRICE LIST.

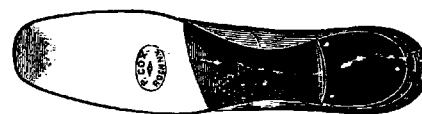
THE P. COX

Shoe Manufacturing Co.,

ROCHESTER, N. Y.



OPERA TOE.



NEW YORK TOE.

OUR LADIES' MACHINE SEWED.

The continued increase of sales on these goods is the best recommendation that can be given them. We give a list of a few of the lines kept in stock at both salesrooms.

180.	French Kid Button, Grison Kid, New York, Opera and Spanish Arch Toe, A to E, Sizes 2½ to 7,	\$3.00
657.	French Kid Button, " " " " " " " " " " " "	2.50
155.	Curacoa Kid Button, Fr. Kid Fly, " " " " " " " " " " " "	2.50
654.	" " " " " " " " " " " "	2.00
678.	Bright Dongola Button, " " " " " " " " " " " "	2.00
660.	St. Grain Goat, Tampico Stock, " " " " " " " " " " " "	2.00

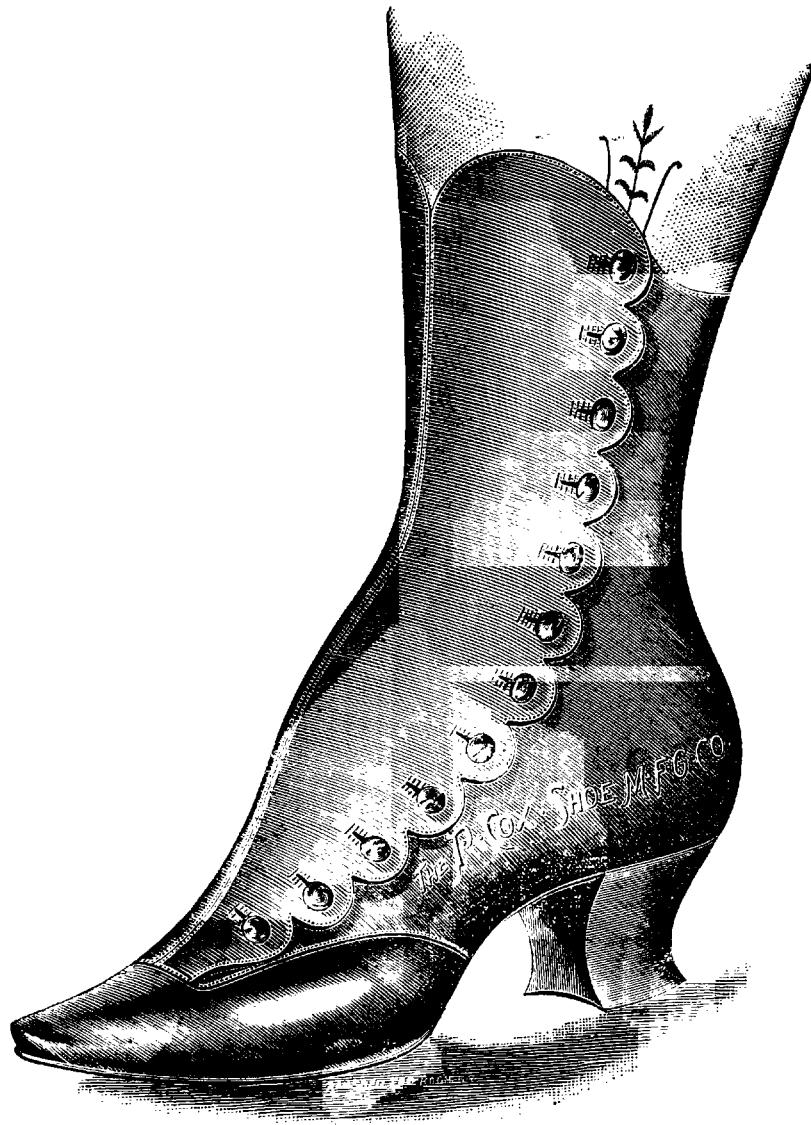
SEND FOR SAMPLES.

ORDERS FILLED ON RECEIPT.

THE P. COX

Shoe Manufacturing Company,

ROCHESTER, - N. Y.



Our Ladies' Hand Turns and Hand Welts

Are Made on New York and Opera Toe, A to E, Sizes 1 to 7; from French Kid, Curacao Kid, Dongola, Straight Grain Goat and Pebble Goat and at Prices which make them Popular

SEND FOR SAMPLES AND PRICE LIST.

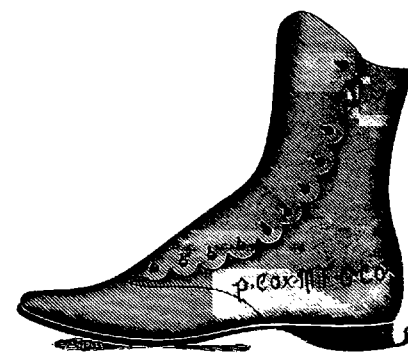
THE P. COX

— Shoe Manufacturing Company, —

ROCHESTER, N. Y.



COMMON SENSE.



SPRING HEELS.

Our Misses' Machine Sewed.

Special attention is called to a few of our most popular styles, which are kept in stock, and sold at prices that should commend them to all.

63	Curacoa Kid Button,	French Kid fly,	Common Sense Heels,	A to E,	sizes 11 to 2,	-	\$2.00
63	"	"	"	Spring Heels,	"	-	1.90
563	"	"	"	Heels or Springs,	"	-	1.60
61	Pebble Goat	"	Tampico stock,	Common Sense Heels,	"	-	1.70
61	"	"	"	Spring Heels,	"	-	1.65
561	"	"	"	Heels or Springs,	"	-	1.50
65	French Kid	"	Grisson stock,	Common Sense Heels,	"	-	2.50
65	"	"	"	Spring Heels,	"	-	2.40
568	Pebble Grain,	"	W.B.H.,	Common Sense Heels,	B to E,	-	1.25

SEND FOR SAMPLES.

ORDERS FILLED ON RECEIPT.

The P. Cox Shoe Mfg Co.,

ROCHESTER, N. Y.



OUR CHILDRENS' SPRING HEELS, MACHINE-SEWED

T.B. We have always been at the head in this class of Shoes, and by giving us a Trial Order,
J.B. we can readily convince you we still lead.

92.	Pebble Goat Button, Tampico Stock, Spring Heels, B to E, Sizes 8½ to 10½	-							\$1.25
122.	Pebble Goat Button, Spring Heels, B to E, Sizes 4 to 8								1.05
592.	Pebble Goat Button, Spring Heels, B to E, Sizes 8½ to 10½	-	4	-					1.15
622.	Pebble Goat Button, Spring Heels, B to E, Sizes 4 to 8								1.00
99.	Curacoa Kid Button, Spring Heels, B to E, Sizes 8½ to 10½	-							1.40
129.	Curacoa Kid Button, Spring Heels, B to E, Sizes 4 to 8	-		-					1.10
599.	Curacoa Kid Button, Spring Heels, B to E, Sizes 8½ to 10½	-							1.20
629.	Curacoa Kid Button, Spring Heels, B to E, Sizes 4 to 8	-		-	-	-	-	-	1.00
608.	Pebble Grain Button, Sole Leather Tip, Spring Heels, B to E, Sizes 8½ to 10½								1.00
638.	Pebble Grain Button, Sole Leather Tip, Spring Heels, B to E, Sizes 4 to 8								.90

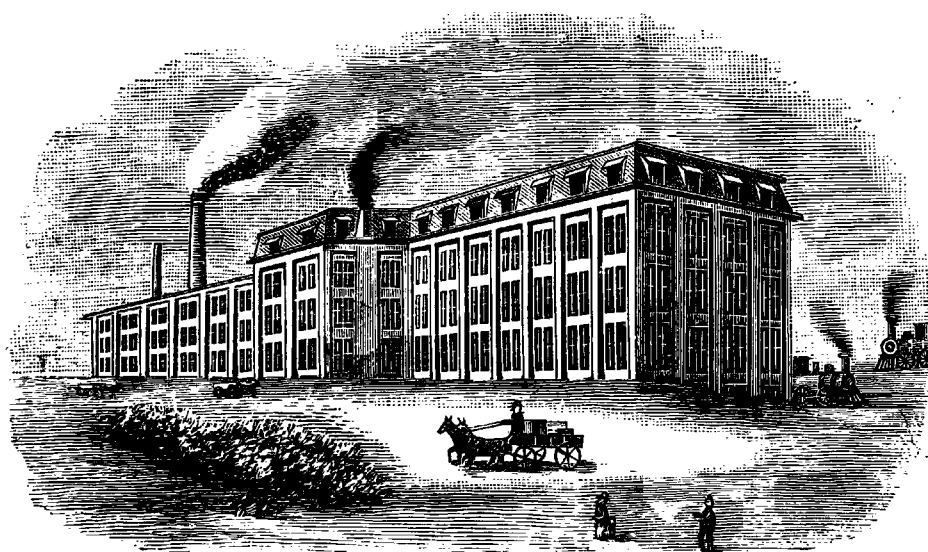
SEND FOR SAMPLES.

ORDERS FILLED ON RECEIPT.

RETAIL SHOE DEALERS

— BUY THE —

P. COX SHOES.



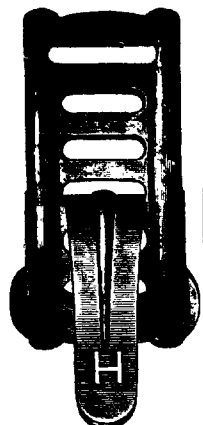
THE P. COX MFG. CO.'S FACTORY.

*If you have not got them in stock, read over the
Price List in these colored pages, and then write us*

P. COX SHOE MFG. CO.,

ROCHESTER, - - NEW YORK.

When you write mention the RECORDER.



The Old Reliable "H" Untempered Buckle

FOR
ARCTICS, BROGANS,
Dom Pedros and Plow Shoes.



No springs to get out of order or break in frosty weather. Made of the finest and toughest quality of metal. **Ten million pairs made and sold** without a complaint of breaking or failure in any particular.

The four kinds of buckles which have given so much trouble were made by one party who now warns the trade against inferior buckles.

Fight shy of imitations. See that the letter "H" is **stamped** in the lever tongue of the buckle. With the "H" buckle on your goods it will not be necessary to run a buckle repair shop in addition to your other business.

We have sold large quantities of our Spur Clinch Buckle to repair arctics on which other makes of buckles have broken, but now give notice that we shall no longer furnish hospital supplies, and will agree (as heretofore) to buy all shoes (made with our buckle) on which the buckle does not stand the test.

Our patents on lever buckles antedate all others by six years, and as other parties are making and selling an imitation which infringes our patent, we have commenced suits in the United States District Court against the infringer and propose to maintain our rights.

HAMMOND & KING, Rockville, Conn.

Edward P. Hurd,

No. 102 South St., (P.O. Box 1902,) Boston, Mass.

—AGENT FOR—

McKAY & COPELAND LASTING MACHINE COMPANY,
Of Portland, Me.

WM. S. EATON, Pres.

GORDON McKAY, Treas.

More than 200 of these Lasting Machines have been leased to prominent boot and shoe manufacturers. These machines are adapted to the class of work for which they are recommended, producing very much superior and more uniform lasting than it is practical to average by hand lasting, effecting a very material saving in the cost of lasting, and are the only Lasting Machines in successful operation.

None of the other so-called Lasting Machines are yet beyond their experimental stage, and cannot be procured, even if they were operative, economical or profitable, nor is the use of such machines possible, without infringement of existing patents.

All kinds of Men's and Boys' boots and shoes and Women's heavy work (split, kip, veal, bnff and grain,) can be lasted upon the Copeland Lasting Machine. These Machines are put out under lease and license during the life or renewal of the patents, subject to a **Royalty** of 2 cents per pair, on which there is an abatement, which, if availed of, will reduce the price to: *Shoes ½ cent per pair, Legged Boots, ¾ cent per pair.* Price of a lease and license of a Set of Copeland Lasting Machinery, \$695, which includes 1 Lasting Machine, \$500; 1 Pinking Machine, \$25; 1 Power Pegger, \$130; 1 Hand Tacker, \$40. For Goodyear Turn Welt, Hand Sewed, Machine Sewed, Standard Screwed and Nailed Goods, the Power Pegger, is not required, saving \$130, making the cost for these classes of work only \$565. Any required number of Toe Pads will be supplied. These are extra, costing from \$5 to \$20 per set of three. These machines are delivered on board cars at Lawrence, Mass., and thereafter they are at lessee's risk and expense. An extra charge of a man's travelling expenses is made for setting machine and teaching operator.

Applications for Machines will receive attention in their order.

HEAVY COUNTER RUBBERS!

To avoid using rubbers that give out where the counter joins the heel, use the

—Woonsocket Thick Counter Goods.—

STYLE, FIT AND DURABILITY COMBINED.

E. R. RICE & CO.,

102 PEARL STREET, BUFFALO, N. Y.,

—JOBBER OF—

RUBBER BOOTS AND SHOES EXCLUSIVELY.

Send for Samples and Prices.
Being Exclusive Dealers, we can give you

FRESH GOODS, LATEST STYLES and PROMPT SHIPMENT.

HOSMER, CODDING & Co.

ONE MORE CHANCE!

THE BEST TRADE YET IN

East New York Goods.

220 Cases	Boy's V'lC'f Button, D & E, 2 1-2 to 5 1-2,	\$1.10,	Regular Price	\$1.30
158 ^{**}	" Youth's " " D & E, 11 to 2,	.95,	" "	1.15
114	" Ladies' Grain " D & E,	.95,	" "	1.15
10	" Misses' " " Pl Toe, D,	.90,	" "	1.05
15	" " " Fargo Tip, D,	.95,	" "	1.10

We have just Bought these Goods, and at the above Prices they are leaving Headquarters like a

"CLIPPER SHIP BEFORE A GALE OF WIND," "No Whistle About This."

Order at Once!

They cannot last long, and we can fill no orders at these prices after this lot is sold. Order only in regular dozens.

Respectfully,

HOSMER, CODDING & CO.,

133 FEDERAL ST., BOSTON, MASS.

BOOT AND SHOE RECORDER

PUBLISHED EVERY WEDNESDAY

BY THE

RECORDER PUBLISHING COMPANY,

82 and 84 Lincoln Street,

BOSTON, MASS.

SUBSCRIPTION, \$2.50 PER YEAR

THE BOOT AND SHOE RECORDER

Is the largest Shoe and Leather Paper published in the United States. Its circulation covers every state and territory in the Union, as well as Canada and other foreign countries.

Persons receiving a copy of the RECORDER who are not subscribers, may know it is an invitation to become such.

WEDNESDAY, OCTOBER 5, 1887.

THE HUMAN FOOT IN HEALTH AND DISEASE.

BY J. RHYS, M. R. C. S., ENG.

(Late Surgeon to the City Surgical Appliances Association.)

In addition to the diseases of the joints already enumerated, inflammation may take place in the bones independently of the joints. Every bone is surrounded (except at the articular surface) by a tough fibrous membrane called the *periosteum*. It is in this membrane that the minute blood vessels subdivide for the purpose of conveying the blood into the interior of the bone for its nourishment. *Periostitis* or inflammation of the *periosteum* is a common occurrence as a result of injury. It may also occur as a consequence of rheumatism and especially of syphilis. In acute inflammation the membrane becomes soft and thickened; the blood vessels increase in size and the membrane is loosened from the bone beneath. When the inflammation becomes chronic—that is to say, when it has lasted a considerable time, there is a deposit from the blood vessels of plastic material, both within the membrane and beneath it, and the bone also becomes hypertrophied and hardened. In some cases, the layer of bone immediately beneath, dies, and “matter” forms, which results in an abscess. There is considerable pain, especially at night, which is best treated by hot fomentations, the application of leeches, and the administration of calomel and opium. In the chronic form, iodide of potassium is the best remedy, as it takes down the swelling and relieves the nocturnal pains.

Osteitis, or inflammation of bone, in the great majority of cases, occurs in children, and young people with a consumptive tendency. It especially attacks the bones of the foot, and is started by some slight injury; by exposure to cold or wet, or by the low state of health that occurs after scarletina or measles, but it may occur in a healthy person, with no fault in the constitution, as the result simply of injury. When a bone becomes inflamed, the *periosteum* is implicated and both become highly vascular. At the same time the bone becomes enlarged and

softened, partly in consequence of the spongy texture within being filled with a kind of *serum*, effused from the blood vessels and the outer or compact layer of inflamed bone becomes separated into several layers, which can be seen on making a section of it. When the inflammation is chronic, especially where there is a consumptive tendency, the bone is expanded, softened, and reddened. This is frequently seen at the lower end of the *tibia* and forms the swollen ankles generally found in these patients. On the other hand, when it occurs in a healthy subject, owing to injury, the bone becomes very hard and compact, looking on section more like ivory than ordinary bone. In these cases the cavity which contains the marrow is filled up by a deposit of new hard bone. Sometimes, instead of thickening, the bone becomes lengthened, and the *tibia*, as the result of chronic *ostitis*, is in some cases from an inch and a half to two inches longer than the other. There is great pain with this disease, which, as in the case of *periostitis* is much increased at night.

The same treatment should be adopted as already mentioned. When *osteitis* occurs in subjects with a consumptive taint, there is great danger of the bone dying, or of chronic suppuration. The treatment of the surgeon is to make an incision freely into the bone; this relieves the pain, and prevents the consequences above enumerated. Chronic abscess of bone is frequently met with in the lower end of the *tibia*. This is very apt to undermine the cartilage on the articular surface, and burst into the joint.

The symptoms of chronic abscess of bone are as follow: After an injury the patient observes one spot over the affected bone to have become painful and swollen. The skin over it in most cases is natural in color, but sometimes it is red, glazed and “pits” on pressure. The pain is of a shooting and aching character, and is generally remittent, often ceasing for days, weeks, or even months, and then returning with all its old severity from the most trivial causes. There is always a degree of tenderness over the affected part. Even in the intervals of relief from actual pain, it will be found on carefully examining the surface over the bone that there is always one tender spot. As the abscess cannot break through the dense bony covering as it does when only covered with skin (in which case it points and eventually breaks through), it is necessary to operate in order to give vent to the “matter.” As soon as the abscess is reached, and the “matter,” which is sometimes very offensive in its nature, oozes out, the patient obtains considerable and permanent relief. The opening made by the surgeon may expose a portion of dead bone which has proved to be the cause of the pain. This can now be removed. When the operation is completed, the cavity is filled with wet lint in order that it may heal up from the bottom, and be filled with fibrous material. If this precaution be not taken, the wound may heal at the surface, and a cavity will still remain which may again inflame and become filled with “matter.”

Caries is another form of disease of the bones of the foot, which is analogous to ulceration in the soft structures, just as in an ulcer of the leg, commonly called a “bad leg,” where the skin and the soft portions of the

tissues beneath are gradually broken down and come away in the form of *pus* or matter, so in *caries* of bone the organized portion is broken down, and the earthy particles are removed and discharged with the *pus*. These changes take place in the interior or spongy portion of the bone, and when they occur in the lower end of the *tibia*, it is very dangerous, as the disease is very likely to extend and destroy the articular gristle, implicate the ankle joint, and produce suppuration and partial *ankylosis*. The causes of this disease are syphilis and a consumptive taint. This disease, in the latter case, commences in those parts that are situated the furthest from the *periosteum* and consequently from the blood supply; hence the frequency with which the short bones of the foot are attacked, as the long bones have a second source of blood supply from the blood vessels which break up into minute branches in the marrow within the shaft. Both ends of the *tibia* being formed of spongy tissue, they are attacked for the same reason. In the syphilitic cases the *caries* is situated on the external surface of the bone, which is destroyed in a worm-eaten manner. The disease does not penetrate deeply, but it renders the surface porous and rough, and sets up inflammation in the neighboring soft tissues.

The symptoms of this disease are not very characteristic, as they resemble those of rheumatism or abscess. Eventually an abscess forms, and on making an incision and letting out the “matter,” the bare and rough interior of the bone may be felt grating against a probe, which, with slight pressure, can be made to penetrate the substance, so soft has it become. The cavity of the abscess gradually becomes smaller, but slight openings are left in the skin which lead down into the bone. Through these openings a stinking, dark, and blood tinged “matter,” mixed with granules of earthy particles containing a large quantity of phosphates of lime, keeps oozing. The fistulous canals through which the *pus* makes its way to the surface are very long and winding in form. The “matter” makes its way between the muscles along the course which offers the least resistance to its progress, so that the opening in the skin may be two or three inches distant from the situation of the “carius” bone. This disease is often found to be accompanied by cheesy or tuberculous deposits in the internal organs, in fact in about half the cases, does this happen, the lungs being the most common seat of these deposits.

It was supposed that the disease of the internal organs was due to the absorption of the morbid material from the “carius” bone, but it is more probable that both conditions result from the vitiated state of the constitution. Certain special diseases are found together with *caries*, viz., chronic hydrocephalus or “water on the brain” as it is commonly called, and degeneration of the liver, spleen, and kidneys. In the treatment of this disease the first thing which must engage the surgeon's attention is the state of the constitution. The cause of the symptoms must be removed to begin with, by appropriate drugs in the case of syphilis, and by improving the general health when the *caries* exists in patients who inherit a consumptive constitution.

—Boot and Shoe Trades' Journal.

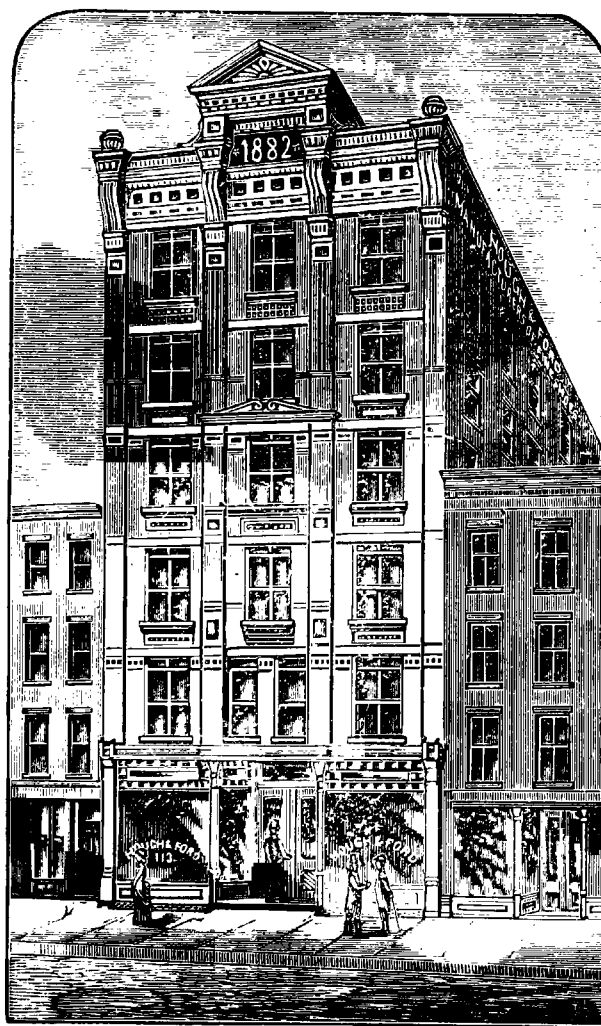
HOUGH & FORD,

— MANUFACTURERS OF

Ladies' * Fine * Shoes!

ALSO, MISSES', CHILDRENS', BOYS' AND YOUTHS'.

For the Spring and Summer Trade of 1888, we will add a Line of Oxford Ties and Low Cut Shoes, and our New Samples will contain a Variety of Styles to which we ask the Attention of all Dealers.



Hand-Sewed Turns,

Hand-Sewed Welts,

Machine-Sewed.

Flexible.

Send for Samples.

Perfect Fitting,

Well-Made,

Stylish Shoes.

* * *

Send for Trial Order.

FACTORY AND SALESROOM,

111 & 113 MILL ST., ROCHESTER, N. Y.

At our Salesroom, 133 DUANE ST., NEW YORK CITY,

We have several Grades of our Shoes in stock, so that any size or width may be ordered from a single pair to a case, and immediate delivery made.

ROCHESTER, N. Y.

Something about a Great Shoe Centre.

Its Early History and Growth to the Present Time.

Men who have made it Famous as a Shoe Town.

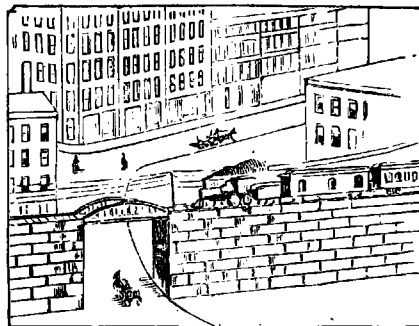
The Way the Recorder was Received and Helped in its Great Work.

ROCHESTER, N. Y., takes rank near the head of the column as a shoe manufacturing centre. Situated as it is in the north western part of New York State, 230 miles distant from Albany, 430 miles from Boston, 376 miles from New York City and 600 miles from Chicago. It is within easy access of all the leading distributing and buying centres of the union. In 1840 this city had a population of less than 30,000; today it has 125,000 residents within its city limits, and a grand farming country surrounds it for miles and miles in all directions. To say that Rochester is an enterprising city would hardly convey to the reader the light in which the writer first saw this place and the impression he thereby gained. But it is not of the beauty or advantages of the city we wish to speak, but of her shoe manufacturing industry.

Rochester shoes have become known to shoe dealers and consumers as well, in every city or town of the union where a dealer is located. The class of goods made here is far different from that of any other shoe centre, being confined almost exclusively to the finest grades. Ladies', misses' and children's, and boys' and youths' goods are the class of work made here, but few men's shoes being made in the city. Some few manufacturers make a ladies' shoe as low as \$2, but as a rule, the great bulk of the trade is a class that rank on the shoe dealers shelves as A No. 1. Good honest work, good value for the money, and fair and honorable treatment of their customers, has steadily raised the shoe manufacturers of the city of Rochester to the top round of the ladder and made her goods famous. There are in the city of Rochester at the present time, about 42 manufacturers; in nearly every case they are men of wealth and standing, and probably in no other city in the country could such a solid class of men be found gathered together in one trade.

Rochester does not date back many years as a shoe centre. Twenty-five years ago the business had scarcely a footing there, and what is now shown to the world in the shape of her mammoth factories has been built up since that time.

Somewhere along 1860 a man by the name of Gilman opened a retail shoe store in Rochester. Gilman was a great advertiser



STONE EMBANKMENT OF NEW YORK CENTRAL R. R. RUNNING THROUGH ROCHESTER.

and when he threw open his doors to the public it was done with a grand flourish of trumpets and a hurrah boys. For those times he had a store that was elegantly fitted up and one which naturally attracted much attention. About this time A. J. Johnson was manufacturing on a small scale, the class of goods which he made being chiefly serg, which at that time were all the rage and selling above all other styles, in button, congress and lace. Gilman bought some goods of Johnson and finally commenced the sale of a shoe at one dollar per pair. These goods were largely advertised as "Gilman's Dollar Gaiters," and the sale on them was immense. This was about 1860. On the breaking out of the war, Gilman began to show patriotic feelings and advertised that he would give to every soldier who enlisted in defense of his country, an order for one pair of "Gilman's Dollar Gaiters" which would be honored when presented by his wife, mother or daughter. The result was a big change of hands in these shoes, but it was long whispered that many an order was presented to Mr. Gilman (all of which he filled) whose holder was neither wife, mother or daughter, but "as the boys risked their life for the old flag" as Gilman would say, "let the orders be honored." The writer failed to learn Gilman's fate, whether he succeeded and made money, if he is still alive, or has passed in his order and joined the great majority. Mr. Johnson, however, who manufactured these goods, is still an active business man in Rochester, where he has one of the largest factories in that city and has made a fortune, so that he can well afford to take life easy.

From 1860 the business of shoe manufacturing in Rochester steadily increased, until



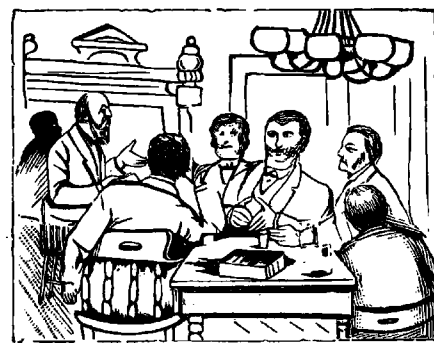
VIEW OF MAIN STREET LOOKING EAST FROM ST. PAUL STREET.

we find it today one of the main stays of the business portion of that city, and as the reader peruses this article through, and learn

from the sketches of the men whom we illustrate the progress they have made in their business, it will readily show that the claims we made in the commencement of this subject are fully vouched for.

This article would not be complete did we not give the reader an account of how it was prepared. We therefore take pleasure in presenting a brief sketch of our able representative in that city, Mr. C. B. Woodruff, one of the editors and proprietors of the Rochester Sunday Herald, and who has represented the RECORDER for the past two years. The sketches of Rochester shoe manufacturers which follow on, were prepared by Mr. Woodruff and this article arranged under his direction.

Mr. C. P. Woodruff was born in Lexington county, New York, May 17, 1855. When not engaged during his youth helping his father on the farm he attended district school. In 1872 he won a State scholarship by competitive examination and entered Cornell University. There he pursued the studies of the scientific course and was graduated a Bachelor of Science in 1876. For a year after graduating he filled a position as assistant in the University library, where he had charge of over 40,000 volumes. In 1878 he went to Milwaukee and filled a position on the Evening Wisconsin. After remaining there two years he removed to Rochester, N.



MR. HATCH ENTERTAINS THE RECORDER MAN.

Y., and filled the position of reporter on the Democrat and Chronicle, a journal on which he had been employed during a college vacation. He left that paper to start the first two-cent paper ever started in Rochester, the Evening Telegram. That enterprise failed, because the man who contributed money for the enterprise pulled out after eight weeks through fear of losing his money. Mr. Woodruff then became a member of the staff of the Union and Advertiser, where he remained until 1885, when he became city editor of the Rochester Sunday Herald. In 1886 he was promoted to the position of editor of that paper, and has acquired a one-third interest in the property he manages. He is of a family that practices prudence and industry, and those are his watchwords. He has a large personal acquaintance among the shoe manufacturers of Rochester, whose interests he studies best to serve by striving to have them properly represented in the RECORDER.

After Mr. Woodruff had gathered together the photographs from which these illustrations were made, and had secured the points for his manuscript, he wrote the business manager of the RECORDER and requested that he pay Rochester a short visit. As such a

CURTIS & WHEELER,

Manufacturers of

Men's, Women's and Misses' Goodyear Welt, Hand Turn and McKay Sewed

BOOTS AND SHOES,

Rochester, - - N. Y.

HAVING made a specialty of GOODYEAR Welted Goods for many years, being the oldest, largest and most experienced manufacturers of them in the U. S. Our goods have achieved a national reputation and their superior excellence is universally acknowledged. It is only necessary for us to say in regard to them that we keep fully up to the times, improving the workmanship as added experience enables us to do, using only the best and thoroughly tested stock, and adding new styles of lasts and patterns as it is necessary to keep our goods in the front rank, both for style and quality.

While we make a specialty of GOODYEAR WELTS, we manufacture a large line of HAND TURNS, and by no means neglect MCKAY SEWED Shoes. We have every facility for the production of first-class goods at the very lowest possible cost, and are, therefore, prepared to offer to the retail trade unexcelled inducements.

Owing to the unprecedented demand for our goods this season our agents will be late in visiting the trade with Spring samples, but they will be sure to come, and we trust our friends will wait for them.

CURTIS & WHEELER.

pleasure had never before been offered, it was accepted, although in the very midst of a busy season, and on Monday, September 12, the writer left the Boston and Albany Railroad depot in this city at 7 P. M. with a through ticket for Rochester, where he arrived the next day at 11 A. M. Immediately upon arrival a visit was first made to our old friend, James L. Hatch, of the Hatch Crimper Co. A genuine western reception was tendered the writer, and he was escorted to Mr. Hatch's handsome residence, where dinner was provided and a tour of the town made; and later on, accompanied by Mr. Woodruff, the trade was visited. The following day, Wednesday, an inspection of the shoe factories and a general introduction to the trade was in order. A more cordial reception could not have been extended a newspaper man. At 5.30 that afternoon, in company with Mr. Hatch, the party was invited to "see the city," and the initiation was a quiet little supper at one of Rochester's famous resorts. The party was reinforced by the presence of Alderman H. G. Thayer, one



MR. JESSE W. HATCH.

of the most popular and a rising young man of the city, as well as Mr. C. F. Hurlburt of Ballard & Hurlburt. That Mr. Hatch did himself, as well as the writer, proud, would be putting the case down very mildly. The handsome showing we make in this issue of Rochester advertisements was granted the RECORDER as freely as though it was a pleasure on the part of the gentlemen to do so.

The following is a sketch of the business men who help make Rochester one of the most enterprising cities of its size in the country.

JESSE W. HATCH is the pioneer manufacturer of Rochester. Every shoe manufacturer in Rochester is glad to acknowledge business paternity to Jesse W. Hatch, the pleasant, busy, accomplished, alert and practical head of the Hatch Flexible Shoe Company. Mr. Hatch is not only the oldest in point of active and actual service, of any men in the shoe business of Rochester, but his successful career is marked by more varied and interesting experiences than any other. He was



PATRICK COX.

born of Puritan stock at Granville, Washington County, New York, May 20, 1812, but his hearty, well-preserved appearance shows that his seventy-five years rest lightly upon him. After serving an apprenticeship at the bench, Mr. Hatch landed in Rochester at nineteen years of age with just nineteen cents in his trousers pockets, but with plenty of pluck and energy in his make-up. Two years later he opened a retail boot and shoe store, and in 1842 he formed a partnership with Henry Churchill under the firm name of J. W. Hatch & Co. In 1855 Mr. Hatch sold his interest, Leyman Churchill having been admitted, and he then formed a partnership with David McKay which continued three years. His next business move was to form the firm of J. W. Hatch & Son, including Chas. B. Hatch, which has continued since its formation. During his working moments, and also during many hours when others were sleeping, Mr. Hatch's mind was



EUGENE F. CURTIS.

continually pondering the subject of improving the system of shoe manufacturing, and making machinery supplant the slow and tedious hand methods. The result of his thinking and experimenting was, that he was the first man in the United States, if not in the world, to adapt the sewing machine to the manufacture of shoes. With natural mechanical genius and persistency that wiped the word fail from his vocabulary, he kept at the problem until it was solved, and today he finds comfort in the thought that it was his work that placed the sewing machine within reach of all shoe manufacturers. In 1853, he, in company with Henry Churchill, invented and patented the celebrated revolving die power sole cutter, which soon came into extensive use in the United States and portions of Europe. In 1871-2, he invented and patented a machine for crimping and moulding counters for boots and shoes at one operation, a device which turns out 3000 counters per day, and is fast superseding the old and more expensive methods. That machine, and others equally valuable are now



E. M. HOUGH.

controlled by his sons, Andrew J. and James L. Hatch, the latter of whom has inherited his father's genius for invention, and is reaping a just financial reward therefrom. Mr. Hatch is responsible for various other improvements in shoe manufacturing designed to advance the methods, make it more profitable and improve the quality of the product, but which could not be protected by patents and which the space of this article will not permit to be further elucidated. Among the more important of his inventions is the Hatch flexible shoe for children, which gives ease and comfort and admits of a natural flexible action of the growing foot. These shoes are in large demand by the trade, and are now made by the Hatch Flexible Shoe Company. They have three tackless lasting machines (recently invented by Mr. Hatch) in successful operation, upon which they last the entire product of their factory.

From 1874 to 1878 Mr. Hatch was associated with Henry G. Thompson of Milford, Conn., and he busied himself inventing and experimenting with improvements in lasting

E. P. REED & CO.,

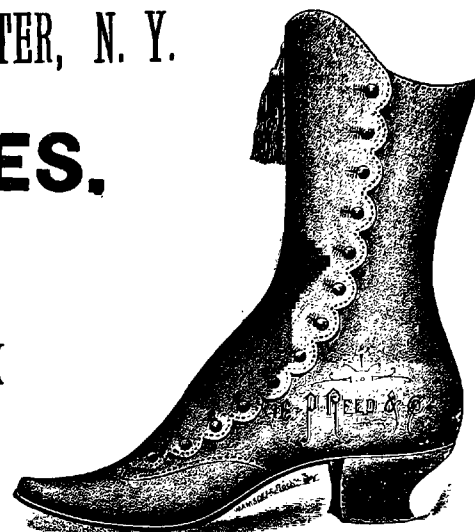
37 to 49 South St. Paul Street, ROCHESTER, N. Y.

LATEST STYLES.

OUR

Acme, Opera, Creole, New York
and Waukenphast Lasts.

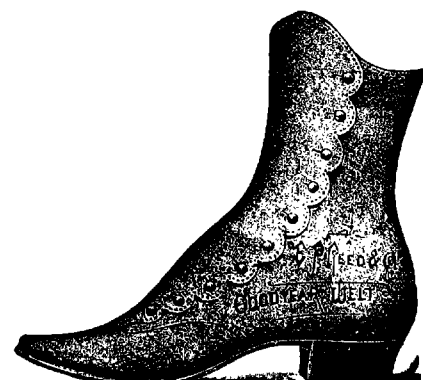
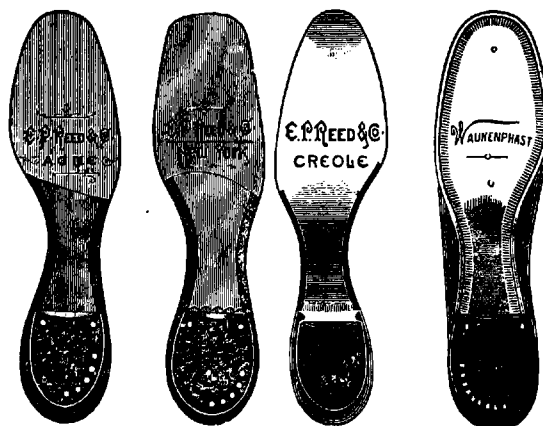
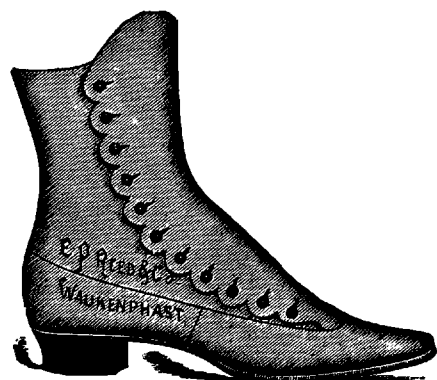
Goodyear Welts, Hand Turns and McKay Sewed.



ILLINOIS DEALERS

Can procure above line of goods, also Cowles Bros. & Co.'s, in any width and size, from single pair to case lots by calling upon or addressing

J. P. McMANNIS, Agent,
199 Madison Street, Chicago, Illinois.



SEND FOR CIRCULAR.

machines on which he was granted several patents. These inventions showed remarkable ingenuity in overcoming obstacles, to surmount which other inventors had expended over half a million dollars and with only unsatisfactory results. Mr. Hatch made improvements that are vital to any successful lasting machine and that have resulted in the now perfect machine made solely by the McKay & Copeland Lasting Machine Association to which his patents have been transferred. During the past year Mr. Hatch has been engaged still further perfecting and improving his flexible shoe, and now produces a shoe in the manufacture of which he entirely dispenses of the use of tacks in lasting. He has also invented and perfected a machine for lasting fine shoes from a child's shoe to a woman's size. This machine is not so large, complicated or expensive as the McKay & Copeland lasting machine now in operation. It can be built much cheaper, so that it can be placed directly in the hands of the workman who will be benefited, both by the increase amount of work he can do, the ease



E. P. REED.

with which he can do it, by means of which he can finish his work quicker and have more leisure to himself.

His honorable business career of over half a century, his many social and manly qualities, and his adhesion to the doctrines of the Christian Church have made Mr. Hatch prominent not only among shoe men, but among all classes where he lives and by whom he is respected. He has been prominent in educational and church circles where his advice has been followed and where his aid has never been solicited in vain.

PATRICK COX, President of the P. COX SHOE MFG. CO., was born in Longford, Ireland, January 1, 1842. When eight years of age he came with his parents to Rochester, N. Y., where he attended the public schools for several years, and obtained the foundation of a good business education. After leaving school he commenced shoemaking as an apprentice, and worked for several years at the bench, and proved so excellent a workman that when only twenty years of age, in 1862, he was employed by L. H.



A. C. EASTWOOD.

Churchill as foreman of one of their teams, that being the year in which the team system of work was first adopted in Rochester. Two years later he removed to New York and engaged in manufacturing for himself. In 1871 he removed his business to Rochester, locating on North Water street, a few doors from his present quarters. His business increased rapidly, and in 1876 he admitted his brother J. D. Cox as a partner, under the firm style of P. Cox & Bro., continuing with increased success until 1881, when his brother retired and a stock company was formed under the name of The P. Cox Shoe Manufacturing Co. Owing to the rapid increase in the business and a lack of space at the Rochester factory, in 1884 a branch factory was established at Fairport, a suburban town of Rochester. This factory is one of the most complete in the country, being fitted up with all the modern improvements in shoe machinery, and has a floor surface of over 50,000 feet; the number of hands employed is about 420, and at the Rochester



DUANE ARMSTRONG.

factory 500 with a daily product from both of 3,500 pairs. Mr. Cox was the first of Rochester manufacturers to establish a store in New York with a line of goods of his own manufacture, and the success of which induced him to establish another at Chicago; and at both places are to be found a large and assorted stock, from which the dealer can have his wants immediately supplied.

Mr. Cox gives his attention to and is conversant with all parts of his business, and bases his continuous increase in business on the motto early adopted by him, "give good shoes and base your reputation on the quality of the work." His adherence to these principles has placed him at the head of a company which is one of the largest manufacturers of fine shoes in the Union, the annual product amounting to a million and a half dollars, giving employment to nearly 900 hands. Their goods are to be found in every city and State of the Union, and their trademark, the name "P. Cox, Rochester, N. Y.," is everywhere acknowledged to be a guarantee of excellence.



PATRICK BYRNES.

EUGENE T. CURTIS, of the firm of CURTIS & WHEELER, is 43 years of age. His experience in the shoe business dates from 1868, when he became a member of the firm of G. Gould, Son & Co. In 1871 Mr. Curtis withdrew from that firm, he retaining the manufacturing part of the business, and the others continuing as retailers. In that year Mr. Curtis united his interests with those of John Cowles and Charles A. Brady, under the firm name of Cowles, Curtis & Brady. This firm continued at manufacturing until 1874. When Mr. Brady retired and Mr. A. H. Wheeler, who had successfully represented the house for several years at Milwaukee, became a member of a new firm under the name of Cowles, Curtis & Co. In the fall of 1880 Mr. Cowles retired, and the firm then became Curtis & Wheeler. Frank A. Wheeler, son of A. H. Wheeler, who has great success as a salesman, has an interest in the firm now, as have some others of those connected with the establishment. Besides his interest in the firm of Curtis & Wheeler, Mr. Curtis is largely interested in other business enterprises

SMITH & HERRICK,

— MANUFACTURERS OF —

LADIES', MISSES' AND CHILDREN'S FINE SHOES,

119 & 121 MILL ST., ROCHESTER, N. Y.



== "PATTERN 45." ==

With medium high vamp, and vamp seams so curved as to avoid the joints.

SEND FOR SAMPLES.



JAMES L. HATCH.

the most important being the chief proprietorship of the Union and Advertiser, the oldest daily newspaper west of the Hudson river. This firm has been very successful both in making money, and in making shoes that please their customers. Largely is their success due to the retention of old and tried employes. Since the organization of the firm of Cowles, Curtis & Brady in 1871, Robert Morgan has had continuous charge of the cutting department, Miss Mary Ryan has been at the head of the fitting department, and Nathaniel Gillard, who, until then, was foreman of the bottoming department, has since filled the responsible position of superintendent of the whole mechanical department. From the beginning men's and women's fine goods have been made, and in such a way that the firm has the confidence of the thousands with whom they have dealt. It is very rarely that any man comes to Rochester to buy fine shoes without giving Curtis & Wheeler a call, and it is almost as rarely that he goes away without leaving an order. A



EDWIN C. SMITH.

visitor to their factory would be struck at once with the close attention the proprietors give to their business, and the care they exercise in seeing that everything is well done. Curtis & Wheeler have originated a large number of styles of shoes that have become popular as soon as put upon the market, and they can be depended upon to furnish the latest and best ideas as to style. Frank A. Wheeler is now in Europe. He writes that he has visited the largest and best factories in Paris, but has seen none he likes so well as the Rochester factory of Curtis & Wheeler.

D. M. HOUGH, of HOUGH & FORD, commenced to manufacture shoes in 1865, when he was a member of the firm of Miles, Hough & Co., of Auburn. He came to Rochester to engage in a larger field in 1879, and in 1880 the present firm was founded. Mr. Ford had previously been engaged in the shoe business, and when they came to pull together they were not long getting into the front row of Rochester manufacturers. Early in their experience they made, principally, ladies' and misses machine-sewed shoes; but,



CHARLES C. HERRICK.

later, they added hand-sewed in turns and welts, and boys', youths' and children's shoes. In 1885 Hough & Ford moved into the six story factory on Mill street they now occupy, and which has a capacity of from 1,500 to 2,000 pairs a day. Theirs is one of the very best and most thoroughly equipped buildings in Rochester for shoe manufacturing. At the entrance are splendid private and general office rooms, and at the back of the first floor one witnesses a lively scene among the shipping clerks. The upper floors are very conveniently and methodically arranged for the different departments of shoemaking, and the whole building is excellently lighted and ventilated. The equipment of machinery embraces the latest and best, and they will not use anything that has not upon it the seal of excellence. Then, too, they are very careful to treat their tried and thorough men so that there shall be few changes in their help, an advantage greater than it may at first appear.

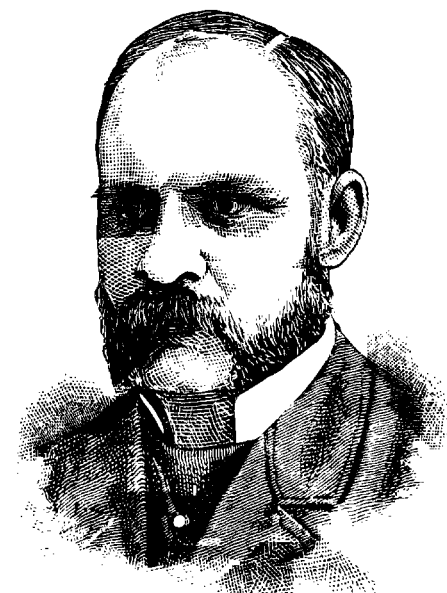
Perhaps the most distinctive characteristic of this firm is the enterprise displayed in



THOMAS BOLTON.

keeping abreast of the times and carefully studying the tastes and desires of the public. The result is that they manufacture a line of very handsome shoes of the latest and most popular styles. So highly did their exhibit of fine shoes stand at the New Orleans' World's exhibition that they received a medal of award, which was of especial significance because of the sharp competition. At the Louisville Southern Exposition they captured another medal of merit defeating several houses that made a specialty of turning out the finest shoes. Hough & Ford's shoes are sold in every State and most of the territories of the Union, and so great has become the demand in New York City and surrounding places that it became necessary to establish a branch house at No. 133 Duane street, where a large stock of fine shoes is kept constantly on hand.

Mr. Hough devotes his attention largely to the details of manufacturing, in every branch of which he is perfectly competent to direct. Mr. Ford looks with a sharp eye after the business end of the firm. Both are



H. R. HOWARD.

Thomas Bolton,

MANUFACTURER OF

LADIES', MISSES' AND CHILDREN'S FINE SHOES.



HAND TURNED AND MCKAY SEWED.

Eminently Adapted for the Fine Retail Trade.

ESTABLISHED 1873.

Rochester, N. Y.



ELON H. COWLES.

energetic persistent workers and agreeable gentlemen to do business with. Their past season has been prosperous, and they have every reason to believe the next will be likewise. Both of them are so assiduously devoted to business during the busy seasons that they rush their work and have breathing spells for enjoyment and rest. Both have recently made European trips, and, being so thoroughly alert for any advance steps in the manufacture of shoes, they have made some careful observations regarding shoe manufacturing abroad. Their deductions have always been immensely to the credit of American made shoes; in fact, they found that both for grace, ease and durability, the ladies' fine shoes produced by progressive American manufacturers are almost infinitely superior to the best products of the foreigners. Mr. Ford returned from his trip recently, and he is very eloquent in describing the pride he felt in the products of his own factory when compared with the best he saw in Europe.

E. P. REED, head of the firm of E. P. REED & Co, was born in Moriah, Essex Co.,

New York, in 1837. He removed to Beaver Dam, Wisconsin, in 1856, and from there to Milwaukee in 1860. In 1862 he removed from Milwaukee to Chicago where he remained four years, and formed a large circle of business acquaintances. In 1866 he came to Rochester and became a member of the firm of Johnson, Jaquith & Reed, under which style it continued to 1868. Then until 1871 it was Jaquith & Reed, and from 1871 to 1875, E. P. Reed & Co., and from that time to 1885 the House was known as Reed & Weaver. That year a dissolution occurred; Mr. Weaver retired, and Mr. J. Farley, Jr., was admitted. The house took the old style of E. P. Reed & Co. For twenty one years this house has stood at the front rank of the trade in Rochester, as manufacturers of ladies' and misses' fine shoes, made expressly for the retail trade. Ten years ago they added a medium grade to meet the requirements of customers. They make a specialty of Goodyear welts and hand turns, and in these goods their facilities are unequalled and their trade large. Their factory 55 by 100 feet, with four stories and basement, has full



CHARLES K. RICHARDS.

light on three sides, thirty-five windows to each floor, is fitted with complete lines of latest improved machinery and gives capacity for 1,000 pairs a day. Mr. Reed gives his personal attention to the manufacture of the shoes and has designed some very handsome and new samples for the trade.

No house in Rochester has made more rapid strides to the front than that of E. P. Reed & Co. In no other house can one see a better or more methodical system of management, both in the mechanical and business departments. The large factory is arranged with a place for everything, and, unlike what is often seen in establishments of its size, everything is in its place. They make nearly 100 different kinds of shoes, and when their agents go into a retailer's store he takes along as a sample trunk more shoes than some of the smaller retailers are accustomed to see at once. From the great variety the most particular customer can be suited and he choicest trade pleased. The increase of



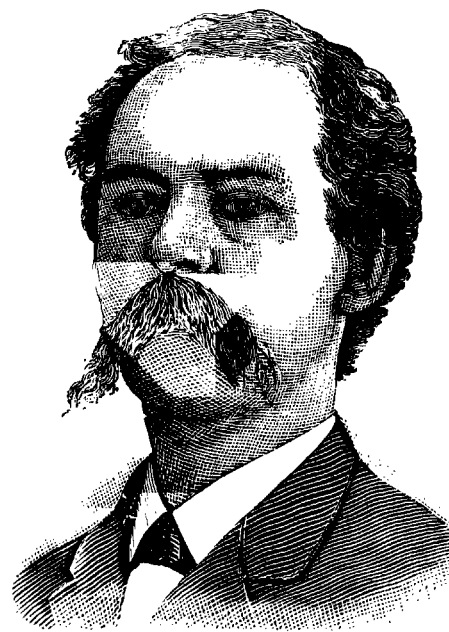
L. P. ROSS.

E. P. Reed & Co.'s business has been almost phenomenal, and it has extended until their shoes are now worn in almost every hamlet of the United States. They employ the best agents they can find, instruct them to sell shoes distinctly on their merits, and they find that method brings them an abundance of orders. It is very rarely that E. P. Reed & Co. disappoint their customers. When they book an order they determine to get it out on time and they usually do so, because they have the resources to accomplish what they undertake. They carry a stock in their Chicago salesrooms at No. 199 and 201 East Madison street for their Chicago and Illinois trade.

A. C. EASTWOOD is forty years old. He commenced in the shoe business in 1858 when he began as a retailer. He commenced manufacturing in 1881, and has always made men's fine hand-sewed and Goodyear welt shoes. He devotes his personal attention to the details of the work in his factory and is



JOHN ELDEDKIN.



JOHN H. PHELAN.



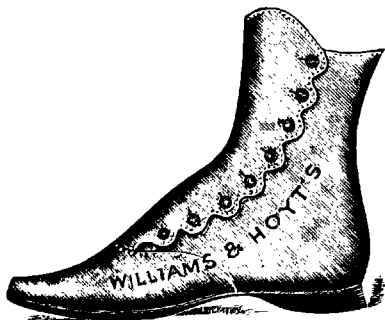
MISSSES' HIGH CUT.



THE WELL KNOWN
 — AND —
Only Complete Line
 — OF —
Boys', Youths', Misses', Children's and Infants'
- SHOES -
IN THE UNITED STATES.



Our Infants' French Kid Button.



WILLIAMS & HOYT,
 WILLIAMS
 TRADE
 ROCHESTER, N.Y.
 MARK
 & HOYT.
ROCHESTER, N. Y.



New York Salesroom, 132 Duane Street.

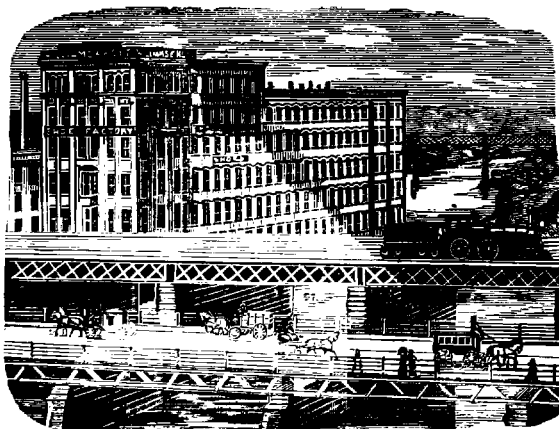
very jealous of the reputation he has made for turning out none but first-class shoes. He cannot be induced to allow a shoe to go out of his shop if by accident any inferior stock or improper workmanship can be found about it. His Waukenphast and other first-class shoes, especially the Rochester toe named after this city, have met with a large sale from New York to the Pacific Slope. Mr. Eastwood does not brag about his shoes, but his customers do, and it is safe to say that no better or more satisfactory shoes are put upon the market than those made by him year in and year out. His shoes are adapted to fine city trade, and are called for by customers who want the best shoe at lowest market price that an honest shoe can be made for. There is not a manufacturer of men's fine shoes in any part of the country who can give his customers better satisfaction than can Mr. Eastwood. The products of the house consist of gentlemen's fine shoes, both hand-sewed as well as the Goodyear welt. These are of the very best manufacture and can be surpassed nowhere in finish, style, durability and workmanship, and may be said to be equal in every way to the best of custom work. They are made in sizes and half sizes and of several widths, so that a perfect fit may at all times be depended on, allowing



GOODGER & NAYLOR'S FACTORY.

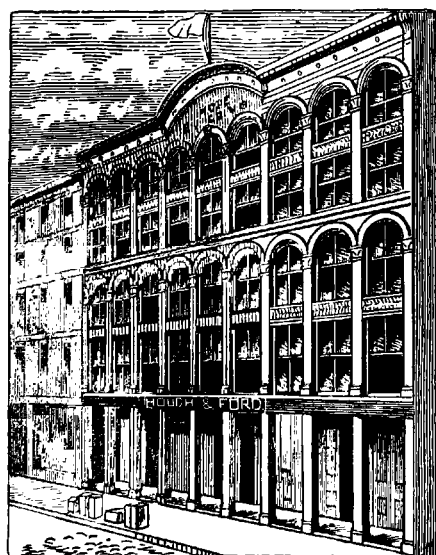
Mr. Eastwood is an agreeable gentleman, one who does not require all day to make up his mind, and when he decides to do anything he executes his purpose with promptness and firmness.

DUANE ARMSTRONG, or Duane, or as he is familiarly known by many of his Western friends, "Dave" Armstrong, is one of the youngest old bachelors in the trade. He came to Rochester from his father's farm in the fall of '71, then nineteen years of age. Having worked the farm for two years, he came to the conclusion that farm life was not to his liking, and decided to see what there was in a commercial life for him. He secured a position as book-keeper in the office of one of the leading retail clothing houses, which he held for one year. Being anxious to secure a larger field for operation, he made application to one of the old reliable shoe manu-



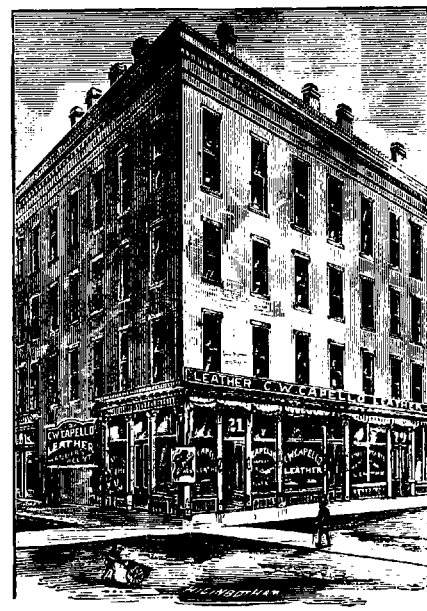
WILLIAMS & HOYT'S FACTORY.

thus the retailer to satisfy in every way his patrons and to retain their trade. Mr. Eastwood is not content to keep making the same style shoes year after year, but he is continually not only adopting improvements made by others, but studying up new and valuable changes of his own. A good shoe is, of course, a good shoe the world over, yet the progress made by him in the past few years indicates that there is still room for changes, and he will be found to adopt them as soon as any other manufacturer. Mr. A. C. Eastwood, the sole proprietor of this business, is a native of Rochester, and is in every way a practical man in all that appertains to the business. He has had an experience of twenty-five years connected with it both in the manufacturing and wholesale, as well as in the retail department, and is thus unexceptionally competent to understand what is demanded by the public. These wants he is both able and ready to fill, and the trade can depend that in dealing with him they will procure goods which will not only meet with ready sale but will give ultimate satisfaction to their patrons. Personally,



HOUGH & FORD'S NEW YORK STORE.

facturing houses of this city, and secured a position as shipping clerk at a salary of just half that he could have had, had he remained in his old position. From shipping clerk to salesman was a short step, (it was a good house). After a pleasant experience of seven years in this line, he purchased a half interest and formed the firm of Goodger & Armstrong, taking charge of the office and placing their output. This combination continued three years, when he purchased his partner's interest, since that time he has been manufacturing alone under the style of D. Armstrong & Co. His business, it is perfectly safe to say, has been all he could ask for, both as to volume and honorable reputation. January 1, '86, he was compelled to look for a larger factory, as it was either throw out good orders or have a larger plant. Fortunately he was able to secure his present location, 120 Mill street, which he fitted up with all modern improvements for the manufacture of ladies' fine shoes. His line is now known as one of the leaders in the country, not only as to style and comfort, but he will not use any stock he cannot recommend with his own name. This policy he says is both pleasant and profitable; pleasant as it holds old customers, and profitable as it brings new



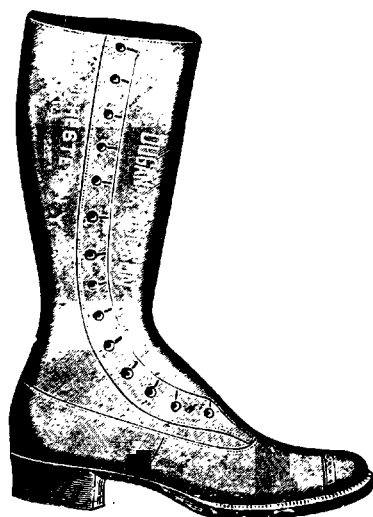
C. W. CAPELLO'S WAREHOUSE.

ones. Each season he visits a portion of the largest trade and makes a study of their wants. This, no doubt is one of the reasons his customers always find all the novelties in the line. He says it is much easier to make what the trade demands, and much more satisfactory than to try to force old and undesirable styles upon them, and we rather think from the looks of the factory, this policy is the winning one, for the old customers seem to have stuck by him, and enough new ones come to keep the new factory full of work the year round.

PATRICK BYRNES, head of the thriving firm of BYRNES, DUGAN & HUDSON, is sixty years of age. In Edendear, Ireland, when a mere boy he first began making shoes, and he has been at it ever since. He began making shoes in Rochester on a small scale the year that he arrived here, 1851. The first manufact-

BOYS' AND YOUTHS' SHOES

HAND-SEWED, MACHINE-SEWED.



Youths' Extra High Cut.

We Carry a Full Line!
Of Our Boys' and Youths'
CALF AND KID FOXED.

BUTTON and BALS.

REGULAR CUT,

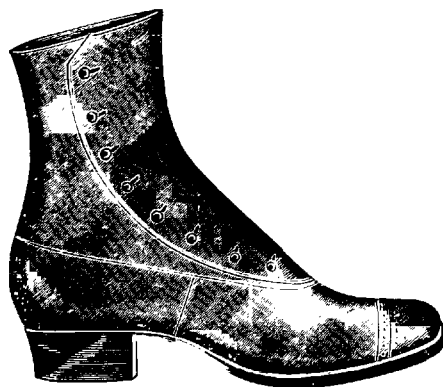


Youths' High Cut.

— AT OUR —

New York Salesroom, 122 DUANE ST.

— SEND FOR SAMPLE PAIRS. —



Youths' N. E., Regular Cut.

SEND for Prices of our

HIGH CUTS.

They Fit and will please you.



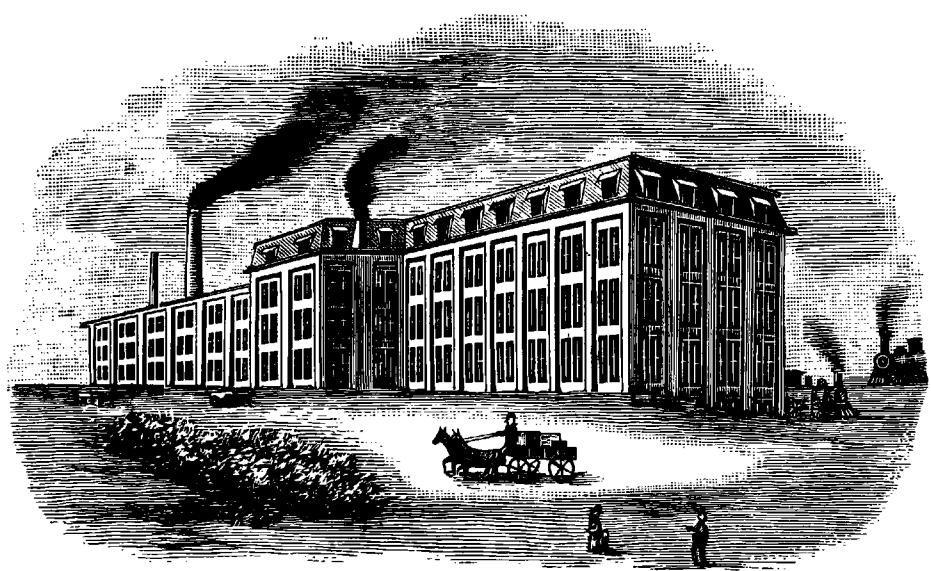
Boys' Calf Bals.

BYRNES, DUGAN & HUDSON,

ROCHESTER, N. Y.

uring firm with which he was connected was the formerly well-known house of Pancost, Sage & Co. He commenced on the bench with them, but rose rapidly to a foremanship. In 1870 he branched out in business for himself, and in 1881 the house of Byrnes, Dugan & Hudson was formed. They make about 500 pairs per day of children's, misses', boy's and youths' hand and machine-sewed shoes, under the personal supervision of Mr. Byrnes, who understands every part of shoemaking. He is active in superintending every department, and does the work that in many shops is left to foremen. He travels back and forth from one room to another all day, is at work early and late, and finds it agreeable to direct the work of the factory in such a manner that nothing but good shoes are produced. So careful has Byrnes, Dugan & Hudson always been to send out nothing but what they could warrant that they have justly gained a very enviable reputation with the trade in all sections of the country. They are in a splendid new factory on Pleasant street near North St. Paul St., and have comfortable nicely furnished offices as well as a splendidly equipped factory. Mr. Dugan is an expert accountant, and he looks after the affairs in the office in as satisfactory a manner as does Mr. Byrnes in the mechanical departments. Mr. Hudson attends to the sales, to which part of the firm's business he contributes a long experience in the shoe business before becoming a member of the firm. He has passed through all phases of a successful salesman's experience, and knows as well how to please his customers with promptness and square dealing as he does how to present the points of the good shoes he has to sell. These three partners make an exceptionally strong combination, and, as an experienced shoe salesman said recently, "They are getting there not through luck but because they deserve to." In order to please their Eastern customers they have opened salesrooms in New York city at No. 122 Duane street, where they carry a heavy stock of all shoes they manufacture, and from which orders can be filled with great promptness.

JAMES L. HATCH was born in Rochester, June 4, 1843, and is the son of Jesse W. Hatch, the well-known shoe manufacturer. At the age of seventeen, after graduating from the Rochester Collegiate Institute, he entered the Monroe county savings bank as book-keeper, where he remained until 1864, when he went into the regular army and served two years on the staff of the surgeon general, with headquarters at Washington. He then became head book-keeper in the National banking bureau in the United States Treasury, which position he resigned in 1866, and returned to Rochester. He then became a member of the shoe firm of J. W. Hatch & Sons, with which he remained until 1873, when the Hatch Patent Crimper company was formed. While James L. Hatch was a member of the firm of J. W. Hatch & Sons, his attention was arrested by frequent complaints about the failure of the counters then in use. To remedy this manifest evil he commenced experimenting on shoe counters, and it was not very long before he invented and patented the Hatch Rochester Counter that his firm commenced to use. They soon found it for many kinds of shoes superior to the solid



P. COX SHOE MFG. CO.'S FACTORY.

leather counter, because it could be made more uniform. Every pair being of exactly the same thickness, and the shoes in which the Hatch counters were used gained such a great reputation that inquiries commenced to pour in from manufacturers and jobbers who wanted to know all about the Hatch Counter. The whole shoe trade soon learned that nothing in the counter line on the market could compare with the Hatch article for uniformity and imperviousness to water. This inquiry led to the formation of the Hatch Patent Crimper company. Its first day's production was 600 pairs of counters; today the average daily output is over 35,000 pairs. This phenomenal increase is due to the persistency with which James L. Hatch, the inventor and patentee, has followed his determination to make his counter in every way the superior of anything of the kind in the market. He kept working at its improvement in shape, until he succeeded in making it exactly fit the heel of the last, so that the wearer of the new shoe has no breaking in to do, and he has a counter that will prevent his shoe from running over at the heel. That accomplished he studied to get material that would outwear leather. This he has also successfully solved. He found that the manufacturers of what is commonly known as leather board were using scraps of leather and shoddy, the result being an inferior production for his purposes. So he has had substituted for his use a composition of the best manilla fibre, which is tougher and in every way superior to solid leather for counter purposes. The worthless leather board he discarded entirely, and he now feels safe in warranting his counters to outwear any pair of shoes. Not long ago some scallawag put upon the market a counterfeit of the Hatch counters, so great had become the demand for them. This led the Hatch Patent Crimper Company to adopt a trade mark, and here it is: The use of these labels is a protection to both manufacturers, jobbers and retailers, and Mr. Hatch is so thoroughly satisfied that his counter is indistructable, that he offers to pay the price of a pair of shoes, or to replace

with new ones any shoes in which the counter from his factory fails to outwear the shoe in which it is placed. His aim from the beginning has been to manufacture the very best counter in the world, regardless of the cost of production, and he has kept improving both his methods and his material, until he has accomplished his purpose and reaped a big success. The Hatch counters are used today in all the first class factories, and the demand has become so great as to enable the Hatch Crimper Company to furnish them at less cost than sole leather counters, and to guarantee that they will give better satisfaction. They are made by a secret process known only to this company, and their equal cannot be produced outside of this Rochester establishment.

Personally, Mr. Hatch is a very agreeable gentleman of polished manners and great decision of character. He possesses the inventive genius of his father, having invented and patented some eight or ten valuable machines and trade marks in connection with this business, since he has been connected with the Hatch Patent Crimper Co. as its secretary and manager. He is all business when at his desk, but when the day's work is over he throws off care and retires to one of the most charming homes in Rochester, where friends are cordially received and royally entertained. In his make-up a psychologist will discover persistency, coolness, strength for emergencies and combativeness, all melled with a loyalty to friends, and inwrought with a nature brimful of affection, sympathy and kindness. He is prominent in social and church circles, and has been for several years one of the vestrymen of St. Paul's Episcopal Church.

The Hatch Counter Co. have an Eastern office at 291 Devonshire street, Boston, which is in charge of Mr. C. A. Ford, who can always be found there on Wednesdays and Saturdays. From this office, barrel orders are filled to the New England trade at short notice.

THE KREOLA! Who has not heard of it and its makers, SMITH & HERRICK. We are pleased to present to the readers of the RECORDER excellent portraits of both members



GOODGER & NAYLOR,

— MANUFACTURERS —

**POSITIVELY THE BEST LADIES' HAND-MADE
GOODS IN THE UNITED STATES.**

**63 and 65 South St. Paul Street, 42, 44, 46 South Water Street,
ROCHESTER, N. Y.**

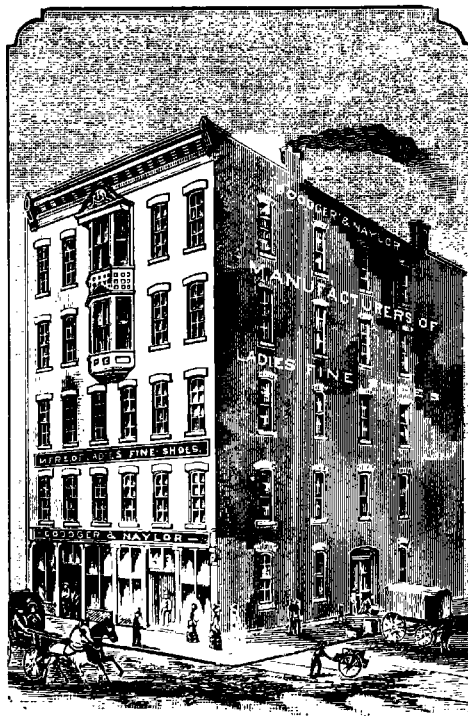


Ladies',

Misses'

AND

Childrens'



Hand and Machine

Sewed Flexible

Fine Shoes.

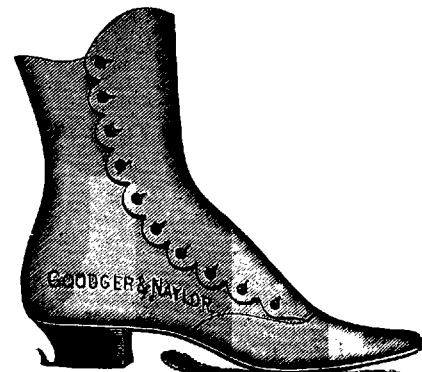


We call your especial attention the coming season to our Imperial Kid Stock which has the appearance of French Kid and wears much better. We have this stock tanned especially for us, and can recommend it. We control this stock entirely, and it cannot be procured from any other manufacturer.

OUR GOODS

CANNOT BE EXCELLED FOR

STYLE, DURABILITY OR FIT.



Four distinct Lasts. Seven distinct Widths on each Last.

of this enterprising firm, Messrs. Edwin C. Smith and Charles C. Herrick. While making all the standard styles in the finer grades of ladies' and misses' hand-sewed turns and welts, and ladies', misses' and children's McKay sewed shoes, Messrs. Smith & Herrick devote especial attention to several styles possessing features of peculiar interest to the trade. Among the styles exclusively their own may be mentioned the "Kreola," already so widely and favorably known, and their newer style, the "Pattern 45," illustrated in their advertisement upon another page. Both these styles have the vamp seam so curved as to avoid the joints, and thereby the usual corns and bunions; the "Kreola" having a very low vamp, while that of the "Pattern 45" is made moderately high to meet the demands of fashion. Another style produced by them is a shoe having a hand-sewed welt with machine lock-stitched outseam. This shoe is made waterproof the same as their already well-known waterproof hand-sewed, hand stitched welted shoe, and is so constructed that the in-seam cannot possibly rip. Their latest product is, however, a McKay sewed shoe made either with or without fair stitching, with the inside of the shoe perfectly free from tacks, nails and stitches, and as smooth as any hand-sewed shoe, resembling a welted shoe in all respects of appearance, comfort and durability, while made at a very moderate price. During the whole course of their business, Messrs. Smith & Herrick have made an especial study of the lines, curves and dimensions of the typical human foot, as well as of the variations therefrom as they appear in the different sections of this country, and have so adapted the form and measurements of their lasts and patterns to the requirements of the average foot as shown by such study, as to produce a shoe answering in the most perfect manner to the needs of the trade. Their aim has been from the first to produce only the finer and better grades of goods at the lowest prices at which the same could be afforded. That they have fully succeeded in this respect is shown by the fact that although the business had been established for several years prior to their assuming its control in July, 1884, its growth since that time has been so rapid as to astonish the many who have observed its progress, and now to render it necessary for Messrs. Smith & Herrick in the immediate future to procure nearly or quite doubly their present factory room, although it is only about two years since they removed to the quarters now occupied by them at 119 and 121 Mill street, for the express purpose of securing additional room and business facilities.

THOMAS BOLTON is one of the oldest, in point of experience, and best known among the shoe manufacturers of Rochester. He was born in England in 1836, and came to Rochester in 1872. He made shoes before leaving England, in Oxfordshire, and commenced the same business here in 1873 under the firm name of Phelan & Bolton. That partnership was dissolved in 1880, since when Mr. Bolton has been manufacturing under his own name, and has been very successful. He makes ladies', misses', and childrens' hand welts, turns and McKay sewed shoes, and so much pains has he taken to send out

only good shoes that his business has been steadily on the increase from year to year, until he is making something like 1,500 pairs a day. He finds that his long training in the shoe manufacturing business is a great advantage to him. He watches sharply every department of his factory, is always cheerful and likes to work. From morning until night he will be found circulating from one department to another, giving suggestions here and aiding a foreman there, all of which brings its reward when the retailer gets his shoes and finds them satisfactory. Mr. Bolton takes great pains to have his employees comfortable and contented. Not long ago he had revolving fans attached to the shafting in every room where several employees are engaged, and when they were set going the rooms were kept cool and well ventilated. This is mentioned merely as an instance, to show that he appreciates good work, and makes arrangements in every possible way to secure it. Personally, Mr. Bolton is the kind of a man one can deal with pleasantly, and have confidence that only what is just will be required. He decides any point promptly, and when he has given his decision that ends it. He has very many warm personal friends among the retailers, who have given him their constant patronage, and who have learned to like his shoes before they conceived a liking for him.

H. R. HOWARD was born in Rochester in 1837. After getting a good education he commenced, when seventeen years of age, to learn the shoe business with the famous house of Pancost, Sage & Co., than which none other ever enjoyed a better reputation. For many years Mr. Howard was one of their trusted employees, and worked his way up gradually until he occupied positions of responsibility and trust. His training there made him practical in all departments of shoe manufacturing, and well-equipped him for managing his own factory which he started six years ago, and now conducts on North Water street. He makes ladies' and misses' fine machine-sewed, hand-sewed welts and hand-sewed turn shoes. He makes a great point in carefully selecting only the very best stock for use in all his shoes. He devotes the whole of his personal time and attention to the manufacturing department, where he can be found at any and all hours of the day diligently watching the details and offering suggestions wherever his experienced eye sees they are needed. He is also more than careful in his selection of lasts and patterns, aiming in all he undertakes to give his customers none but satisfactory shoes. He has a snug business, not so extensive as that of some more pretentious manufacturers, to be sure, but it is among old customers who have found his shoes worthy of reliance, and who are always ready to give him their orders year after year. He will have five men on the road this fall, and the samples now being made for them are up to the standard in every respect. Mr. Howard is a very pleasant man personally, and is rather more inclined to be retiring in his disposition than otherwise.

ELON H. COWLES of COWLES BROS. & Co. is forty-six years old. His first experience in the shoe business was as a clerk for J. W. Hatch & Son in 1860. After six years ex-

perience in that capacity he became order and shipping clerk for J. T. Stewart & Son where he remained until 1871, when he commenced traveling on the road selling shoes for E. P. Reed & Co. He continued with Reed & Co. until 1876 and became a very successful salesman. In 1877 the firm of E. W. Cowles & C. H. Harris was formed for the manufacture of infants' turn shoes. In 1879 Mr. Harris withdrew and Elon H. Cowles, E. Wanser Cowles and Thomas Ashton then formed the firm of Cowles Bros. & Co. They have enlarged the scope of their factory and now make misses' and childrens' machine sewed and childrens' turned shoes. Their business has increased steadily, and they have recently increased their facilities until their capacity is now 600 pairs per day. The goods of Cowles Bros. & Co. stand high wherever they are known, and that means to a large proportion of the trade. By constantly adhering to their motto of using good material and keeping a close and constant watch on the manufacturing they have worked up a very enviable reputation. While talking with Mr. Elon H. Cowles about the shoe business he told the writer that business is rushing, and that this firm, after having increased their working space this year had already commenced to reckon on providing some means of still further increasing their facilities for another year. They aim to keep trade when they get it, and they do it by the best-known business methods.

JOHN ELDERKIN, of the firm of ELDERKIN TAYLOR & Co., is 34 years old. He commenced as an apprentice twenty years ago with his father, who was both a manufacturer and a retailer. After serving his apprenticeship and gaining a thorough knowledge of all departments of shoe manufacturing, he commenced to manufacture for himself, and, in January, 1884, turned his whole attention to the business of manufacturing, his associate then being William Taylor, the firm name being Elderkin & Taylor. The present firm consisting of Messrs. Elderkin, Taylor and Carl J. S. Mansing was organized in December, 1886. They make ladies' and misses' fine hand welt, hand turns and McKay sewed shoes, their specialty being Louis Quinze style. They have a capacity of 300 pairs a day, and the increase in their business for the past year indicates that they will soon have to increase their facilities. They are just now having a great run on their Rhea Shoe, upon which a patent was granted John Elderkin, Sept. 13, 1887, and which is attracting as much attention in the shoe trade, as the beautiful actress after whom it was named is in the dramatic world. Mr. Taylor is a quiet man, who like most quiet men is thoughtful and knows his business thoroughly. He has a good eye for a handsome shoe, and is an excellent judge of material and workmanship. Mr. Mansing turns off a large amount of work because he goes at it methodically and with great determination. He has excellent taste and much originality in designing schemes for advertising. He has had made some very unique match-safes in the shape of a shoe, upon which the firm's name is stamped, and which are pleasant little souvenirs for distribution among the firm's customers. Mr. Mansing was formerly in the lithograph business, and he has just made

Jobbers AND Retailers

Don't fail to Read all of our four pages in this Issue.

WARRANTED TO OUTWEAR ANY SHOE MADE.

———— ORDER THE ————
HATCH "EUREKA" COUNTER,
FOR MEN'S BOY'S AND YOUTH'S SHOES.

They are not only *waterproof* but *oil proof*, so that the dressing cannot enter the counter, and render it soft and spongy as in ordinary leather counters.

———— ORDER THE ————
HATCH "EXCELSIOR" COUNTER
FOR FINEST KID AND COAT SHOES.

This Counter is *only suitable for a light, fine shoe*, and is made soft and pliable, so as the edge will not cut the upper.

———— ORDER OUR ————
HATCH "ROCHESTER" COUNTER

For heavy grade of work, for Calf Grain, Goat, etc. Will outwear the heaviest shoe made and give better satisfaction in this grade of work, than the best selected sole leather counter.

———— ORDER OUR ————
PATENTED LABELS,


To be placed upon every pair of shoes you buy. It will please your customers and they will have more confidence in your goods, and in this way you are sure to get the genuine Hatch Counter.

Boston Office 291 Devonshire Street, Wednesdays and Saturdays. Haverhill Office 28 Washington Street.
 Rochester Office and Manufactory 121 to 131 River Front.

CHAS. A. FORD, Agent for New England States.

Our new patented labels free to all manufacturers using our counters.

HATCH PATENT CRIMPER CO

 See Blue Pages 48, 52 and 56.

ROCHESTER, N. Y.

a splendid check for the firm's use that reflects his good taste. He is full of enterprise and push, and has collected a corps of live salesmen, whom he has inspired with his business methods and for whom he sets a good example of industry. The house of Elderkin, Taylor & Co. has made rapid strides within the past year, and it is destined to yet make some of the other houses look to their laurels.

CHARLES R. RICHARDS was born in Rochester in 1843, and commenced his experience in the shoe business as inspector for Jaquith & Reed eighteen years ago. He remained with that firm until it dissolved, and then associated himself in shoe manufacturing business with E. A. Jaquith. After two years Mr. Richards sold his interest to Mr. Jaquith and commenced to manufacture web slippers, the firm name being Richards & Dickinson. He has successfully pursued that business since 1877, adding now and then to his line of goods until today he is the sole proprietor of the largest and oldest web slipper factory in the United States, it having a capacity of 3,000 pairs a day. He makes web slippers and cork soles for the wholesale trade; also German embroidered cloth slippers that are becoming popular by reason of their comfort and genteel appearance. Mr. Richards is also a member of the shoe manufacturing firm of Wright & Richards, whose factory is at Rockland, Mass., and who make 400 pairs a day of men's fine calf hand and machine-sewed shoes that are sold to retailers in all parts of the United States. Mr. Richards is also one of the oldest and most experienced among the successful commercial travelers of Rochester. He made his first trip in 1861, and, after a service in the war of three years, he again grabbed his sample case and resumed selling shoes for Jaquith & Reed. He has not yet given up traveling, and makes two trips a year, in Kentucky and Tennessee for the firm of Wright & Richards and in the interests of his own web slipper factory.

LEWIS P. ROSS came to Rochester in 1860, and commenced the business of jobbing in boots and shoes in 1865. He handles every kind of goods from a child's cack to men's stoga boots, and the aggregate of his business annually is set down at a million dollars. He is also a member of the manufacturing firm of ROSS, LEWIS & PIFER, who make ladies', misses' and children's fine shoes, and have in their South Paul street factory a capacity of about 2000 pairs a week. Mr. Ross has been very successful in building up his extensive jobbing trade, and his establishment now occupies almost the entire portion of a new five-story brick block on North St. Paul street. He has earned the confidence of his customers by dealing with them squarely, promptly, and in such a way as to retain their patronage. As the only jobber in Rochester he handles boots and shoes from the very best factories outside the city, and when he places goods in his extensive stock it is after an examination that convinces him of their worth and justifies him in recommending them to his customers. Mr. Ross is prominent in business and social circles, his name frequently being among those interested in public movements of importance and interest to the community. He has accumulated a comfortable bank account, and

his residence is among the handsomest of that portion of West Avenue distinctively known as a residence section. He is very regular at his business desk, and has the executive capacity to turn off work at a very rapid rate, and he enjoys it as well as some men enjoy their choice of recreations.

Probably no gentleman is better known in the city of Rochester and vicinity both among the residents and business men than JAMES H. PHELAN. Mr. Phelan is 44 years of age and has always resided in Rochester. He has been connected with the shoe business all his life. At twelve years of age he entered the retail store of Geo. Gould, as runner boy, where by strict attention to business, he rapidly arose to be one of the head clerks. When twenty-four years old he started in the retail shoe business with C. G. Miller, under the name of Phelan & Miller. This firm dissolved three years after, and Mr. Phelan continued alone at the same stand. Ten years later Mr. Phelan began the manufacture of men's hand and machine-sewed shoes at 190 State street. This department was an experiment with Mr. Phelan, for at that time there were no men's shoes manufactured in Rochester, consequently it was necessary to establish a footing and a reputation. Mr. Phelan met with such great success in the manufacture of men's shoes, that he found it impossible to give proper attention to both the retail store and the manufacturing, so he decided to sell out his retail store and devote his entire time to the manufacturing. His business finally outgrew his factory on State street, and three years ago he moved to his present location on Mill street, where he occupies four floors and a basement. Six months ago Mr. Phelan formed a partnership with William C. Yorkey. The new firm continues business in Mr. Phelan's old stand No. 117 and 119 Mill street. They immediately enlarged the factory and added a full and complete line of ladies' hand-turned and McKay-sewed shoes. Mr. Yorkey is a young man, twenty-nine years of age, and has worked in a shoe factory since leaving school. At the age of fifteen he graduated from the Rochester Free Academy, and at once entered the employ of Phelan & Bolton, which firm was composed of Jeremiah Phelan (a brother of James H. Phelan) and Thos. Bolton. Phelan & Bolton had just started in manufacturing shoes, and Mr. Yorkey started in to grow up with the business. Mr. Yorkey's duties upon entering this firm's employ were sock lining shoes and making himself generally useful, at a salary of \$3 per week. By faithful attention to his work he soon became one of their most trusted employes, and was rapidly advanced to different responsible positions. Upon the dissolution of Phelan & Bolton, Mr. Yorkey connected himself with Jeremiah Phelan, who immediately started the manufacturing of ladies' hand-turned shoes, with Mr. Yorkey as book-keeper and manager, and in a few years Jeremiah Phelan's hand-turned shoes were known over the whole United States. Finally after a service of fourteen years with Jeremiah Phelan (and upon Mr. Phelan's retiring from business) Mr. Yorkey formed a partnership with James H. Phelan. Phelan & Yorkey manufacture a full and complete line of men's hand and machine-sewed, also ladies' hand-

sewed turns and McKay-sewed shoes. Their goods are rapidly acquiring great popularity, and as both partners have a large and valuable experience they are looked upon by the older firms in business to soon become one of the leading shoe manufacturing firms in Rochester, N. Y.

THE FIRM OF WILLIAMS & HOYT stands in the very front rank of the shoe manufacturers of Rochester. It was organized in 1875, and is comprised of William Williams and Charles E. Hoyt; previous to that year, Mr. Williams had been engaged at manufacturing shoes in New York city. They make the most complete line of boys', youths', misses' children's and infant's shoes of any firm in the country. They give especial attention to first-class shoes for boys and youths, and spring heel shoes for ladies, misses and children. They make what is called the Rocky Mountain shoe for children, which has no equal for comfort and durability. The firm is very progressive, always studying out new improvements, and using them in their factory for the benefit of their customers. Williams & Hoyt have extended their business until their shoes are largely sold in every State in the Union, from Boston to Portland, Ore., and their business is increasing year by year. They figure to make from 1,200 to 1,500 pair of shoes per day, and it is well known that they are busy the greater part of every year. The routes of their agents have been somewhat changed this season; Mr. Herr, who has heretofore only gone as far as Montana, will take in addition the territory formerly looked after by a resident agent in San Francisco, comprising California, Nevada, Oregon and Washington Territory; Mr. Meade will have Illinois, Iowa, Missouri and Kansas; Mr. Hammond will look after his usual territory through Indiana and the Southern States. The States of Minnesota, Wisconsin, Michigan and Ohio will be in the hands of a competent salesman; Mr. Frankel of Baltimore will attend to the trade in Maryland, Virginia, West Virginia and Delaware. The territory comprising New York, Pennsylvania, New Jersey and the Eastern States will be divided between their Western salesmen, who make their headquarters at the New York salesroom of the firm, 142 Duane street. There could be no finer factory than that of Williams & Hoyt, an illustration of which accompanies this article, and it is justly styled the "Model Shoe Factory of the United States." The building was erected for them by the celebrated contractor of fire-proof buildings, Mr. W. H. Gorsline, and cost in the neighborhood of a hundred thousand dollars; it is six stories high with an eighteen foot basement cut out of the solid rock, and is absolutely fire-proof, with brick arched floors and iron joists; it is located on Centre street, on the brink of the famous Genesee Falls, where it is impossible to shut out light and pure air; there is an iron stair-case running from the top to bottom, and it is conveniently arranged for shoe manufacturing; it is filled with all the latest improved machinery, the systematic arrangement of which it is difficult to criticise. Williams & Hoyt are proud to make good shoes and have them appreciated; they will not allow any inferior article to leave their factory; the result of following that plan is that they have a splen-

QUALITY
NOT
QUANTITY.

QUALITY
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QUANTITY.

Louis Quinze a Specialty.

Louis Quinze a Specialty.

Louis Quinze a Specialty.



QUALITY
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QUALITY
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QUANTITY.

Louis Quinze a Specialty.

did business among the very best class of retailers.

THERE IS NO FIRM in Rochester that enjoys a more enviable reputation than that of GOODGER & NAYLOR. Always keeping in mind the motto "Plenty of room at the top," travel wherever you will, in the largest cities of this country, you will find the productions of this noted house. Both Mr. Goodger and Mr. Naylor have devoted their entire business career to the manufacturing of the finest grades of ladies shoes, and the perfection they have attained has been brought about by a life study. One remarkable fact about this house is that ever since they commenced business their factory has run full time all the year round, and each year they have been compelled to increase their capacity, until now they have as complete a factory as is in existence, giving employment to the most skilled artisans in the various departments to the number of 180. The shoes produced by this firm are the finest grades of hand-made goods.

C. W. CAPELLO is a representative of the leather interest. A sketch of the shoe industry of Rochester would be incomplete without a mention of the house that furnishes many of the manufacturers with their leather. In the rush of business, and with occasional unavoidable delays in freight shipments the manufacturers often find it very convenient to purchase leather and finding right at their very doors where they can often buy as cheaply as from the leather producers direct, and thus save delays in their own shops and annoyances. Several leather houses have agents here, and the competition between them has made their business lively. The one who seems to be taking the lead is Mr. C. W. Capello, whose place of business at Nos 19 and 21 Mumford street, is illustrated. Mr. Capello has recently started in the leather business in Rochester. He has a large and complete establishment in the best location in the city for this line. He carries full lines of leather of all grades required by shoe manufacturers, and also carries a full line of cotton and linen thread for shoe manufacturers use. He has had a long experience on the road, and in his new departure he is rapidly building up an extensive and profitable business. He is the agent for some of the best known manufactures of leather in the country, and parties favoring him with their orders can depend upon receiving prompt attention and the best goods at lowest manufacturers prices.

THE AMERICAN SHOE AND LEATHER TRADE ASSOCIATION have their Rochester office at 19 and 21 Mumford street. H. Van Court & Co. are managers of this Association, which was organized and commenced business in 1876, and is the oldest exclusively boot, shoe and leather agency in the field. It has a corps of 15,000 correspondents, and numbers amongst its members nearly all the leading boot and shoe manufacturers, tanners and leather manufacturers of the United States, and issues semi-annually a book of ratings containing the names, local addresses, and credit and capital standing of over 150,000 dealers. It owns its own printing establishment, in which ten tons, or 20,000 pounds of type are used. It is the first

and only shoe and leather agency which took enough interest in and recognized the importance of the shoe manufacturing interests of Rochester and Western New York to establish a branch office in Rochester, and, in consequence, the shoe manufacturers here have given it hearty and liberal support. Mr. W. S. Van Court, the manager of the Rochester office, has had a long experience in the business, and is an enterprising and capable man, wide-awake to the interest of their customers. He is very popular with the trade, and is building up the business of his office to large proportions. A trial will convince any shoe manufacturer or leather dealer that the service rendered by this company is more prompt and better than any agency in the country.

NOTES.

The above-mentioned do not comprise by any means the complete list of Rochester manufacturers. Among the other flourishing houses may be mentioned that of A. J. Johnson & Co., one of the oldest in Rochester. Mr. Johnson commenced with Pancost, Sage & Co., and since he began for himself he has built up a large and profitable business, reaching into all the States and Territories. They make women's fine shoes of Dongola and French kid, and average about 1,000 pairs a day.

Then there is the very successful house of Wright & Peters. Mr. Wright is one of the oldest of the Rochester manufacturers and one of the most thorough. He is bound up in his business, and strict adherence to the determination to send out nothing but first-class shoes has resulted in his gaining a very enviable reputation. Mr. Peters is a sharp, hard working commercial manager, and he looks after the correspondence and the accounts with an eagle eye.

The very youngest firm is that of Vegiard, Langslow & Curry. Mr. Vegiard gained a practical knowledge of shoe manufacturing with a leading house here, and he obtained an excellent knowledge of what the retailers want by traveling several years for Thomas Bolton. Mr. Langslow is a practical man also, while Mr. Curry formerly conducted a retail store. They have just got to running nicely in their new factory, just off South St. Paul street. They make a line of ladies' fine shoes, comprising modern styles, and aim to combine excellence and elegance in their shoes.

Weaver, Thomas & Kirk, whose factory is on St. Paul street and who make ladies' fine shoes, are coming to the front fast. Mr. Weaver was for several years a member of the firm of Reed & Weaver, and Mr. Thomas was also associated with them. Mr. Kirk is a practical shoe manufacturer. They have booked more orders since commencing operations about a year ago than they expected, and are very well satisfied with the outlook for the future.

Reynolds & Eddy occupy one of the most expensive and most complete factories in Rochester. It is a big, well-built, brick block on State street, that cost them \$80,000, and is equipped in a most complete and thorough manner. They make ladies' fine and medium

shoes. Mr. Reynolds was formerly of the firm of Brooks & Reynolds, and Col. S. S. Eddy, his partner, was formerly engaged in the morocco business.

Dake & Barrett do a good business, making ladies' fine shoes. They do not aim to make a great quantity of shoes, but their work has always been such as to please their customers, and their business shows an increase year by year.

James Hason makes men's boots and shoes of a superior quality. He is a practical man himself, and employs the best operatives he can find because he will not tolerate anything but the best workmanship. Among his samples may be seen some of the very best products of shoe manufacturing to be found in Rochester.

Almost everybody in the shoe trade knows or has known of John Kelley. He now occupies a large factory at the corner of Mill and Andrews streets, and is carrying on an extensive business. His shoes have an excellent reputation, and had it not been for several unfortunate strikes, by his operatives, he would, today, have been doing a still larger business.

Behn & Young are in the new Pancost block on Allen street, where they have a compact factory, and are turning out some very acceptable shoes. They are both hard-working, careful men who give their whole attention to their business, and who have had a long experience in making shoes.

Brooks & McEntee are also in the Pancost block, Mr. Brooks was formerly head of the firm of Brooks & Reynolds, where he was successful in making money, and in which capacity he gained a thorough knowledge of the business. His partner knows about all that is worth knowing about the practical part of shoemaking, and is both industrious and enterprising.

In securing the points to write up the Rochester matter for this edition of the RECORDER our representative called upon Mr. John Swan, Secretary of the P. Cox Shoe M'fg Company, and in the course of conversation with him suggested that his name be mentioned in connection with the P. Cox Co. but Mr. Swan very politely but decidedly refused to have his name used in that connection.

A good story is told of one of Rochester's oldest and most respected shoe manufacturers. It seems that some years ago, although an ardent Republican he had repeatedly refused to have his name used in connection with any public office, but at last by the persuasion of friends he was induced to allow his name to be used as a candidate for some office of importance in one of the city or county elections. Heretofore he had lived the life of a man who had never had a word breathed against his good name. But one can imagine his surprise the day after the nomination to find the opposition papers of the city holding him up in the most contemptible manner before his fellow citizens as a man wholly unworthy to accept any public trust. These papers continued this during the entire campaign, and as the gentleman was defeated in the election he ever thereafter refused to have his name used in any way or connection in any matter of a public nature.

A LITTLE HONEST TALK

WITH THE SHOE MANUFACTURERS.

GENTLEMEN:—

We kindly ask you to look through this issue of the Recorder and see what we have to say to the
JOBBER AND RETAILERS,

For what is of *interest to them must be to you*. It is a well-known fact that the majority of complaints from the Jobber, the Retailer and the Consumer of shoes, arises from

DEFECTIVE AND POOR COUNTERS.

You are as well aware of the fact as we are, that there are many poor substitutes for solid leather counters upon the market, which have proven worthless, and not fit to put into any shoe, and has caused any amount of *concentrated sweating*, and many of you have been consigned to the *realm of Hades* for using them, or for using such Counters. We

HATCH ROCHESTER COUNTER,

as made by this company has continued to grow in popularity and is now recognized as the leading Counter in this country. *— fully equal to the best solid leather counter made* and in some lines of goods *its superior*. We ask you to carefully look at

OUR GUARANTEE

and think what it means, what an *immense amount of trouble and anxiety it relieves you from*, by adopting our Counter in your goods. As we stand between you, the *jobber*, the *retailer* and the *consumer* to the extent that we will pay *cash*, or give

A NEW PAIR OF SHOES

to any and every one returning a pair of shoes in which our Counter is used that fails to outwear the shoe. Such a guarantee was never given with a solid sole leather counter, and we are only enabled to give it from the fact that we do not use any shoddy or cheap material, and, in fact, all material used in our goods is

MADE TO OUR ORDER

especially for this Counter, and we buy and use nothing but the best that money will buy. We make our "**Eureka Counter**" for men's, boys' and youths' shoes, that are waterproof as well as oil proof. We make our "**Excelsior Counter**" for a fine single-sole shoe, which is elastic, soft and pliable. We make our "**Hatch Rochester**" for women's, misses' and children's heavy, grain, buff, calf and for *all shoes that are made to wear out well*. *— its rate of wear is superior to any Counter made, no matter what it is made from*, as we will be known to outwear a pair of shoes in any cases.

IF YOU HAVE HAD TROUBLE

with other makes of Counters, do not hesitate to give ours a trial, feeling confident that you will never regret it. It will give *character to your goods*, and build up a reputation for solidity and durability. For the goods in which our Counter is used. Among the largest and most prominent manufacturers the following firms have used our Counter since

PAST TEN TO TWELVE YEARS

The Bay State Shoe & Leather Co., The First N. Y. Shoe & Leather Co., Messrs. Geo. Munroe & Co., in their celebrated Solar Tip shoes. During this time these firms have used at

30,000,000 PAIRS

of the Hatch Rochester Counter, and from this immense number of Counters we have not paid for *ten pairs of shoes*, and the reputation of the goods made by these firms as to wear and durability is *second to none*.

Samples by mail free, and all Communications cheerfully answered.

Hatch Patent Crimper Co.,

ROCHESTER, N. Y.

SEE BLUE PAGES 44, 52 AND 59.

HAVERHILL OFFICE,

28 Washington St.

BOSTON STORE,

289 Devonshire St.

BOSTON OFFICE,

291 Devonshire St.

ROCHESTER FACTORY,

121 to 123 River Front.

AN OUTING WITH MR. COX.

At Alexandria Bay—Up the St. Lawrence—
Among the Thousand Islands—And a
Fish Story.

"Mr. Cox is not in Rochester, he has gone to Alexandria Bay, and is stopping at the Crossmon House. He would be glad to see you, and you better take a trip up there."

This was the news that greeted the writer, as he entered Mr. Cox's office, and, as he stood pondering on the uncertainties of life and if the RECORDER could spare his services for a trip to the line, Mr. John Swan, the secretary of the P. Cox Shoe Co., remarked:

"You better go up, you will have a good time there."

Go up it was, and that night when the train left the Rome, Watertown & Ogdensburg depot, the sleeper contained one newspaper man snugly wrapped up for the night. At 5.30 the following morning, the train arrived at Clayton, N. Y., and fifteen minutes later the steamer started up the St. Lawrence river for Alexandria Bay, where she arrived at 7 o'clock, and anchored within 200 feet of the Crossmon House. Here the writer met Mr. Cox, who was making a stay there to benefit himself from an attack of the hay fever. Mr. Cox was asked if he did not think the RECORDER well maintained its reputation of being the leading and most enterprising shoe paper in following him to the Canadian line. He laughed and said he was only too glad of the visit, as he was pleased to meet some of his friends to help him enjoy himself, and that if no objections would be made, a fishing trip would be the order of the day. No objections being raised, the motion passed the house unanimously. After breakfast, preparations for the day's trip were made. A lunch was put up at the hotel, the boatman got things ready, and the start was made. It was a lovely day for such sport, and as the boat glided over the beautiful body of smooth clear water there was presented to the eye a most picturesque scene, one that the most able pen would have great difficulty to describe. Dotted here and there over the wide river was island after island. The boatman's arrangements were perfect; tapestry carpet lined the bottom, which was as dry as a parlor floor, cane seat chairs with backs and side arms made the voyage a pleasure. A locker provided with ice and a set of cooking utensils made up the cargo, including a supply of fishing tackle. After a row of about five miles, the boat was brought up to the Canadian shore, and the fish lines were got ready and business commenced in earnest. Trailing along, the next important event was to get a "bite." At last it came, and the writer was the lucky man; slowly he pulled in his line and the great fish was in sight. when, giving a dart, out it went, and with it the forty feet of line. It was rare sport indeed, but at last the unlucky fish was landed, and five pounds was its weight as the scales showed.

"There," said Mr. Cox, "don't that make you feel as if you had never caught fish before?"

There was no mistake, it did. Other beauties followed the first. At 1 o'clock the boat-

man pointed out in the distance an island on which could be seen a little house, and said it was his home; his family had gone away

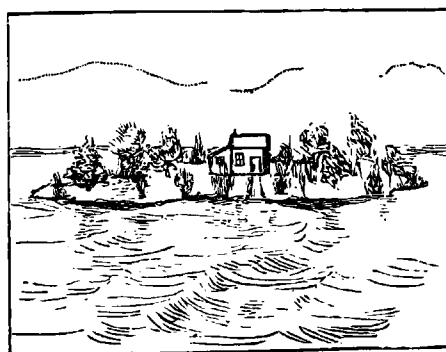


SCENE ON THE ST. LAWRENCE RIVER.

for the day, and there we could land and partake of our dinner. Once on the island the writer was reminded of some scene described in an interesting work of fiction, but the boatman's home was by far the most interesting. Built of rough boards that had stood the weather of many seasons, it consisted of four rooms on the ground floor. One was an L about 10x14 feet and was used for a kitchen; the roof was slanting. Opening out of this was a room about the same size that served as parlor, sitting-room and bed-room. It was about 6½ feet high, and from the rear opened two small rooms, or what were nothing more than closets, say 5x6 feet each. In these were a bed each, and here lived the boatman with his wife and three children. It was into the parlor we were invited, while our dinner was being cooked; this task was completed in about half an hour, and then with all things ready we pulled our chairs up to the table and commenced an onslaught on the viands laid before us. Let us give you the bill of fare:

Fried Cutlets.	Fried Fish.	Broiled Chicken.
Apple Pie.	Broiled Potatoes.	Pears.
	Claret.	Coffee.

By the gods, did we ever eat such a meal? Rough chairs and table, a clean white tablecloth, iron knife and fork, tin teaspoons, and no decorative crockery. During the repast Mr. Cox dropped his knife and fork, and looking the writer in the eye, said: "Look at our surroundings; did you ever see anything more humble, at the same time so neat and clean; and I have no doubt these people are



THE BOATMAN'S HOUSE, WHERE LUNCH WAS TAKEN.

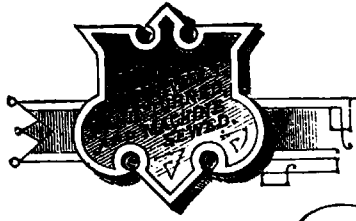
as happy here as we who live in finer houses." The writer admitted the truth of this assertion.

After dinner was over, a social hour was spent, when the boat was made ready and we again embarked and cast our lines into the water. While we were trailing along, Mr. Cox explained the pleasure he had had the day before in catching a fish that weighed six and a half pounds. "It was a beauty," he remarked. When asked why he did not send it home to Rochester, he said: "I fully intended to when I pulled him in, but after a second thought I decided it would not do." When asked why so, he said: "Well, if I had sent it home and written that I had caught it up here, they would have laughed at it, and accused me of buying it, so I decided not to do so."

As the hour of six drew near, the boatman had made a distance of seven miles from Alexandria Bay, and our next move was to watch for the steamer that was due about 7 o'clock at this point. At last she hove in sight in the distance, so pulling in our lines the boatman made ready to catch her. It was a ride of fully two miles across the river, but bending to the oar he made the boat spin along, and in a very few moments the two boats came side by side. Hauling along to the steamer, Mr. Cox, the writer, and the boatman was taken aboard, and the fishing boat fastened abreast. An hour later we were landed at Alexandria Bay, and the day's sport was over. A hearty supper, that was not so romantic as the dinner in the boatman's hut, with a rest and social talk in the smoking-room, and we retired to our beds to enjoy a good night's sleep and dream of big fish.

MR. FORD'S EXPERIENCE IN EUROPE.

In conversation with Mr. Ford of Hough & Ford, that gentleman told a very interesting story about his experience in Europe among shoe manufacturers. In times past, our foreign contemporaries have shown some very elegant styles of shoes in fancy makes which have given the impression that Europe is ahead of our country in the manufacture of the finest class of goods. But a tour among the shoe factories in England, France, Germany and Vienna, would easily convince the most skeptical that the class of goods made in this country that come under the head of fine shoes exceed in style and beauty anything produced in foreign parts, unless we may except the line of fancy satin or ball-room shoes, or a class of goods for which we have no sale. Mr. Ford says that he made an extended tour among the manufacturers in England, Germany and Vienna, and that while there he was very much surprised to see the class of goods produced for the finest grade. In Paris, the very nicest goods that are made, and which may be classed as A 1, are the product of cobblers and not shoe manufacturers. While in Paris, Mrs. Ford, who accompanied her husband abroad, visited one of the finest stores in the city and asked to see the nicest pair of shoes they had in their establishment. These goods were placed in her hands, and she afterwards confessed to her husband that it was a pair of shoes that she would not have purchased had she been at her own home in Rochester. Mr. Ford afterward explained that he found one firm, named Otto Herz & Co. who are manufacturers at Frankfort-on-the-Main, Ger-



D. ARMSTRONG & CO.

Manufacturers of

Ladies & Misses Fine Shoes.

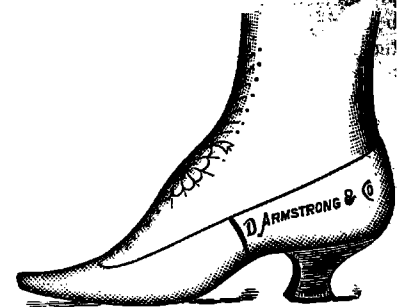
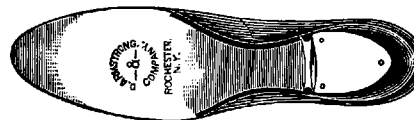
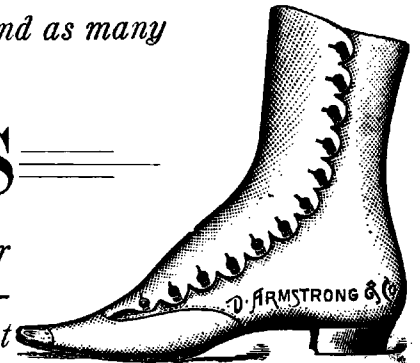
Rochester, N.Y.



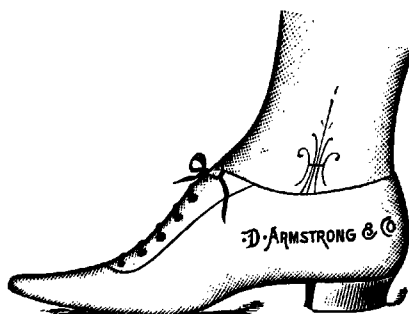
WE desire to call the attention of our old Customers and as many new ones as may be interested, to some of our

— NEW * STYLES —

For the Spring of '88 we shall have Four NEW Lasts; a Full Line of Oxfords, Slippers and Louis XV. Boots at prices to meet the popular demand.



We shall also add to our Regular Line, a Bright Finished KID BOOT, at \$2.25. We will make this on any of our Fourteen different Styles of Lasts, in any of the following Widths, AAA, AA, A, B, C, D, E and F. For the balance of the New Things, (and there are more,) either write for Samples or wait until our Salesman calls.



D. ARMSTRONG & CO., 120 MILL ST., ROCHESTER, N. Y.



ZACATECA.



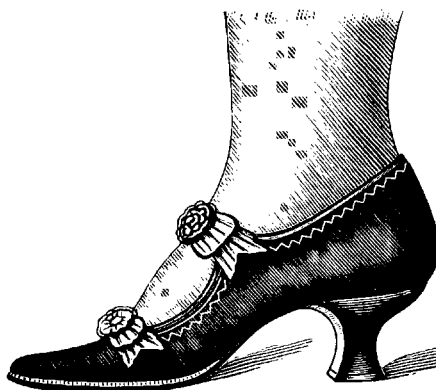
HABANERA.



CARUPANI.



COIMBRA.



CANARIA.



MENORQUINA.

many, and who made a very handsome line of goods, considering the class of workmen they have there compared with those we have in America. Mr. Ford's explanation of this seeming difference in shoes between Europe and this country is, that the feet are not as carefully looked after or as much thought of in the way of clothing as they are here in the United States, and he said that he was fully convinced that American boots and shoes could not be made to suit consumers on the Continent.

SPANISH STYLES.

The Dainty Productions of the Spanish Shoemakers for the Fair Senoritas.

We have frequently had occasion to refer to the excellent workmanship of the Spanish shoemakers, who give their attention to excellence and elegance rather than to quality and cheapness. Barcelona is one of the prominent cities of Spain and also holds a leading position in the shoemaking industry. La Zapateria Ilustrada (Shoemaking Illustrated), which is published at Barcelona, is specially noted for the excellence of the designs given in its illustrations. This is true of the artistic conceptions as well as in the

perfect proportions of the drawings. It looks like very simple work to make a sketch of a shoe for an engraving or lithograph, but four draughtsmen out of five will utterly fail to give anything that would be recognized by the designer of the shoe, the proportions in most cases being the most ridiculous possible. And yet nothing is prettier than the graceful curves of a well-made shoe. The illustrations given herewith are reproduced from the supplement sheets of La Zapateria Ilustrada and the perfect proportions of the outlines will at once be noticed.

The designs given are all for ladies' shoes. The first, called the Zacateca shows a handsome style with a decided novelty in the cut of the facings and toe-cap. It is described as being made entirely of gilded or bronzed kid or a still more striking combination is black kid with the front facing and top of white glazed leather. Other combinations will readily suggest themselves suitable to the demands in different localities.

The Coimbra is a very pretty novelty in a low-cut style, the top being described as white kid or gilded with plain kid vamp and quarter. An extra finish is given by the row of holes around the edge and smaller holes between the rows of stitching around the edge and at the top.

The Habanera is a pretty slipper style showing a pleasing modification of the ordinary cut for the top. Any suitable material is used, the ornamentation being given by the stitching work around the top and the handsome bow at the instep.

The Canaria is another modification of the ordinary slipper cut with a fastening over the instep with ribbon bows and ornaments. The material is very light leather suitable for the style. Silk or satin is also used.

The Carupani is a handsome design in congress style made of kid with the narrow serrated edged trimming of patent leather. The front piece with imitation buttons comes to a point at the top of the instep with the lower ends extending around at the sides of the vamp seam in something of an anchor shape.

The Menorquina is another modification of the congress style, showing still another variation in the edges of the vamp and heel piece. The ornamental front piece in this case is ornamented with small buttons and lace in addition to the pinking and stitching. The front piece extends further back at the sides of the vamp seam, giving a more pronounced anchor shape, the whole forming a neat and pleasing design.

The styles are all attractive, and offer valuable suggestions for designers.

AH THERE! ATTENTION! JOBBER AND RETAILERS.

SEE AND DEMAND

that our

REGISTERED LABELS

are put on every shoe you buy, it is a

SURE PROTECTION

*For you against fraud. It not only helps
sell your goods, but gives*

YOUR CUSTOMER CONFIDENCE,

As he knows no one would give such a guarantee if the shoes had a cheap pasteboard or shoddy Counter in them. You will make a friend of him and as long as he lives, he will buy of you again, will bring his children and his children's children to buy their shoes of you. You will have a clear conscience and sleep well nights, not having to lie awake thinking of the depreciation in the value of the shoes on your shelves from poor Counters.

NO MATTER HOW LONG

You carry shoes in stock, our guarantee holds good. And at any time if a pair of shoes is returned by a customer, that has our Counter in that has failed to outwear the shoe



GIVE A NEW PAIR OF SHOES

In place of them, or

REFUND THE CASH!

And on return of the shoes to us by mail, we will pay cash for them. "This is no taffy," as some parties say, we cannot afford to guarantee a shoe worth \$2.00 to \$3.00 a pair, for the small sum we get for a pair of Counters, but we do all the same, and know what we are talking about, and what we are doing, we use nothing but the best material, and make Good, Honest Goods. This plan we have followed for the past fifteen years.

**Nearly Ten Millions
Of Pairs of our Counters**

*Have been used by a Prominent Manu-
facturer in a*

Boy's and Youth's School Shoe,

In the past eight or ten years, and we have paid him for not over five pairs of shoes out of this immense number. No solid leather Counter could claim such a record.

Samples sent free to any part of the World

HATCH PATENT CRIMPER CO.,

See Blue Pages 44, 48 and 56.

Rochester, N. Y.

Haverhill Office, 23 Washington St., Boston Store and Office, 289 Devonshire St., Rochester Office and Factory, 121-131 River St.



There is nobody who gets as free much advertising as a free advertiser. By this is meant an advertiser who is liberal in expenditures. As an example of this may be mentioned the Waterbury Watch Co., whose advertising schemes have provoked comment by the press in all sections of the world. Their latest, and one of their most original enterprises was that of hiring all the barges and small steamers which could be rented on the Thames river several weeks before the Cambridge-Oxford boat race, and publishing in the daily papers at the time of the race that any person having a Waterbury watch could go aboard of these crafts free of charge. It is needless to say that the Waterbury watches sold like the traditional hot cakes, and many a man with a first-class gold case timekeeper in his pocket, rushed wildly into the nearest jeweler's and purchased a "Waterbury" for the sake of getting a good opportunity to observe this great race, which is to England an affair of national importance.

Slowly but surely, people are being brought to see the folly, if it can be called by no worse name, of wearing boots and shoes unfitted for comfort, and directly responsible for a great amount of suffering and disability. The anatomical requirements are being more respected by the makers of lasts and patterns, and it will not be long before the public will become so thoroughly in favor of healthy and strong feet encased in sensible and properly fitting boots and shoes that the destroying and monstrously senseless styles heretofore so much in vogue will be considered in the light of curiosities. One of the most original and persevering exponents of reform in footwear is Thomas R. Evans of Philadelphia, who this week has a very fine display of his patented boots, shoes and gaiters at the Mechanics' Fair in Boston.

Mr. Evans hits the nail on the head when he says: "Go to the savage tribes or the bare-foot boy for perfect-shaped feet. Go anywhere except to civilized and enlightened communities." In addressing the public he says: "See how your feet are deformed by wearing these instruments of torture and enemies of God," referring to the conventional footwear. "When you were a little child," he says, "your large toe stood right straight out. From wearing wrongly constructed and ridiculously absurd foot covering, see how your large toes are twisted and the corner stone knocked from under the arch. There are twenty-six bones in your foot, and tendons, muscles and ligaments. Every one of them is put there to work." Mr. Evans holds that the great toe should be in a direct line with the heel, the cap of the knee and the eye, and his boots and shoes as exhibited certainly do promise much in the direction of securing for the much abused pedal extremities of the human race, comfort, strength, and shapeliness.

On a sign in front of a cobbling shop in Philadelphia we noticed a few days ago the announcement:

"17 Minuets
for Half-Soling."

The minuet being a somewhat lengthy figure in the art of Terpsichore, we imagine that seventeen of these would take more than the average wayfarer can spare for having his understandings half-soled. Perhaps the cobbler meant minutes; if so we think he should take his sign painter to task.

Another sign under the window of a neat and attractive retail establishment read:

"Reliable Shoes Only."

There was a good deal in this announcement for a person of a reflective turn, and it would seem that people generally would be more likely to bestow their patronage upon a man who advertised in such a manner than upon a dealer who every few days has a startling placard:

"Everything in This Store Below Cost,"
"A \$2.00 Shoe for 75 Cents."

The scissors grinder with his tinkling bell and grindstone mounted like a wheel-barrow is now superseded in some large cities by the more pretentious outfit of a horse and wagon, in which are the grindstones with one, two or three workmen. In one city, we know of a grinder who has all the business he can possibly do, and drives about to the various factories, shops, meat markets, etc., wherever tools need sharpening, takes the knives, chisels or other implements into his covered wagon, and presently emerges therefrom with the jobs completed, gets his money, whips up his nag and drives to the next place.

Those who have read the very able and interesting articles from the pen of an English surgeon on "The Human Foot in Health and Disease" will have noticed his statement that there is no cure for corns. The only remedy for the pain and inconvenience caused by these plagues is to remove the cause, which is to be found in the boot or shoe pressing upon the diseased part. A corn once engendered, the "true skin" (underlying the epidermis) is punctured and never regains its normal condition. Removal of the cause of irritation will, of course, give relief, but a recurrence of the pressure on the part even years after will again give trouble. This is a fact that is not generally known, that there is no cure for corns.

CONFIDENTIAL COMMUNICATIONS.

New-Fangled Notions That Confuse the Public.

BY UNCLE GEORGE.

I am a man who loves to see everything go along without excitement and with no hitches anywhere.

My frequently expressed desire to see old-time ways observed and ancient ideas followed, creates some opposition among the upstart portion of the community, but not much sense can be expected from the majority of people nowadays, and I let a good deal pass without reply.

To show, however, that I am not mulishly set in my convictions, I am always ready to try new things if there is the slightest prospect of getting benefit thereby, and last week, having heard and read a good deal about the advance made of late in repairing boots and shoes, I was induced to try a man who had the following sign out in front of his shop:

BOOTS AND SHOES

HALF-SOLED WHILE YOU WAIT

For 75 cents!

I had some misgivings about this place, but I know that there is a great rivalry between some of these new-fangled repairing fellows, and so I took my chances. Said I to the proprietor,

"I want these boots of mine half-soled and I want a good honest job," and I looked him plumb in the eye. He smiled like a basket of chips, and said he,

"Certainly; in twenty minutes you can have them ready to wear."

"All right," said I, and sat down with my feet protected from the draughts by a newspaper. There were several other persons whose feet were protected in the same way, all waiting.

When I had sat so long that I had almost fallen off my chair two or three times through dozing, the shoes were brought to me, and I was about to pay for them when I noticed that one of the attendants was having a row with a customer.

"How long am I to wait?" said the customer.

"Wait for what?" asked the assistant. "You have your shoes."

"Yes, but I am now waiting for the 75 cents which you offer."

"Seventy-five cents! Why my dear man that is what you owe us for half-soling the shoes."

The man got mad then.

"Don't your sign say 'Boots and shoes half-soled while you wait for 75 cents,' I would like to know?"

The proprietor hastened to the man and tried to explain, but it was no use; he held that he had been swindled, and I regret to say that the stony-hearted proprietor of the place sent for an officer and forced the poor man to pay 75 cents or go to jail!

When we stop to consider the many confusing and mysterious devices placed before the people to ensnarl their understandings and bewilder their faculties by the shoe manufacturers and dealers, is it any wonder that mistakes and rumpuses result?

It was only the other day that I heard a shoe man say that Mr. Goodyear's welts constituted a large portion of the genuine hand-sewed goods sold in this country. I supposed that Mr. Goodyear must make good welts and so I remarked that I was pleased to learn that the welt business was good, and that Mr. Goodyear was selling so much welt leather.

The shoe man snickered and said he guessed I was "off."

What he meant I don't know, but evidently there was a hitch somewhere.

I am going to hunt up Mr. Goodyear and look over his stock. It makes me all upset to be in the dark on these matters.

COWLES BROS. & CO.,

MANUFACTURERS OF

Misses' and Childrens' Turned and McKay Sewed Shoes,

Office and Salesroom, 33 Market St. Factory 31, 33, 35 Mill St.

ROCHESTER, N. Y.



We are now making as a specialty a full line of Misses' and Childrens'

Goat, Straight Goat, Kid and
Dongola McKay Sewed Shoes

WITH SPRING HEELS,

And which we think are not excelled.

SEND FOR PRICE LIST.



A full line of samples can be seen at over No. 199 Madison St., Chicago. Ill.

HENRY R. HOWARD & CO.

MANUFACTURERS OF

LADIES' AND MISSES'

Fine Machine - Sewed, Hand - Sewed Welts!

AND

HAND - SEWED TURN SHOES.

ONLY THE BEST MATERIAL USED. WORKMANSHIP GUARANTEED

21 TO 27 NORTH WATER ST., - ROCHESTER, N. Y.

RANDOM NOTES ON TIMELY TOPICS

In reading the descriptions of the sumptuous furnishings of the special train which carries the President on his Western trip one cannot help making comparisons with luxury in former years. Men now living can easily remember the time when a coach-and-four was regarded as almost the height of extravagance. A coach-and-six was specially reserved for royalty or very high rank. But compare the most elaborate coach-and-six with the Pullman train which not only the President can have, but which can be engaged by any one with pretensions to wealth.

This is only an illustration of the changes which have been brought about by machinery. The scant earnings of the laborers in former years sufficed for only the barest necessities of existence. Comforts were only for the few, and luxuries only for the great ones whose positions gave them the power to levy tribute. Machinery has increased the productive power of the worker, so that articles that were formerly exclusive luxuries are now common necessities. The difference between the condition of common working people today, and say one hundred years ago, is as great or greater than between the coach-and-four and the Presidential train. The poorest now have the comforts that kings could not procure in former years.

It might be asked if this is so, how is the present discontent amongst the workers to be accounted for. The answer would be that it is only a phase of human nature. The human animal can never be entirely satisfied. There always is, and always will be, until human nature changes, a desire for something not possessed. This desire is as strong in the richest as in the poorest. The rich man of former times longed for the coach-and-six; now he wants nothing less than a Pullman train. In the future it will be something else. The man who now takes pride in a fast yacht will in the future probably spread himself in a gorgeously appointed air ship.

The workman in olden times was ambitious mainly for a full stomach, and to secure this he was willing to be the chattel of any strong armed fighter who would protect and feed him. He was content with a mud hovel without windows, with a hole in the roof to let out the smoke from the faggots that burned on the floor, and happy with a bundle of straw for a bed. Now the poorest must have a comfortable house, warmed by a stove, carpeted floors, and all the thousand articles of comfort and utility that were unknown then. But the serf envied and longed for the coarse rough fare and coarser clothing of the feudal lord with his cheerless barn of a castle, and the modern workman being of the same human species envies and longs for comforts or luxuries which he sees others enjoying.

It is almost as easy to persuade workmen now that they are oppressed, persecuted and downtrodden, as it was in the old feudal days. They do not stop to think of the changed conditions, indeed a great portion know nothing about the former conditions. It is the desire for something better that controls them, and although this desire is a source of trouble in some ways, it must be admitted that it is also the grand mainspring of all human progress. Without it we would all be grovelling savages or rather mere animals, for savages have the same human desires, and the same longing for something better than they already possess.

But what has all this got to do with business, and why this philosophizing? Well there is an application. Some timid souls are afraid that we are getting altogether too much machinery, and that there will be no demand for labor; that there will be an overproduction of everything, and finally something very like chaos or a grand smash up. These philosophers entirely overlook the most important feature of all, and that is the very phase of human nature we have been talking about. The laborer feels as poor today as he did two hundred years ago, although his condition is so vastly improved; while the rich are far less happy in the possession of their wealth. What does this prove? Does it not show that no matter how fast production may be increased, the desires or wants of the people will easily keep pace?

Take the labor required to furnish the Pullman train with the railway to run it on for a president's trip, and compare it with the labor required to supply the coach-and-six for a king's journey. Then figure out the probability of a decrease in the demand for labor. If it was a possibility for human nature to rest content with present conditions for even a brief period, there might be such a thing as overproduction by too much machinery. But human nature cannot be content. The old homely saying is, "Much wants more," and much always will want more. New inventions or new methods of production only mean new luxuries, which quickly pass, as the production is increased, from luxuries to necessities.

Take the continent of Africa for example, and aside from the fringe of coast settlements, the condition of the people is the lowest in human scale. They are not troubled with machinery, and we might add that they are not troubled with wages either. The wants of the people are few. Nature is lavish with food, and a few feathers with a daub of paint answers for rainment. It is an ideal condition for the labor reformers because the natives are opposed to ten hours a day, or eight hours a day, or any hours at all. They are free from grinding monopolies and all capitalistic tyrants. All the dreams of the socialists and Henry George land theories are fully realized, and it is only necessary to adopt the labor reform, socialistic, Henry George ideas to bring us up or down, as the case may be, to the African level.

But suppose the Africans were to discard these theories, or rather the practice, for they are not troubled with theoretical cranks.

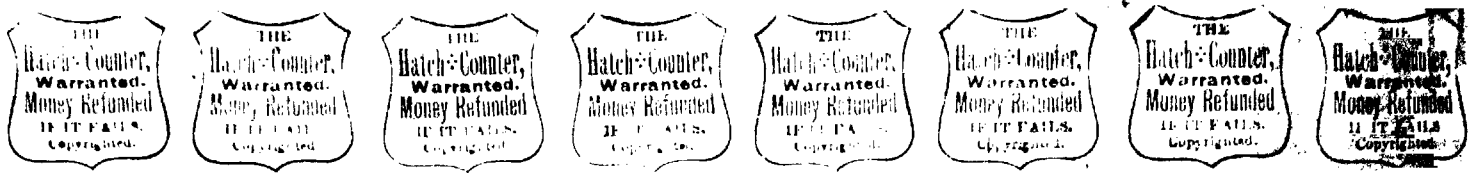
Suppose their human nature was stirred up with a knowledge of the comforts of civilization. Suppose every male African should suddenly be seized with a desire for a cotton shirt and overalls, and every female African with a desire for a dress, where would the articles come from, if there was no supply from outside? There would be an immediate demand for labor, with an increase in the working hours. Then would come more wants with more demand for labor to supply, until the point was reached where unaided labor could do no more, and machinery must come in to assist. In just so far as the African progresses from his present position will he have new wants to supply, for which there must be more labor and more machinery.

In this view of the case it will be seen that the talk about overproduction is misleading. As long as there are so many millions of people who are unable to obtain what we consider actual necessities, it is clear that so far from being an overproduction there is a want for more. What these people need is employment that will enable them to earn enough to supply themselves with these necessities. Instead of reducing production, which means throwing laborers out of employment, more machinery is needed to further reduce the cost, thus increasing the demand and furnishing more employment.

Take the manufacture of watches for an illustration. A few years ago watches were a luxury that only a comparative few could indulge in. A watch represented an amount of skilled labor that put the cost beyond the means of the majority. Machinery was introduced, and the skilled watchmakers looked with alarm on what they thought was a death blow to their occupation. They argued naturally enough that the machines would supply the demand for watches with a much less number of workmen. The increase in the demand was not considered. But the increase came with the lower prices, and watch factories have multiplied. More workmen are engaged and wages are higher.

Much the same result is found in the shoe-making industry. More machinery with lower prices has increased the demand. Wooden shoes are discarded. Instead of the stoga boots of former years with their cast iron solidity, the demand now calls for finer work and more labor to produce them, more workmen are employed than with the old methods of shoemaking, and they earn better wages. This is true of all other industries, and it is almost an invariable rule that the highest wages are earned in the industries that employ the greatest amount of labor-saving machinery.

The labor agitators and socialistic shouters either do not take the trouble to inform themselves of these facts, or else they willfully suppress them in order to make out a case to carry their own ends, and make the workmen feel dissatisfied. This is their stock in trade, for without this dissatisfaction their occupation as champions of the oppressed would be gone, and they would be obliged to face the cold world and earn their living the same as other people who do not make such professions of philanthropy.

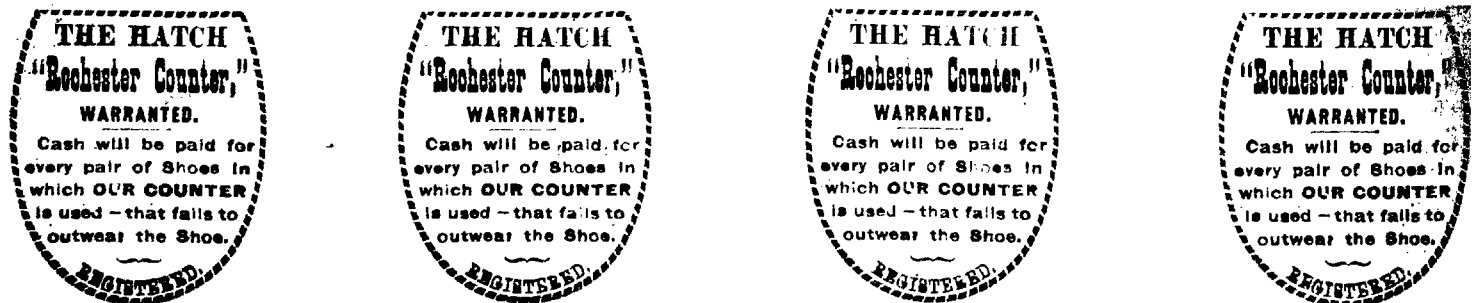


TO THE RETAILERS AND JOBBERS OF SHOES THROUGHOUT THE WORLD!

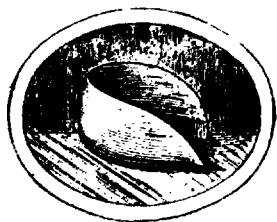
We desire to call your especial attention to our new Patented Labels, which should be ordered placed on every shoe you buy. By doing this you protect yourself from all imposition, and in this way get the genuine

Hatch Rochester Counters.

As no one dare infringe upon this label without laying themselves liable to a heavy penalty, we have been obliged to adopt and patent these labels in order to protect, not only ourselves, but our customers from unscrupulous manufacturers who claim to use the genuine Hatch Counter, but who, in fact, use inferior goods, which do not give satisfaction.



By referring to our patented label you will see we guarantee the Hatch Rochester Counter, as made by this company, to **outwear any shoe made**, to the extent that the cash can be refunded or a new pair of shoes can be given to your customer, should a pair be returned in which our Counter is used that has failed to outwear the shoe. The genuine Hatch Rochester Counter is equal, if not superior to the best solid sole leather counter ever made, and is far superior to any of the so-called all leather counters made from two or more pieces of leather, which will decompose and break down when subjected to dampness or moisture from the feet, after being worn in the shoe. **Order the GENUINE HATCH COUNTER in all goods.** They are reliable and made honestly, if it were not so, we would not dare give such a guarantee. Samples free to any part of the world.



THE HATCH PATENT CRIMPER CO.,

Original Inventors and Only Patented of the

CELEBRATED HATCH ROCHESTER COUNTER.

BOSTON, OFFICE:

291 Devonshire Street.

HAVERHILL OFFICE:

28 Washington Street.

ROCHESTER, N. Y., OFFICE:

121 to 131 River Front.

Our "Excelsior Counter" is made and intended only for a fine single sole kid and Goat shoe, and only warranted when so used, but manufacturers who use this Counter in a heavy shoe do so at their own risk. A full stock of these Counters can be found at our store, 291 Devonshire St., Boston.

See Blue Pages 44, 48 and 52.





REGULAR RUBBER BRANDS.

The following are the brands used by the Rubber Shoe manufacturing companies on their goods, the first quality bearing the brand of the factory, while the cheap brands are names of fictitious companies.

FACTORY BRAND.	2ND GRADE BRAND.
Boston Rubber Shoe Co.,	Bay State Co.
L. Candee & Co.,	Atlantic Co.,
	None now Made.
Woonsocket Rubber Co.,	Rhode Island Co.
Hayward Rubber Co.,	New England Co.
Goodyear's M. R. Shoe Co. } (Wales Goodyear)	Connecticut Co.
American Rubber Co.,	Eagle Co.
Para Rubber Shoe Co.,	Amazon Co.
National Rubber Co.,	Empire R. Shoe Co.
New Jersey R. Shoe Co. {	J.co.Goodyear Shoe.
	J.co.Goodyear Boot.
Meyer Rubber Co.,	No Seconds Made.
New Brunswick Rubber Co., {	Phoenix Co.
	Essex Co.
Goodyear I. R. Glove Co.,	No Seconds Made.
Lycoming Rubber Co.,	No Seconds Made.
Lambertville Rubber Co.,	No Seconds Made.
Union India Rubber Co. }	Royal Rubber Co.
Goodyear Rubber Co. }	
Ray Rubber Co. formerly Franklin R. Co.	
L. B. Smith Rubber Co.	North Star R.Co.

THIRD GRADE BRANDS.

Imperial Rubber Co., mfd. by	National R.Co.
Globe Rubber Co., " "	American R.Co.
Norfolk Rubber Co. " "	New Brunswick R.C.

SPECIAL BRANDS.

Guaranteed as firsts by factories making them:	
Parker's Leather-Soled Rubber Boot	by Boston R. Shoe Co.
Same Made	by Para R. S. Co.
Hannaford Boot	by Boston R. S. Co.
Newark I. R. M'fg Co.	
Crack-Proof, Gold Seal, Coasting, Toboggan,	} Goodyear Rub. Co.
Stout's Patent Snag Proof Boots by Lambertville Rubber Co.	
Napoleon Gun Deck Boot by L. B. Smith R. Co.	

SPECIAL BRANDS.

The following brands are manufactured to order for jobbers, some are professedly firsts, others seconds and thirds. The factories making these brands although asked to do so have not informed the RECORDER whether they will guarantee them as firsts, seconds or thirds:

Western Rubber Co.	by Para R. S. Co.
Garden State Rubber Co.	by Para R. S. Co.
Lumbermen's Rubber Co.	by Para R. S. Co.
Solon Rubber Co., Nepoag, Con.,	by Para Rubber Shoe Co.
Reliable Rubber Co.	by Woonsocket R. Co.
Warrantable Rubber Co.	by Woonsocket R. Co.
Rubber Footwear Co.	by National R. Co.
Field, Thayer & Co.	by Am. Rubber Co.
Plymouth Rubber Co	by New Brunswick Co.

Ætna Rubber Co. (Boots)	by Brown & Co.
Mystic Rubber Co.	by Brown & Co.
Newark Rubber Co.	by Union Rubber Co.
Childs, Groff & Co.	by Ray Rubber Co.
G. W. Meader's Boot	by Ray Rubber Co.
Standard Rubber Co.	
Pacific Rubber Co.	
Goodyear Process (in a horse-shoe.)	By L. B. Smith Rubber Co.

Retailers and jobbers are requested to promptly notify the RECORDER of any new brands not on the list of regular or special brands, as printed on his page, together with name of party offering same and any information which may assist the RECORDER in locating the manufacturer.

ORPHAN (?) BRANDS.

The brands named below are not reported by any factory as their product, either as firsts, seconds or thirds. Any factory recognizing their offspring below, can have it classified by writing the RECORDER, and stating the grade they guarantee the brand to be.

Elastic Rubber Co.
Long Pond Co.
Star Rubber Co.
Litchfield Rubber Co.
Westfield Rubber Co.
The Baltic Rubber Co.
Vulcan Rubber Co.
Boston Ideal Rubber Co.
Nemo Rubber Co.
Goodyear Boot and Shoe Co.
Standard Rubber Co.
Providence Pure Gum Duck Boot Co.
Hiram B. Aylsworth Boot.

Retailers will please send in the names of such stray brands as may come to their notice.

WIDTHS AND SIZES.

The RECORDER recently spoke of the disappointments suffered by retailers through demanding late shipments. The caption of this article is its twin and almost its equal in disturbing the well-laid plans of solid, conservative shoe dealers. In considering it the RECORDER does not wish its retail readers to suppose for a moment that it is written with the idea that the retailer is not the best judge himself of what sizes and widths his stock demands, but with the desire of pointing out *why* a long time is taken in filling special orders, if at all, and *how* a very similar sizing could be obtained at once, and so promptly that a few pains over actual needs would stand a good show of being cleared out by the longer season that they would be exposed to in the retailers shop for exhibition and sale to his customers. To begin with it would perhaps be profitable and certainly fair to consider the predicament of both jobbers and factories who find themselves loaded up with orders for special sizes and widths.

It is a *fact*, that give two shippers in a jobbing house each an order to fill, one an order for fifty cases of regular goods in usual sizes and widths, and the other an order for a single case of twenty-four pairs of special sizes and kinds, and the first shipper will have his order of fifty cases lined up to ship before the second shipper with equal diligence will be able to get the cover nailed down on his single case. This comparison of the relative time required to fill regular and special orders is borne out by the experience of *all* large shippers.

With the factory the case is worse; all lasts are ordered in sets, and an order for a single case of special sizes will frequently break up three or four sets of lasts in order to get those called for. Thus, the producing power is reduced three-fourths to permit making the special sizes demanded in the other fourth, for the balance of the lasts if used would only turn out irregular sizes that could not be used on other orders.

For these reasons neither factory or large jobber can, during the busy season, give much attention to special sizes. When everybody is pushing to have their orders filled, both factories and jobbers must employ all their energies on those orders that will permit of the largest production and shipment, and only when this is done can the special orders be opened out for work. Many a jobber has promptly forwarded to the factory a retailer's order for special sizes in May and June, only to have it filled or canceled in November or December.

Some readers may say that the remedy for this consists in factories and jobbers carrying larger and more complete stocks, and that remedy would be possible if there was a margin for profits in manufacturing and selling rubber shoes, but the majority of the trade (retail) would prefer to save 5 percent on their purchases rather than pay that extra for special sizes, and it is certain that 5 percent does *not* pay the extra cost between a package and jobbing business.

Some jobbers advertise to fill sizes, but how do they fill the orders? By putting in all brands and several grades of goods at one price, and thus getting in the extra price that they make by putting in low grade or second goods at first grade price, the extra 5 or 10 percent which the added cost of doing this kind of business necessitates.

But even these jobbers cannot and do not keep sizes and widths on *all* goods. The staples are to be had in the size racks, but the very goods which the retailer desires to take into stock sparingly, the goods that have only a limited call are not to be found there. Jobbers do not wish to overstock on them any more than the retailer.

In seeking the remedy for the disappointments occurring to the retailer from these causes, let us first examine the need for special orders. In the first place, the experience of both jobbers and retailers carefully noted is, that if one year the purchases run heavily on small sizes they are very certain to be overstocked on small sizes and the following season to run to the other extreme of ordering all large sizes. Buying of extreme sizes one year almost always obliges the buyer to go to the other extreme in his purchases the next year.

In the second place, if a retailer does not think his trade will call for a full case (except hip boots) of shoes of a given style and width, he had better leave them out. There will not be any money for him in a trade that will necessitate a stock of goods for the profit on less than a case of the total value of not over twelve or fifteen dollars.

Not a few retailers endeavor to increase their stock on kinds not sold largely by ordering two styles or two widths to a case. Don't do it; it can't be profitable to you. It simply educates your customers to ask occa-

TACKLESS, SQUEAKLESS, WATERPROOF SHOE.



A tackless shoe has long been desired and called for by the trade generally, and by consumers in particular. Frequent complaints of corns on bottom of the feet and rusting of stockings, also of stiff and squeaky shoes, have been made, without any relief. All of the above complaints can now be avoided by using our **tackless shoe**, lasted on a new machine invented by our senior, and our new process which does away with the lasting tacks and sole laying nails, leaving the insole as smooth as hand made. Shoes made by this process are **squeakless, flexible and waterproof**, and must supersede hand turned shoes, as they are made durable and less likely to rip, not costing so much to make. We rivet at the toe and ball the upper to the insole to prevent the shoe from coming loose at those points when the outsole is worn thin. A shoe made as above is made desirable, and in the near future will be universally worn. We are now ready to receive orders for Misses', Children's and Infant's Spring Heel goods in Straight Goat, Bright Dongola, Cur. Kid and French Kid. Button Boots. We keep in stock Infant's Straight Goat and Dongola at \$1.00, all sizes and widths to supply on demand.

HATCH FLEXIBLE SHOE CO., ROCHESTER, N.Y.

A. C. EASTWOOD,

**FINEST GRADES
GENTLEMEN'S
SHOES.**



**Cordovan,
Kangaroo
AND Calf.**

HAND SEWED GOODYEAR WELTS.

And the Genuine **PURITAN WATERPROOF CALF SKINS**, in Gents Fine Shoes for Winter Wear.



For Style, Fit and Wear,
Equalled by Few, Excelled by None.

FACTORY AND OFFICE:

**Mill, Cor. Factory Street,
ROCHESTER, N. Y**

We Warrant our **GOODYEAR WELTS** to Wear
EQUAL TO THE BEST
HAND SEWED.



sionally for what you do not intend to keep a full stock of, and after they find that you have not the size and width that they desire, the chances are ten to one that the desire will be so intensified that a search of your competitors' stores will be made for the shoe, and if found the competitor who has it has got the call on that customer. A retailer who has made up his list of stock wanted with these two points in his mind, can, if he knows the runs, almost always get his order made up in the regular runs of sizes packed by the factories and kept in stock by the jobbers.

For instances, nearly all factories pack men's boots in 6 to 8, 6 to 9, 6 to 10, 6 to 11, 7 to 9, 7 to 10, 7 to 11, 7 to 12, 8 to 10, 8 to 11 and 8 to 12, and by ordering combinations of these sizes, any retailer can get what he needs without making out an order to be packed in solid or special sizes. It should, however, be remembered that hip and thigh boots and light boots are seldom made in 12's, and the runs from 8 up are seldom packed.

In wool goods, Arctics and Alaskas (not self-acting), the runs are only varied by the larger sizes made; they are 6 to 9, 6 to 10, 6 to 11, 6 to 12, 7 to 10, 7 to 11, 7 to 12, 8 to 11, 8 to 12, 8 to 13, 9 to 12 and 9 to 13.

Sandals and self-acting goods for men are packed similarly, except that no 13's are packed, and the runs from 9 up are omitted, and in the smaller sizes 6 to 8 and 7 to 9 are packed.

Lumbermen's goods are packed in runs same as Arctics and Alaskas.

All these goods are packed for boys in runs of 1 to 6, 2 to 6, 3 to 6, 4 to 6, 5 to 6, and from the small sizes up to 5 instead of 6.

Youths' sizes on such goods as are made for youths are regularly packed 9 to 13½, 10 to 13½, 11 to 13½.

Misses' goods are packed 11 to 2, 12 to 2, 13 to 2, 1 to 2, and by some factories 11 to 13½. Children's goods in boots are packed 6 to 10½, 7 to 10½, 8 to 10½, 9 to 10½, and on such other lines as are made for children, 4 to 8, 4 to 10½, 5 to 8, 5 to 10½, 6 to 10½, 7 to 10½, 8 to 10½ and 9 to 10½.

In women's as in men's goods, the packing varies according to the line. Women's boots are packed regularly 2½ to 5, 2½ to 6, 2½ to 7, 3 to 7, 3 to 8, 4 to 8 and 5 to 8.

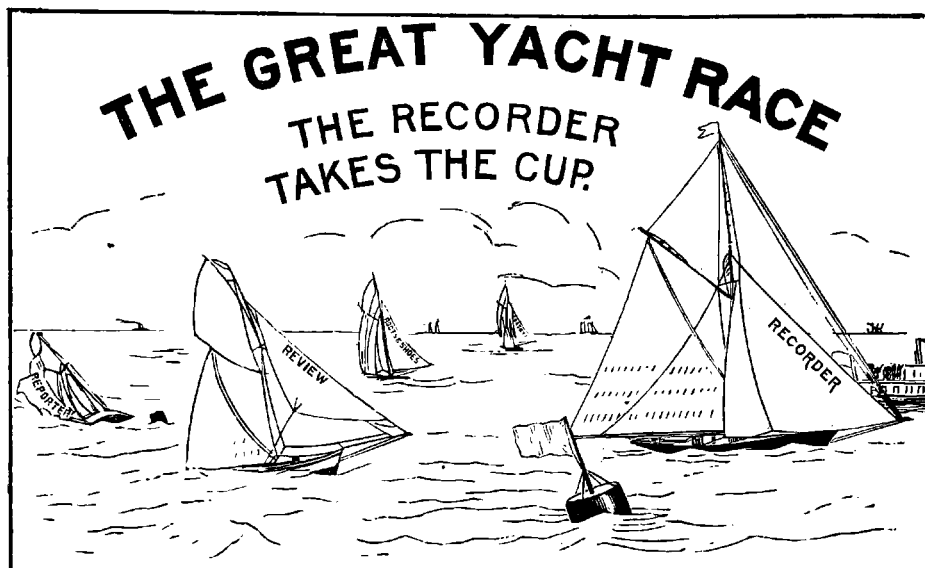
Women's Arctics and Alaskas are packed 2½ to 5, 2½ to 6, 2½ to 7, 3 to 7, 3 to 8, 4 to 8 and 5 to 8.

Women's sandals and croquet run 2½ to 4, 2½ to 5, 2½ to 6, 2½ to 7, 2½ to 8, 3 to 7, 3 to 8, 4 to 8, and in heavy goods 5 to 8 are made.

These runs may not be regularly packed by all factories, and some factories may pack a few runs not here given, but nearly all factories use the runs given above.

In specialties for men nothing over a 12 is made, and 12's are not made except on a few shoes. Only one or two factories make men's goods in half sizes except on the specialties.

Women's specialties are seldom made in 8's except on wool lined goods. French heels are not made on wool lined goods except by one or two factories.



Don't order goods in solid sizes if you want prompt filling of order. The factory will at once send you all that will apply. Of course the less desirable sizes, and you may be weeks and months even without a case of the middle sizes which you need most. Order regular sizes, and reinforce those sizes you expect to sell most of by a small order of solids in addition, then you will get an assortment of sizes in your first shipment.

RUBBER NOTES.

A keeper has been placed in the National rubber works, Bristol, on attachments issued in a suit brought by Shipton Green of New York, for stock furnished. The works were already closed, the operatives being out on strike for payment of deferred wages.

"Ladies' rubbers, all sizes, new style, at 19 cents." This is a flaming advertisement sent out by a retail shoe firm of Boston in last Sunday's papers. It also adds: "They are regular 35c. goods. It is an unusual opportunity for ladies to purchase their fall supply of rubbers. We shall sell only two pairs to each customer." What nonsense, yet there are no doubt hundreds of consumers who will read the above, and believe every word of it. If these goods are worth 35c. we will guarantee to sell the entire lot in one hour for more than 25c. per pair.

A NEW RUBBER CO.

Muncie, Ind., to be the Seat of Operations.

Last week, Thursday, there was filed for record with the Recorder of Delaware county, Ind., the following article of incorporation: "Know all men by these presents, that we, John W. Nutt, Clement G. Petchell and Joseph D. Mitchell, all citizens of the United States, do now and hereby organize a corporation in Delaware county, State of Indiana, to be called known as 'The Muncie Rubber Company.' The object of which corporation is to manufacture rubber goods, such as hose, belting, boots, shoes, clothing and other rubber articles, at or near the city of Muncie, in Centre township, Delaware county, State of Indiana, and to transact any and all business connected therewith.

The capital stock of this corporation shall

be \$250,000 to be divided into shares of ten dollars each, and the term of existence of this corporation shall be fifty years.

This corporation shall have three directors, and the following named persons shall constitute the board of directors for the first year, who shall manage the business of said corporation, viz.: John W. Nutt, Clement T. Petchell and Joseph D. Mitchell.

In witness whereof we have hereunto subscribed our names, this 21st day of September, 1887.

Signed.

{ John W. Nutt,
Clement T. Petchell,
Joseph D. Mitchell.

The gentlemen interested in the concern are from New York City, and are in Muncie to select ground and make necessary arrangements for building the factory. In all probability the ground that will be selected will be a part of the Watson Subdivision now owned by the Harris syndicate. Arrangements are now being made for securing railroad facilities for the approved site.

THE GREAT YACHT RACE.

We take pleasure in presenting on this page an illustration of the most exciting event in the shoe and leather trade of the country for 1887—the great race of trade journals for popular favor. About six years ago when the RECORDER first made its bow for popular favor, the writer well remembers the remark made by a representative of one of our contemporaries. "Do you ever expect to make your paper a permanent thing?" he asked. "That is about what we are here for and what we are going to work for," was the reply. "You might as well sail against a gale of wind," was the parting salute and encouragement we received. Well, if sailing against the wind was necessary, it must be done. In order to secure success we were well aware it meant work. In order to secure confidence it meant honesty on our part. The mainsail was hoisted, the yacht RECORDER was let loose, and in the great race she passed all competitors, and came in to the home stake several miles ahead. The illustration shows the positions of the others, and it will be noticed that one is in a bad way.

The RECORDER takes the cup.

GOODYEAR BOOT & SHOE MACHINERY MANUF'RY,

WHERE ARE MANUFACTURED

GOODYEAR LOCK-STITCH MACHINE, for Stitching Shoes in Shank and Fore-part while Shoe is on Last.
 GOODYEAR WELT MACHINE for Stitching on Welt in Shank and Fore-part while Shoe is on Last.
 GOODYEAR TURNED SHOE MACHINE, for Sewing Sole and Upper together while Shoe is on Last.
 GOODYEAR INSOLE AND OUTSOLE CHANNER. GOODYEAR WELT GROOVER AND BEVELER.
 GOODYEAR WELT SKIVER AND STRIPPER. GOODYEAR SHANK SKIVER.
 GOODYEAR WELT BEATER.



THE above cut shows one of the finest manufacturing establishments in the city of Boston, provided with the most modern improvements in machinery and fine tools for the manufacture of the machines referred to above. It is a large four-story detached building, with good light on four sides, with steam elevator, and ample power and facilities for all demands upon the Company. These machines are now extensively used by the manufacturers throughout the country, including the following firms in the city of Rochester:

Armstrong, D. & Co.
 Thomas Bolton.
 Cowles, Bros. & Co.
 Curtis & Wheeler.

A. C. Eastwood,
 Goodger & Naylor.
 Holland & Egan.
 Maloney, O'Connor & Co.

S. K. Newcomb,
 John Piehler.
 E. P. Reed & Co.
 Reynolds & Eddy.

S. Rauber & Co.
 Williams & Hoyt.
 Wright & Peters.
 Weaver, Thomas & Kirk.

The most recent production of the Company is their **New Lock-Stitch Machine**, now complete in all its parts and guaranteed to give BETTER work in QUALITY, and CHEAPER in QUANTITY than can be procured by the ordinary process of hand sewing.

For Circulars and Particulars, Apply to

Goodyear & McKay Sewing Machine Co., - 158 Summer St., Boston.



Walter B. Cross goes West this week for I. A. Beals, Brockton.

The Volunteer is as steady as a "regular." (Thistle be Paine-ful to many.)

Field, Thayer & Co.'s representatives are nearly all at home preparing for the fall campaign.

If it is a question as to which to leave at home your overcoat or your cane, leave your overcoat.

N. F. Eppis is representing Walden & Roberts of Cleveland, Ohio, in the northern part of that State.

The advent of new and killing fall suits on Summer street indicates that the boys are aching to be off.

Silas Schoonmaker is traveling in New York State for W. F. Freeman of Albany, N. Y., and makes his headquarters at Kingston.

Every week Henry Clark visits Haverhill, Mass., in the interests of Hosmer, Coddington & Co. He also canvasses a portion of Western Massachusetts.

Herman Ternes will start out on a trip through Iowa and Southern Dakota about the 16th of this month. He represents Tirrell, Church & Co., Boston.

John H. Cross, representing Cross & Bancroft of Lynn, has just returned from a tour in New York State, which was productive of a goodly number of orders for his firm.

C. D. Wheelock, E. A. Terhune, Arthur Jenkins and W. A. Oakman, representing W. L. Douglas of Brockton, will start on their Western trips about the 15th of the month.

The demand for wooden bottom brogans indicates that rural fathers with sparkable daughters are alive to the fact that winter approacheth, and that the price of fuel is skyward.

L. H. Howe is engaged to represent Parker, Holmes & Co., as city and suburban salesman in their rubber department. Mr. Howe was formerly with the Warren Boot and Shoe Co.

C. E. Wyer has gone South for Cox, Gardner & Dorr, manufacturers of men's fine shoes, Boston. He also carries a line of women's and misses' specialties made by Cross & Bancroft, Lynn.

E. M. Stack, dealer in general merchandise, Federalsburg, Maryland, is about to sell out his business and go on the road as a salesman, taking in the Maryland peninsula and States of Delaware and Virginia.

Tom S. Slack represents the P. Cox Mfg. Co. in Iowa, Minnesota, Nebraska and Dakota. Mr. Slack is a friend of the RECORDER, and we owe him an acknowledgement for a communication last month,

Fred A. Woodbury weekly visits the retailers on the line of the Boston & Maine railroad between Boston and Portland, and also looks after the trade in Auburn and Lewiston, Me., for Parker, Holmes & Co.

Elijah Holbrook is reputed to sell more goods in Connecticut than any other man who visits that State. He represents Hosmer, Coddington & Co., Boston, and when he gets into a town it doesn't take the dealer three or four days to learn that fact.

R. M. Shaw & Co., of Parkersburg, West Virginia, is a firm of commercial travelers, composed of Mr. Shaw and his brother, formerly partners in the firm of William Logan & Co., Parkersburg. They represent Edmunds & Mayo of Boston, and have established a fine trade in their section for this enterprising house.

S. W. Jennings has made arrangements to represent Cross & Bancroft, manufacturers of women's and misses' specialties, Lynn, Mass., in Illinois, and will begin his trip at once. W. E. Bailey travels for the above firm in Ohio, and will soon be upon the ground with a full line of samples.

J. G. Earle, representing Nathan D. Dodge, ladies', misses', and children's fine shoes, Newburyport, Mass., left for the South last Saturday. H. P. Gleason started for the Pacific coast the same day. Mr. Dodge's line has been enlarged by the addition of a lower priced line than his regular goods, and the variety is now very large and complete.

The Boot and Shoe Travelers' League has furnished its new rooms, paid the bills and has \$250 in the treasury. Over \$700 was subscribed by manufacturers and outside friends in the trade. Several contributions of decorative and useful articles were received. Mr. H. B. Little, of E. P. Dodge & Co., donated a large handsome picture, the RECORDER sent another, Hayes, Gage & Loomis contributed a fine clock, and President Page an elegant ice-water service of silver. A rooms committee has been elected, composed of William H. Huntington, George Ahl and W. H. Balkam, who will have charge of the making of rules and other matters pertaining to their office.

PROMINENT RETAILERS.

Men Who Were at the Chicago Convention.

Three weeks ago the RECORDER published the portraits of twenty-three of the leading retail shoe dealers who took part in the recent convention held at Chicago. In gathering together this list, we were as careful as possible to present the names of those dealers who could be called active. After the publication of that issue of the RECORDER, one of our friends happened to step into this office, and upon running over the list, made the remark, "What is the matter with Samuels?" We immediately found that we had left out one of the shining lights of the National Retail Shoe Dealers' Association, and take great pleasure in presenting his picture in this issue, which is an excellent one, and a brief sketch of his life.

J. SAMUELS, of Hartford, Conn., was born in Jersey, England, in March, 1845. He came to this country with his parents in 1855,

when he was ten years old, and located in Cincinnati, where he attended school. After



J. SAMUELS, HARTFORD, CONN.

becoming acquainted with the manners and customs of this country, Mr. Samuels became quite a traveler, having visited the Indian Territory, Texas and several Southern and Western states up to the time he was fifteen years old. He commenced in the shoe business in Boston in 1873, and two years later sold out and established himself at his present location in the spring of 1875, under the firm name of Hirshberg & Samuels, to which the present firm of J. Samuels & Co. succeeded in January, 1886. Mr. Samuels conducts the largest retail store in Hartford, employing six clerks and a boy, and he is rather proud of the fact that he can cash his bills in ten days. He is a smart shrewd buyer, and is a man well liked by his customers in general. In writing to the RECORDER he says: "I have always been an ardent admirer and supporter of the BOOT AND SHOE RECORDER and consider that to it is greatly due the existence of the National Shoe Dealers' Association. I was present enjoying the Association at Boston at its first meeting, and then and there agitated the question of Standard Measurements. I was at that meeting appointed chairman of the committee on the same. At the second convention held in Philadelphia our committee brought in a tabulated system of Standard Lasts Measurements, and the same has since been adopted." Mr. Samuels is quite prominent in social affairs, being a member of the Masons, Odd Fellows and several other associations.

"Bub," said a patrolman to a boy on Brush street, "I am looking for a crazy woman. Have you——?"

"Yes, sir, I know where she is. She's right in that house."

"Ah! Then she went in there, eh?"

"Yes, sir, and she's my mother."

"What?"

"She asked pa for \$4 this morning, and he said she must be crazy. Please don't call the wagon and get all the neighbors out, but take her out the back way!"

BOOT AND SHOE RECORDER

PUBLISHED WEEKLY BY THE

RECORDER PUBLISHING COMPANY,

82 and 84 Lincoln Street,

BOSTON, MASS.

PUBLISHERS' NOTICE.

Subscription.—The Subscription price of the BOOT AND SHOE RECORDER is \$2.50 a year which includes postage.

Foreign Subscription.—Foreign subscriptions must be prepaid. The rates are as follows, including cost of postage: Great Britain, \$4.50 per year; France, \$4.50 per year; Germany, \$4.50 per year; Australia, \$3.50 per year.

Remittances.—Cash must in all cases accompany subscriptions, and can be sent by Bank Draft, P. O. Money Order, Registered Letter or Postal Note. Do not send personal checks.

Foreign Agents.—Messrs. C. S. LARRABEE & Co., Frankfurt-O.M., Germany, are our authorized agents. They will receive subscriptions, advertisements, etc., at our regular rates.

Advertising Rates.—Card of advertising rates furnished on application. For rates for Wants, For Sale, etc., see Want page.

To Correspondents.—We shall be glad at all times to hear from correspondents, but in all cases shall require their full names, not necessarily for publication, but as a guarantee of good faith.

To Subscribers.—The receipt of the RECORDER after first subscription is equivalent to a receipt for money sent. Thereafter, bills will be sent upon expiration and papers will not be discontinued unless so ordered.

Newspaper Decisions.—The attention of subscribers is called to the U. S. decisions and laws in relation to newspapers.

1. Any person who takes a paper regularly from the post-office—whether directed to his name or another, or whether he has subscribed or not—is responsible for the pay.

2. If a person orders his paper discontinued, he must pay all arrearages, or the publisher may continue to send it until payment is made, and collect the whole amount, whether it is taken from the office or not.

3. The courts have decided that refusing to take newspapers and periodicals from the post-office, or removing and leaving them uncalled for, is prima facie evidence of intentional fraud.

About Renewals.—When you renew your subscription to the RECORDER, be particular to state in your letter that this is a renewal. This is absolutely necessary in order to give you full credit.

Entered at the Post Office, Boston, Mass., as second-class matter

Address all communications to

The Boot and Shoe Recorder,

82 and 84 Lincoln Street, Boston, Mass.

WEDNESDAY, OCTOBER 5, 1887.

A GREAT OFFER.

Good to January 1, 1888.

TO NEW SUBSCRIBERS:

From now to Jan. 1, 1888, we make the following special offer. To each new subscriber to the RECORDER who will send \$3.50 we will send the RECORDER one year prepaid and one copy of

GASKELL'S IMPROVED SYSTEMATIC MEASURE BOOK.

This book is without doubt the best thing of the kind ever published. In size it is 10¾ x 15 inches, and contains 300 pages with full index in front part. Each page is arranged

with lines for the name, street, town and date, and a full list printed on each page for taking measurements for custom work. It is complete. This book is copyrighted. We offer it for sale to any one who would like a copy for \$1.50.

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WITH THIS NUMBER the RECORDER enters upon its twelfth volume, or the closing half of its sixth year. Naturally we feel some little satisfaction at being able to present the largest weekly trade paper in the world. We always had a fair opinion of ourselves, but when the first number of the RECORDER was issued in April, 1882, as an eight page monthly, we really and truly did not expect to grow quite so fast. But here we are. We have good scriptural warrant for not hiding our light under a bushel, and now that we have progressed from a tallow dip to a blazing electric light mounted on a Bartholdi statue, so to speak, enlightening the trade, of course all bushel covering is out of the question. The present number of one hundred and twenty pages has never been equalled by a weekly publication, and but rarely equalled by monthly journals on special occasions.

It was not our intention to publish a specially large number on this occasion, though we did set out to make some return to our Rochester, N. Y. friends for the cordial support they have given the RECORDER almost from the first number. We did think that on this occasion we would do something to get even with them, but instead of this, they have fairly swamped us with additional favors, leaving us under more obligations than ever. We take some comfort in the fact that we made an honest effort to do something worthy of the subject and the occasion. It is also a satisfaction to feel that the RECORDER was the first to give the trade in Rochester the prominence that it was fairly entitled to in the columns of a journal representing the boot and shoe industry.

It cannot be said that the RECORDER is trying to boom Rochester, for the manufacturers there have fairly won all they have gained by honest work and untiring energy in pushing their business, meeting all demands, and even anticipating the wants of the trade. Without any reflection on members of the trade in other sections, it may truthfully be said that taken collectively, the Rochester manufacturers are men of superior character and business ability. The advertising pages of this number are alone an ample proof of their liberal and enterprising ideas. We say this in no spirit of self interest, for the firms were previously represented in our advertising columns on a liberal scale, and there was no suggestion of any obligation for anything additional. They had tested the value of the RECORDER in a business way, and the addition investments simply evidence the whole-souled way in which they push their business ventures.

It is a matter of comment in the trade, that dealings with Rochester manufacturers,

as a rule, are conducted with less friction in the way of disputes or misunderstandings than with any other prominent manufacturing center taken as a whole. The Rochester men act on the sound business maxim, that to succeed it is necessary to retain, as well as to gain customers, and that the best way to gain or retain is to give value that will appeal to the self interest of the customer.

We do not wish to be understood as intimating that Rochester manufacturers are the only ones possessing these qualities, or that equally as enterprising, capable, and fair dealing manufacturers are not to be found in other places. What we do feel called upon to say is that more of this class of men happen to be collected in a small space in Rochester than in any other shoe manufacturing district of which we have knowledge.

In the language of Patrick Henry: If this be treason (to our friends in other places) make the most of it. It is not so intended.

THOSE WHO DOUBT THE INFLUENCE of trade papers or the advantages to be derived from them will find convincing arguments in the improved condition of retail stores in the smaller places through the country. In large cities there is the competition to develop the best ideas, and the dealer is forced to keep up with the march of improvement; but in the smaller towns where there is less of this competition, the dealers are liable to stagnate and get into methods of doing business which invite new men to come in with new ideas and start opposition. The man who is looking for an opening for starting a business likes nothing better than to get into a town where old-fashioned ideas rule, and all signs of enterprise are conspicuously lacking. It gives him a splendid chance to show what he can do, and the contrast is a striking argument in his favor. The careful reader of the trade paper has the advantage of all the best ideas, and he can hardly avoid making the improvements manifest in his business. If there are any chances for increasing his business he will be pretty sure to make the most of them, and he is in no danger of losing customers through competition.

In buying, too, the trade journal is of the greatest assistance. It keeps the dealers informed on the lowest prices ruling in regular lines as well as in special lots offered in bargains to close out. Of course the salesmen can ordinarily be depended upon for all information concerning styles and prices, but dealers in remote sections, which are not visited so frequently by the salesmen are liable to be overlooked or the salesman's visit may come too late for them to act as they would if the call had been earlier. One complaint that is occasionally made by salesmen is, that

they are obliged to meet the prices quoted by other houses in the RECORDER's advertisements; but this is a point that dealers will not find fault with.

Dealers are fast learning that the trade paper is a necessity, and a proof of this fact is found in the remarkable increase in the subscription list of the RECORDER. We do not attempt to claim that the RECORDER is the only trade paper published or foolishly try to ignore the existence of others. We aim to make the RECORDER the best, and are perfectly satisfied to abide the issue of any competition. Whatever favor we have won in the past we will do our best to merit and hold in the future.

WE DID NOT INTEND on this occasion to say anything that would harrow up the feelings of our esteemed contemporaries. It will be galling enough for them to simply look over the RECORDER and see how coldly they are left by comparison. The iron has evidently entered deep into the soul of our venerable contemporary, the Reporter, for last week it came out with one of its lugubrious whines because, as it asserts, some canvasser from some other paper asserted that it did not circulate largely among the retailers. It goes on to say that having been published for thirty years it "has always been supported chiefly by the retail dealers." Very appropriately it prefaces this statement with the following:

"We do not think it as strange as we used to that gentlemen from the rural districts visiting large cities fall into traps set for them by bunco steerers and card sharps. We have discovered that it is the infirmity of good people to be credulous."

Well, we should say it had. It has waxed fat on this credulity for lo these thirty years. But when it comes to claiming a circulation in the retail trade it is too much for even rural incredulity. In New York city where it is best known it has exactly two small cards from shoe manufacturers. Altogether it has cards from twenty-seven shoe manufacturing firms, less than one a year for its thirty years existence. Evidently the shoe manufacturers are not good, for they are not credulous. The RECORDER, on the contrary, in its last issue had a list of fifty-two shoe manufacturers and nineteen jobbers, and is only in its sixth year. Now, if the Reporter has a large retail circulation, why do not shoe manufacturers patronize it, and why do they after a trial drop it like a hot brick? Simply because even good people after one experience with bunco steerers are not easily caught again.

It is a characteristic of greedy monopolists to fight desperately against competition and to piously warn the plundered victims against the wickedness of competitors. The Re-

porter has been the comorant of the trade for the thirty years of its existence. Its rates have always been extortionate, and it has never attempted to make adequate return for the support it has received. Whatever it has done has been in the line of leather and hides with occasionally some reference to the shoe manufacturing branch, but it is only within the past six months that it has recognized the existence of retailers by publishing matter designed to interest them. These facts are well known to the trade, and hence the utter absurdity of the statement that it "has always been supported principally by the retail dealers." This is the combination of Pecksniff and Chadband which poses as the impersonation of honesty to warn the trade against other journals, and at the same put out such a lie about its circulation. Bah!

THE ALBANY, N. Y., MANUFACTURERS very naturally resent the wholesale abuse heaped upon them by the correspondence signed John Swinton, in last week's RECORDER. We like to give the largest liberty to correspondents, and the statements made were so wildly exaggerated that they served as their own antidote as far as any injury to credit was concerned. It would take a good deal more than wild talk like that to have any effect on the standing of the Albany manufacturers.

THE RELIGIOUS EDITOR of the RECORDER is under obligations to Mr. James L. Hatch and Rochester friends for a large package of tracts and sound religious reading, including Sunday-school books and temperance literature. The editor appreciates the generous donation because he knows that it was highly prized by the senders. He is now industriously studying the same as a preparation for his next visit to Rochester.

OUR THIRD PRIZE COMPETITION.

Repairing Boots and Shoes—A Valuable First Prize.

We have decided to offer three prizes for essays on "Repairing Boots and Shoes," and articles can be sent it at any time. As the first prize we have decided to offer the Solidity Repairing Jack and Lasts; an outfit comprising the celebrated iron jack, hinged and jointed, for repairing standing or sitting, together with 40 lasts for repairing any boot or shoe from an infant's up. The fame of these celebrated outfits is almost world-wide, and they are unquestionably the most complete and ingenious yet made. The cost of one of these outfits is \$25, and the prize is one worth striving for. The second and third prizes will be announced later. We hope that all retailers of boots and shoes who are interested in the matter of repairing will contribute to this series. The subject is one capable of elaboration, and altogether a very important one in its bearings on the retail trade. It is to be hoped that we shall have many and prompt responses to this invitation. The competition is only open to retailers of boots and shoes, and all contributors are requested to give name and address when sending in their essays, though if desired a nom-de-plume may be used for publication.

JAMES H. PHELAN,

WILLIAM C. YORKEY.

PHELAN & YORKEY,

117-119 Mill St., Rochester, N. Y.

Wholesale Manufacturers of Ladies' and Gent's
HAND AND MACHINE SEWED SHOES.

LADIES' McKay SEWED, GENT'S MACHINE SEWED,
 LADIES' HAND TURNED, GENT'S HAND SEWED,
 INFANT'S TURNED CACKS.

**MEN'S HAND SEWED AND LADIES' HAND
 TURNED A SPECIALTY.**

**Dealers will do well by send-
 to us for Sample Pairs
 and Prices.**

ESTABLISHED 1876.

THE AMERICAN**Shoe and Leather Trade Association,**

H. VAN COURT & CO, Managers,

404 Arch Street,
PHILADELPHIA.335 Broadway,
NEW YORK.Cor. 3d and Walnut Streets,
CINCINNATI.

Cor. Calvert and German Streets, BALTIMORE.

29 High Street,
BOSTON.19 and 21 Mumford Street,
ROCHESTER.94 La Salle Street,
CHICAGO.

ITS "BOOK OF RATINGS," embraces the Names, Credit, Capital and Local Address of the Wholesale, and Commission Dealers in Leather and Morocco; Wholesale Manufacturers of, and Retail Dealers in Boots and Shoes; Harness Manufacturers and Dealers; Tanners, Dealers in Findings, etc., of the United States.

It reports only one line of trade, it is carefully revised, and its ratings are as conservative and reliable as a reference book can be made. It takes the place of other agency books, saves time in looking up names for purpose of addressing circulars as it contains a complete list of the trade in a condensed form.

As we give our exclusive attention to this one line of trade, it must of necessity be more thorough than books which contain all trades.

Subscribers receive the "SEMI-WEEKLY RECORD," containing Changes, Failures and other information of interest to the Trade, and are also furnished with the latest and fullest detailed reports upon application,

C. W. CAPELLO,**Leather Manufacturers' Agent,**

19-21 Mumford and 95 Mill Street,

ROCHESTER, N. Y.**AGENT FOR**

AUGUSTUS B. MARTIN & CO., Lynn, Mass., Kid, Goat and Morocco, in all their varieties.

HARRY B. BEARD'S Wax Calfskins and Kips.

E. R. JOHNSON & CO., Best Cotton Shoe Threads, 500, 7200, 9600 and 12000 Yard Reels, Soft and Silk Finish, in any Color.

W. & J. KNOX'S Linen Threads for Shoe Manufacturers.

FELT SHOES & SLIPPERS

In connection with our Large Line of **Ladies'**
 and **Misses' Fine Shoes**, we
 are making the

BEST AND CHEAPEST!

FELT SHOE and SLIPPER in the Market.

OLD LADIES' BAL. and BUSKINS.**MEN'S, LADIES', MISSES' & CHILDS' SLIPPERS**

Solid Leather Counters, Wedge Heels, Steel Shanks, Globe Insoles
 and Hair Felt Soles.

PERFECTLY NOISELESS

Good Fitters and can be retailed for what other Felt Coods cost you.

These Goods kept in Stock. Orders filled the same day as received. Samples and Prices sent on application. When you write, mention the RECORDER.

S. KENNARD & SONS,

121, 123, 125 Bank Street,

CLEVELAND,**OHIO**

BUSINESS CHANGES

FAILURES.

Detroit, Mich.—The Boston and other creditors of J. V. Lisee & Co., boot and shoe dealers, have received from the firm the following statement of its affairs: "Finding ourselves financially embarrassed beyond hope of recovery, we, on the 19th of September, made an assignment for the benefit of our creditors to A. F. Wilcox. Our entire assets for distribution inventory at cost price, including exemptions, \$43,172.57, appraised value, \$40,265.50; goods out on approval, \$53.50, appraised value, \$30; bills receivable at face value, \$4,335.39, appraised value, \$3,000; total nominal assets, \$47,561.46, appraised value, \$43,295.50. Our secured indebtedness is \$30,415.82; our unsecured indebtedness is \$4,715.19; total indebtedness, \$35,131.01. After as careful an investigation as we have been able to make at this time, we believe we could pay the secured creditors 75 per cent, and the unsecured creditors 40 per cent, of their claims and continue in business, if this would be acceptable to all. We, therefore, make this offer, the unsecured creditors to be paid in notes at three, six and nine months, indorsed to their satisfaction. This proposition is made at the suggestion of several of our heaviest unsecured creditors, who have been here and examined our affairs, among whom we mention G. A. Mitchell of Laird, Schober & Mitchell, Philadelphia, and Mr. Peters of Wright & Peters, Rochester, N. Y."

Firms in Boston and its immediate vicinity are creditors to the amount of \$10,000 or \$12,000 in the aggregate. There is some question as to the validity of the mortgages, etc., held by the secured creditors, and this fact explains the offer of compromise made to them, it being understood that they would rather take a percentage of their claims than to go into litigation to defend their mortgages, etc.

Louisville, Ky.—An attempt was made to have a meeting in Boston last Saturday at the Shoe and Leather Exchange, of the creditors of J. H. Quast, boot and shoe dealer, Louisville and Frankfort, Ky., but James H. Wheeler and Adin V. Chipman being the only creditors who showed interest enough to be present, nothing was done. A few days ago Mr. Wheeler wrote to P. A. Gaertner, the assignee, for a paper embodying Mr. Quast's offer, with a view to submitting it to the creditors individually or at a meeting, and seeing if they would accept the offer. To this communication Mr. Gaertner replied by sending the composition paper, but omitted to send also a list of the creditors, so that, unless the paper is submitted to the creditors at a meeting, they will, in case they wish to sign it, have to call upon Mr. Wheeler, he being unable to present it to them individually from the fact that, having no list of them, he does not know who or where they are. The offer which Mr. Quast makes is to pay either 50 cents cash on a dollar or 40 cents cash and 20 cents additional in his undorsed note running a year. Mr. Gaertner said that he would come to Boston and meet the creditors next Saturday should they desire him to do so.

New Britain, Conn.—Chas. Seymour, shoe dealer, is reported assigned.

Lynn, Mass.—Wm. A. Chase, shoe manufacturer, is reported offering to cents on the dollar.

Dayton, Ohio—Gress & Metcalf, shoe dealers, reported assigned.

Phillipsburg, Pa.—Mary L. Smith, shoe dealer, stock reported in the hands of sheriff.

Halifax, N. S.—E. Borcham, shoe dealer, reported stock advertised to be sold by sheriff.

Yarmouth, N. S.—R. O. Kelly, shoe dealer, reported assigned.

Montreal, Can.—Arsene Neveu, shoe dealer, reported assigned.

CHANGES.

Los Gatos, Cal.—Clegern & Hagenbaugh, shoe dealers, sold out.

San Francisco, Cal.—Himlung Quong, shoe dealer, sold out.

Hammond, Ind.—Michael Reich, shoe dealers, selling out.

Rochester, Ind.—Jesse Shields, shoe dealer, closing out.

Greenfield, Iowa—J. D. Williams, shoe dealer, sold out.

Guthrie Centre, Iowa—D. F. Shocklin, shoe dealer, sold out.

Olathe, Kas.—J. F. Meyer, shoe dealer, removed to Eureka.
Brockton, Mass.—Parker & James, shoe manufacturers, dissolved.
Campello, Mass.—Mitchell, Fales & Co., shoe manufacturers, dissolved.
Haverhill, Mass.—J. B. Swett's Sons, shoe manufacturers, dissolved.
Lynn, Mass.—W. A. Dole & Whittredge, shoe manufacturers, dissolved.
Lewis & Smith, shoe manufacturers, dissolved.
Smith & Davies, shoe manufacturers, dissolved.
Provincetown, Mass.—Provincetown Boot & Shoe Co., Atkins Nickerson, Manager, vice C. W. Hunt.
Springfield, Mass.—J. Strong, shoe dealer, sold out.
Northfield, Minn.—E. Lockwood, shoe dealer, closing out business.
Medina, N. Y.—Mary A. Johnson (Mrs. J. A.) shoe dealer, sold out.
Pawtucket, R. I.—Ellis & Read, shoe dealers, sold out.
Seattle, W. Ty.—P. J. Lair & Co., shoe dealers, dissolved.
Barrie, Can.—J. Clayton (est. of) shoe dealer, stock advertised to be sold at auction.

ITEMS OF RECORD.

San Francisco, Cal.—Wm. J. Ahern, shoe dealer, reported mortgage for \$450 discharged.
Joliet, Ill.—Catherine Paesold, shoe dealer, reported closed on execution of \$1,500.
Swan, Iowa—A. L. Rutt, shoe dealer, reported chattel mortgage for \$375.
Haverhill, Mass.—Perley A. Stone, shoe manufacturer, special capital \$12,000 renewed to Sept. 7, 1890.
Detroit, Mich.—R. O. Allen & Co., shoe dealers, reported chattel mortgage for \$2,198 renewed.
Marshall, Mich.—Henry Kingman & Son, shoe dealers, reported chattel mortgage for \$2,400.
Brooklyn, N. Y.—Anna White, shoe manufacturer, reported judgment for \$198.
Cincinnati, Ohio—J. & J. Grossman, tanners, reported realty mortgage for \$7,200.
Frank Fox, shoe dealer, reported chattel mortgage for \$300 refled.
Columbus, Ohio—McMorrow & Miller, shoe factory, M. McMorrow reported realty mortgage for \$822.
Springfield, O.—Rouse & Parsons, shoe dealers, reported chattel mortgages aggregating \$14,429.
Elizabethtown, Pa.—George F. Wagner, shoe dealer, reported judgment for \$2,500.
Lancaster, Pa.—John H. Hoehn, shoe dealer, reported judgment for \$900.
Mahanoy City, Pa.—Benedict Otterhein, shoe dealer, reported judgment for \$628.
Spokane Falls, Washington Ty.—J. B. Blalock, shoe dealer, reported conveyed realty for \$10,000.

FIRES.

Marysville, Cal.—J. Bowen, shoe dealer, burnt out.
Sanford, Fla.—Solomon Adler & Co., shoe dealers, burnt out.
M. S. Brown, shoe dealer, burnt out.
S. Deutsch, shoe dealer, burnt out.
Ironwood, Mich.—Abram Lieberthal, shoe dealer, burnt out.
Ishpeming, Mich.—G. J. Fisher, shoe dealer, burnt out.
West Winfield, N. Y.—Beckwith & Co., tanners, burnt out.

OBITUARY.

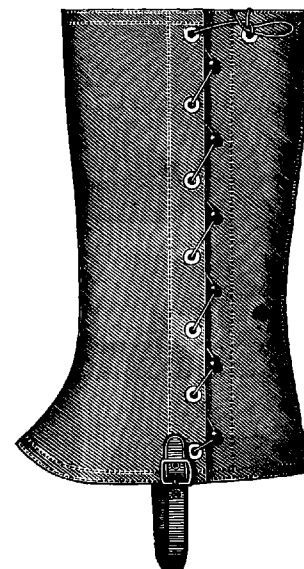
Boston, Mass.—Lane, Pierce & Co., leather manufacturers, Andrew Pierce deceased.
Nashville, Tenn.—Adams, Throne & Co., shoe dealers, W. P. Rutland deceased.

U. S. ARMY LEGGIN.

The use of overgaiters and leggins is hardly as well understood in this country as in Europe, but they are gaining in favor as the advantages are better appreciated, and the manufacture of leggins is growing correspondingly in importance. One of the first to engage in this branch of industry in a regular way was Mr. Wm. H. Wiley, of Hartford, Conn. In 1876 he started in a very modest way with one girl and a very limited space. Now Mr. Wiley with his son, under the firm style of Wm. H. Wiley & Son, have 40 to 45 employes steadily at work making three lines of overgaiters and leggins, which are made in all styles and for all purposes, from leather, cloth and canvas. Last March, Messrs,

Wiley & Son received an order from the United States Navy Department for 7,000 canvas leggins. This order was received from a sample submitted by Mr. Wiley, which proved highly satisfactory to the officers. Subsequently Mr. Wiley received a request from the War Department to forward a sample of leggins for army use. This was prepared with a new style of fastening, and so pleased the head of the department that it was accepted as the Regulation standard for color, quality, style, make and fastening, on which advertisements for bids for regular supply are to be based. Messrs. Wiley & Son in addition received an order for 5,000 leggins and the assurance that the same style would be wanted for the entire army.

The cut given herewith shows the shape of the leggin and style of the fastening. It will be noticed that the fastening is a single cord or lacing, which passes through large eyelet holes or grummets, and the loops are caught on lacing hooks. This gives a simple fastening adjustable to the leg of the wearer, with the great advantage that it can be so easily put on or removed by throwing the loops on



or off the lacing hooks. For soldiers, obliged to turn out in a hurry, this is one of the best features of the fastening. This style of fastening, which is a design of Mr. Wiley's, is admirably adapted for long riding leggins as it gives a comfortable adjustment to the leg. The army color is light brown.

Messrs. Wiley & Son have also furnished leggins for the militia regiments in Connecticut and New York State, and their work in these lines is highly commended.

In addition to the leggins and regular lines of overgaiters, Messrs. Wiley & Sons make a specialty of heelers or stocking-heel protectors, cut whole, of which they are the original makers. In all their work they make quality the essential feature, and nothing is allowed to be slighted in the smallest detail. Their trade has steadily grown, aided by judicious advertising, to very large proportions, and at present they have difficulty in filling orders as promptly as they could wish. During the past eleven years, they have enlarged their establishment four times, and they still want more room, which they intend to secure before another season,

OUR

LADIES'

WAUKENPHAST!

**Kid Foxed, Dongola Top, Hand
Sewed, A to D,**

\$3.25!

Not Hideous, Not Clumsy, Not Uncomfortable,

BUT

Elegant in Shape, Flexible in Make, Durable, Sensible, Easy.

**They all want it when they see it, and we can supply
from stock in our**

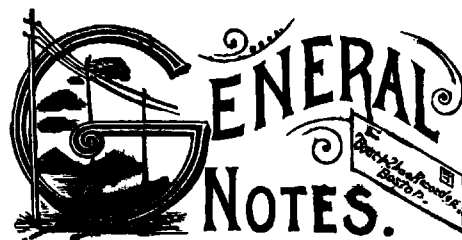
Boston Store, 200 & 202 Congress Street.

SAMPLE PAIRS ON APPLICATION.

J. & T. COUSINS,

Shoemakers,

Grand and Centre Sts. NEW YORK.



Mr. F. F. Emery and wife passed part of September in Switzerland.

The new shoe factory at Richmond, Me., has started up with good orders and every indication of success.

Orrin A. Paul, late foreman of the stitching room at S. Gardner Jones' factory in Brockton, has resigned to enter business on his own account.

Boot and shoe prospects in Milford, Mass., never looked better. There is a practical surety of a long and steady run in all the shops.

A suitable monument will soon be erected over the grave at Natick, Mass., of Vice President Henry Wilson, who in his early days was a shoemaker.

H. B. Reed & Co., successors to Daniel S. Howard, the Brockton shoe manufacturer, are making extensive alterations and improvements in the office accommodations at their shoe factory on Montello street.

Mr. John Edmunds, of the firm of Edmunds & Mayo, Boston, has returned from his European trip which he undertook for the benefit of his health. He is feeling much improved by his vacation.

The rebuilding of the shoe factory for the Wolfeborough Construction Company has been awarded to Alex. J. McDonald of Wolfeborough, N. H., who agrees to have the building completed Dec. 1, 1887.

Admiral R. B. Evans, president of the American Rubber Company, accompanied the yachts Volunteer and Thistle in the two great races last week on his steam yacht, Day Dream. He will return to Boston the latter part of this week.

Col. Theodore A. Dodge of the Tapley Machine Company arrived home on the Catalonia last week after a very enjoyable trip. He was just in time to preside at the first dinner for the season of the Papyrus Club, of which he is president.

Among the veterans of the Ancient and Honorable Artillery Company who celebrated their fall field day on Monday, we were glad to see Mr. Thomas Emerson of Wakefield, who always enjoys those trips as much as the youngest member of the corps.

The shoe manufacturing firms of J. H. Ingalls & Son, and Creighton Bros., Lynn, will occupy the Manning block on State street as soon as it is completed. It is understood that a country firm will then move into the factory now occupied by the Creightons.

The Star Heel Plates made by Sacks & Richmond, Newark, N. J., are selling very rapidly. Their patent last made of iron in two pieces has achieved a large degree of popularity, and the firm find it difficult to keep up with their orders on these goods.

An opportunity offers this week for retailers to purchase goods made by the East New York Shoe Co. at unusually low prices. Hosmer, Coddling & Co., 133 Federal street, Boston, have secured a large lot of various kinds which they are making a drive on. See their advertisement.

Martin V. B. Paige for several years general superintendent of the Stanley M'fg. Co.'s extensive machine shops, at Lawrence, Mass., was presented with a sixty dollar gold headed cane by the employees under his charge. Mr. Paige has resigned his position, and has removed to his future home in Plymouth, N. H.

The thirteen cutters employed at D. A. Donovan & Co.'s shoe factory on Broad street, struck Thursday morning and left the factory, and a banner boy now occupies a position near the shop, warning all union cutters to keep away until the trouble has been settled. The trouble is over the employment of apprentices, who, it is claimed, are put on regular men's work.

Mr. Wm. P. Whittier, Jr., Biddeford, Me., whose advertisement appears on page 103 of this issue, says that his trade and his Champion Steel Heel Plates is increasing. He has just made a cut in prices and added new machinery, and he is now ready to compete with any of his competitors. Finding and jobbing trade will do well to write Mr. Whittier and get his prices.

Parker & Peakes, boot and shoe manufacturers at Bangor, Me., will occupy their new factory this week. This new building is 113 x 40 feet, four stories with brick basement, and is fitted with a 40 h. p. Atlas engine and 90 h. p. boiler. All the machinery, etc., of the manufactory is admirably suited to first-class work, making it in every respect a complete establishment for the business of boot and shoe manufacture.

E. M. Cole, who has been, for about six years, connected with the boot and shoe manufacturing concern of M. C. Dizer & Co. of South Weymouth, has accepted, and now holds, the position of general superintendent of Thomas White's boot and shoe factory of Brockton. Messrs. White & Co. are fortunate in securing the services of so experienced a man. He brings with him the good wishes of many of his former workmen.

Mr. Paul O. Bauer of Peoria, Ill., (firm of Bauer & Trefzger, retail shoe dealers) writes us that he has been very busy the past week in looking after the details connected with the making of an elaborate alligator traveling bag, and consequently was unable to send in his communication; the first of a series which Mr. Bauer has promised to write for the RECORDER. R. G. Salomon of Newark, N. J., is making the bag, and we hope the first use to which it is put will be as the traveling companion of its owner upon a trip to Boston.

Alva B. Colburn, treasurer and secretary of local assembly 1331, K. of L., at Stoughton, Mass., last week, was arrested for larceny of funds belonging to that assembly and brought before Trial Justice Marden Saturday afternoon and held for trial in \$300 bonds, Adonirum Brown furnishing bail. The amount that it is alleged he has taken is from \$200 to \$300. It is understood that the officers of the assembly entered the complaint. Mr.

Colburn refused to make any statement. The funds which it is alleged he has taken have been missing since last January.

Mr. E. L. Wires, manager of the Clinching Screw Company, has sold that part of the company's business relating to headed nail driving machinery, for a large sum, to the McKay company of Boston. The sale has been negotiating for six months, and was the outcome of suit instituted against the McKay company by the Clinching Screw Company. The latter company retains its screw-making business as heretofore, and also the control of its automatic nail-making and driving machines. Considerably more than \$100,000 was the amount received.

There is no one thing that will improve a shoe store so much as the introduction of new and useful improvements, as they are offered the trade. We do not know of a more beautiful shoe store ornament than the glass foot mirrors and glass screens, made by Denzi & Phillips, 24 Dey street, New York, whose advertisement appears in this issue of the RECORDER. They are useful as well. The foot mirror will actually help the dealer sell his shoes; while the screen makes a handsome advertisement, as well as an ornament. We advise our readers to write for circulars.

If any retail shoe dealer is looking for a man's shoe that will sell, and make for him a good round profit, we refer him to Irvin & Snow's advertisement this week. We can affirm that it is not often that the trade has so good an opportunity to buy a real bargain as in the case of this shoe. It is the product of long and close calculation, and how it can be sold for \$2 we are unable to see. It is certainly a very handsome, well made, serviceable appearing shoe, with good stock in it, and nothing cheap about its looks. The firm state that the first lot was sold before it had reached the store.

Our Chicago contemporary feels somewhat hurt by our reference to the need for a good leather journal, as instanced by the collapse of the Tanners, Leather and Hide Dealers' Association. It calls the RECORDER conceited, and says all that would be required for the RECORDER to fill the field as an organ of the leather trade would be the addition of four pages to our regular size. This is a well-deserved and complimentary tribute to the value of the RECORDER pages, but really we think the leather trade is entitled to far more consideration. If we decide to do anything in this line it will be a separate publication of not less than forty good solid pages of matter that will interest the trade. By the way, as the Review is not entirely satisfied with the numbering of the RECORDER pages, how will this number do for a change?

WARNING.

We are the absolute owners of all the original Letters Patent on a Machine for attaching Heel Plates to Rubber Shoes, and on LASTS or DIES, for starting and bending the prongs or nails of the plate. We shall PROMPTLY bring suit against ANY ONE using ANY infringement of our Letters Patent in the United States, Canada or England. Any party using our Machine will confer a special favor by reporting to us ON SHORT NOTICE any infringements on our Letters Patent that are being used.

CRESCENT HEEL PLATE MFG. CO.,
105 & 111 Summer St., Boston, Mass.

Go the Retail Grade.

The measurements of our lasts as used since the commencement of our business, are those that have been adopted, for men and boys shoes, by the National Retail Dealers Association.

Our shoes are justly celebrated for their unequalled durability, comfort, style and shapeliness, and have become the recognized standard for fine wear among discriminating gentlemen and are sold by the leading dealers throughout the American Continent.

H. M. & S. Co.
Center White Sts. New York



Officers of the Retail Dealers' National Association.

President,—G. G. Pierce, Chicago, Ill.
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 Nebraska, L. J. Early, Arapahoe.
 Kentucky, A. B. Lancaster, Lexington.

MR. MANSFIELD EXPLAINS WHY VOTING IS SLOW IN AWARDING THE PRIZES FOR THE ES-SAYS ON ADVERTISING—A WORD ABOUT SPECIALTY SHOES.

To the Editor of the BOOT AND SHOE RECORDER:

BOSTON, Mass., Sept. 26, 1887.—In August 31 issue you print list of twenty-four contestants for prizes for articles on "Advertising in Relation to the Retail Shoe Trade." Much profit has accrued to your subscribers from these articles, and as you state your readers should be prompt in sending in their votes. You issue several other appeals in subsequent issues complaining of the votes coming in so slow. Probably there are many others like myself regarding this matter and refrain from voting because of their inability to vote intelligently on twenty-four articles without a careful review of the whole. The publication has necessarily been drawn cut through so long a period of time that much injustice would be done unless a review was made, and few of us have the file complete. Those who have probably have not the time to review so much matter. Therefore I doubt if the vote will be a very full one, and I do not consider your readers, though interested in the reading of articles, can be censured for not voting unless they could do it intelligently. We appreciate articles and all contributions which tend to enlighten us, but think for next series a new method of awarding prizes would be preferable and probably more successful. The vote on first series was not very gratifying. Could some uninterested party review the whole and award the prize I believe it would be more satisfactory.

Respectfully,

A. MANSFIELD.

P. S. If correspondent calling for discussion regarding specialty shoes or shoes marked with maker's name and selling price on shoes,

will refer to articles on that subject published by RECORDER May and June 1885 he would see both sides of the question—yet perhaps further discussion might be desirable—from a retailers standpoint I argue that it is not desirable for me to advertise a manufacturer's name, or give his warrant to my customers. My own is better, and if I sell specialty shoes I want my own name on them.

CRIS PIN IN ENGLAND—SOME NOTES OF HIS OBSERVATIONS—CONTRASTS WITH AMERICAN METHODS AND IDEAS—ROOM FOR GREAT IMPROVEMENT IN THE ENGLISH FACTORIES AND RETAIL STORES.

To the Editor of the BOOT AND SHOE RECORDER:

PATTERSON, N. J., Oct 3, 1887.—After an absence of some weeks, I am again given the pleasure of reading the pages of the RECORDER, and to be a receiver and not at times a giver is mean indeed. This idea in view gave me more incentive to observe while I have been traveling. It is an old adage that we travel East in search of light or knowledge, but this does not always follow, for knowledge is as often found in the West. However, as I have recently paid a visit to the home of my childhood after an absence of forty years in the States it was but reasonable to suppose that everything which pertained to my trade, I should closely observe. For here we are constantly upon the watch for any ideas that will help us to accomplish more and better work, in less time or at less cost. England, all must admit, is the most energetic as well as the most active nation of Europe. Holding the position of the highest empire the world has ever seen, whose ships are upon every sea, and whose handicraft is found in every land, it is justice that we should render England our highest admiration and good will as a nation and people. But it is not in a political or social point of view that I wish to consider the subject, but in her shoe shops and shoe stores.

My first stopping place was at Mortlake, near London, here I received a lasting and good impression of the generosity and good will of some of the leading men of our craft. Near the railroad station is a very handsome building and very ornamental with a number of suites of rooms. Upon the central part of the large building, a tablet appears with this inscription upon it: "Erected by the Master Shoemakers for Aged and Infirm Craftsmen." Such an institution reflects honor upon our craft, and commands respect from others. But this good impression was soon changed by observing upon a sign in large letters "Boot and Shoe Factory." Now, I thought, I will be able to see something that will interest me, and perhaps get an idea or two. So I entered into the building, and into conversation with the solitary and only person in the factory. "I see you have a boot and shoe factory," I said. "I do a little," he replied. That was soon very evident, for I saw only a Bradbury sewing machine, which was the only thing pertaining to a factory in any sense. The old style of lapstone was still there, like the ghosts of long gone days, still clinging to this half developed mechanic of modern times. For the ponderous signs and the Bradbury sewing ma-

chine, tell me that new ideas had found at least a lodgment hereabouts.

In a near-by town I saw a large sign emblazoned with these words upon it! "Great Depot for Boots and Shoes." I was well-prepared by this time to find little things in very large cases, so I refrained from entering this great and ponderous establishment, whose only entrance was by a common batton door, with a show window only three by five. The greatest thing I saw was the cheek of such men who could put out such signs. It was appalling in the extreme. In London, as well as in other cities I visited, such signs as, "Your shoes mended while you wait," were very frequent, and suggested promptness such as many American shoe men might profit by. But in every shoe shop I entered or looked into, there was that same dark, dirty look, so familiar to old shoe men. With one more sample of such shoe factories, I will stop. This was in the city of Liverpool. The outside appearance was good. There were two large windows with central door, and over all a large sign at least twenty feet long, and wide in proportion, with this upon it: "Central Boot and Shoe Factory." Having passed it before while upon the train, I resolved to pay more respect to such an establishment, that I might be better able to inspect and to see for myself what constituted a shoe factory in Liverpool; but it was no better than the other places named, and to sum up my impressions, I would not give ten dollars for all it contained, stock, tools and benches.

In these so-called factories, as well as in those of smaller and less pretentious shoe shops, there is little or no advance over what existed forty years ago. In the town of Uxbridge I put the question to one who learnt his trade at the same time and place as myself. "What is there new with you in the shoemaking trade?"

He said, "O, we do not use the lapstone here now."

"Well what do you use, the roller?"

"O, no, we use a lap iron."

The rolling machine he knew nothing of. The old lapstone can be found in use in every village, and the many improved tools of later years in use with Americans are yet unknown to the majority of English shoemakers. It will be observed that I am not writing of regular shoe manufactories, only those of smaller pretension. The prices charged for work are about the same figures as were charged forty years ago. Men's shoes soled and heeled, half a crown, and women's shoes soled and heeled, one shilling and eightpence. These prices were for nailed work, while years ago only sewed work was done. The nailed or riveted shoe is now in most general use among the middle class and working people, and as a rule are made from very heavy stock, both soles and uppers. Such heavy work would be very slow of sale with us, except in country districts. The sharp round toe is in general use. There is not that variety of toe that is found with us. The cap is in general use. It is seldom a shoe is seen without a toe cap, patent leather being most used for light work for cap. There is no doubt but fine work is made in England, but the great bulk of English shoes are made from very heavy material. A large amount of Labor is



The constant demand made by a large class of consumers for a Rubber Boot that would stand more severe usage than the best Boot of former years, has induced us to put before the Trade this Season a Boot which we think will meet every requirement of those who subject Boots to unusual wear. Such a Boot is to be found in the New

WOONSOCKET PURE GUM DUCK BOOT!

This Boot is made with unusual care, of the very best material obtainable, has double-thick ball, and patent Heel Protectors, and is in every respect the King of Duck Boots. A careful inspection will convince the most skeptical. Order Sample Cases from your Dealer.

WOONSOCKET RUBBER CO.,

35 North Main St., Providence, R. I.

Bedford & Kingston Streets, BOSTON, MASS.

72 Reade Street, NEW YORK.

expended upon their work, yet withal, there is a lack of finish, such as is seen upon American shoes. Even where the same sort of material is used, it will be finished in heavier style than with us.

I cannot leave the subject without a few words about their stores. The difference in the mode and manner of keeping and exhibiting their shoes was so very different that no one could fail to see the difference in the two systems. Americans, as a rule, have adopted the single carton as the best manner of keeping and preserving the shoe clean and fresh, as well as to give their stores a clean light airy appearance, never overcrowding their show windows. But there every point was changed, and all shoes were exposed to view. Laid upon shelves, shoe upon shoe, like bricks upon a wall, and where it was not possible to lay shoes they were hung upon nails, even the door-posts, as a general thing, were hung with shoes. The windows were even worse, for the only point seemed to be to place as many shoes as it was possible into them, until the pile reached up to the top of the window, and upon each pair a price tag. The result of all this was to give the store a cave like aspect, and a very disagreeable odor was perceptible as you passed the store from the oil and leather. This appeared to be the rule of conducting shoe stores in England, Wales and Scotland, and from which I did not see but three or four exceptions.

In a number of places I saw cartons in use upon shelves, supposing them to be used to keep fine shoes in, but on inquiry found they were only kept for the purpose of sending shoes home in to the better class of customers.

To sum up in a few words the conclusions forced upon me by my observations made in some of the principal cities were, that the English shoemaker and shoe store keeper have a great deal to learn and unlearn before they can arrive at the standard adopted by American shoemen. CRIS PIN.

MR. MOULTON REPLIES TO A CRITICISM AND EXPRESSES SOME PRETTY SOUND VIEWS WHICH SHOULD, BUT DO NOT, GOVERN THE LABOR UNIONS.

To the Editor of the BOOT AND SHOE RECORDER:

HAVERHILL, Mass., Sept. 26, 1887.—I did not see the article in the RECORDER from Frank Brown until yesterday, when one of your subscribers handed the article to me, and made the remark; "Here is a piece that knocks you out, Moulton." Truly the only thing that "knocks me out" in any way is to think a gentleman possessing such a prominent name as Brown could have written so much in so small a space and have our views so nearly alike. So far as a man's entering into a contract is concerned, and then breaking the contract afterwards, I condemn the man who would do such an act; so far we agree. But I think Mr. Brown is certainly premature in his fanatical conclusions, when he states:

When the time comes that a manufacturer, no matter who he may be, can't run his factory to his liking, without outside interference, it is then time for that man to shut up shop.

Now, instead of referring my friend Brown to some "labor agitator's speech," I would

most respectfully ask him to read the North American Review. Here is what a learned gentleman has to say on the point raised by Mr. Brown. Judge T. M. Cooley, Justice of the Supreme Court of the State of Michigan, says:

"If a man says, 'My business is my own, to be managed as I please,' we must assent that this is his legal right. But there is a sense in which the business cannot be exclusively his own; and any one who thoughtfully regards all sides of the problems that concern him will not overlook this. While any particular establishment belongs to the proprietors, yet so long as labor and capital are equally essential, any particular business, considered in the aggregate, is as much that of those who furnish the money. If laborers withdraw from it, it comes to an end as certainly as when the proprietor closes his door.

Now, I concede the right to every employer to hire and discharge whom he sees fit and when he sees fit for incompetency, but not because the person may be a member of some labor organization. You know it is wrong to boycott, and when a person is deprived of earning a livelihood, simply because the person is or is not a member of the same society, "it is just too horrid" to even think of. But, Mr. Brown, in conclusion, the whole evil lurks in the aim and purpose of your and my combination. For instead of a common purpose pervading all, the employer is found organized for protection against the laborer, and the laborer against the employer; and as a necessary result both are suffering. Are you willing to admit the truth? Mr. Brown, do you still insist that the laborer is merely the tool for capital?

Respectfully yours,

HARRY C. MOULTON.

A RICHMOND SHOE DEALER WHO IS INTERESTED IN REPAIRING—HE TELLS US HOW HE HAS SYSTEMIZED THIS BRANCH.

To the Editor of the BOOT AND SHOE RECORDER:

RICHMOND, Va., Sept. 1.—I have been thinking of late that I ought to write the RECORDER on a subject that has occasioned me much thought, that is, the repairing of boots and shoes. Is there no way or method by which this can be accomplished over the old fifty-year-old rut? Is there no new inventions that can help a dealer out in soling, heeling, etc.? If there is anybody who ought to know, it is the RECORDER. For some years I have adopted all the improvements that came along, that help make a shoe dealer's life an easier one. I have also adopted new methods in my department, which have helped me very much. For instance, when a customer leaves a pair of shoes with me to be repaired, I have a tag to put on the same; this tag is numbered, and I keep a book with corresponding numbers in the same, opposite which I write the customer's name and address, kind of shoes left with me, nature of repairs, when to be done and price for the job. Then, when a job is finished, I have my boy put a shine on every pair of men's or boy's shoes, and a coat of dressing on each pair of women's or children's shoes. They are then nicely done up in a sheet of brown paper, and the tag placed on the outside, then the package is placed on a shelf specially arranged for this purpose. When the customer calls for his or her shoes, I ask them their name, then I open my book and when I find it, I take the number opposite.

say 406, then I look for package 406, and the work is delivered. This is what I call a pretty good system, and the result has been a great increase in my repairing department with each year's business.

Yours truly,

DIXIE.

MR. MONROE WOOLVERTON REPLIES TO "JOHN SWINTON"—HE COULD GO FOR HIM IF HE KNEW WHO HE WAS.

To the Editor of the BOOT AND SHOE RECORDER:

ALBANY, N. Y., Oct. 3, 1887.—The letter you published in last week's issue, dated Poughkeepsie, N. Y., and signed John Swinton, has a broader and more damaging effect and influence against Albany and its manufacturers than I supposed it would have when I was in your office a week ago and read it; therefore I hasten to reply; not that the shoe fits me, but for the broad sweeping charges against all of Albany's manufacturers. The writer might have just cause to censure some of the recent failures of the Fearey Mfg. Co., who really were New York and Boston leather dealers, and not Albany's regular manufacturers; but why he should so broadly, and even criminally, charge all as dishonest we cannot understand; therefore, we take the trouble to answer the communication, and if we could know the full name of the writer would made him prove his assertion. Can you furnish us with his right address? I hope to draw a contradictory editorial in the RECORDER on this subject. In behalf of Albany's manufacturers, I remain,

Yours respectfully,

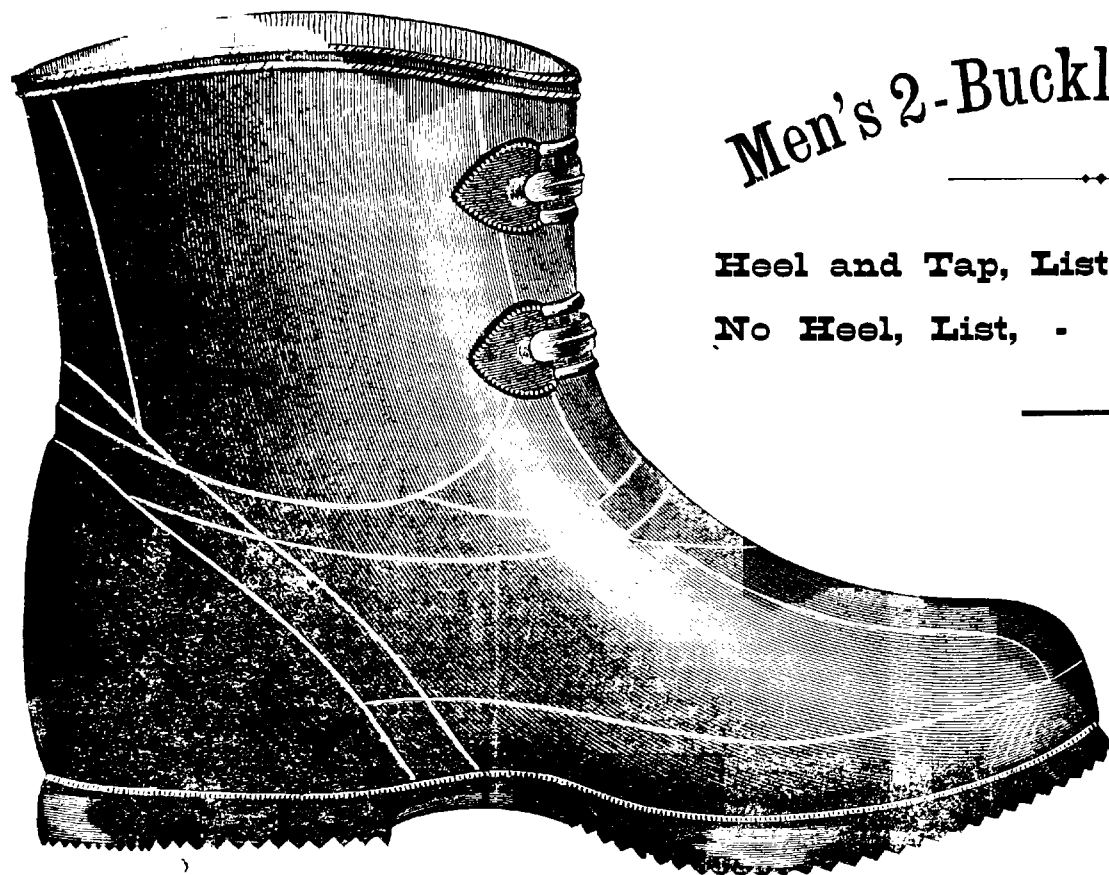
MONROE WOOLVERTON.

"JUSTICE TO ALBANY."—A SHOE MANUFACTURER WHO WOULD LIKE TO MEET "JOHN SWINTON."—HE DENOUNCES HIM AS A COWARD.

To the Editor of the BOOT AND SHOE RECORDER:

ALBANY, N. Y., Oct. 1, 1887.—Who is the fictitious coward who signs his name John Swinton, who wrote the unjust and vile harangue in your issue of Sept. 28 against the honor and high reputation of Albany, and all its manufacturers? He has no commercial rating in the town he writes from, and I know of but one influential Swinton, the K. of L. candidate for Secretary of State, New York, and I know the K. of L. would hardly denounce Albany shoe manufacturers who have been so just with them. Or is it some leather creditor, who, perhaps, is a stockholder in the defunct Fearey M'fg. Co., who had a direct market for the leather in shoes manufactured by this company, which was composed of leather dealers of New York, Boston and elsewhere, and came to so unprofitable and sad an end in trying to compete with Albany's regular manufacturers? They now owe Albany's banks and citizens large amounts which said stockholders should pay. This foreign stock company (with one exception) is the only shoe manufacturing company in Albany but what has always paid one hundred cents on the dollar; on the contrary, Albany shows the best financial record in the United States, especially among its shoe manufacturers, with such valuable and strong financial firms as the East New York Shoe Co., Smith, Pratt & Herrick, Monroe Woolverton

WALES - GOODYEAR RUBBER COMPANY,



Men's 2-Buckle Ankle Boots

Heel and Tap, List, - \$2.75

No Heel, List, - . 2.50

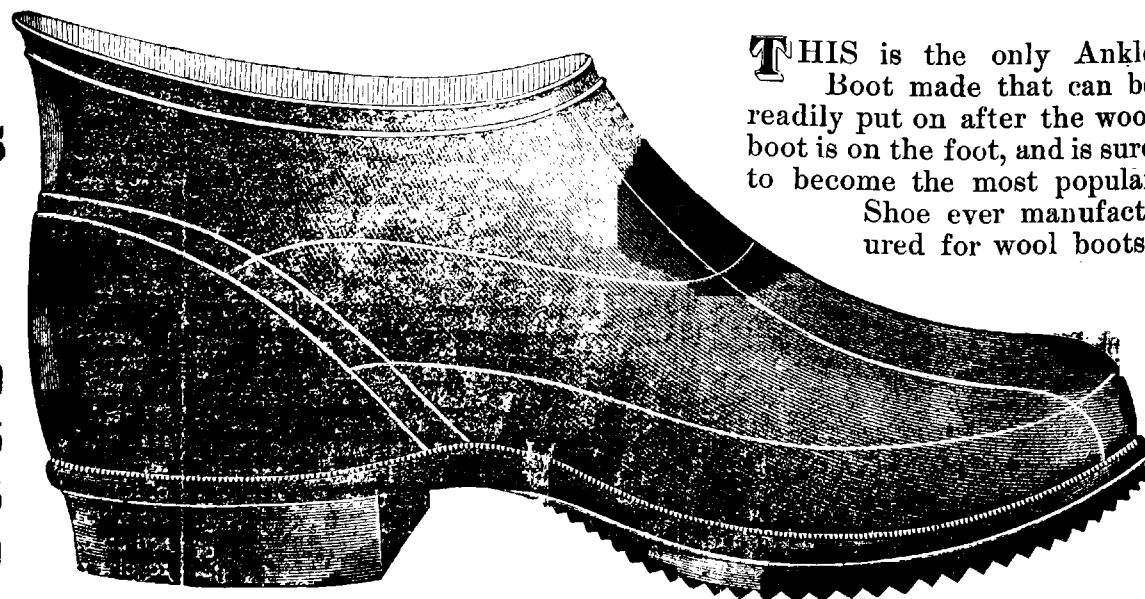
An Extra High Cut Ankle Boot, which will not cut the wool boot.

This Shoe is unexcelled for

Lumbermen & Farmers,

and this Season is meeting with very large sales

The Improved CONGRESS ANKLE BOOTS.



THIS is the only Ankle Boot made that can be readily put on after the wool boot is on the foot, and is sure to become the most popular Shoe ever manufactured for wool boots.

LIST.

Men's Heel & Tap, \$2.10

Men's No Heel, 1.85

Boys' Heel & Tap, 1.75

Boys' No Heel, 1.50

SELLING AGENTS.

Chester J. Pike,

Lincoln Street, Cor. Essex, BOSTON.

J. H. ORR,

114 Duane Street, NEW YORK

SEND FOR PRICE - LIST, AND MENTION THE RECORDER.

& Co., Shoemaker & Pabst, Chas. C. Geller, Willard Bellows, and many others who have manufactured shoes in Albany from twenty-five to fifty years, and whose financial standing and high honor have never been questioned only by this secreted Poughkeepsie coward who should be rewarded and punished and sent to one town lower (Sing Sing) or New York, where he belongs, for his damaging, untrue and vile statement. Below I give you Bradstreet's quarterly report as proof of Albany's financial standing. Here it is: "The failures in Albany during the third quarter of the year ending yesterday have been six in number, with liabilities of \$207,874 and assets of \$73,031, as near as can be estimated. With the exception of the collapse of the Fearey M'fg Co., the financial disasters of this city during the past three months have been of no particular significance. The trades represented are one each of hotels, boot and shoe manufactories, grocers, fruit dealers, leather and fancy goods. It is doubtful if any city of the size of Albany can make a better show than this." I leave the above to the reader so that he may draw his own conclusion.

JUSTICE TO ALBANY.

MR. BRESNAHAN WRITES FROM ENGLAND.—
HOW THEY MAKE SHOES IN THAT COUNTRY.—AMERICA LEADS THE WORLD.

To the Editor of the BOOT AND SHOE RECORDER:

STAFFORD, England, Sept. 22, 1887.—I think that a line in regard to the way the shoe business is conducted in England will be of some interest to you and the readers of the RECORDER, and will therefore take the liberty of explaining to you my observations in this country on this subject. In the first place I called upon Mr. Gardner of London, the agent for American machinery and the superintendent of a large manufacturing company there, and he sent a man with me to show me around through some of the principal boot and shoe factories. I need not tell you that their system is different from ours in America, as that would be expected, but to think it would be so much different one would not suppose unless he should see it personally. The great trouble with shoe manufacturing in this country is, that those engaged in it seem satisfied that they have the best system. I went through the large factory of Pacok Bros. on the Southwick Road, London, and they are using four McKay sewing machines, two turned sewing machines and one pegging machine. They manufacture every kind of a boot and shoe all under the same roof, from a child's ankle tie to a long-legged sewed boot. This factory is as large as any in Lynn, but they do not manufacture half as many shoes in it as they would in a Lynn or Brockton factory, taking into consideration the same space of floor room used. The stock is all kept in the factory, and then it is sent out among the different families to be fitted or stitched. After the uppers are brought back there are sent with the stock to the laster, who, by the way, used cast iron lasts altogether. Here they are lasted, and the sole is laid by the man who lasts the shoes, and hammer or level before it goes to the McKay stitcher. I noticed that by having the sole so well laid that wrinkles in the shank are avoided. Now the part that struck

me as being behind the times was, that after the shoes are sewed they are sent out again and not returned to the factory until they are all finished and ready for shipment. A man with his wife and family, if he has one, will work on them at home early and late, and very often the wife is the better workman. The manufacturers claim that they save the expense of large factories in this way and also of machinery; but in my opinion if they had as good a system as we have in America, they would turn out more work than they do now in half of the space. Stafford, the place where I write this letter from, has twelve large factories, and I find they are run on the same principle as the one above. One manufacturer told me that they had tried our American system and found the work was not good enough; but I convinced him that we were much in advance in America in the shoe business over the way it is carried on in England. I told him it would not do to be in a hurry in his way of doing business, as a family were liable to go off on a racket, which he says has often been the case with him. But it is the English way of shoe manufacturing and they will not change it. I also went through the factory of Edwin Bostock, and he goes a step further than the other men, as he heels the shoes in his own shop and also runs his own stitching room, manufactures his wooden lasts, his own cartons, boxes, and, in fact, does everything but tan his own leather. I find that he uses our American cutting boards and sewing machines, but he has nothing for leveling, trimming or setting, or any other part of finishing, as he sends that out to be done. What is most needed here is to have some one come over who knows our method of manufacturing and convince the trade here of the fact. To such a party a fortune could be made. Hoping that you are having your usual success, and with the best of regards I remain,

Yours respectfully,
M. V. BRESNAHAN,
of Bresnahan Bros., Lynn, Mass.

MR. HOKE CHANGES HIS MIND—HE IS ALL
RIGHT NOW AND WILL CERTIFY FOR OUR
GOOD CHARACTER—HE WANTS OUR
NEW BOOK ALSO.

To the Editor of the BOOT AND SHOE RECORDER:

SANDUSKY, O., Sept. 24, 1887.—In a former communication to you I intimated that you were an "association of dead beats," not because I *thought* so, but I was "up on my ear," owing to your seemingly carelessness in not answering my letter and acknowledging receipt of subscription money I sent you, and I wanted to say something that would make your feelings akin to mine, and I believe I succeeded. Your letter explaining the cause of the delay and assuring me that you had "got me on the list" is entirely satisfactory, and I am ready to *certify to your good character*. Please let me know when your book "How to Manage a Retail Shoe Store" is out and lowest prices on quantities. I am going to carry them with me and offer them to my customers, not for the money there is in it, but for the accommodation of the customer. I think any retail shoe dealer could use one advantageously. With best wishes I am

Very Truly,

C. C. HOKE.

PITCHING INTO MR. DONEY.—AN ANONYMOUS
CORRESPONDENT WHO FEELS BAD.—MR.
DONEY IS ALL RIGHT AND CAN TALK
FOR HIMSELF.

To the Editor of the BOOT AND SHOE RECORDER:

NEW BRUNSWICK, Sept. 15, 1887.—Will you please inform your many readers in the Maritime Provinces who this Mr. Doney is now perambulating among the Bluenoses, and who delivers himself of so much nauseating stuff regarding a certain H. P., and the great people who purchase them. "Some men are born great, others have greatness thrust upon them," was once considered a wise saying, but according to Doney no man can be great, or clever or good who does not control his C. H. P. Fools can be caught with flattery better than anything else, and a promise of a "puff" in the RECORDER has caught several leading (?) dealers. Doney plays it well, and we have no great objection to his doing so, but we do object, as readers of the RECORDER, to perusing such voluminous bombast. Mr. Doney, we are real tired, please give us a rest.

Yours, D. C. E.

TRADE GOSSIP AT LYNN.

[FROM OUR REGULAR CORRESPONDENT.]

The small failures of William A. Chase and Charles B. Lord, Lynn shoe manufacturers, upon a small scale are the first ones to be announced in that city for a long time. The Chase failure was precipitated by the attachment of Mrs. Mary Sprague, who could not secure from Mr. Chase any settlement of her dead husband's interest in the business. Mr. Chase has always borne a first-class reputation in the business world, but there has been a certain mortgage given which the committee desire to have investigated. It is said to be somewhat doubtful if Mr. Chase's offer of ten cents finds acceptance.

W. L. Douglas of Brockton is being most unjustly pursued in Lynn by the Lasters' Union, but it is not believed that its mode of work will have much effect with thinking people. Mr. Douglas issues the following statement to the Lynn public, and on account of the prominence of the affair has received in the country his comments will be of general interest:

"My attention has been called to a circular recently issued, and now being distributed by the Lasters' Protective Union of Lynn, which is so entirely incorrect in every particular, and shows so plainly that the organization or parties issuing it have totally misrepresented matters at issue between myself and the Lasters' Union, that I feel called upon to say a few words in explanation.

"In the first place, as stated in a recent letter, published in your paper, I have never refused to pay standard prices for lasting, and am now, and have been since Nov., 1885, paying the schedule prices for lasting, as posted in my factory by the Lasters' Union of Brockton at that time.

"No committee representing the Union ever called on me in regard to a change, neither have I declined to make any advance in prices, or to consult with any authorized committee from the union. I have never refused employment of members of the Lasters' Union, except those discharged from my fac-

Union India Rubber Co.

INCORPORATED 1847.

HARLEM, - - - N. Y.

One of the Oldest Manufacturers in the Rubber Trade,

— THEIR —

CRACK - PROOF  **TRADE MARK** 

PAT. DEC. 7, 1875.

RUBBER BOOTS

Have stood at the head of the Line for years, are made as good as at the beginning, and are the only survivors of the

OLD-FASHIONED RUBBER BOOTS.

We pledge ourselves not to cheapen them in materials or workmanship

— THE —

GOODYEAR RUBBER CO.,



NEW YORK: 487 Broadway.

BUFFALO: 240 Main Street.

WASHINGTON: 309 9th Street, N.W.

CHICAGO: 147 & 149 Fifth Avenue.

MILWAUKEE: 372 & 374 E. Water Street.

ST. PAUL: 131 East 3d Street.

MINNEAPOLIS: 201 Nicollet Avenue.

ST. LOUIS: 400 North 4th Street.

KANSAS CITY: 1032 Main Street.

SAN FRANCISCO: 577 & 579 Market St.

MONTREAL: 644 Craig Street.

ARE OUR AGENTS.

BEWARE OF COUNTERFEITS

tory, and I gave them a fair and ample opportunity to resume their former positions in preference to others that might apply for work. My factory is not a so-called 'scab' shop, according to the definition of that word as applied in this particular case, which is generally understood to mean 'one who accepts a position vacated by another at less wages than the former received, and who left his or her position on account of a reduction in or a refusal by employer to increase prices on certain kinds of work.' If I am correct in defining this word, then the term cannot be applied to my factory; as stated above, I have not made any reduction in my prices for the lasting, and I am now paying the same as posted by the Lasters' Union two years ago, and if my shop is a 'scab shop' now, it must have been for the last two years, and the members of the Lasters' Union who worked for me since that time must have been 'scabbers.'

"I regret the necessity of imposing on the readers of this paper again, but in justice to the few who might be misled by the statements in the before-mentioned circular, I feel it my duty to set matters right with them, by contradicting the charges made therein.

"I shall publish this statement three consecutive days, which I think will be sufficient to be seen and read by all interested in the matter, and I trust the friends of organized labor will carefully examine facts before accepting any theories advanced by the Lasters' Union of Lynn unless accompanied by some proof of their truthfulness.

"I will also state here that if my goods cannot be obtained at Mr. Donnelly's, the Wholesaler, they will be sent, postage paid, by writing direct to my factory.

Very truly,

W. L. DOUGLAS.

BROCKTON, Sept. 28, 1887."

The cutters' difficulty at the factory of D. A. Donovan & Co. was not of long duration,

Although Brockton and other cities in the State have banished the labor banners by ordinance, no move is made in that direction in this city, where the labor unions are supposed to wield a substantial influence in local politics. No city government member has the cause so much at heart as to imperil his political chances by offering an ordinance looking to the extinction of the banners. Brockton is not such a "labor reform" town as is Lynn; therefore, its government members, while assailed for their action, have the satisfaction of knowing that their votes were backed by public opinion. There never was any move for an anti-banner ordinance here.

The difficulty between the Knights of Labor and the McKay machine stitchers at Haverhill has created a considerable amount of talk in this city. One of the Lasters' Union officials remarked on the settlement of the trouble as follows: "The result demonstrates that the lasters' opinion of the Knights of Labor, expressed by us as an organization in the past, was based on truth and fact. The Knights of Labor in Haverhill unnecessarily interfered with the business of the McKay stitchers and by the foolishness of the K. of L. the stitchers suffer. The Knights should be taught not to mix in matters not of their own concern. They have always had a sufficient amount of re-

spect for the lasters not to mingle in their affairs."

There is not much danger of any shoe manufacturer being summoned into court to answer to the law which imposes a fine of from \$20 to \$50 for employing a minor under fourteen years of age who cannot read and write in the English language, except during the vacation of the public schools. It further provides that every person who employs a minor over fourteen years of age who cannot read and write in the English language, who is not a regular attendant of a day or evening school, shall be subject to a penalty of from \$50 to \$100. The exception is that when it is apparent that the labor of any minor, who would be debarred from employment under the law, is necessary for the support of the family to which he belongs, the school committee at its discretion may issue a permit authorizing his employment. The law was designed to prevent the employment of French Canadians, who come to our factory towns for a short period, with the intention of returning to Canada. All laws in favor of education are to be endorsed, but the law-makers, judging from the employers' liability bill and other of their productions, have got it into their heads that employers need a considerable portion of the legislation. When the Legislature next convenes it will have no occasion to make laws governing employers of labor. The ground is about covered.

An arrest was recently made by the police in this city which demonstrated the presence of a peculiar custom, to say the least, among the shoe workers of Lynn. A man was brought into court for the larceny of two pairs of French kid uppers from a shoe manufacturer. In extenuation of his alleged offence, the arrested man stated that he had the stock cut up and run through the factory to be made up, when the operatives had spare time. He had no idea, he stated that he was committing larceny, telling the court that it was "the common practice so to do." If such is the rule shoe manufacturers are not aware of its existence. In a year's time the cost of operatives' boots and shoes, under this rule, would amount to a considerable sum. The fellow who gave vent to this new idea was fined \$22.83 in court.

The Lasters' Union has now given up the idea of erecting its proposed Andrew street building "until next spring," so it is reported. The truth is said to be that so many labor troubles of late have weakened the treasury, and that it is not therefore judicious to now invest any money in brick and mortar.

Patrick P. Sherry, shoe manufacturer, now hopes to have "banner boy" case called at the Supreme Court on Tuesday, October 18. Gen. Butler will appear for the lasters and endeavor to prove by precedent that the Union has a right to have a "sandwich boy" on patrol at Sherry's factory front. Henry F. Hurlburt will conduct Mr. Sherry's case, and try to demonstrate to the court that the sign is a menace to Mr. Sherry's business, and therefore a nuisance.

The Lasters' Union held a meeting a few evenings ago, when representatives from Boston, Salem, Stoneham, Beverly and Marble-

head Unions were in attendance. The Douglas trouble was reported as having been discussed at considerable length in an informal way, and it was decided to work the boycott against the shoes in a still more aggressive manner. Mr. Douglas' shoes will be well advertised before the end is reached.

Henry C. Vrooman, the Kansas socialist who is going about the country disseminating his peculiar views on government, spoke under the auspices of the Lynn Social Labor party on Friday evening. Such men as he, who argue for the Chicago anarchists, do much to injure united labor.

Baker & Creighton are to remove from their Market street factory, and James W. Ingalls & Son are to vacate their Monroe street factory, intending to occupy about November 1, the new factories in the James E. Manning building on State street.

There will be shoe factories provided in the mammoth six-story block which is being built by Thomas Brothers at the corner of Mulberry and Oxford streets.

The last weekly shoe shipment report showed a gain of 489 cases compared with the same period of one year ago.

William B. Cushing, of the well-known firm of Cushing & Downs, is now able to be at the factory each day.

The Lynn Retail Shoe Dealers' Association should now begin to show some signs of life.

Manufacturers here, as well as those in other shoe cities and towns, are claiming that the labor unions exert favoritism in the levying of prices in several departments.

A fair price for McKay machine stitching is thirty-five cents, yet in the majority of shoe manufacturing towns the unions are demanding from forty to fifty cents.

There will be more than 300 dwelling houses erected in Lynn the present year, a reasonable sign that the shoe industry is prospering.

NEW YORK VS. LYNN SHOES.

The New York Sun gets off the following, which we are inclined to think was written by the editor of our aged New York contemporary:

Lynn will boast of the size of her factories, and point to the annual value of her new shoes as evidence of her general superiority. It is certain that she has some pretty large factories, and can point to one firm that turns out 10,000 pairs of shoes each day. But there is a firm in New York that produces shoes to the value of about \$1,000,000 annually, and there are others that run well up among the hundreds of thousands. Estimates differ on the comparative value of the products of the two cities. Lynn's annual product cannot amount to much less than \$25,000,000, while the annual product of New York is not estimated at more than \$10,000,000.

But New York, on the other hand, is the fine art centre. On the average, one pair of her shoes is worth two pairs of Lynn shoes, and her shoemakers are all fat and well-fed. The New York workmen do not work so fast

ANOTHER! AND A "CORKER!"

A Man's Calf, Dengola Top,
WAUKENPHAST SHOE,

FOR

\$2.00


WIDTHS 3 TO 6. HALF SIZES.

Seamless, Solid and Stylish!

No Finer Fitting Shoe Made!

WE HAVE GOT THERE!

There never was the equal of this Shoe as a seller. It is **ALL RIGHT**, and we are behind it with a guarantee that you never bought such good value for any such price. If you want any of these Shoes, **Send at Once**. Our factory is not big enough to supply everybody. First come, first served.

 For Sample Pairs, add 25 cts. for postage.

IRVIN AND SNOW,

200 & 202 CONGRESS STREET,

BOSTON, MASS.

New York Office, 83 Reade Street, where Mr. Geo. C. Irvin can be found every Friday.

as the Lynn workmen. One machine in Lynn turns out about 900 pairs of shoes a day, while in New York a single machine can only be fed up to a capacity of 300 pairs a day, the metropolitan shoemakers, apparently, being too fat. But our shoes are ever so much nicer than the Lynn shoes.

HAVERHILL, MASS.

Gossip and Gleanings from the Shoe District.

[FROM OUR REGULAR CORRESPONDENT.]

There will be an unusually good fall and winter shoe trade in this city, barring labor troubles of course, which are not expected unless some attempt is made to reduce wages. The workmen in their present somewhat broken condition as an organization will make no attempt to raise wages. Nor would it be advisable; they are getting as much as is paid in other cities on the average, and a trip a few miles back to the country factories would quickly convince them that it is best to let well enough alone. The Manufacturers' Association had a very well attended and useful meeting, Monday afternoon, Oct. 3. Things past, present and those likely to come were talked over and a general unanimity of feeling was manifested. Although the shipments for the week preceding Sept. 30 were four or five hundred cases less than a corresponding shipment a year ago, this week's figures bid fair to show a margin on the other side. Of course many are making samples just now and otherwise getting ready for business, but men's faces are a better barometer than actual figures or anything else. When a man looks cheerful and full of courage he will make business good, and the feeling on the street has never been more hopeful. The talk about leaving town and starting country factories is conspicuous for its absence.

Speaking of country factories, every now and then the story becomes current that some of those who were driven elsewhere, like the Gales to Exeter, Jennings & Sterns to Epping and Dorrs & Crafts to Northwood, are anxious to get back or are actually coming back. There is no truth in any of it. The history of the past summer stares them in the face. When the danger of labor troubles is past, I know two or three firms that will come back. But the reason for their leaving is not yet removed entirely, albeit, as children soon learn to dread the fire, so do employer and employe soon learn from bitter experience that both strikes and cut-downs are expensive luxuries.

New firms are coming to the front; some old ones are taking a back seat, as it were. The comparatively new firm of Woodman & Howes has just moved a few doors down street to secure greater facilities for their increasing business, and their new office will be one of the nicest in the city. They make the finest slippers in the market.

Mr. Porter Garduer, of Gardner Bros. is building him one of the most elegant residences in the city on the Highlands, commanding a fine view of the city and Bradford.

It may be stated that the shoe trade has never been in a better financial state than at present. The failures will be less here than ever before.

Messrs. C. W. Arnold, A. B. Priest, and H. C. Pinkham have just returned from a coon hunt up in Henniker. Hunting is splendid up there; so it is nearer home, but there are no coons in it.

Messrs. Swett & Bond are doing well with their free shop. They have no trouble from either their help inside or the Knights outside. It was a complete victory, but it must be confessed it was won without any help from their brother manufacturers.

Mr. George P. Crofts of Davis & Crofts, of Northwood, N. H., has just returned from a successful trip in the West.

"I should not dare to go into the shoe business today," said an old manufacturer the other day, "without capital enough to take care of all the discounts."

In spite of the seeming necessity of capital, young men go into the shoe business with little capital and make a success of it. The reason is they work at the bench or machine themselves.

The new machine for making turned goods is now said to do the work satisfactorily, all former difficulties having been overcome. It is undoubtedly the best machine of the kind yet invented, but the stock company which controls it has been capitalized for \$500,000 and no dividends need be looked for in a long time. It is entirely in the hands of Haverhill capitalists.

The trouble between the Knights of Labor and the McKay stitchers has simmered down wonderfully in the past week. The discipline administered the Knights has proved wholesome. But think of it! Organizations whose fundamental tenet was and is arbitration, refusing to take their own medicine.

Everybody reads the RECORDER in this city, and it has won its way into public favor chiefly for its outspoken and fearless expressions of opinion concerning the relations of labor and capital.

ROCHESTER N. Y. NOTES.

Eugene T. Curtis is home from a brief trip in the East.

E. M. Downs, representing the Barber Bros. Co.'s thread house called on his Rochester customers last week.

Chas. E. Young has returned from his vacation trip in the East, where he enjoyed himself, and gained in health and spirit.

H. Tuggy, one of P. Cox Co.'s agents, has started on his trip through Utah, Colorado, Montana, Wyoming, Idaho and New Mexico.

Patrick Cox has returned from the Thousand Islands, and is no longer suffering with hay fever. The P. Cox Company have just commenced using some new box labels that are the handsomest that they ever sent out.

Rochester manufacturers are much interested in the recent decision in New York of Judge Barrett, who confirmed the decision of a police magistrate holding for the grand jury the men who were arrested for inciting the strike at Hanan's and Gardner & Estes' factories. It is believed that this judicial decision will go a long way towards discouraging strikes, and in that view, it will benefit both employers and employes, the latter more

than the former, for a strike entails more actual deprivation and suffering among their families than to the employers. Rochester manufacturers have had very little trouble with operatives for the past three or four years, and it is believed the pleasant relations now existing and which were reached partially through arbitration will continue for a long time to come, for both classes are satisfied and their prosperity was never greater.

Thomas Bolton's agents are prepared to make their departure from Rochester early in October. George Bennett has the South; William Law, who is already away, has Pennsylvania, Ohio, Indiana and Illinois; Peter DeMerehas Missouri, Kansas, Colorado, Utah and Nebraska; and Rudolph Winterroth has the great Northwest. Their samples are the finest Mr. Bolton has ever sent out, and include several new styles that will certainly please the trade.

Mr. E. P. Reed of Rochester, N. Y., started October 3 for Chicago to look after his branch house there. E. P. Reed & Co.'s agents will start out between Oct. 10 and 15 with their spring samples, which include, among other new things, a handsome Louis Quinze heel and a new square toe. Mr. Walter E. Crandall will go through the Southern States; S. D. W. Menneiley covers Indiana, Iowa, Nebraska, part of Wyoming, and a portion of Dakota; and H. H. Fookes has Ohio. Mr. Menneiley, whose poetic announcements have attracted considerable attention in the trade, has a brand new one, which is so good that it is given herewith:

Again with "grip-sack" brimming o'er
With samples new and neat,
Our latest styles and fashions
You'll find are hard to beat;
So wait and I will surely call,
I know you will agree,
And get your sizes ready,
In widths from A to Z.

Our record in the past we pride,
We strive our best to please,
And those who wear E. P. REED'S shoes
Have comfort, style and ease.
Our "Waukenphast" and "Acme" last,
"New York" and "Opera," too;
Our "Creole" surely takes the lead,
Because it's something new.

In stock our REED & CO. French
Is mellow, soft and nice;
Will outwear any "genuine"
And cheaper far in price.
In goat we cut "Tampico,"
We know it is the best,
Our Goodyear welt and hand-sewed turns
Have surely stood the test.



The "COWLES BROS.'" children's shoes
Excel in fit and wear,
Try them and you will agree
No other can compare.
So, thanking you for favors past,
I'll bid you fond "adieu,"
And notify you with a card
The day I'll call on you.

—Menneiley.

Give Him a Long Credit.

Probably the only bootblack who ever voluntarily gave his parents the money he earned is Sammy Hiller of Toledo. The little fellow often goes to distant towns, and his mother most of the time does not know where he is. While Sammy was at the National Drill at Washington his mother was surprised to receive an express package from him containing \$21.


Horsford's
Acid Phosphate
 —(LIQUID.)—

 A Preparation of the Phosphates that is readily assimilated by the System. 

ESPECIALLY RECOMMENDED!

For Dyspepsia, Mental and Physical Exhaustion, Indigestion, Head-ache, Nervousness, Wakefulness, Impaired Vitality, etc.

Prescribed and endorsed by Physicians of all Schools. It combines well with such stimulants as are necessary to take.

IT MAKES A DELICIOUS DRINK WITH WATER AND SUGAR ONLY.

For Sale by all Druggists. Pamphlet Free.

Rumford Chemical Works, Providence, R. I.

BEWARE OF IMITATIONS.

OLDEST IN THE COUNTRY.

INCORPORATED 1873.

THE STONEHAM CO-OPERATIVE SHOE CO.

— MANUFACTURERS OF —

Women's, Misses', Children's, Boy's & Youths' Goods, in Glove Grain, Goat, Oil Grain, Peb. Grain, Buff, Veal & Kip Leather

Our Specialty, GLOVE GRAIN GOODS, 80c to \$1.50.

EVERY PAIR SOLID. EVERY PAIR WARRANTED.

Sizes: Childrens, 5 to 7½, 8 to 10½; Misses', 11 to 2; Women's 2½ to 7; Boys', 3 to 5½; Youths', 11 to 2. We challenge comparison of Goods and Prices. **THEY CAN'T BE BEATEN.** Send for Sample Dozens. Address all Correspondence to


STONEHAM,

MASS.

— THE —
"BARTHOLDI!"
 — Retail — **\$2.50** — Price —

A Man's Veal Calf Seamless Shoe. Bal., Button and Congress, Tip or Plain Toe, New York or Medium French Last, Double Soles, Calf Top.

**AN HONEST, SOLID SHOE THROUGHOUT
 AND A GREAT SELLER.**

 Order in advance of your needs if you want these Goods.

PARK, BELL & CO.,
 21 Warren Street, NEW YORK

Place Your Orders Early



FOR

**BIXBY'S
 BEST**

Blacking

AND

Royal Polish.

Our friends in the trade will observe our removal to our new factory. We have aimed to mail to all our customers a circular announcing this. If we have overlooked anyone, please accept our apology, and write us at once.

S. M. BIXBY & CO.,
 194 & 196 Hester St., N. Y.

KNIGHTS AND THE CONSPIRACY LAW.

Judge Barrett on the Hartt Case—The case of The Men Who Persecuted Him Should Go To The Grand Jury.

In the case of John E. Gill and other Knights of Labor, charged with violating the Conspiracy law, Justice Barrett, of the Supreme Court, New York, Thursday rendered a decision dismissing the writs of habeas corpus and certiorari on which he was asked to review the action of Police Justice Solon B. Smith in holding them for the action of the Grand Jury.

Gill and John Foster, Frederick Brunbauer, T. Wooley, James Macdonald and John Campbell, all members at various times of the Executive Committee of District Assembly No. 91, Knights of Labor, are charged with having violated sections 168, 169 and 170 of the Penal Code in two cases. In one of these it is alleged that Gill, Foster and Brunbauer caused a strike in the factory of John H. Hanan & Sons, shoe manufacturers at Centre and White streets, because the firm refused to discharge a man named Dunphy who had refused to join the Knights of Labor.

In the other case it is charged that Gill, Foster, Wooley, Macdonald and Campbell by threats compelled Gardner & Estes, shoe manufacturers, at Ninth ave. and Fourteenth street, to discharge their foreman, O. M. Hartt, and two other men on February 21. Since that time, it is averred, they have prevented Hartt from getting work in this city, and afterward, when he obtained work in Baltimore, induced District Assembly No. 41, Knights of Labor, in Baltimore to demand his discharge. Since then he has been unable to obtain work. They were all held to bail in \$500 by Justice Smith. The case was argued before Justice Barrett sitting in the Court of Oyer and Terminer. In his decision the Judge says:

The result of my examination of these papers is that a prima facie case has been made out sufficient to put the relators upon trial or rather to justify the submission of the facts to the Grand Jury. The difficulty with the positions taken by the learned counsels for the relators is that there was no question with regard either to advancing or maintaining the rate of wages. The law as expressed in the present statute [Penal Code, Section 170] permits orderly and peaceable co-operation to effect these ends, and undoubtedly, as an incident to this authorized co-operation—that is, to render it effective—a resort to all lawful means of enforcement. Peaceable withdrawal from employment commonly called a "strike," however extensive, is plainly such an incident. Violence, of course, is not, nor is a threat of violence, whether direct or as implied in a disorderly and turbulent strike. It is true that an absolute scale of wages cannot be effectively maintained so long as persons outside of the combination work for less than the fixed rate. Yet such persons have a perfect right to work and are entitled to protection, not against the peaceable strike but against violence or threats of violence, direct or as above suggested in the form of a disorderly and turbulent strike.

Justice Barrett clearly defines the nature of the conspiracy referred to in the law. He says:

Where, however, there is no relation, direct or indirect, between wages and strike, the combination which brings the latter about for unlawful purposes is a criminal conspiracy. The strike then involves a diminishing of the quantity of productive labor "which" as was said by

Savage, C. J., in the People vs. Fisher [14 Wend., 18] "is an injury to the community and an act injurious to trade." The judgment in that case upon this head is not affected by the later statute nor is it questioned by the cases already referred to. The unlawful purpose may also be evidenced by force, threats or intimidation to prevent another from exercising a lawful trade or calling [Penal Code, Section 168, Sub. 5]. This last provision was not in the Revised Statutes when The People vs. Fisher was decided. Consequently, the criminal conspiracy doctrine there discussed had reference solely to acts claimed to be injurious to trade or commerce. Here, however, the complaint covers both grounds, namely, acts preventive of the exercise of a lawful calling [Sub. 5] and acts productive of injury to trade or commerce [Sub. 6]. It is contended that both these subdivisions of Section 168 are limited by Section 170, and this is clearly so, but such limitation only goes to the extent of legalizing the peaceable and orderly strike when resorted to in good faith for the authorized purposes. Section 168 and 170 as thus construed are entirely harmonious.

The Judge says that he cannot assent to the doctrine that Section 170 authorizes a combination of individuals to compel, by means condemned in Section 168, all working men to join the co-operative forces or to punish those who are supposed to be inimical thereto. In conclusion he says:

The facts presented to the magistrate tends to show a deliberate purpose to impoverish and crush a citizen for no reason connected in the slightest degree with the advancement or maintenance of the rate. In execution of that purpose they also tend to show acts injurious to trade and acts preventative [by threats] of the exercise of a lawful calling. Such facts should certainly be submitted to the Grand Jury. It follows that the relators were properly committed and that the writs should be dismissed and the relators remanded.

NEW YORK NOTES.

Mr. Zeno C. Waterbury of S. Waterbury & Son, returned from his vacation last week.

The Hudson River Boot and Shoe M'n'fg Co. are about to bring out a line of women's goods.

E. E. Spencer & Co., 34 Warren street, are selling lots of the "U. S. Bull-dog Boot-jack." It is a taking novelty.

Hanan & Son are working overtime on orders. The "boycott" thus evinces its deadly power. Let the good work go on.

Everybody said, "I told you so," after the yacht race was over. Before it was sailed people were generally non-committal. Strange.

M. L. Hiller & Son, 135 Duane street, are busy on orders for fine trimmings and original novelties for the fine shoe manufacturers.

The P. Cox Shoe M'n'fg Co.'s New York store had the largest month, in the way of sales, during September of any month since its establishment.

John J. Lattemant, 98 Reade street, says that the Ankle-Supporting Corset Shoe makes new customers for him daily. Prices are somewhat reduced and the goods are better than ever.

The Morrow Shoe M'n'fg. Co., 41 and 43 Warren street, are doing more business than usual at this season. Their ladies', misses' and children's goods have achieved a very gratifying degree of popularity in all sections of the country.

G. & D. Silver, 78 Reade street, report trade as very satisfactory. Their ladies' American kid button shoe for \$2 goes well with retailers everywhere. They have advertised it liberally.

S. M. Bixby & Co.'s new quarters are very large, but no: large enough it seems. They are crowded now, even with all the extra space, and are working two nights each week to catch up on orders.

Button & Ottley are shipping an enormous quantity of "Raven Gloss Shoe Dressing," and the wonder is where it all goes to. They have worked up a wonderfully large business on this popular specialty.

Morse & Rogers, 134 and 136 Duane street, have brought out another edition of their catalogue; "The Story of Bill Price." It is worth reading, and will be sent to any retailer of shoes on application.

A. S. Richards & Co., 59 and 61 Reade street, the auction house, are having lively sales, and prices are good. Their commission department grows every week in favor and new features are constantly added.

An enterprising firm of brass workers have made shoe display stands for some New York manufacturers, which have been accepted by a number of them, as advertising features for customers' window displays.

Park, Bell & Co., 21 Warren street, must have struck the popular fancy with their "F. E. K. \$2 shoe," and their "Bartholdi" \$2.50 shoe. They say that 100 cases of the former would not fill orders on hand and unfilled today, and the latter is not far behind in demand.

Edwin C. Burt & Co., 150 and 152 Duane street, never had so much to do as now. Their large factory is hardly able to handle the volume of business, though every inch of room is utilized. Their line is finer and more complete than ever before, which is indeed a sweeping statement though a perfectly accurate one.

The New York Woven Label Co., 262 Canal street, has made a national reputation for artistic work and satisfactory quality and prices in their line, which includes not only woven labels, but all grades of webbing for straps, the name or trade mark being woven into each length in any color. Retailers and manufacturers are adopting these straps largely.

Thompson Bros., 131 and 133 Duane street, are as busy as bees. Their stock is more complete than ever, and that means much. They can justly claim to carry the largest and most complete line of men's, boys' and youths' goods in this country. The prices range from 90 cents to \$3.25, and include all grades, styles and kinds of nailed, standard fastened, machine and hand-sewed.

The East New York Shoe Co., 129 Duane street, are looking for the man who has been borrowing money on the strength of their reputation. He has victimized several firms in Boston and elsewhere by representing himself as buyer for the company. Notwithstanding this, the "Ballou Flexible" shoe increases in popularity, and Mr. F. E. Pitkin says it is the "boss" shoe for ladies', misses' and children.

This
space
reserved
for
CHURCH,
BROWN,
& CO.,
66
Pearl
Street,
Boston,
Mass.

J. & T. Cousins, corner Grand and Centre streets, are striving hard to catch up with the demand for their advertised specialties for ladies' wear. The "New Finish Kid" goods, opera, medium opera and common sense at \$2.25, and the ladies' Waukenphast at \$3.25 (hand sewed) are particularly in demand. Their misses' and children's spring heels have their share of popular approval, and have long been a leading feature of their business. The Boston store, 200 and 202 Congress street, has all these goods in stock ready to ship at a moment's notice.

BUSINESS IN BROCKTON.

Business is good.

So says everybody, and what everybody says must be true. When the above sentence is uttered by a Brocktonian it may be accepted as applying solely to the manufacture of shoes, for that is the business of our bustling little city, and that is what is meant every time. When the shoe business is good everybody wears a happy expression. The manufacturer smiles as he stands in the lobby of the post-office looking over the orders that come from all parts of the globe; the workman smiles as he sees the orders transferred from paper on to the tags, and the larger number of tags he sees made out, the happier he is, for each tag means money for him. The expressman smiles as he figures up the number of cases the orders will fill, and the merchant smiles, and smiles broadly, as he sees all of the shops booming. This smile might be traced down *ad infinitum*, for all Brockton beams amiably when her factories are busy. It means money for one and all, and "that is we are here for."

Talks with some of Brockton's leading manufacturers emphasize the fact that the city is just now enjoying a healthy, large-sized boom—not a little spasmodic one, but a genuine B-o-o-m, with a big B. They all agree that business is better than they ever knew it before at this time of year, and the shoe shipments corroborate the story. The amount of business being done is phenomenal, and the ground lost during the dark and dreary days of the long lockout and strike is being regained rapidly. Several of the manufacturers have been asked how they accounted for this rush, but none can satisfactorily explain. To be sure they do not try very hard, for they are satisfied to let well enough alone.

It is the belief of a majority of the manufacturers that the summer run, so called, which usually ends by Nov. 1st, will this year be merged into the winter run without the three or four weeks' shut-down usual at that time. In fact several of the largest houses have given notice to their help that they need expect no vacation, except at fair time, as the factory would keep running right along. Orders for spring and summer goods have already been received, and the volume is increasing rapidly. The orders come from all parts of the country, and trade seems as good in the south as in the west. There have been few failures in the shoe business, and a healthy confidence is apparent. It is believed that the freedom from large strikes has done much to increase the business, as the people, having more money, can buy more liberally.

It is not for the present only that we have

reason to feel joyful, for the outlook for the future is also very bright. One of our conservative manufacturers, who usually thinks twice before speaking, said concerning the prospect ahead: "I believe that Brockton has before her one of the most prosperous years she has ever seen—that is, providing that no labor disturbances interfere. Everything points to it. Last winter business was depressed all over the entire country, and that injured our trade. Then there was snow on the ground most of the time, and it is a well-known fact that affects us, for when there is snow the rubber trade gets the benefit, while we lose. Well, to follow out the idea, the summer just ended has been a wet one, which leads us to believe that the winter will be mild.

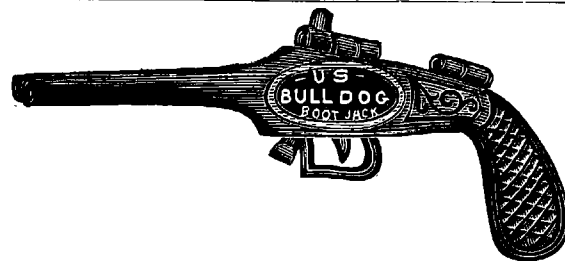
If it is, it will increase our trade fully one-third, for the ground will be bare and the frozen earth will soon knock shoes out. These are a few of the reasons, added to the general prosperity of the country, which lead me to take such a bright look into the future."—Brockton Enterprise.

OBITUARY.

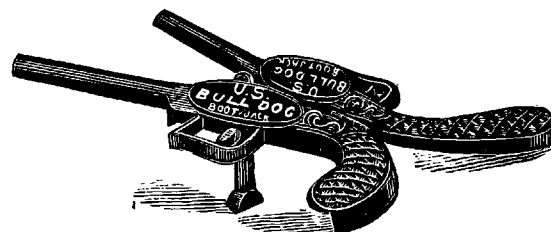
The sudden death of Mr. E. M. Ames of the firm of Lamkin & Foster, jobbers in boots and shoes, 174 and 176 Congress street, Boston, will be painful news to his large circle of acquaintances and friends in the trade. Mr. Ames left his place of business on Saturday, last, in apparently good health, and Sunday was as well as usual. During the night he was attacked by a fit of coughing, which almost immediately resulted in hemorrhage of the lungs from which he died in ten minutes from the time it began. The physicians pronounced it a case of heart disease, inducing congestion of the blood vessels. Mr. Ames was for ten years employed as a traveling salesman in New York state by Lamkin & Foster, and resided in Binghamton, N. Y., up to last January, when he was admitted to the firm, and moved his family to Dorchester, Boston, since which time he has stayed at the store. He was about 40 years of age and leaves a wife and three young children.

CROXTON, WOOD & CO.

This house is not unknown to a considerable portion of our readers, having been advertisers with us at one time, and also the subject of an illustrated descriptive article in our Philadelphia edition of eighteen months ago. We are pleased to have the opportunity of referring to them as advertisers once more; the class of manufacturers represented by this firm is a credit to any trade journal's pages. The goods made by Croxton, Wood & Co., in their large factory at the corner of 4th and Race streets, Philadelphia, are ladies', misses', children's and infants' shoes, and recently they have secured a patent on a turn shoe, which their advertisement particularizes, and which is warranted not to rip.



CLOSED.



OPEN.

THE U. S. BULL-DOG BOOT-JACK.

We might say "no family should be without;" for whether any of the family wear boots or not, the sense of security which its presence would create makes it a welcome piece of furniture. What bold bad burglar man would attempt to "burgle" in the vicinity of such a formidable means of offense and defense? Shoe dealers will find it invaluable for inducing long-winded debtors to pay up, and a retailer with many stale accounts can dress his window with these boot-jacks as a slight intimation of what delinquents may expect if they fail to liquidate promptly on presentation of account. Traveling salesmen, exposed to the wild highwayman of the West, will not only see in the U. S. Bull-dog Boot-jack, an implement for freezing the marrow in the train robbers' bones, but may enjoy a peaceful assurance that he will never have to go to bed with his boots on. We might continue to suggest avenues of usefulness for this neat invention, but it is unnecessary. Suffice it to say that its drawing powers as an article of trade are unsurpassed. For sale by Edward E. Spencer & Co., 34 Warren street, New York. Prices and other particulars will be found in their advertisement this week.

THE BRADBURY MACHINE.

Shoes nowadays depend largely upon the sewing machine as a means of facilitating the making or repairing of these articles, and to find a good and reliable machine for the custom maker or the repairer one has not to go farther than the "Bradbury," which has earned a well-merited recognition as a leader in this line. The finest class of work, or the most ordinary in the way of repairs can be accomplished with rapidity and precision; the work being always of uniform excellence, with the minimum of skill required to operate the machine. Some thirty thousand of these are now in use on this continent, and their durability and ease of running, together with their adaptability to the widest range of repair work or custom fitting has made it a great favorite. The importing agent for the United States is Mr. Benjamin F. Dunlap, 245 Broadway, New York.

THEY ARE COMING!

OUR SALESMEN;

MR. C. E. WYER Visits { Florida, Georgia, North and
South Carolina, Alabama.

MR. W. E. BAILEY Visits Ohio.

MR. S. W. JENNINGS Visits Illinois.

CROSS & BANCROFT, - LYNN, MASS.

Manufacturers of Women's and Misses' Specialties in French and American Kid, "Buckhorn," "Amaranth," "Dongola," Serge, Etc.

————— If you wish for full particulars send for Price List. —————

CROXTON, WOOD & CO.,

MANUFACTURERS OF

Ladies' Misses', Children's and Infants'

FINE SHOES

SPECIALTIES—Our Own Patent Turn Shoes, will not rip. Prices, in Brush or Glazed Kid, \$2.25, \$2.50, \$2.75 and \$3.25. Send for Samples and mention the BOOT AND SHOE RECORDER.

255 North Fourth Street, PHILADELPHIA.

SPECIAL OFFER!

We have in Stock, at our New York Store, the following Goods which we should be glad to ship to any desiring such Goods—subject to previous sale.

Ladies' French Kid Oxford Ties at	\$2.00, \$2.25, \$2.75
American Kid, Oxford Ties at -	1.25, 1.50, 2.00
In Ladies' Oxford Button we have French Kid, Common Sense at -	2.00
American Kid at	1.25

The above Goods are well assorted in Widths and Sizes.

We have an American Kid, Tip, Oxford Ties, A, B, C and D widths, sizes 1 to 7, at	\$1.60
French Kid Slippers, in Opera Toe and Common Sense, full assortment at	1.50
Ladies' French Kid, Hand Turned Button Boots at	\$4.00, 4.50

Full assortment of Men's Boys' and Youths' embroidered, alligator and Goat slippers. Our assortment and prices were never more favorable to the retailers than this year.

Send for sample Dozens or Pairs.

Besides the above we carry a general assortment of such goods as we make.

Nathan D. Dodge,

122 & 124 Duane St., New York.

Factory at Newburyport, Mass.

Mention the RECORDER when Corresponding.

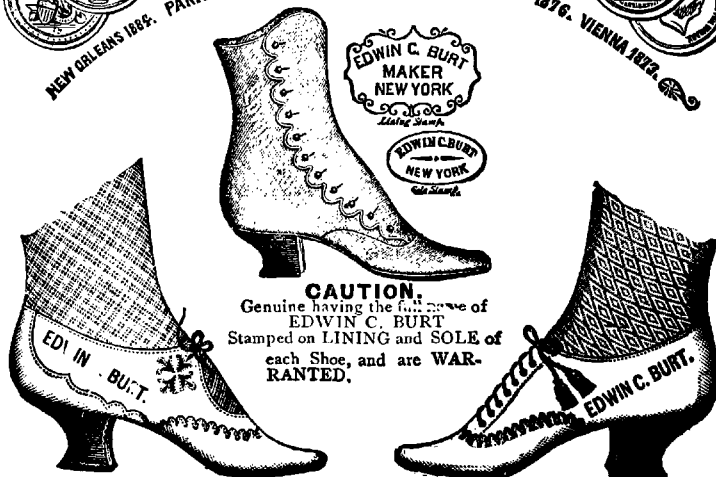
EDWIN C. BURT & CO.'S

FINE SHOES & SLIPPERS

For Ladies and Children

Are the Best Shoes made and the Cheapest to buy and use

Fit Perfectly. Cost no more
Easy on the Feet. Than any other
Superior in Style. Shoes



CAUTION.
Genuine having the full name of
EDWIN C. BURT
Stamped on LINING and SOLE of
each Shoe, and are WAR-
RANTED.

Edwin C. Burt & Co., Manufacturers,
150 & 152 Duane Street, New York.

BUSINESS ITEMS.**CHURCH, BROWN & CO.**

"Always room at the top" says the proverb, and it is one of the truest of sayings; applying to every phase of life and every branch of endeavor. The firm of which we here speak has kept before their mind's eye the height of business excellence and enterprise, and nothing short of this has been their aim. The result is a large and prosperous business, covering all sections of this country, from a beginning of less than eighteen months.

Their two factories, situated in North Weymouth and North Scituate respectively, are taxed to their utmost to fill orders, and additions to the manufacturing department are now in contemplation. The success of the firm in the face of the fact that "over-production" has been the cry for two years past, is all the more remarkable, and speaks highly for their business ability and the merits of their productions. A year ago the house had four salesmen, now there are twenty, and all busy. Among their travelers not one can be named who has not had at least ten years' experience as a salesman in the boot and shoe trade. The senior partner, Mr. E. H. Church, travels in parts of Indiana, Illinois, Kansas and Missouri. W. T. Tirrell in Michigan and California; J. W. Estabrook in cities and large towns of Ohio. J. T. Thorley in Michigan; R. L. Britt in Colorado and N. Mexico; H. M. Joy in Missouri and Arkansas; L. S. Page in Tennessee and Kentucky; H. F. Jennings in Dakota, Minnesota, Wisconsin and Manitoba; F. S. Elwell in the South and Pennsylvania; C. A. Elwell in New York and Wisconsin; F. J. McFadden in the South; Charles Treadway in Indiana; W. W. Whitledge in Kansas and Missouri; D. E. Dyer in Iowa; F. E. Jordan in Illinois; John Hanson in Ohio, and Jacob Rumpf in New Jersey. Messrs. H. H. Brown, of the firm, J. H. Prince and Gustavus Thayer look after store trade and visiting buyers. The specialties of the house are men's, boys' and youths' goods, and a select line of ladies' fine shoes. Retailers will find the advertisement of the firm in this issue.

THE STONEHAM CO-OPERATIVE.

We take pleasure in calling the attention of our readers to the advertisement in this week's issue of the oldest co-operative shoe manufacturing concern in this country, if not in the world. Its goods take second place to none, and its large factory at Stoneham, Mass., sends out women's, misses', children's, boys' and youths' shoes to all parts of the Union. The company has been remarkably successful, and deserves the highest testimonial for integrity and sound business principles. Incorporated in 1873, it shows a record of fourteen consecutive years of prosperity, during which it has earned the confidence and secured the patronage of an ever increasing number of retailers located in the various sections of the country. Its lines are solid and serviceable, warranted in every particular, and adapted to the popular demand. Dealers will do well to investigate the merits of the goods made by this company. All correspondence should be addressed to the Stoneham Co-operative Co., Stoneham, Mass.

Mr. S. C. Batchelder, the agent of the Company, is at the Boston office, 19 Lincoln street, Wednesdays and Saturdays.

CROSS & BANCROFT'S SPECIALTIES.

The above firm is again represented with us by a quarter page advertisement, in which they call the attention of the retail trade this week to the fact that their salesmen are now about to visit them in various sections of the West and South. This firm has a well deserved reputation for making very stylish specialties for women and misses, which are quick sellers and suit the large medium class of trade. Their "Buckhorn" and "Amaranth" goods are well known to a large number of retailers in various sections, and wherever they have been sold they have given the very best satisfaction. These with their French kid and imitation French kid specialties, as well as their American kid goods, constitute one of the most attractive lines for general trade that can be found. Their factory at Lynn, Mass., is devoted to the production of these specialties as well as a general line of goat, glove-calf and serge goods. Retailers will do well to correspond with them and obtain one of their price-lists, containing a description of over forty special shoes which they manufacture in lots to suit.

THE GOODYEAR MCKAY SEWING MACHINE CO.'S FACTORY.

On page 60 of this issue the Goodyear & McKay Sewing Machine Co. show an excellent illustration of their factory building on Federal street, Boston. The machines introduced by this company have worked great changes in shoe manufacturing, and are amongst the most important now found in factories. In addition to the well known Goodyear welt and turned shoe sewing machines they have lately introduced a new lock stitch machine for sewing on outsoles while the shoes are on the last. Other machines of importance in their way are insole and outsoles channellers. Welt groovers and bevellers, welt skivers, strippers and beaters and shank skivers, all of which are made at this factory. Besides the shoe bottoming machinery the company are now doing a large business in the Valiant Button Fly, which they manufacture and for which they are now having a large sale. As the work of this company has been of so much benefit to the trade all will wish them every success.

FELT SHOES AND SLIPPERS.

We take pleasure in calling the attention of our readers to the advertisement of that well-known house, S. Kennard & Son, Cleveland, Ohio, which will be found on page 60. They offer a very attractive line of felt shoes and slippers in connection with their regular lines, and for which they are now having a very large sale. These goods are perfectly noiseless, good fitting, and can be sold at low figures. Shoe dealers in all parts of the country are invited to write them for samples and prices, which they will send on application.

THE PHILADELPHIA INSOLE CO. at 323 Arch street, are very busy on fall orders. Their line is very attractive and prices very reasonable. The line contains several kinds not found outside of this company's productions.

BEATEN OUT OF \$15,000.**How a Concord Resident was Victimized by a Confidence Man.**

On Wednesday last Everett Cummings of Concord called upon Chief Inspector Hanscom, and related a sorrowful story. The burden of Everett's complaint was that he had been beaten out of \$15,000 by a confidence man named Alden B. Damon, and the story was, in substance, as follows: Cummings at one time owned a quarter interest in a patent known as the "Wood Pulp Heel," which interest he subsequently sold to one Aaron Smith. Then Damon called upon Cummings and represented to him that James Houghton of Lynn had secured a contract for Aaron Smith, and, as provided in the contract, he agreed to deliver the same and said patent to Houghton for the sum of \$17,000. Damon also represented that he had raised the sum of \$8500, and had deposited the same in the Security National Bank of Lynn, and through these specious representations Cummings was induced to intrust to the care and keeping of Damon the sum of \$8500.

About the 1st of September Mr. Damon called again on Mr. Cummings and told him he had a better customer in a person by the name of M. W. Furbush of Philadelphia, who agreed to take the patent and pay \$108,000, but he would not be able to take it till December 6. He said that Furbush had put \$50,000 in the hands of William M. Hale, and that he (Damon) must raise \$25,000, to be also deposited in Hale's hands to be used as a forfeit if either party failed to carry out his part of the contract. Some time after Mr. Damon called on Mr. Cummings and said that he had consulted counsel, and was advised that said deposit was not legal; that both parties must deposit the same amount of money or Furbush could take advantage, as he had put in the most money, and that he (Damon) must raise the other \$25,000. Cummings claims that Damon got in all about \$15,000. Damon was arrested on Hanover street about 10 o'clock Friday forenoon by Chief Hanscomb and Inspectors Mahoney and Mountain.

Aaron F. Smith of Lynn, who bought Mr. Cummings' quarter interest in the wood pulp heel patent, was much surprised at the statement made by Damon to Mr. Cummings. Mr. Smith, who is one of Lynn's largest shoe manufacturers and solid financial men, never had any dealings with Damon in relation to the wood pulp heel patent. He has a vague idea that Damon was at one time located in Lynn, where he sold heels, stiffeners, etc. Mr. Cummings visited Lynn a day or two ago, and ascertained that Damon's representations in regard to what he could do were based on fiction. The officials of the National Security Bank in Lynn told Mr. Cummings that Damon never had a cent on deposit there. James Houghton of Lynn and Walter Hale, A. F. Smith's foreman, never had anything to do with Damon, as he reports. Mr. Smith expresses surprise that Mr. Cummings should have been duped to such an extent. No one appears to know Damon in Lynn, and his name does not appear in the city directory.

Alden B. Damon is a resident of Charlestown, where he lives with his wife and child,

WE DESIRE TO CALL THE ATTENTION OF

Shoe Manufacturers, Shoe Dealers

And Wearers of Shoes,

TO OUR PATENTED

FLEXIBLE INSOLE

Which

we are

now



Offering

to the

Trade.

This sole is made from THE BEST OF OAK-TANNED LEATHER, and FLAX, and is cemented together. The leather is placed on the side next to the foot; the flax on the bottom side. We believe, and it has been the unqualified expression of ALL manufacturers who have used or seen it, that it is the best Flexible Insole that has ever been put into a Shoe. We claim this sole to be superior to any other for the following reasons, viz:

It is LEATHER. It combines BOTH FIRMNESS and FLEXIBILITY. It is WATERPROOF. It is "ANTI-SQUEAK." It is impossible for it to CUT THE UPPER, as it makes a PERFECT "FEATHER" EDGE. It makes a PERFECT AND SOLID HEEL SEAT. It can be SEWED CLOSER TO THE EDGE than any other sole. It being leather, shoes having this sole CAN BE REPAIRED. It makes the SHOE MORE COMFORTABLE THAN THE FINEST HAND-SEWED OR TURNED SHOE. It is adapted to MEN'S, WOMEN'S, MISSES' and CHILDREN'S SHOES. IT ADDS MATERIALLY to the WEAR OF A SHOE.

Common Sense Flexible Insole Co.,

HALE, GALLOUP & CO., Selling Agents,

-

48 & 50 South St., BOSTON.

THE GREATEST ECONOMIZER

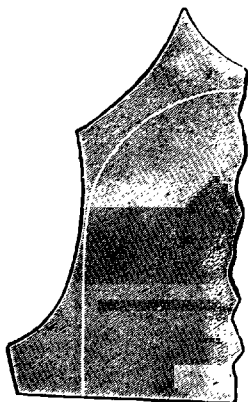
OF THE AGE.

Sole Leather Scraps Heretofore Con-
sidered Worthless Utilized by

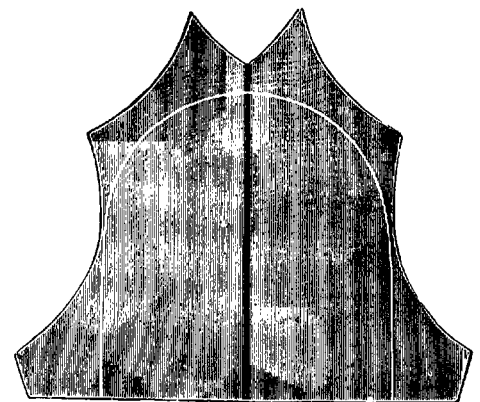
THE TYLER-BRADFORD SCRAP SPLITTING MACHINE.

Examine these Illustrations.

Endorsed by Leading Manufacturers.



Scrap before Splitting. Too small for use.



Scrap Split, will make a Heel Lift.

Our Machines are Light, Durable and can be operated by a Boy They are worth their weight in Gold to any

Boot or Shoe Manufacturer.

TERMS REASONABLE.

TYLER-BRADFORD MACHINE CO.,

No. 50 South Street, Boston, Mass.

Damon's native place is said to be Rowley. He is a man of about 30 years of age, and for several years he has been in the business of selling heel stock and heels, having operated a store in Boston, a portion of the time being alone and some of the time with his brother Bernard, the firm being Damon Bros., 46 Lincoln street, although he has not been associated with his brother in business for the past several months, it is thought. Cummings, who for some years was engaged in the leather business at Ayer, is located at 50 Lincoln street, Boston, and for some time past his business there has been manufacturing and dealing in leather. On account of the trouble between Damon and Cummings, the latter's property has been attached, and a keeper placed in his Boston store, not in the interest of creditors, as published, but of one creditor whose claim is about \$700. It was about six months ago that Damon was introduced to Cummings by a business acquaintance, who represented Damon as being a square and reliable man. There seems no doubt that the trouble has worn heavily on the mind of Mr. Cummings for some time past, and both he and his wife evidently feel very bitter toward Damon. Since his arrest Damon has promised Cummings he would make good at least a portion of the money within a week, if given an opportunity, so it is stated, and, as he has many business acquaintances in Boston, some believe that he would do so. What the arrested party has done with the amount claimed in the complaint is a question.

ROCKLAND HAND-SEWERS.

The Decision of the State Board of Arbitration in the Matter.

The State Board of Arbitration gives the following decision in the matter of the Rockland company of Rockland and its employees:

This application was filed Sept. 9, 1887. The Rockland company is a corporation engaged in the business of manufacturing boots and shoes. About a fortnight before the application was received the hand-sewers struck for higher wages for sewing on welts. After some ineffectual attempts by the parties to settle the difficulty by themselves, the board put itself in communication with both sides, and by its mediation succeeded in prevailing upon the workmen to return to their former employment, and both employer and employees jointly submitted for the decision of this board all the differences existing between them.

A public hearing was had, which was followed by careful inquiries pursued in other shops making goods of a like grade with those manufactured by the Rockland company in the department in question. These are goods of a high grade, and are claimed by the company to be equal to those of any other manufacturer in the state.

In most of the shops that have come under our notice the threads are made by the workmen, but here the company, for reasons which it deems well founded, prefers to furnish threads prepared by machine. These threads, however, the workmen must complete by waxing them and putting on the bristles, and the men are not willing to admit that it is any advantage to them to have the threads furnished as above described. Without expressing any opinion upon this particular point, there can certainly be no valid objection to the employer's furnishing these threads if he chooses to do so in order to obtain better results, or for any reason; and the following prices for sewing on welts are hereby recommended, with the understanding that the threads are to be furnished by the employer, as is now done:

Plain toe, $3\frac{1}{2}$ stitches per inch,	Per pair.
Cap toe $3\frac{1}{2}$ stitches per inch,	21 cents
Plain toe and box, $3\frac{1}{2}$ stitches per inch,	22½ cents
Cap toe and box, $3\frac{1}{2}$ stitches per inch,	24 cents

WESTON LEWIS,
RICHARD P. BARRY,
CHARLES H. WILCOTT.

FAITHFUL SERVICES THE BEST POLICY.

There is no more abominable heresy than that contained in the creed of very many factory workers, office assistants and retailers' clerks, who not infrequently are heard to exclaim, "Well, I do as much work as I get paid for, anyhow." The principle involved in this line of theorizing is not only contemptibly mean, but it is positively dishonest also. When a man engages to work for another at a stipulated price per week, be the pay \$8 a week or \$20, or more or less, he morally agrees to give six days' faithful, honest work, and wherein he falls short of rendering such an equivalent for the wages or salary that was mutually agreed upon, in so far he robs his employer. And leaving out the moral question altogether, it is the very poorest kind of policy to idle away an employer's time, and neglect and slight work on the pitiful plea that inadequate wages are paid for the services demanded and expected. When one is dissatisfied with the terms he has made with his employer, and fails in making a more advantageous or satisfactory arrangement, common sense and honesty would demand that he give a reasonable notice of

an intention to quit work and seek elsewhere a more profitable situation. It is undoubtedly true that neglecting and shirking work because one's salary is deemed too small will always result in a failure to procure advancement and increase of wages, from the simple fact that the observing employer is always informed how much work an employee performs and how well and thoroughly it is accomplished. It is only by a faithful discharge of every duty and by making himself invaluable to his employer that a workman or clerk can reasonably hope for or expect a preferment and an increased pecuniary compensation.—Exchange.

The Brockton shoe factories, with one or two exceptions, will close Wednesday night, not to open again until next Monday morning. This is on account of its being fair week.

WARNING!

We are the absolute owners of all of the original Letters Patent on a machine for attaching Heel Plates to Rubber Shoes, and on **LASTS** or **DIES**, for starting and bending the prongs or nails of the plate. We shall **PROMPTLY** bring suit against **ANY ONE** using **ANY** infringement of our Letters Patent in the United States, Canada or England. Any party using our machine will confer a special favor by reporting to us **ON SHORT NOTICE** any infringements on our Letters Patent that are being used.

Crescent Heel Plate Mfg. Co.,

105 & 111 Summer Street, Boston, Mass.

Vegiard, Langslow & Curry,

7 & 9 GRIFFITHS ST.,

Rochester, N. Y.,

—MANUFACTURERS OF—

LADIES' AND MISSES' FINE SHOES.

HAND TURNS. HAND WELT.

McKAY FLEXIBLE.

FOOT MIRRORS.

EVERY SHOE DEALER SHOULD HAVE ONE.

SHOE STORE SCREENS.

The Handsomest Shoe Store Ornament.

For illustrated circulars and price list write, at the same time mention the RECORDER, to

DENZI & PHILLIPS, 24 DEY ST, NEW YORK.

Rubber Boots Shoes



Do you want something entirely different from the general line of Rubber Goods?

If so, call and see those made by the celebrated Goodyear

 **GLOVE RUBBER COMPANY,**

Of New York, expressly for the Retail Trade. Rubbers to fit all kinds of Shoes,—**high heels, low heels, wide toes, narrow toes**, in fact, styles to fit anything you want. *Everything the Correct Style.* The Goods cost no more than any first-class Goods. Do not be deceived by other Goods bearing the word

“GOODYEAR”

On the soles, but see that our Trade Mark is upon every Shoe,—none genuine without it. We make a full assortment of everything, packed in the usual manner,—regular list discount, 40 per cent. We also make a very fine line of **PURE RUBBER SPECIALTIES**, put up in cartons, regular list at 30 per cent.

We should be pleased to show the Goods or send Sample Cases, and if you will describe the Shoe to be fitted, we can send the Rubber you wish.

LAMKIN & FOSTER,

Sole New England Agents.

174 & 176 CONGRESS ST., BOSTON

Also a General Jobbers' Line of **LEATHER BOOTS and SHOES.**

PACKARD AND GROVER'S

IMPROVED SEAMLESS

MENS'	\$2.99	SHOE.
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THE KING OF SPECIALTY SHOES.

These Goods are **Made to Order** and **Shipped Promptly**. Customers are always sure to receive fresh Goods, made exactly as ordered, and as quickly as orders are ordinarily filled from stock. No orders accepted for less than one dozen pairs of a kind. To Dealers who do not wish to handle advertised Shoes, we will furnish them without the stamp on the bottoms, and will put labels on cartons with Dealer's name instead of ours. Send for Sample Dozen.

Made with fine Calf **Seamless** Vamps, best Dongola Kid Tops (with crimped fronts in Congress and worked holes in Button), Solid Leather Counters and bottom stock, stitched throughout with Belding Silk and warranted in every respect. Made in Button, Balmoral and Congress, four widths and half sizes, Opera, London, Globe or French Toe, or Waukenphast Last, plain or tipped.

Price, \$27.00 per doz., net, 30 days.

Discount, \$1.00 per doz., 10 days.

PACKARD & GROVER,

Manufacturers of Mens', Boys' and Youths' Calf, Grain, Flesh Split and Buff Shoes,

OF ALL GRADES AND PRICES.

BROCKTON, MASS.

Boston Office & Salesroom, 19 Lincoln Street

Address all Correspondence to Brockton. Mass.

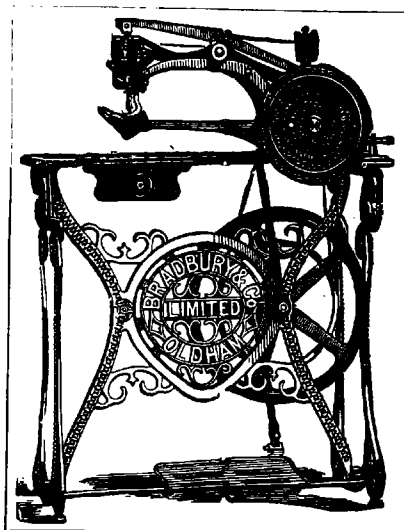
Mention THE RECORDER.

The Genuine English Bradbury Machine.

Over 30,000 in use, all giving the greatest satisfaction. Beware of imitations and buy none but the **IMPROVED GENUINE BRADBURY** with **universal feed** which will sew in **any** direction.

No Retail Shoe Dealer, Shoemaker, or Cobbler, can afford to be without this machine.

Send for descriptive circular and list of testimonials from some of the leading Shoe Dealers in the United States.



To responsible parties who have not seen the "Bradbury," we are willing to send a machine on 10 days' approval, with the understanding if it does not work to their entire satisfaction, they may return the machine at our expense.

BENJ. F. DUNLAP, Importer and Sole Agent, 245 Broadway, New York.

BLACKBURN BROS., General Agents, 205 Lake St., Chicago.

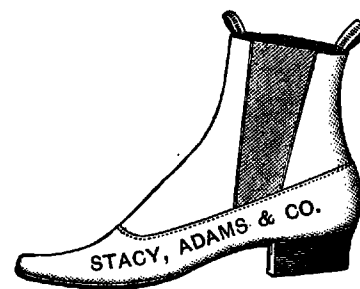
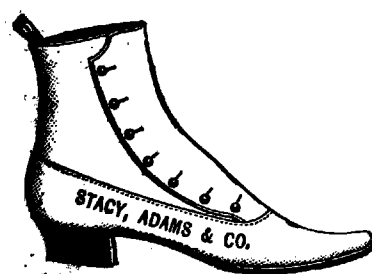
H. CAMPBELL & CO., General Agents, 47 Union St., Boston.

NOTHING CAN EQUAL HAND-SEWED!

FOR COMFORT, STYLE AND WEAR.

We make this Grade a Specialty in Our

GENTLEMEN'S FINE FOOTWEAR!



We also make HAND WELTS, GOODYEAR WELTS and MCKAY SEWED, in all styles for fine trade.

STACY, ADAMS & CO., Brockton, Mass.

New York Store, 142 Duane Street.

Boston Office, 98 Summer St.

WANTS, FOR SALE, ETC.

ADVERTISING RATES.

Wants, For Sale, To Let, &c. will be advertised in this department at the following reasonable scale, 15 cents per line first insertion, 10 cents per line each additional insertion. No advertisement inserted for less than 50 cents. Eight words make one line. Shoe Dealers who desire to dispose of Stores, manufacturers in want of Salesmen, Persons wanting Situations and Factories For Sale or To Let, will find the "Recorder" a very desirable paper to use.

RARE OPPORTUNITY

TO ONE DESIRING A RETAIL SHOE STORE.

To a party desiring to make a good investment a retail shoe store in a thriving city in Dakota is offered for sale. The city is a railroad center with a population of 12,000 to 14,000, and only two (2) other shoe stores in the place. Stock is new. Owner has other business and cannot attend to both. Man now in charge could be employed, if wanted, to run the store. Address Z 144, care Boot and Shoe Recorder, 82 Lincoln street, Boston.

SALESMEN WANTED.

On commission to sell in connection with other lines not conflicting, a complete line of children's and infants' shoes through Ohio, Indiana, and parts of Illinois and Iowa. Spring samples are ready. Trade partly established. Address, strating territory traveled, A. E. Brown & Co., Orwigsburg, Pa.

SALESMEN WANTED.

To sell a fine line of women's and misses' machine-sewed and hand-sewed turns through the South on commission. Address "C," care Sherwood & Rumsey, Rochester, N. Y.

NOTICE TO MANUFACTURERS.

Having closed my commission business, would like a position with some first-class shoe manufacturer. Address Clara A. Benedict, Pullman Building, Chicago, Ill.

SITUATION WANTED.

By a young man twenty-three years of age, a position in either a wholesale or retail boot and shoe store; has had three years experience in wholesale house. Best of references. Address Z 145, Boot and Shoe Recorder, 82 Lincoln street, Boston

SITUATION WANTED.

As traveling salesman for a boot and shoe house, by a young man; fifteen years' experience in handling fine goods. Best of references. Address J. H. Stewart, Box 64, Pascoag, R. I.

TO BOOT MANUFACTURERS AND OTHERS.

For sale: Two valuable U. S. Patents, recently granted. One a boot leg that requires no turning. It lasts more easily and saves one hour in getting up. Canadian patents also for sale. Address John T. Gray, Patentee, Box 227, Simcoe, Ont., Canada.

SALESMAN WANTED.

One first-class shoe salesman for each of the following states, Ohio, Michigan, Indiana, Illinois, Wisconsin, Missouri, Virginia, West Virginia, Kentucky and Tennessee. Only experienced salesmen need apply. Address Gallaher, Kitzelman & Fox, Wilmington, Del.

SHOE STORE WANTED.

I want to buy a retail boot and shoe store, with clean stock not to invoice more than \$8,000. Must be in a good live town of not less than 5,000 population, and where the business is not overdone. Address J. F. Lacock, Salinesville, Ohio.

WANTED.

Salesmen on commission to handle a selected line of "Prescott's Standard Slippers" and "Old Ladies' Comforts" made especially for the Western retail trade in solid goods. Address Arthur Prescott, Haverhill, Mass.

SHOE STORE FOR SALE.

A rare chance to purchase an A No. 1 boot and shoe stock in a manufacturing town of over 20,000 with the best of railroad facilities, within 150 miles of Chicago; no large town within 20 miles; best farming country in the State. Annual sales nearly \$25,000. Strictly cash and one-price; stock in prime condition. Poor health reason for selling. Address Z 138, care Recorder, 82 Lincoln street, Boston.

WANTED.

Shoe Salesmen visiting the retail trade in any section of the country, who would like to do a little business by which they can make \$8 to \$12 per week extra, may address as below, giving full name and address, firm you are with, and in what State you travel. All will be strictly confidential. Address, "Joas," care Boot and Shoe Recorder, 82 and 84 Lincoln St., Boston.

SITUATION WANTED.

A situation in a retail shoe store, as buyer, manager or salesman, best of reference furnished; eleven years' experience. Address Shoe Salesman, P. O. Box 725, Johnstown, Pa.

SHOE STORE FOR SALE.

A first-class shoe store, good trade, good standard fixtures. A good chance for a bargain. Population of city 8,000. Address Box 74, Winfield, Kansas.

FOR SALE.

Shoe store near Boston. Well-established, good location, low rent, cash sale. Stock and fixtures about \$3,000. For sale because owner is in another business. Address D. L., care Letter Carrier 50, Boston, Mass.

FOR SALE.

Thirty shares of Sharpville Boot and Shoe Co. (Limited) of Sharpville, Mercer County, Pa. A good chance for a live man. Reasons for selling, money needed in other business. Factory running steady, with plenty of orders ahead. Address Box 442, New Brighton, Blar County, Pa.

TO SHOE MANUFACTURERS.

FACTORY WITH WATER POWER.

Main line shaftings, steam boiler and pipes, ten thousand square feet floor space. To let at low rent. Six trains daily to Boston. For further information address: Lock Box 495, Lacombe, N. H.

Women's Kid Shoes for \$1.25.

The best shoe for \$1.25 you ever saw. Genuine Kid Button, All Solid, Glove Top, Box Toe, D and E Wide, in single cartons. Sample sent to any address for \$1.50. Also a Woman's Serge Cong. Gaiter, at \$6.30 Dozen, M. S. Sample sent any where for 65c. Address, H. E. BUCK, Canisteo, N. Y.

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Parker & Johnson, COMMERCIAL BROKERS,

Agents for Manufacturers. Headquarters for Commercial Men.

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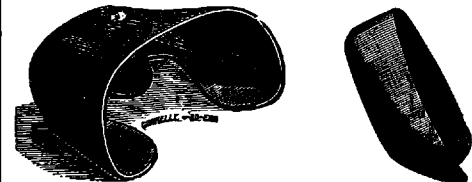
Cash buyer of Bankrupt and Assignment Stocks of

BOOTS AND SHOES.

Correspondence solicited with parties having stocks for sale.

Office 49 Third St., Middletown, Ohio.

All the Fancy Styles of the Season.
London, Opera, Derby,
Grecian, Light Leather Box Toes,
Solid Leather, Leather Board.



ALL VARIETIES, LADIES' AND GENTS'.

Make a Specialty of Fine Work.

Send your Last for Sample Lot.

BAXENDALE & CO.
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James R. O'Hara,

HOSPITAL LIFE BUILDING,

50 State St., - Room 78.

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Broker in

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STOCKS AND BONDS.

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RUBBERS!

ANTI-COMBINATION, FIRST QUALITY.

Having received a Large Consignment, we offer them
FOR CASH at

60 PER CT. OFF!

L. B. Mantonya & Co.,

Wholesale Commission Boots and Shoes,

227, 229, 231 Adams Street,

CHICAGO.

Merchants looking for SPECIAL BARGAINS, call and see
us or send for our ILLUSTRATED PRICE-LIST.

SHOE SOFA OR SETTEE.

Made to suit Shoe Trade only. Upholstered in Leather,
Plush or Haircloth. Length, 6 feet. Price, \$22.00 to \$27.00.
Write for cut and full description.

EXCELSIOR FURNITURE CO.,

Rockford, - - - Illinois

PATENTS! THOMAS W. SIMPSON,
Washington, D. C. No pay asked for
patent until obtained. Write for inventor's guide.

WANTED. All inventors to know that we make no charge for
obtaining patents until after the patent is acru-
ALLY ALLOWED. Over thirty years' experience. Send for book.
C. A. SHAW & CO., 11 Court Street, Boston.

PATENTS. PROMPT WORK. MODERATE FEES.

U. S. and Foreign procured. Trade Marks and Labels
registered. 15 years' experience; 4 years Examiner in
U. S. Patent Office. Patents in this line of inventions
secured through me, receive free description in this
paper. Send model or sketch of your invention for
FREE opinion whether patent can be secured and new book on
patents, citing recent court decisions. Mention this paper.
Patents obtained for shoe or leather men, will be illustrated
and described in the RECORDER.
E. B. STOCKING, opp. Patent Office, Washington, D. C.

DAY SEWED
\$2.50
LADIES SHOES.
KID OR GOAT BUTTON BOOTS
MANUFACTURED AND FOR SALE BY
J. B. LEWIS, BOSTON, MASS.
AT \$2.40 PER DOZEN.

BUFFALO LAST WORKS,
BUFFALO, N. Y.

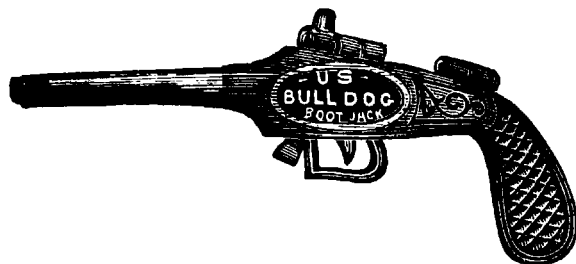
WHOLESALE MANUFACTURERS OF

LASTS

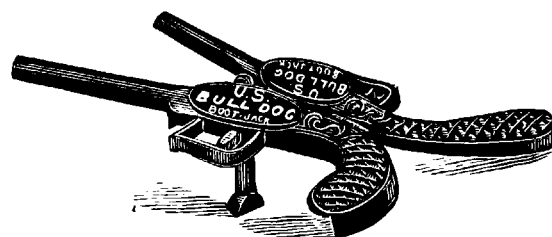
Of Every Description.

Boot, Shoe, Display, Gaiter and Fitters' Trees, Crimps, Clamps,
Toe and Instep Stretchers, Clog Soles, Pasting Blocks,
Dressers, Boot and Peg Jacks, Signs and Crimp
Screws. Deformities fitted. Superior Goods
only, and prompt service.

Lasts for Manufacturers of Boots and Shoes
made from timber three years seasoned,
and Steel used for bottoms.



CLOSED.



OPEN.

U. S. Bull Dog Boot Jack.

THE LATEST NOVELTY

SELLS AT SIGHT

Japanned, . . \$2.00 per doz.

Nickeled, . . \$4.00 per doz.

— EDWARD E. SPENCER & CO., 34 Warren St., } New York.
 144, 146, 148 Church St. }

SHOE STORE SUPPLIES!

ROBERT D. SMITH,

305 ARCH STREET,
Philadelphia, Pa.

Don't forget the place — the name is easy enough. Shoe store supplies in great variety. In fact we keep everything in that line. **PRICES ARE RIGHT.** Six floors packed full of Dressings, Blackings, Insoles, Laces, Buttons, Fasteners, Cut Leather, Cements, Hooks, Horns, Tools, Tacks, Twine, etc., etc., etc. **DON'T BE AFRAID TO ASK FOR WHAT YOU WANT.**

ESTABLISHED 1855.



Ladies', Misses' and Children's FINE SHOES.

HAND AND MACHINE MADE Grades in Ladies' Shoes,

\$1.75 to \$4.50 per pair.

☞ We are the only manufacturers who use the **IMPROVED FLEXIBLE INSOLE** in machine made shoes. **No Tacks, Nails or Waxed Thread** to hurt the feet.

OUR SHOES FIT TO PERFECTION.

SAMPLE LOTS SENT ON APPROVAL.

Will send on request a **Handsome bas relief Sign** in gold, silver and bronze (similar to cut), on first orders, 5 doz. or more.

MORROW SHOE MFG. CO., 41 & 43 Warren St., New York.

William H. H. Laws,

Cincinnati, Ohio.

**MANUFACTURERS' AGENTS
FOR SALE OF**

Boots, Shoes and Rubbers

Also Hold Auction Sales Every Tuesday.

**BOSTON.****BOOTS AND SHOES.**

The demand for fall goods is holding up well, and although it is about time the work was through at the factories, there is a good deal yet to be done and supplementary orders are still coming. There is an active demand for made up goods, but comparatively few factories have much to offer in this line having kept closely to orders. Boots are still wanted, the orders being if anything a little in excess of former years. Both heavy boots and calf boots are wanted, and the factories are doing their best to meet the demand. Split goods are also having a good call, and the improvement in the style of these lines make them popular for low priced lines. Brogans are still called for, there being a good show of unfilled orders on hand. Calf shoes are moving in good volume, the trade with most manufacturers being in excess of their expectations. Women's grain goods have had a large sale, and orders are still coming freely for the better grades. Slippers are active, with an urgent call for prompt delivery. The spring trade is making good progress. The salesmen have had fair success with the jobbers, and orders enough have been secured to give the factories a good start as soon as they can commence on the work. Prices are steady and there is little pressure for lower figures from the jobbers. The latter are coming to market early this season, and the tendency is to place their orders early and avoid the delay that some have experienced during the past season.

Rubbers are active and the best companies are well sold up in their productions. Retailers are urgent in their calls for supplies for immediate use, and the forwardings are large.

LEATHER.

Trade continues fair in all lines. Manufacturers are buying cautiously as usual, and some contracts are being made for supplies to cover the orders taken for spring lines. Prices are steady and it seems impossible to get up any speculative feeling.

HEMLOCK SOLE.—A little better demand is reported and more movement. Plump grades lead in the demand and prices rule steady. We quote:

	Buenos Ayres Prime non-acid.	Acid and Com. hide	Buffalo.
Light.....	19 @20	18 @19	15 @16
Middle.....	20 1/2 @21	19 @20	15 @16
Over.....	20 3/4 @21	19 @20	15 @16
Good dam.....	18 @19	16 @17	13 @15
Boor dam.....	16 @17 1/2	15 @16 1/2	11 @12

UNION TANNED.—There is an inquiry for stock for spring work and a fair call for present wants. The tendency in prices is firmer.

	Bags.	Crops.	
Light.....	29 @30	25 @26	Bellies rolled..13 @15
Middle.....	28 1/2 @30	26 @27	" rough..14 @14 1/2
Heavy.....	28 3/4 @30	27 @28	Heads.....12 @13
Damaged..	26 @27 1/2	24 @26	

ROUGH LEATHER.—There is an improved demand and a fair business in the choice light weights. Rough splits are in fair demand and steady.

We quote: Glove grain, 23 1/2 @25c; peb-

ble, 22 @24c for No. 1 and 21 @22c for No. 2; card leather, 25 @26c; belting and harness leather, 23 @24c; cropping leather, 20 1/2 @21c; good damaged light weights, 20 @21c; bulls, 17 @19c; Southern leather, 22 @23c; rough splits, 15 1/2 @16 1/2c for belts and 17 @18c for unions.

ROUGH CALFSKINS.—There is a better demand and prime skins sell quickly. Prices are a shade firmer. We quote choice light, 34 @35c; ordinary, 30 @32c; heavy, 26 @27c.

ROUGH SHEEPSKINS.—Choice grades of stock are selling well, while the lower grades are dull. Tanned skins are steady.

FINISHED UPPER.—There is a moderate demand for heavy upper, but the fall work is closing up and the inquiry now is more for the lighter grades for spring goods. Stocks are rather small and prices are maintained quoting, African and Montevideo leather, 14 1/2 @15c for No. 1 and 12 1/2 @13 for No. 2. Rio Grand brogan steady at 16 1/2 @17c for No. 1; 15 @16 for No. 2.

Boot grain is in moderate demand at 18 @19c for Western, 16 @17c for Eastern. Plow shoe grain, 16 @18c for Western, 14 1/2 @15 1/2c for Eastern.

Grain leather is in fair demand at 13 @14 1/2c for No. 1 glove; 11 1/2 @12c for light pebble; 12 @13c for heavy.

Buff is fairly active in the heavy and medium grades with some call for light, quoting, light, 12 1/2 @14c; medium, 14 @15 1/2c; heavy, 15 @17c.

Finished splits are in moderate demand for crimpers and heavy lines and a fair call for flesh. We quote light flesh, 50 @55c; heavy, 33 @42c; heavy crimpers, 23 @26c; bootbacks, 27 @33c; shoe splits, 26 @30c; juniors, 20 @28c.

FINISHED CALFSKINS.—The demand is moderate with preference for medium weights. We quote best tannages, 80c @ \$1.00; ordinary tannage finished, 70 @85c; rough finished, 50 @55c; heavy, 40 @47c.

MOROCCO AND KID.—A good trade is reported in regular lines. Glazed kids are active and special lines are having more call.

HIDES

A little more movement is reported in hides, but the general feeling in foreign hides is still dull. Tanners have been curtailing lately and are not taking so many hides. The quotations remain buenos Ayres, 18 @18 1/2c; Montevideo, 18 @18 1/2c; Rio Grande, 17 @17 1/2c; Corientes, 17c; Cordova kips 17 @20c; River Plate, 17 @19c; China hides, 13 @15c.

Domestic hides are quiet as to demand. Western holders ask 8 1/2 @8 1/2c which is a little above buyers views here, and there is but little movement in consequence. B and No. 2 selections are dull. New England hides are steady at 9 @9 1/2c for steers, 8 @8 1/2c for cows. Southern hides are steady at 14 1/2c for dry; 8 @8 1/4c for salted. Calfskins are quiet with fair stocks. We quote deacons, 30 @40c; light, 8 to 9 lbs, 90c @ \$1.00; heavy, \$1.00 @ \$1.10.

Goatskins are in fair demand and steady. Kid stock is active and firm. Tanned goat and sheep are steady and firm.

NEW YORK.**BOOTS AND SHOES.**

There is more or less talk about spring samples and discussion of styles, but for the present the factories have all they can attend to in the unfinished fall orders. The demand is urgent

and dealers want the goods as soon as possible. In men's wear the plain styles have the preference with more of the patent kid used for topping. In women's lines a little more ornamentation is noticeable with glazed kid and patent leather combinations. Salesmen are generally anxious to get started with fall samples, and another week or two will find the majority on the road. There is an active demand for slippers in the fancy styles for holiday trade. This trade has become an important feature and dealers want the goods to show on their shelves by the 1st of November. The jobbing trade is having a rush in forwarding the orders and attending to the visiting buyers. The auction houses also report a good trade with a good attendance of buyers and a free movement.

Rubbers are active with calls from the dealers who have delayed ordering, but who are now in a hurry for their goods. Prices rule firm.

LEATHER.

There is an active demand for leather needed for finishing the fall work on hand. Dealers are able to offer a fair assortment and prices rule steady. There is some call for best grades for spring samples.

Palen, Nelson & Co.'s circular gives the receipts for the week 87,894 sides hemlock and 18,268 sides oak and union. The exports were 27,149 sides, of which 1,150 went to England, 19,900 to the Continent and 99 to various points.

HEMLOCK SOLE.—The demand continues fair from manufacturers and also for export. Stocks are somewhat reduced and there is a firm feeling in prices. We quote Buenos Ayres, non-acid, light, 19 1/2 @20c; middle, 20 1/2 @21c; common hide, 18 1/2 @20c; damaged, 15 @16c; Calcutta buffalo, 15 1/2 @16c.

UNION TANNED.—There is a good demand for middle weights and plump selections with limited stocks. Heavy weights are also active with prices firm. We quote light backs, 29 @30c; middle, 28 1/2 @30c; heavy, 28 1/2 @30c; seconds, 20 @27c; crop, 25 @27c; bellies, 13 @13 1/2c.

OAK SOLE.—Good plump grades are wanted with scant supply and prices firm both in sides and backs.

FINISHED UPPER.—Wax and kip are having a fair sale and steady. Buff is moderately active. Grain is selling well and firm. Finished splits are in good request for best grades.

FINISHED CALFSKINS.—The demand is mostly for medium with some call for light and heavy. Prices steady. Imported calfskins are selling fairly in the light and medium weights in best tannages.

MOROCCO AND KID.—Medium weights and cheap grades of brush kid and pebbles continue in active request with prime grades slow. Domestic glazed kids are active and closely sold up. French glazed kids are selling fairly in the best known brands. Patent kids are having a good steady demand. Mat kid is in limited demand. Calf kid is dull.

Cordovan is active. Alligator leather is selling well. Kangaroo is active and closely sold up. Patent leather is having a steady demand.

HIDES.

The market is steady and there is a fair amount of business doing, though as a rule tanners are disposed to limit production. More sales of River Plate hides are being made at present prices which are considered low. We quote Buenos Ayres, 18 1/2c; Montevideo, 18 1/2c; Rio

Grande, 16@17½c; California, 17½c; Central American, 14@17.

Pickard & Andresen's circular reports the receipts for the week 35,353 hides and 60-bales Calcutta buffalo. The stock on hand is given at 342,600 hides and kips, and 1,809 bales calcutta buffalo and cow against 354,600 hides and kips, and 2,584 bales Calcutta buffalo and cow last year.

Domestic hides are steady with sales of city slaughter steers at 9c and cows 7¼@8c.

Goatskins are quiet with market favoring buyers. Deerskins are in good demand at full prices.

HYDE PARK, VT.

Mr. Carrol S. Page in his Oct. 1, circular says: The green calf skin market is substantially unchanged. We are able to note a continued healthy demand for light weight stock, and for strictly choice selections fair prices are obtainable.

Heavy skins, say weighing above 8 pounds, trimmed, or 10 pounds, untrimmed, are dull and stocks continue ample.

The unprecedentedly low prices which hair skins have touched, have led to a considerable demand for purposes for which other material has heretofore been used. Especially is this true with reference to light skins for which the market has somewhat improved since our last issue.

Heavy skins, unless extra fine and choice, continue unsalable except at prices substantially level with those of heavy hides.

CHICAGO.

BOOTS AND SHOES.

With plenty of wet weather through the West dealers who have not their fall goods in store are terribly anxious and are burdening the mails and telegraphs with their urgent requests and complaints. The jobbers have supplied the bulk of the trade but are kept busy with supplementary orders and late buyers. Dealers are well satisfied with the business prospects so far, and intimate that they will want additional supplies a little later. The jobbers have found time to place some good orders with the Eastern salesmen for spring lines, and some of the firms already have representatives in Boston to hurry up late orders for fall goods and arrange for the regular spring supply. The Western factories have considerable work on hand, and will have calls for duplicates for some weeks to come, their sales being to the dealers direct. Hand sewed work is having a good call and the better grades of machine-sewed with smooth innersoles are gaining in favor.

In rubbers the slow dealers are rushing around to get their orders filled, and it is evident that in the best grades there will be no surplus if indeed a shortage is not developed. Prices rule very firm.

LEATHER.

The market rules steady with moderate demand mostly in small lots. Stocks are fair for the present, but there has been some decrease and the tanners are slacking up in their work. No material changes are looked for at present and tanners continue to hope for better things in the future.

SOLE LEATHER.—There is a fair movement in hemlock sole with plump grades wanted and rather scarce. The common lines are in good

supply and easy in price. Union tanned is quite active particularly in the plump lines. Middle backs are also in demand with prices firm. Oak sole is strong at the recent advances and stocks are limited.

UPPER LEATHER.—There is a moderate demand for upper leather outside of the regular forwardings of best lines on previous contracts. The call is largely for second grades. Light upper is quiet. Root and plow shoe grains are in moderate demand and steady. Oil grain is having a good steady demand. Pebble and glove grains are selling fairly and steady in prices.

FINISHED CALFSKINS.—The Eastern demand holds pretty steady for medium weights, and there is a fair local trade. Light and heavy weights are quiet.

SHEEPSKINS.—There is a pretty good demand for linings and topping stock with only moderate stocks. Imitation kids are active. Prices steady.

HIDES.

The market rules steady in prices and quiet in its tone. The receipts from the country are fair and may be expected to increase with the cold weather. Tanners buy more from necessity than choice to keep moving and are not pushing their production. In light hides the stocks are moderate and sales are mostly to Western tanners, the Eastern men being dissatisfied with the prices. The quotations are 8¼c for No. 1 buff; 7¼c for B's; 6¼c for No. 2. The latter lines are dull. Heavy hides are having a fair movement at steady prices, quoting steers, 9@9¼c; heavy cows, 7¼c@8c.

Packer hides are in moderate demand. Buyers are working for lower prices in Texas hides, being encouraged by the liberal cattle receipts. The quotations at present are: heavy Texas steers, 9½c; light, 8¼@8½c. Native steers are firm, the supply in this line being limited as the killing is mostly Texas and Western cattle. Native steers are selling 10½c for heavy; 9½c for light; butt branded, 9½c; cows, 9@9¼c.

Calfskins are quiet and prices fairly steady, quoting 9c for 8 to 12lb; 8½c for 8 to 15lbs; No. 2, 6½@7c.

Dry hides are dull and tending easier in prices. The quotations are: Indian trimmed, 14½c; New Mexican, 13½@13¾c; Colorado and Montana, 12@12½c; California, 14c.

PHILADELPHIA.

BOOTS AND SHOES.

The factories are all busy with the orders on hand. The season's business has been very good and manufacturers are pleased with the number of duplicate orders. The spring samples are being pushed as fast as possible and salesmen are waiting to start. Samples will show but little change, the Philadelphia manufacturers being eminently conservative and holding to the lines that have proved popular. The tendency is more in the direction of the fine grades, though medium lines are also in demand. The jobbing trade is active, all lines of fall goods being in demand. In fact the jobbers find their stocks none too large. The auction houses also report a good business from the local and near-by trade with fair prices realized.

LEATHER.

The market rules steady with a fair demand from the manufacturers. Stocks are moderate and there is a stronger tendency in some lines.

Oak sole is firmer at the advances and there appears to be a decrease in the supply. Oak heads and bellies are selling slowly and the current prices are barely realized. For scoured oak backs an active demand exists, especially heavy weights. In hemlock leather liberal sales have been made at full prices. For calf kid the demand continues quiet. Dongola is in fair request at the current rates. In morocco trading is scarcely so brisk as was anticipated for some unknown reason, and what demand there is for winter footwear. Orders for small parcels for the cutting out of spring samples are frequent, but it is too early yet to expect any activity in this direction.

RUBBER MARKET.

A good steady demand is reported from the manufacturers, and dealers are evidently willing to sell. Increased receipts are reported at Para, and sales to arrive are made at 69c for fine and 49c for coarse, though present stocks are held at 70c and 50c. The arrivals of the past week were 375 tons, nearly all sold to arrive. Central American and African grades are steady with fair movement.

We quote cash prices: Fine Para, 70c; Coarse, 50c; Nicaragua scrap and sheet, 53@54c; Esmeralda sausage, 56c; pressed Guayaquil, 49@50c; Panama, 45c; Carthagena, 42c; African small ball, 36c; do soft ball, 32c; Congo ball, 48c; do thimbles, 48c; flake, 23c; tongues, 40c; for small, medium and large; Assam at 45@62c; Madagascar, 62c for pinky and 49c for black; Borneo, 40c; Mozambique, prime, 60c; unripe, 25c; African biscuits, 38@39c; Java, 42c; Benin, 40c.

Wiley's Heelers.



Are Positively the Best.

Send for prices.

WM. H. WILEY & SON,

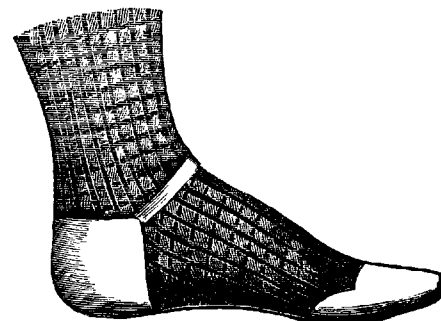
P. O. Box 1033,

HARTFORD, CONN

STANDARD HEEL AND TOE PROTECTOR

—AND—

Heel Protectors.



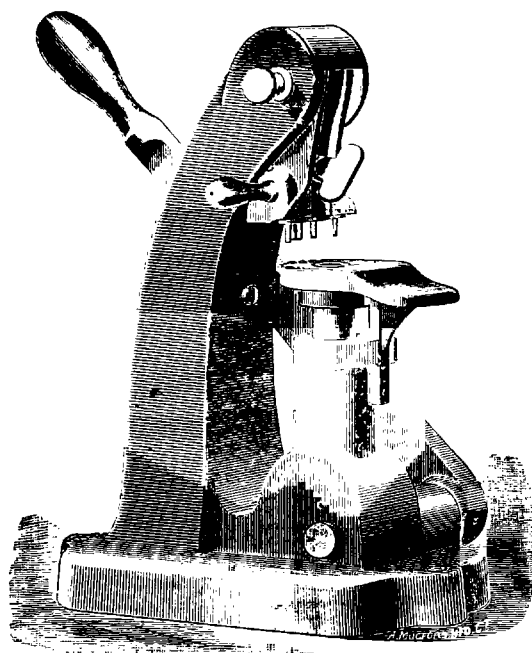
Furnish absolute protection to the Stockings when worn inside Rubber or Leather Boots or Shoes. Made for Youths, Boys, Ladies and Men. For Prices and Terms address

STANDARD MANUF'G CO.,

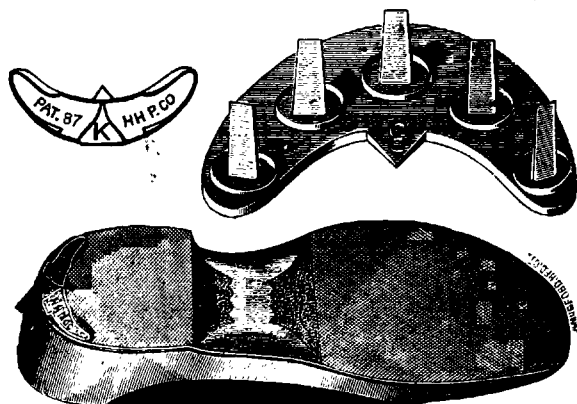
159 N. Water St., Rochester, N. Y.

THE HARTFORD HEEL PLATE MACHINE

And the Perfected K Heel Plate.



A perfect machine for securing Metal Plates to Rubber Shoes, which every manufacturer and retailer is privileged to secure by lease. This device is so simple that a child can understand and operate it correctly. The Heel Plate is placed in the clamp over the heel and with one motion of the lever the points of the plate are forced through the heel against the last, or clinching die, which securely fastens the plate to the heel of the shoe. All Heel Plates heretofore on the market have been partial failures, as they have caused the overshoe to leak. By our new invention called a dam, or rim, around each prong, this difficulty has been removed, the machine forcing the prong and rim so firmly into the rubber that there be no leak by suction. We furnish 5 lasts with each machine, one for each Plate.



Price for 1 Machine and 500 pairs Heel Plates, \$35.00.

HARTFORD HEEL PLATE CO.,
No. 5 Grove St., Hartford, Conn.

THE CHAMPION SHOE BURNISHING MACHINE CO.,

PATENTEES AND SOLE MANUFACTURERS OF

THE CHAMPION SHANK BURNISHING MACHINE,

525 & 527 CHERRY ST., PHILADELPHIA, PA.

We most respectfully call your attention to our Great

LABOR-SAVING MACHINE,

For Burnishing Black and Galloon Shanks of Boots and Shoes, also Top Pieces.

We guarantee the Machine to Burnish

1200 Pair Shanks in 10 Hours

And to do them as good as hand-work, *if not better.*

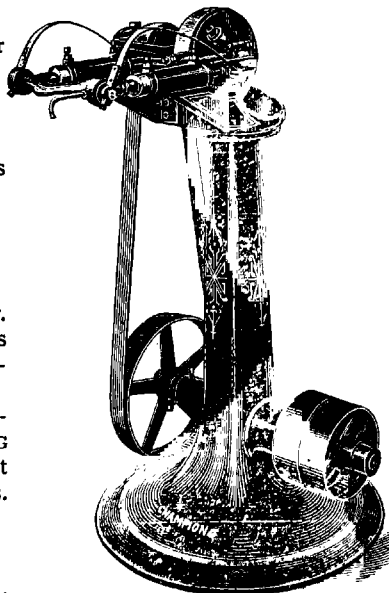
We also guarantee the Shanks Burnished on this Machine NOT TO BLISTER OR CRACKLE, BUT TO REMAIN FIRM AND SOLID.

To prove the value and great saving to the Manufacturer to use THE CHAMPION SHANK BURNISHING MACHINE, we give 30 days trial, and furnish without charge an operator to instruct one of your hands.

Soliciting an order, we are,

Yours truly,

The Champion Shoe Burnishing Machine Co.



TESTIMONIALS.

PHILADELPHIA, July 12th, 1887.

E. M. PARKHURST, ESQ.,

President Champion Shoe Burnishing Machine Co.

Dear Sir:—We have used your machines on our work for the past year, and we would state that they have given entire satisfaction. Our burnishing has never been better, and the work done on your machines is fully equal to the best hand work. We have tried several other shank burnishers, but were compelled to lay them aside after a short trial. We can cheerfully recommend your machines to any boot and shoe manufacturer.

Yours respectfully,
JOHN MUNDELL & CO.

UTICA, N. Y., June 9, 1887.

E. M. PARKHURST, ESQ.,

President Champion Shoe Burnishing Machine Co.

Dear Sir:—It gives me pleasure to say that the Champion Shoe Burnishing Machine I bought of you is giving entire satisfaction, not only as to the quantity of work that it will do, but more especially as to the quality, which is fully equal to hand finishing in every particular.

You are at liberty to refer to me, for I can cheerfully recommend your machine. It is first-class in all respects, and I believe it to be the most practical—the best, and one that will run for years, and cost nothing for repairs.

Respectfully yours,
J. N. CLOYES

LYNN, Mass., June 15, 1887.

E. M. PARKHURST, ESQ.,

President Champion Shoe Burnishing Machine Co.

Dear Sir:—We are more than pleased with the work done by your machine. We think it superior to any hand work ever done in our factory.

Respectfully yours,
W. D. HILL & CO

October 5, 1887.]

THE BOOT AND SHOE RECORDER.

93

Profits For Retailers!

Men's Seamless

Genuine Kangaroo Shoes.

\$2.50.

15 Styles of Lasts and all Widths.

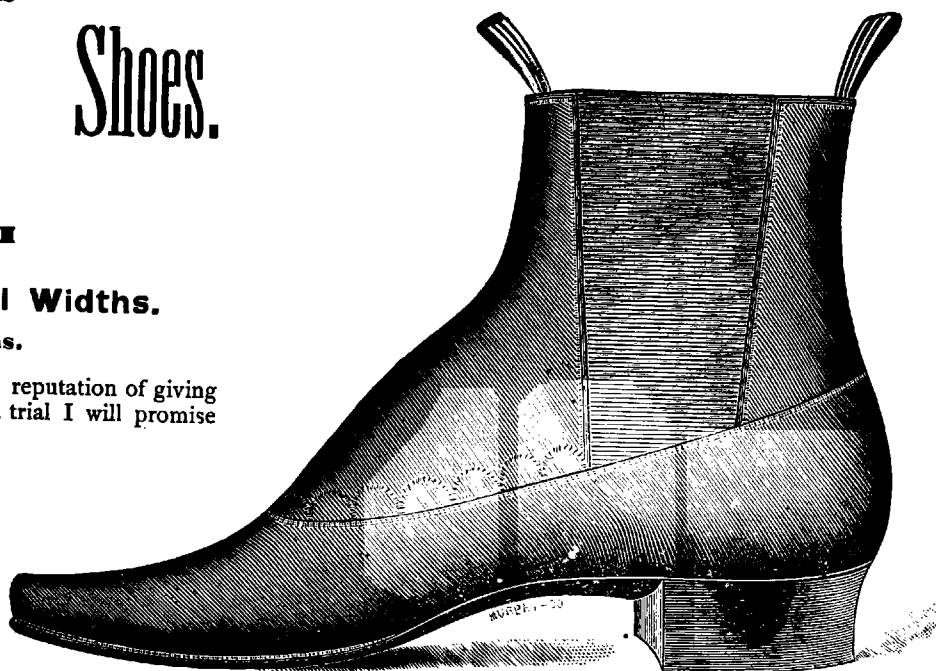
Send for Sample Dozens.

These shoes are made in a town that has the reputation of giving well-finished work, and to all who will give me a trial I will promise a stylish, honest shoe.

Same Style, Campbell Sewed, \$3

Boston Salesroom,

59 Lincoln Street.



Lewis A. Grossett,

North Abington, Mass.

SILVER SHOE

Our LADIES' CURACOA and BRIGHT DONGOLA

BUTTON BOOTS AT

\$2.00! \$2.00!

Are the MOST STYLISH, BEST FITTING and Best Wearing Goods in the Market.

We make them in three styles of Toes, and in all widths, from A to E.

A Large Stock constantly on hand, from which Orders can be filled At ONCE. Sample pairs delivered free on receipt of Price.

C. & D. SILVER,

76 READE ST.,

NEW YORK.



THE BARGARREN ART THREAD.
 REAL SCOTCH FLOURISHING THREAD.
 REAL SCOTCH CROCHET THREAD.
 REAL SCOTCH SPOOL THREAD.

SOLE IMPORTERS:

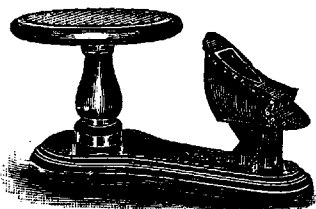
J. R. LEESON & CO., - Boston, Mass.

It is the Proper Caper

To Keep up with the Times,
 To Lighten the Burden of you Sales-people,
 To be Ahead of all Competitors in Style,
 To make it Pleasant for your Customers,
 To adopt all Valuable Improvements

that add to the beauty of your store and to the comfort of your customers, especially when they save you one-half the labor, and will pay for themselves every year in clothes and broken backs.

The
SOLLERS
 PATENT
 SHOE STOOL,



Which
 This Engraving
 Represents,

Will do all that is Claimed for it.

In fact it is the only stool now in use that gives entire satisfaction and that is appreciated by both Salesman and Buyer. Of the several thousand now in use by the leading shoe stores, the universal opinion is that life would be too short to do without them.

The Price is Within the Reach of all.

Send for Circular, which contains many Testimonials, Prices and all Particulars,

The Sollers Shoe Man'fg Co.,

417 & 419 Arch Street, Philadelphia, Pa.

Mention the RECORDER when you write



Comes Up Smiling Again,

Happier than ever, the result of last Winter's big run on his

Hand Made Seamless Foot Warmers.

They are without a doubt the most practical house shoe made for every-day durability, actual comfort and noiselessness for the housewife, invalid, or anybody desiring ease and warm feet, especially for riding.

All this your Customers are now Looking for.

Our woven slipper for rubber boots is a capital thing. Write at once for our new Descriptive Circular and Price List; also samples of our **improved** shoes, for the salesmen may not reach you in time to have goods made for Fall delivery. This business was originated and built up by us, and at present date there's nothing made in the U. S. equaling these goods. There will be weak imitators, not claiming originality, who will naturally try to benefit by our reputation and experience. Our shoes are all wool except the soles (russet) made and originally designed as a "FIRESIDE COMFORT" Shoe. To gain this ease and comfort, all thought of noisy, heavy heels and stiff counters was abandoned, for with such they are ungainly, stiff and justly unpopular. Our past patrons' experience and our 1887 open order book thus far are our attestations.

All Woven of Strips of Woolen Cloth, and Lined with Wool Quilted on.

DICK, The Seamless Foot Warmer Manuf'r,
 127 Main St., DANVILLE, N. Y.

Shoe Dealers



All admit that our advertising rugs are the handsomest yet produced and we warrant them first quality Smyrna rugs; for those that prefer something else we have handsome glass signs, 14 x 20, embossed signs, 19x22, with gilt frames, or we can put your Card on each carton in gilt letters, making a rich and showy advertisement for **your** goods. The **only** gloss dressing that positively contains **Oil**.

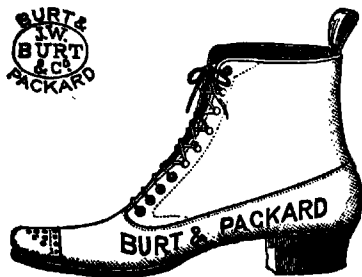
To those not handling "**Gilt Edge**" we simply say that if it is not superior in color, lustre and other respects to any in the market, you can hold it subject to our orders as we warrant every package.

Its FINE Quality, ELEGANT Style and LARGE size (6 oz.), cause it to sell quick, even in the towns where other dressings that retail for 25 cents could get no footing. Try one lot and your customers will take no other. **Price per Gross, \$24.00.**

Can be had of any of the following firms in 1-4 gro. display cases, (every 1-4 gross lot having 72 chromos, 1 show card, 1 handsome linen banner and 125 advertising stickers.)

E. E. Spencer, New York City, H. B. Hanford & Co., Philadelphia; Frank & Adler, Baltimore; A.D. Hillegas, 37 Franklin Street, Chicago; Adolph Meyer & Co., Cincinnati; Ganahl, Schallert & Co. and James Clark & Co., St. Louis; Mantle & Cowan, Louisville; P. R. L. Hardenberg & Co., St. Paul; Mumford, Foster & Co., Detroit; Fralick & Sherman, Buffalo; Williams Bros., San Francisco; Herbert Bradley & Co., Portland, Oregon.; D. R. Dunlap, Mobile, Ala.; J. W. Manier & Son, Nashville; M. Hessberg, Richmond, Va.; T. W. Cosgrove & Co., Kansas City, Mo.; C. J. Walker & Co., Portland, Me.; Isaac Hills' Sons, Hartford, Conn.

Also our **Improved Bon-Ton Polish**, retails for 25c., and bottles hold same amount as other makes of 25c dressings (4 oz.) Price per quarter gross, \$5.25, per gross, \$20.00 net.



GET THE BEST,
FOR
THE BEST
IS THE CHEAPEST
IN THE END.
FOR STYLE, FIT AND WEAR
THIS WELL-KNOWN
MAKE OF MEN'S SHOES
IS
UNEXCELLED.
BEST QUALITIES
IN EVERY STYLE,
HAND, MACHINE SEWED, AND
GOODYEAR WELTS,
FOR
MEN AND BOYS.

OFFICE and FACTORY: BROCKTON, MASS.
SALESROOM, 133 DUANE STREET, NEW YORK,

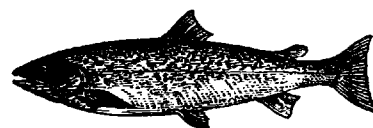
FOOT MIRRORS for SHOE STORES:
DENZI & PHILLIPS,
24 Dey St. New York

This is
STYLE
No 105



We letter at the top, or in one corner very neatly so as
not to obscure the mirror, the advertisement of the
Manufacturer, so that it will be seen by the customer.

Rangeley Sporting Boot.



Pat. Full Cork Bottom
Flexible, Water-
proof, Best
Oak Grain Top,
With Side Pocket!



Only Perfect Sporting Boot Made.

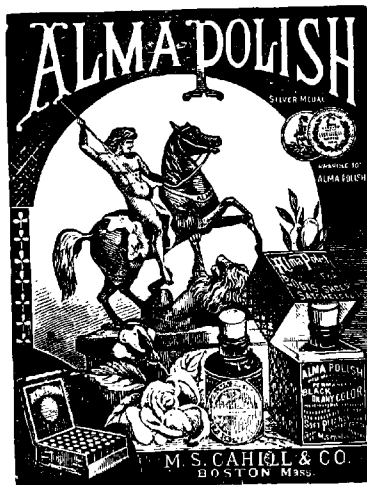
Sold only to the Retail Shoe and
Sporting Goods Trade. Address,

R. E. Foster & Co.

MILFORD, MASS.



ALMA POLISH.



Is the only polish ever
put on the market that
will soften and preserve
the leather. We do not
give you a brick house,
horse and carriage, nor
carpet your floor, but we
do offer you the **Best
Dressing** you ever had
in your store. Several
imitations are out and we
wish to CAUTION against
these frauds.

ALMA POLISH

IS MANUFACTURED ONLY BY

M. S. CAHILL & CO.,

94 Lincoln St., Boston, Mass.

ALFRED DOLGE'S FELT SHOES!

THE BEST MADE!

CATALOGUES ON
APPLICATION.



SEND FOR
SAMPLES.

DANIEL GREEN & CO., - Sole Agents,
122 E. 13th Street, NEW YORK.

OLD AND ORIGINAL

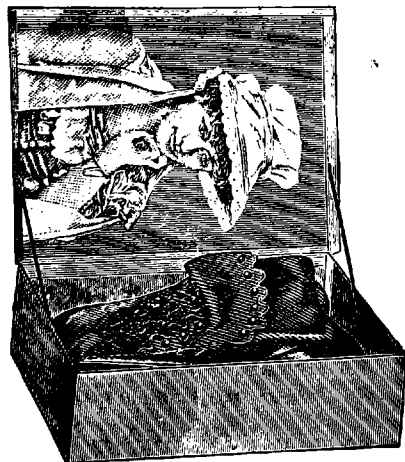
Gloversville Bright and Dull Dongola Kid.

EQUALS IMPORTED. WEARS BETTER. ONE HALF THE COST.

Improved Welt, \$2.25. McKay Flexible, \$2.00. McKay, \$1.65

Opera, Spanish Arch, New York Toe, Common Sense
Lasts. Misses', Childs' and Infants to match.
Sizes and widths A to E in stock.

Send P. O. Order for price of shoes, and 25 cents for postage,
and we will mail sample pair of shoes in Toilet Case, with piece of
the stock in hair and finished, and our full price list. The shoes
can be tested in fitting and wear, and lines ordered from
price list. You have samples to compare with goods.
Be your own Judge and drummer. Revive
your business and save \$1.00 per pair for your profit.



This Toilet Case given customers with every
pair of our \$2.25 and \$2.00 Shoes.



MONROE, WOLVERTON & CO, 369 to 373 Broadway Albany N. Y.

WE Invite the Trade to send for a TRIAL LOT of our

FRENCH Finish, OIL Tanned

Kid Button Boots,

Which we call the

NACIREMA

KID

We make it up into
our Best Grades of Goods in

LADIES', MISSES' and CHILDREN'S,

and warrant it to be the **STRONGEST** and **BEST**
WEARING Stock in the Market.

Misses' & Ch.'s Spring Heels a Specialty.

AMERICAN SHOE CO., Lyn ,

T. A. MITCHELL & CO.

THREE GOODYEAR WELT BEAUTIES,

NO. 1 KANGAROO TOP
FINE SEAMLESS CALF VAMPS.
NO SEAM HERE IN TOP OR VAMP.

NO. 2 CONGRESS, CRIMPED FRONT.
FINE SEAMLESS CALF VAMPS.
NO SEAM IN BACK OF VAMP.

NO. 3 BALMORAL STITCHED STAY.
GLOVE KID, OR BEST BRAZILIAN DONGOLA TOPS.
NO SEAM HERE

PRICE \$3.15 RETAILS \$4.25

PRICE \$2.85 RETAILS \$4.00

PRICE \$3.55 RETAILS \$5.00

LARGE PROFITS FOR RETAILERS.

6 per cent. 10 days, 4 per cent. 30 days, Net 60 days.

MITCHELL, FALES & CO.
J.S. CONANT - BOSTON.

OUR Success with **The Genuine Goodyear Welts**, warrants us to still come to the front with the latest styles, and improvements in them, at our **POPULAR PRICES**. We therefore desire to call your attention to our **Three Beauties** described above.

The new whole vamp without any seam in side or back (see cut No. 1 and No. 2) is fast becoming very popular with the trade, there being no seams to rip, and have a very stylish appearance on the foot.

The Valiant Patent Button Fly and Bal. Front Stay are among the latest and best improvements in the Shoe line, and give perfect satisfaction.

These lines are manufactured from the **Best Selected Material**, are **First Class** in every respect, and need only to be seen to be appreciated. We will send any of the following samples by return mail upon receipt of price and 35 cents additional for postage, to any address, together with our proposal for advertising them as specialties.

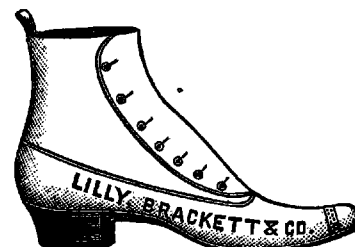
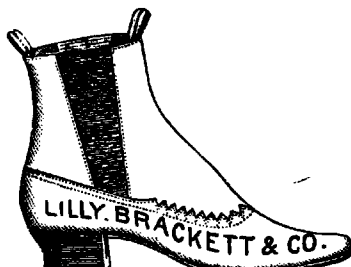
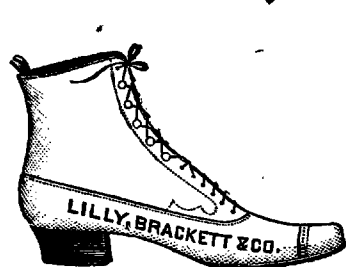
SAMPLE LIST.

		Price, \$3.55.	Prepaid, \$3.90.
No. 1.	Button, 3 wide, London Cap Toe, Size 6	3.55.	3.90.
	Balmoral, 5 wide, Opera Cap Toe, Size 6½	3.55.	3.90.
	Congress, 5 wide, London Cap Toe, Size 7	3.15.	3.50.
No. 2.	Button, 4 wide, London Cap Toe, Size 7	3.15.	3.50.
	Balmoral, 4 wide, Opera Cap Toe, Size 6	3.15.	3.50.
	Congress, 4 wide, London Cap Toe, Size 6½	2.85.	3.20.
No. 3.	Button, 5 wide, Opera Cap Toe, Size 7	2.85.	3.20.
	Balmoral, 5 wide, London Cap Toe, Size 7	2.85.	3.20.
	Congress, 4 wide, London Cap Toe, Size 6	2.85.	3.20.
	Congress, 4 wide, French Pl. Toe, Size 7		

These prices, with the discounts, net the same as list previously published.

T. A. MITCHELL & CO., SUCCESSORS TO **MITCHELL, FALES & CO.,** Campello, Mass.

LILLY, BRACKETT & CO.,



HAND WELTS!

With Campbell Outer, Our Great Specialty.

We were first and we *are* first in this Grade of Fine Goods. Can be sold at a Popular Price to Fine Trade. Also HAND-SEWED, MACHINE-SEWED and Goodyear Welts in

KANGAROO, CORDOVAN AND CALF.

Address all communications to the Factory, at

Boston Office. 105 Bedford Street.

BROCKTON, MASS.

MR. R. G. SALOMON,

THE HAMBURG CORDOVAN TANNERY, NEWARK, N. J.,



My Dear Sir—We take the pleasure of expressing to you our highest appreciation of the various lines of Leathers of which you are the originator in the United States, which are excellently adapted for the finest quality of Hand-Sewed as well as for the medium grade of Shoes. The

standard as to tannage, finish and durability of your CORDOVANS, PORPOISE, KANGAROOS, DONGOLAS and ALLIGATORS, excels any known to us, and we that have made specialties of some of the above-named goods for the last ten years and over, can highly recommend the same to all consumers.



Yours, most respectfully,

(Signed)

J. H. & F. H. TORREY,
STACY, ADAMS & CO.,
M. C. DIZER & CO.,
STRONG & CARROLL,
HATHAWAY, SOULE & HARRINGTON,
REDPATH BROS.,

SMITH & STOUGHTON,
PINGREE & SMITH,
LILLY, BRACKETT & CO.,
NEWHALL & BARBER,
M. N. ARNOLD, for POTTER, WHITE & BAYLEY,
WM. H. BATES, Pres. The Rockland Co.,
J. BAUM & CO.,
RICHARD WOOLLEY & SONS,
ZIEGLER BROS.,
THE ROCKFORD SHOE CO.,
L. SHAW, Sup't for PHELPS, DODGE & PALMER.

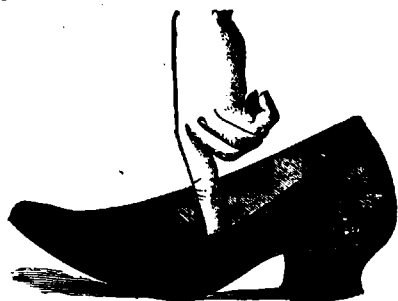
THOS. EMERSON'S SONS,
BURT & PACKARD,
S. G. JONES,
EDWIN CLAPP,
HANAN & SON,
J. S. TURNER,



October 5, 1887]

THE BOOT AND SHOE RECORDER.

99



Shows given amount pressure on old style.

— THE —
Combination Slipper Co.
 — A —

COMPLETE SUCCESS

Same pressure applied to Combination Slipper.

TESTIMONIALS from leading Dealers in all parts of North America. Daily increase of original and duplicate orders as a reward of merit, and proof that our Goods are fully appreciated by the consumers. The sole and quarter are in one piece of sole Leather, colored and finished to imitate the finest Kid. There is no slazy Kid in the quarter; there is no counter in the Shoe; it is perfectly smooth inside and out, overcoming the long wrinkles that form above the counter in ordinary Slippers; it will always retain the form of the last till worn out, and is sure to give complete satisfaction to the wearer.

===== **SEND FOR CATALOGUE** =====

Or \$1.00 for Sample Pair, postage paid. \$12.00 per doz. 5 off, 30 days. Place your orders at once to insure early attention



Old style will gap at the side on flat foot.

COMBINATION SLIPPER COMPANY,
7 & 9 Geneva Street,
LYONS, - N. Y.

— MANUFACTURED BY —
W. F. & J. A. BLAKE, Haverhill, Mass.;
F. L. WILDER, Newburyport, Mass., and
COMBINATION SLIPPER CO., Lyons, N. Y.



Old style will rip at the heel.

J. F. SWAIN & CO.,
Lynn, Mass.,

— MANUFACTURERS OF —

Misses' and Children's Fine Shoes.



Spring Heels
A SPECIALTY.

We invite the attention of those who desire good reliable goods and ask them to correspond with us. For prices, samples, etc., mention the RECORDER when you write. Our Bottom stock is Solid Sole Leather.

SWAIN'S
SOLID
SERVICEABLE
SOLE.

Also, ONE PIECE SOLE LEATHER COUNTER.



M. L. HILLER,
& SON,

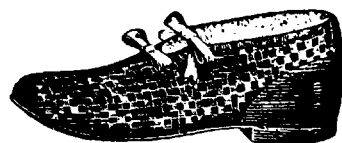
135 Duane St., New York,
Manufacturers and Importers of

TRIMMINGS,
NOVELTIES

— AND —
MATERIALS

FOR THE

Fine Shoe
TRADE.



THE
Blum Pat.
FLEXIBLE FOOT WARMER

Caps the Climax.

It is unrivaled in quality, durability and comfort. It is the only Shoe of the kind that has a sole Leather sole, with heel and counter, AND BEING PROTECTED BY LETTERS PATENT, IT CAN ONLY BE MANUFACTURED BY OURSELVES. It is very soft and flexible and artistic in form. It conforms readily to the foot. It has no inner sole and no tacks or threads to protrude through on the inside. It is adapted for all classes and ages, but particularly for the old and the infirm, and any one troubled with cold, tender and tired feet. It is noiseless and supplies a long-felt want of the nurse for the sick room. The upper is woven by hand of strips of woolen cloth on a last, and is lined and quilted with wool. It is a complete Shoe, as complete as a stocking before the sole is sewed on. Once used, it will never be abandoned. One pair sold insures the sale of a dozen pairs.

Our FOXED Foot Warmers are great favorites with Farmers as an outdoor Shoe, and with Mechanics employed at Machine Shops as a protector against cold feet. To Physicians and others compelled to ride in the cold, they are worth their weight in gold.

We also manufacture the well-known SOFT SOLE Foot Warmers, but much improved in style and quality over any other in the market.

Our Agents, being busily engaged taking orders for our Shoes all over the United States, cannot possibly reach every place and Dealer, and we therefore offer to send, if desired, Sample Pairs by mail, at wholesale prices. For Price-Lists and other information, address



THE BLUM SHOE COMPANY,

Dansville, N. Y.

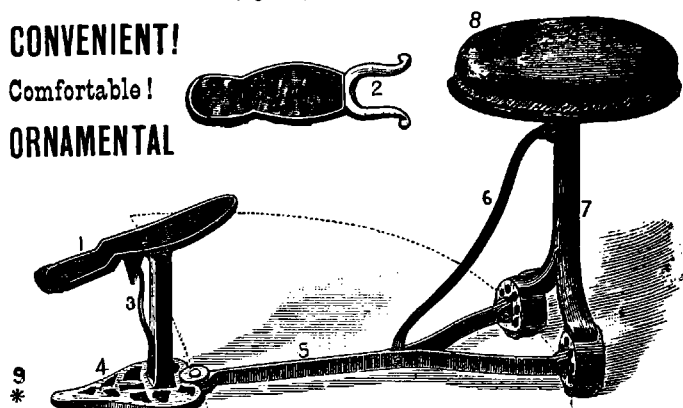


Robb's See-Saw Foot Rest

CONVENIENT!

Comfortable!

ORNAMENTAL



COMBINED STOOL AND FOOT REST. Shoes fitted with Least Time and Trouble.

Stool Pivoted to Foot Rest with Connecting Rod and moves in circle on Rollers, changing position to either side of Foot Rest. Jack interchangeable with Foot Rest, both held in any position by Spring. Jack and Foot Rest are inlaid with Plush.

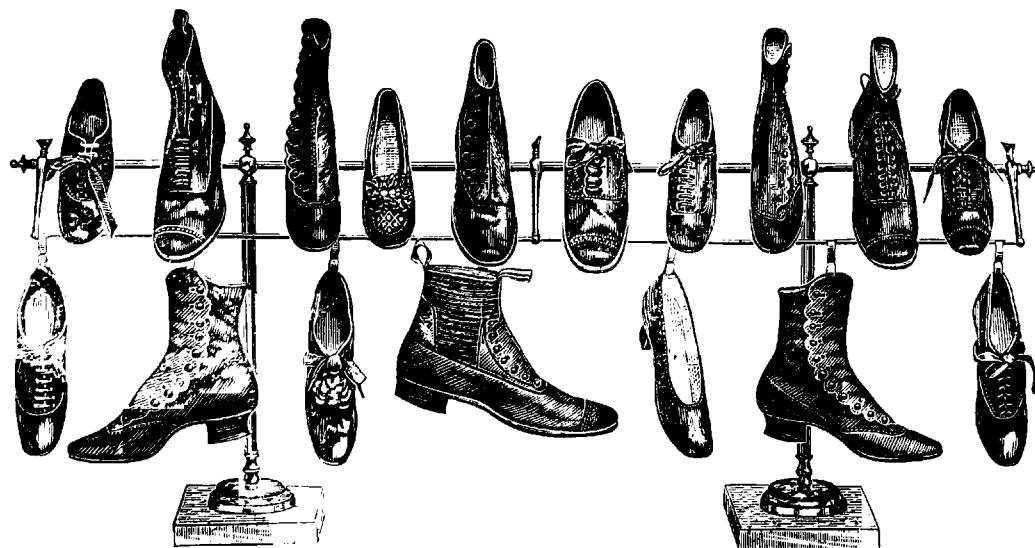
One of the most useful and attractive of Store Fixtures. Made in different Styles and Prices. For further information, address

C. L. ROBB, 527 Pearl St., Cleveland, O.

FINE METAL WINDOW FIXTURES,

In Brass, Nickel or Oxidized Silver.

NEW AND ORIGINAL DESINGS. FINE WORK ONLY.



JAMES RAIT, Designer and Manufacturer,

52 High St.,

Boston, Mass.

SEND FOR CATALOGUE.

A Great Book!

THE LIVES OF ILLUSTRIOUS SHOEMAKERS

By William Edward Winks, 288
Pages, Illustrated. Sent to any ad-
dress in the U. S. post paid, upon re-
ceipt of

25 Cents.

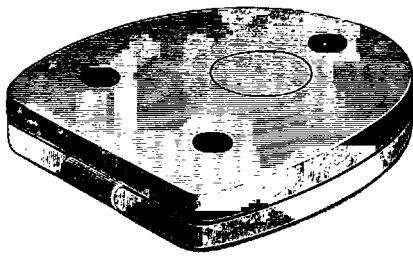
A Book every Shoe Manufacturer,
Jobber and Dealer in the country
should possess. Address all orders to

The Boot and Shoe Recorder,

82 & 84 Lincoln St., Boston, Mass.

Remittances can be made in postage
stamps.

The SWAN ELASTIC HEEL.



People sit on springs; they lie on springs; they ride on
springs; why not stand and walk on springs by wearing "The
Swan Elastic Heel." They make the step rapid, easy, noiseless
and graceful. Let me send you a pair for trial. Price, 50 cts.,
or \$4.00 per doz. prs., net cash, with order. This will enable
you to adjust them to new Shoes at 50 cts., and to old ones at
such a price as you choose. They are a positive luxury, and
those who try them will bring in their friends. Truly,

DR. G. E. SWAN,

Beaver Dam, - - Wisconsin

GEO. A. SIMONDS & CO.

Manufacturers of and Dealers in

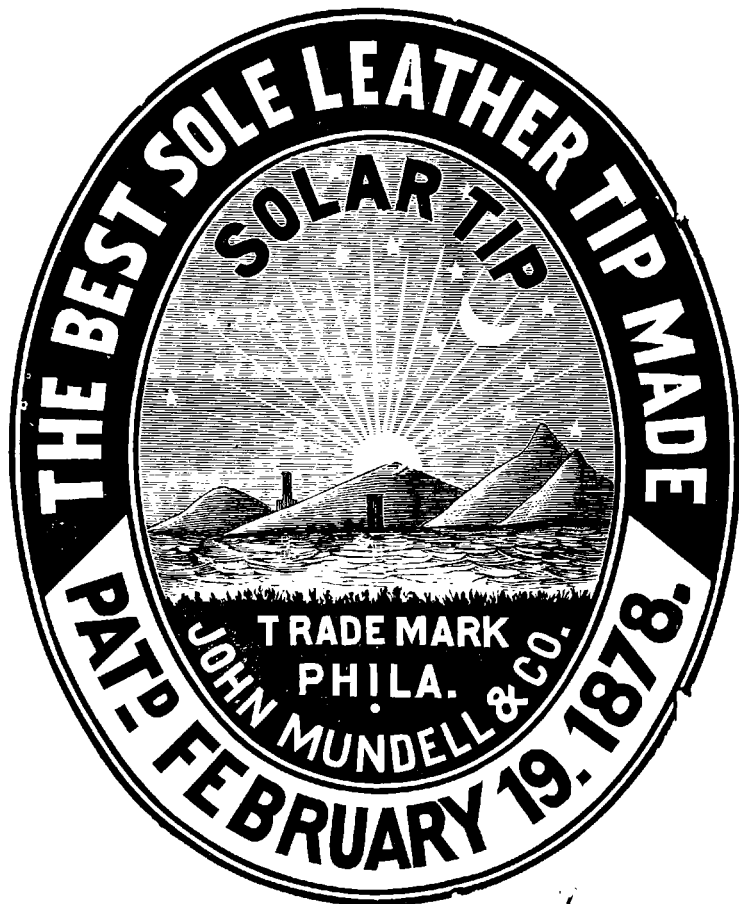
Shoulders, Split & Grain Heels,

Sheet Heeling, Taps, Innersoles
and Counters.

— FACTORY AND OFFICE, —

Jefferson Ave., Woburn

At 18 & 15 South Street, Boston, Wednesdays and
Saturdays.



A PLAIN TALK.

Every reader of the BOOT AND SHOE RECORDER has heard of the **SOLAR TIP SHOE**, Most of you have sold thousands of them. We are not speaking to you of a stranger, but of a tried and proven friend. If never a word of advertising appeared in the papers, you would probably go on sending in your orders and keep our wheels busily turning, but we are not satisfied with merely holding our own. The **SOLAR TIP** has been introduced, and is constantly shipped into every State and Territory in the country, but there must be many places scattered over this broad land where people continue to buy the old-style Children's Shoe. We ought not to complain, everybody knows that the **SOLAR TIP** has been, and remains, the most successful Specialty the Shoe Trade has ever known.

We don't complain, but we have some how contracted the habit of making each year's sales excel the last. You can't blame us for constantly seeking new avenues and channels for Trade, especially when it is through you we do it, and you all know that no easier-selling Shoe was ever put upon the Market than this same **SOLAR TIP**. Please don't forget that we stamp the Trade Mark on every pair, as a protection against imitations.

John Mundell & Co.,

PHILADELPHIA,

PENN.

J. IRVING BENEDICT & SON,

J. Irving Benedict.
Arthur I. Benedict.

SLIPPERS EXCLUSIVELY.

W. H. Stacy, { Specials
H. L. Adams, of
Stacy, Adams & Co.,
Brockton, Mass.

Manufacture for Retail Dealers.

142 Duane St.,

New York.



Send for Illustrated Catalogue

USEFUL AND ORNAMENTAL.

GLASS SCREENS

FOR SHOE STORES.

AND UPWARDS,

\$10

DENZI & PHILLIPS.

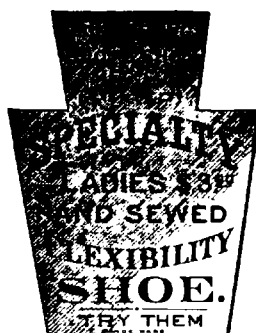
24 DEY ST.,

NEW YORK.

Harrisburg Boot and Shoe Mf'g Co.'s Matchless Specialties

Our Keystone Brand \$3.00, Specialty LADIES' FINE BUTT. FLEX. SHOES.

Overlap Quarters of Parisian Kid, Curacao Kid, French Kid Fly, Bright Dongola, Straight and Tampico Pebble Goat. Made on Opera, London, New York and Common Sense Lasts, in all widths. The Most Popular Shoe made. **\$2.25** Net Cash, 30 Days. Send us a Trial Order.



OUR WORLD BRAND \$2.50 Specialty

Ladies' Fine Butt. Flex. Shoes.

Overlap Quarters of Liona Kid, Curacao Kid, French Kid Fly, Bright Dongola, Straight and Tampico Pebble Goat. Made on Opera, London, New York and Common Sense Lasts, in all widths. The Most Speedy Seller of the day. **\$2.00** Net Cash, 30 Days. Send for a Sample Order.



Our Star Brand, \$2.00 Specialty LADIES' FINE BUTTON SHOES.

Cheap, Stylish, Durable and Perfect Fitting; which fills the want of the times. Made on Opera and New York Lasts. Overlap Quarters, French Kid Fly, **\$1.60**. Plain Vamp and Fly, **\$1.55**. Kid and Pebble Goat. Net Cash, 30 Days. Do not fail to Order them.

We want every Dealer to send for Sample Pairs, Dozens, and Cases, confident of your use for them as they only need to be seen to be appreciated by wide awake, up-with-the-times Shoe Men.

C. A. Disbrow, Man., 1404-1420 Vernon St., Harrisburg, Pa.



F. L. WILDER,

MANUFACTURER OF

WOMEN'S, MISSES' & CHILDREN'S HAND TURNED

Shoes and Slippers,

NEWBURYPORT, MASS.

Office, 280 Devonshire St., Boston.

STYLE UNSURPASSED. PERFECTION IN FIT.

THE BEST OF SERVICE AT MEDIUM PRICES.

Woman's French Kid Button Boots
" " " and Curacao Kid Button Oxfords.
" " " " Oxford Ties.

Woman's French and Curacao Kid Opera Slippers.
" " " " 3 Point Toilet Slippers.
" " " " Round Vamp Slippers.

IN ALL GRADES,

A full line of Glove Calf Goods in Button, Congress, Old Ladies' Bals, Buskins, etc. Correspondence invited for samples and prices.

STANDARD BUTTON FASTENING CO.,

OFFICE AND FACTORY

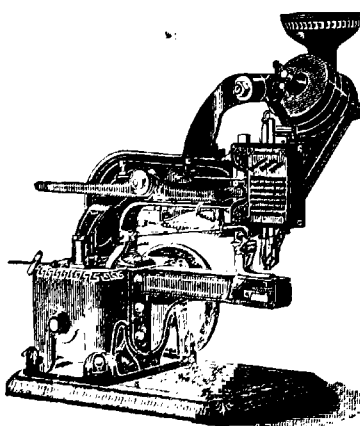
370 Atlantic Ave., Boston.

BRANCH OFFICES,

112 Munroe St., Lynn, Mass. 9 Essex St., Haverhill,
Mass. 39 Warren St., New York. 17 So. 4th St.,
Phil., Pa. 135 Sycamore St., Cincinnati, O.
309 Locust St., St. Louis, Mo. 108 Mill St., Roch., N.Y.

Reasons Why You Should Have Your Buttons Fastened on by the "Standard Machine:"

- 1st. It is neater than hand work.
- 2d. It is stronger than hand work.
- 3d. The absolute security of the Fastening, the Buttons being firmly attached to the material.
- 4th. The independent Fastening of each Button by the Machine, allowing the thread to be cut on each side of the Button without affecting the security of the Fastening.
- 5th. The neatness of the finish on the inside of the upper or material, there being but one line of thread and but two punctures for each button fastened on.



Matteawan Seamless Felt Shoes!



With Soles and Heels, but all in one piece. For Men, Women, Misses, Children and Infants. A, B, C, D and E widths; Sizes and Half-Sizes. In Oxfords, Operas, Toilets and High Bals.; Colors, Dark Blue, Drab, Seal Brown and Cardinal. Adapted for the Parlor, Bedroom, Sickroom and Indoor Purposes. Wonderfully Comfortable. Of Attractive Appearance. Every Pair Warranted. Made of Pure Wool, absolutely nothing else. Exclusive sales to the right parties.

Send for Illustrated Price - List.

THE MATTEAWAN FELTING COMPANY,
MATTEAWAN, - N. Y.

SOLID LEATHER GOODS



STRONG! DURABLE! SIGHTLY!

All our Goods thoroughly well-made in all respects. Boys' and Youths' Veal Calf Line in Machine-Sewed and Standard Screw, Button and Bal.

Boys', \$1.40. Youths', \$1.20.

(Think of that)—Two Widths.

Pebble, Milwaukee Oil and Glove Grain, Ladies', Misses' and Children's, 8 to 12 and 5 to 7½; Goat and Russian Calf, 8 to 12 and 5 to 7½. Misses' and Children's in Spring or Full Heel.

Buff Polish Line, "Pioneer Boot," riveted seams. This Line will wear as long as Leather will hold together.

Sizes are full Standard Measure, and Uppers draughted to fit. Send for Samples, and write for Terms.

FRANK BRYANT,
STONEHAM, MASS.

ATTENTION!!

Jobbers and Shoe Finders

— IT WILL —

PAY YOU

To get our prices and discounts before
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INSOLES.

Samples by Mail on Application.

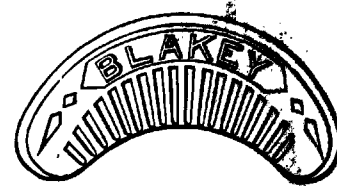
Philadelphia Insole Co.,

323 ARCH ST., PHILADELPHIA, PA.



Cut of Last No. 2,
10 1-2 lbs.

BLAKEY'S



Cut of Heel Protector.

Patent Boot Protectors and Paragon Lasts.

These Lasts are the most ingenious in the World. There are Three Sizes, Nos. 1 and 2 suitable for Shoes, No. 3 for Boots and Shoes. For Families and Shoe Dealers they are invaluable.

THE BOOT AND SHOE PROTECTORS

Are put up on Cards, 144 Cards to the Gross, six different assortments. Men's Heels, containing 6 prs.; Boy's, 8 prs.; Women's, 12 prs. Men's Assorted Heels, Toe Side and Heel, 10 prs.; Boy's, 12 prs.; Women's, 15 prs. Men's, Boys and Women's Heels in Boxes of 1 doz. prs., also in Canvas Bags of 2 doz. prs.

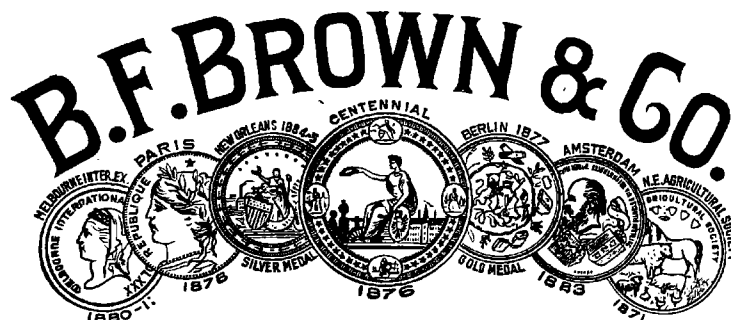
No Nails, Screws or Awls required to put them on Boots or Shoes. The saving they effect is at least twenty times their cost. Any Boy or Girl can affix them to their Shoes. Send for Samples of Lasts and Protectors to the

AGENTS FOR THE
UNITED STATES,

Laing & Maginnis,

Importers and Dealers in SHOE FINDINGS, of every Description.

30 NORTH 3d ST., PHILADELPHIA.



Highest Award wherever Exhibited.

None Genuine without Paris Medal
on Bottle.

BEWARE OF IMITATIONS.



Manufacturers of the
ARMY & NAVY BLACKING.



SHOE DEALERS

who desire to publish illustrated catalogues, should write us for samples and prices. Boot and Shoe Recorder,
82 & 84 LINCOLN ST., BOSTON.

WIGWAM SLIPPERS.

The lightest, most graceful, most comfortable an unique foot covering worn by the human race since Cleopatra played havoc with the hearts of Brutus, Marc Antony and the rest of those solid old statesmen and warriors by her Egyptian charms.

WINCH BROS.,

130 to 136 Federal St. Boston,

have sold more pairs of Slippers since the first of March than all other dealers in New England.

WHY?

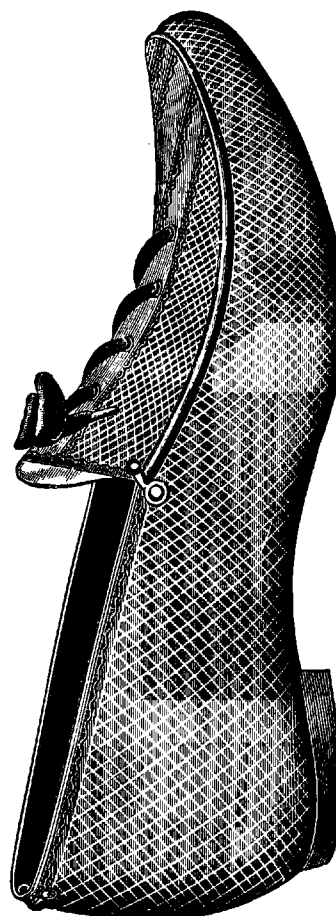
Because the slippers they sold were made from HEAVIER and BETTER Stock, and WOULD WEAR AS LONG AGAIN as any other in the Market, and because the seams are protected by

Buck's Patent Non-Ripping Brace.

without which these Slippers are Worthless.

These Slippers are made with or without Tap-Sole.

Send \$1.00 for Sample
Pair by Mail.



**GOODGER & NAYLOR,**

Manufacture the Best Lines of

*Ladies' Hand Turns
Hand Welts and Mc
Kay Sewed Flex-
ible Shoes in the
United States.*

63 and 65 South St. Paul Street,
ROCHESTER, N. Y.



A. C. EASTWOOD,
ROCHESTER, N. Y.

MANUFACTURER OF

MEN'S, BOYS' FINE SHOES And YOUTH'S

Hand-Sewed and Goodyear Welts
A Specialty.

Write for Samples and Prices and mention the RECORDER.

JEREMIAH PHELÂN,

COMMISSION DEALER IN

GLAZED AND DULL

IMITATION FRENCH KID,**Morocco and Calf Skins.**

Cash Advanced on Consignments.

134 Mul St., ROCHESTER, N. Y.

TO
ADD
STYLE
AND
DURABILITY
To your Goods,
USE
Russell's Counters!
SO THEY ALL
—SAY.—

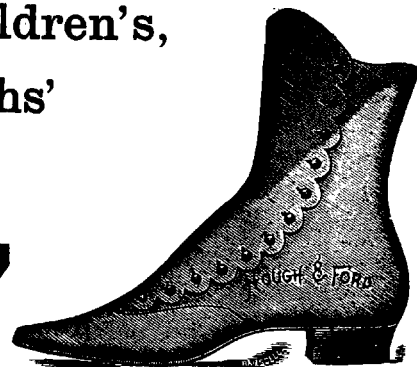
HOUGH & FORD,

MANUFACTURERS OF

Ladies'. Misses', Children's,
Boys' and Youths'

SHOES,

ROCHESTER, N. Y.



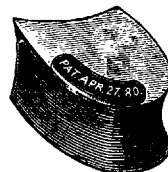
New York Office, 133 DUANE STREET, NEW YORK CITY

Any size and width of goods carried in stock may be obtained by sending order to 133 Duane Street, from one pair to a case.

✂ SEND FOR TRIAL ORDER.

WHITTIER'S**Champion Barbed Steel Heel Plates.**

For Leather or Rubber Goods. The only Plate
that will hold in Rubber!



THREE SIZES: SMALL, for Ladies' and Misses'; MEDIUM, for Boys' and Ladies' large heels; LARGE, for Men's and Boy's. SMALL and MEDIUM can be used for TOE PLATES.

MERITS: These are the only fine finished, A 1. hand made, barb fastening steel plates in the world. They are the neatest, handiest and most popular plate in existence. Prove this by trying them.

CAUTION AGAINST INFRINGEMENTS!

MY CLAIMS ARE a plate, any shape, with holding prongs, and a curved plate with end barbed fastenings. Any person making or selling any plates which infringe my rights, will be prosecuted. We can prove that Blakey and similar plates are not patented in the U. S. My advice is, use A 1 plates protected by patents and the U. S. Court.

RETAILERS, I have reduced prices so you can get them of your finding or jobbing house at same price as cast iron plates. Use an American article. Finding and Jobbing houses write for drop in prices. I will send, express paid, 2 to 5 gross, assorted, to retail shoe dealers, upon receipt of \$2.50 per gross with order.

WM. P. WHITTIER, JR., Biddeford, Me.

STANDARD MEASUREMENTS!

THE BEST MADE

BEST FITTING SHOES

REYNOLDS BROTHERS

CELEBRATED FINE SHOES FOR LADIES, MISSES AND CHILDREN.

ALL OUR GOODS MADE IN STRICT COMPLIANCE WITH THE RESOLUTION OF THE NATIONAL RETAIL DEALERS ASSOCIATION AND MARKED ACCORDINGLY.

UTICA, N.Y.

S. GARDNER JONES. GENTLEMEN'S SHOES,



Hand and Machine Sewed.

Over 20 years a manufacturer in Brockton, and to-day making only the best grades of Gentlemen's Footwear. Prices and Samples sent on application.

P. O. Address and Factory,

BROCKTON, MASS.

(Boston Office, 91 Summer Street.)

"WARDWELL" STITCHED SHANKS.

Manufacturers who are desirous of improving the grade of their shoes without radical change in their lasts, dies and patterns, should investigate this process, which produces the best welted shoe ever offered to the trade, and by the simplest method of manufacture.

The forepart of the shoe is welted and the shank is stitched through and through by the Wardwell Machine, producing a very light, thin shank, which will never break down nor rip.

Manufacturers who desire to show samples can have them stitched by applying to us.

WARDWELL SEWING MACHINE CO.,

57 LINCOLN STREET.

1882.

1887.

THE TROJAN BUTTON FASTENER LEADS THEM ALL

—FOR—

NEATNESS, STRENGTH, PRACTICABILITY

Does neither catch the stocking nor hurt the foot. Does not deface the shoe when removed. The only fastener with the points turned outward and back at an angle against the stock, and the only one that will not damage the shoe.

The Trojan Button Attaching Machines

Are the Most Rapid and Effective on the Market

REVISED PRICE LIST, FEB. 15. 1887.

Latest Improved Foot Machines (leased),	-	-	-	-	-	-	-	-	-	\$18.00
" " Hand " " " " " " " " " "	-	-	-	-	-	-	-	-	-	1.25

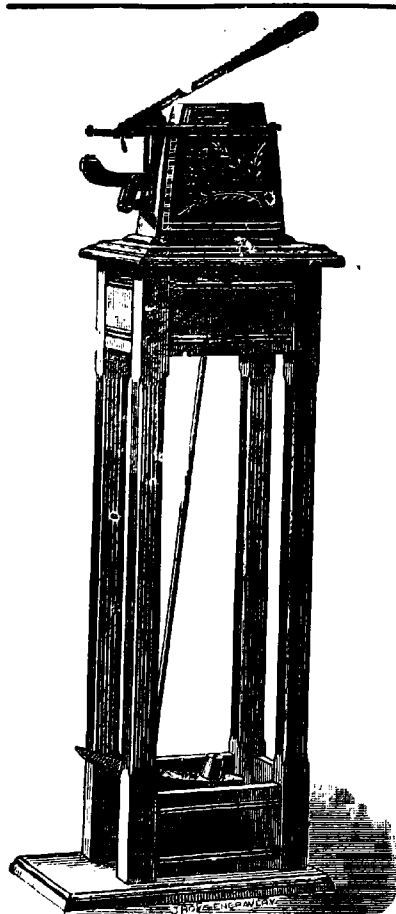
Fasteners \$1.00 per great gross.

Discounts on Fasteners in quantities given on application.

THE TROJAN BUTTON FASTENER CO.,

Office 378 River st., Troy, N. Y.

Mention the RECORDER when you write.



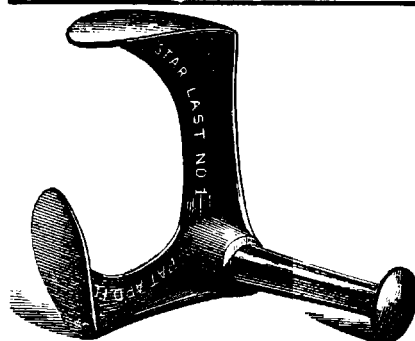
A. S. RICHARDS & Co.,

Nos. 59 and 61 Reade St., New York,

AUCTIONEERS AND COMMISSION MERCHANTS OF BOOTS AND SHOES.

Auction Sales every Wednesday and Friday.

We offer full lines of fresh and regular goods. At private sales we have regular lines from the best manufacturers, in quantities and sizes to suit. We are exclusive selling agents for the well known "Sanford Greely Shoe," and headquarters in New York for the celebrated "Wigwam Slipper."

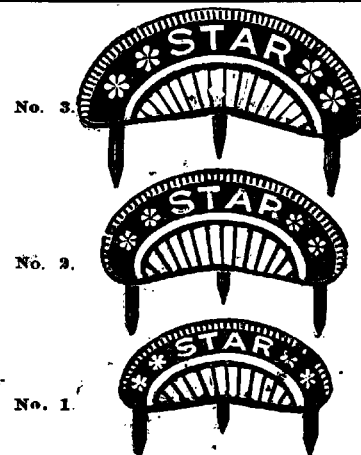


Patented May 3, 1887.



Improved Boot and Shoe Lasts,
HEEL AND SOLE PLATES.

They are the best and cheapest made for the trade. Superior in style to any in the market. Our lasts are made in three sizes to fit the largest boot or the smallest shoe. Illustrated price-list mailed on application. Any persons making, selling or exposing for sale, any Boot or Shoe Protector, or other goods which are fraudulent imitations of our manufactures, or which are infringements of any of our patent rights, will be prosecuted according to law.



SACKS & RICHMOND, 120 and 122 Market St., Newark, N. J.

THE AMERICAN BUTTON FASTENER CO.

SOLE MANUFACTURERS OF THE

KEMPSHALL PATENT

ONE PRONG BUTTON FASTENER!

And Patent Button Setting Instruments.

HAND INSTRUMENT.

For use in Stores or the Household. Sold for

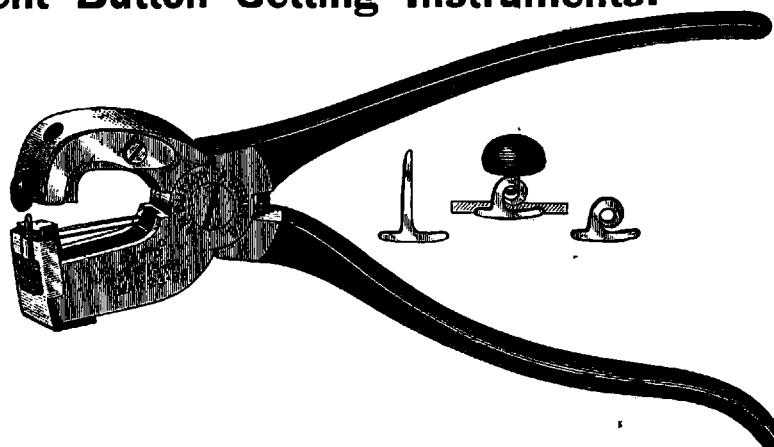
\$1.25 each.

Fasteners, \$1.00 per Ct. Gross.

DISCOUNT FOR CASE LOTS.

SEND FOR CIRCULAR.

Mention the RECORDER.



The American Button Fastener Company,
NEW BRITAIN, - - - - - CONN.

PARKER, HOLMES & CO., General Agents for New England. 141 Federal St, Boston, Mass.

Our Machines and Fasteners fully protected by Letters Patent and entirely clear from infringement suits.

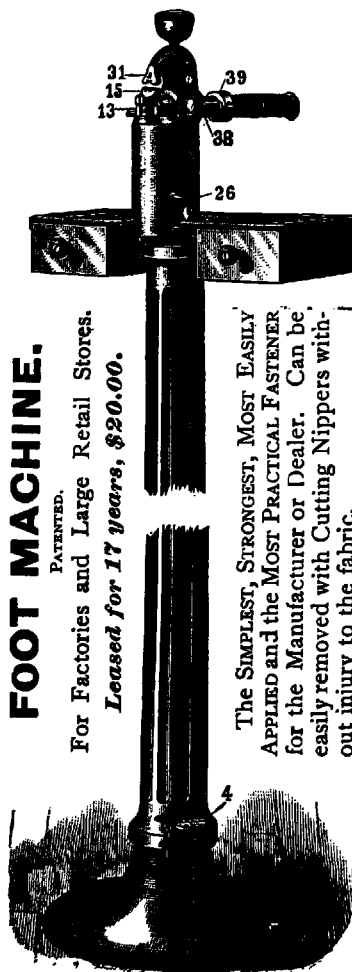
FOOT MACHINE.

PATENTED.

For Factories and Large Retail Stores.

Leased for 17 years, \$20.00.

The SIMPLEST, STRONGEST, MOST EASILY APPLIED and the MOST PRACTICAL FASTENER for the Manufacturer or Dealer. Can be easily removed with Cutting Nippers without injury to the fabric.



HARRIS' DAY SEWED STANDARD TIP SHOES FOR CHILDREN.

We are ever ready to improve our shoe and give perfect comfort to the little feet. We are making our Standard Tip on Day Sewed Lasts, as well as our plain-toe shoes, thus making another advance, and adding to our already well-established reputation.

Can be had of first-class jobbers. Any retailer can ascertain by writing us where Harris' Day Sewed Standard Tip Shoes can be obtained.

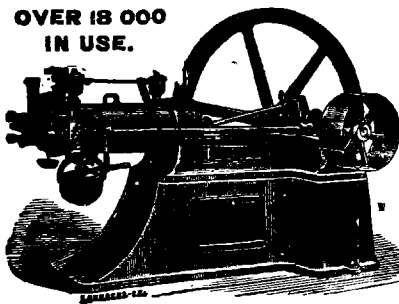
**All Standard Tip Shoes
HAVE THIS
TRADEMARK.**

THOMAS M. HARRIS & CO.
PHILADELPHIA, PA.
BOSTON OFFICE, 108 BEDFORD ST.



"Otto" Gas Engine.

OVER 18 000
IN USE.



Working without Boiler, Steam, Coal, Ashes or Attention.
Started instantly by a Match, it gives
full power immediately.
When stopped all expense ceases.
Sizes: 1 to 25 Horsepower.

Guaranteed to consume 25 to 75 per cent. less gas than
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OTTO GAS ENGINE WORKS.
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SNELL & ATHERTON,

ESTABLISHED
IN 1853.

Manufacturers of Fine { **SHOE TOOLS.** } Patent O. E. D. Heel Shave.

Send for Catalogue
and Price List.

BROCKTON,
Mass.,
U. S. A.



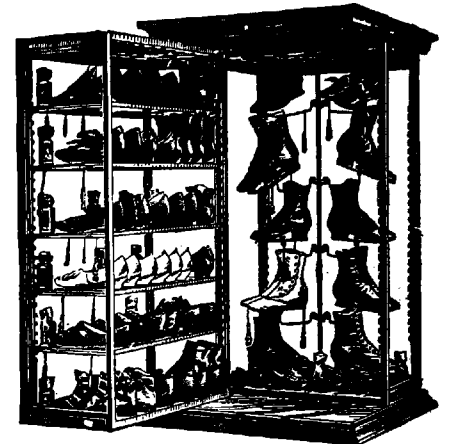
WE ARE CRIMPING WHOLE CONGRESS FRONTS,

In Glove Calf, Glove Grain, Dongola, Split, or any kind of leather that will crimp. We leave the stock in as good condition as when cut. We also crimp Creoles, Brogans, Strap Shoes, Grain, Creedmores, Stays, Tongues and Backs. We also do Perforating and Pinking on Vamps. Toe Caps perforated in 31 different styles for men's shoes. When sending crimping to us, always send cutting over patterns, one for each size, so we can get the shape required. Calf, Buff and Split Tips furnished in any quantity. Send for our Price-List.

CHARLES S. PIERCE, Successor to

MALLOON & PIERCE, - - - **Brockton, Mass.**

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EXCLUSIVE MANUFACTURERS OF
"HENRICH'S PATENT" SWINGING SECTIONAL SHOW CASES



Which create elegant, systematic display, combined with great economy of room, and yet possess five times the capacity of any other show case known, with greater convenience. Elegant Cases for making a display at "County and State Fairs." Send for a complete illustrated Circular and Price List and mention this paper. Address
Exhibition Show Case Co. Erie Pa.

Established 1854.

J. H. POWER & CO.,
(Formerly of Pearl Street House,)

SHOE STAMPS AND STENCILS

For Boot and Shoe Manufacturers and
Dealers.

64 High Street, Boston.

Rubber Stamps. All Work Warranted.

C. H. HOLT,

Manufacturer and Dealer in

CUTTERS

For the King Heel Trimmer, Washburn & Harding Heel Trimmer, Keene Heel Trimmer, Tyler Heel Trimmer,

KNIVES

For W. & H. Breasting Machine and all kinds of Breasting Machines. Also all kinds of Knives for Shoe Machinery made to order. Forged Cast-Steel Shoe Hammers and Lasters Finchers a Specialty. Burnishing Irons, Also Heel Patterns for King, and Washburn & Harding Heel Trimmers.

All work warranted first-class.

BROCKTON, - MASS.

JAMES H. LAWS & CO.,

Cincinnati, Ohio,

AUCTION AND COMMISSION HOUSE.

Consignments of Boots, Shoes and Rubbers;

Solicited For Either

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Advances Made When Desired.

October 5, 1887.]

THE BOOT AND SHOE RECORDER.

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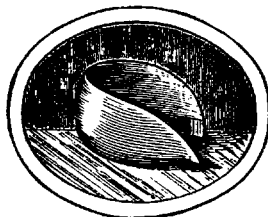
MITCHELL'S IMPROVED SHOE BUCKLE.



MITCHELL BUCKLE MFG. CO.,

91 Summer St., Boston.
Factory. Brooklyn, N. Y.

**THE
HATCH PATENT
CRIMPER CO.,
ROCHESTER, N. Y.,**
Original Inventors and Only Patentees of the
Celebrated



UNION WATERPROOF SHOE STIFFENINGS

Known as the

HATCH ROCHESTER COUNTER.

Warranted to outwear any shoe made, and used by the largest shoe manufacturers in the United States for the past ten years to their entire satisfaction.

We will pay the Retail Dealer for every pair of shoes that fail in which our Stiffenings are used, when they are returned to us.

Samples free by mail to any part of the country.

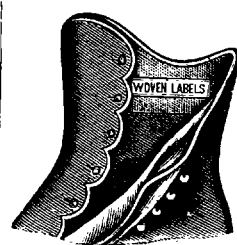
**THE HATCH PATENT CRIMPER CO.,
ROCHESTER, N. Y.****G. A. FORD, Agent.**

Haverhill. 28 Washington St. Boston. 66 1/2 Summer St

NEW ENGLAND LIMITED.

The best train now running between Boston and New York via NEW YORK & NEW ENGLAND RAILROAD AND AIR LINE ROUTE. The train leaves depot, foot of Summer Street, Boston, at 3 p.m., and arrives at Grand Central depot, New York, at 9 p.m., returning at 3 p.m., arriving in Boston at 9 p.m.

Parlor Cars and Coaches run through. Tickets and seats secured at Office, 322 Washington Street, corner of Milk, and at the depot, foot of Summer Street, Boston.



New York Woven Label Manufacturing Co.

WOVEN SHOE LABELS

262 Canal Street, New York.

**WEB
SLIPPERS.****C. A. RICHARDS,**
WHOLESALE MANUFACTURERS OF

Web Slippers, German Cloth, Embroidered and Plain Slippers with Leather toe tips and side pieces, Cork and Imt Cork Insoles.

Send for Price List. Office and Factory.

136 to 144 No. Water St., Rochester, N. Y.

**J. R. LEESON & CO.,**

SOLE IMPORTERS,

JOHNSTONE, SCOTLAND, AND GRAFTON, MASS.

PRIZE LINEN THREADS.

298 Devonshire Street, Boston.

BOTTOM STAINS.

For all kinds of leather use our No. 682 on Hemlock or Union to make an Oak Bottom.

GEO. A. SMITH, 17 South Fourth St., Philadelphia, Pa.**\$1.00** HIGH CUT DONGOLA, Spring Heel. Same in Pebble and Cur. Kid. Sizes 4 to 8.**80c** LOW CUT DONGOLA, Cur. Kid and Pebble. 4 to 8. Warranted. Same in Im. French Kid, 90c.

The above are our makes of Children's Shoes and are warranted HAND TURNS. Send postal note for sample pairs and add 25 cents for postage. Write for our Price List.

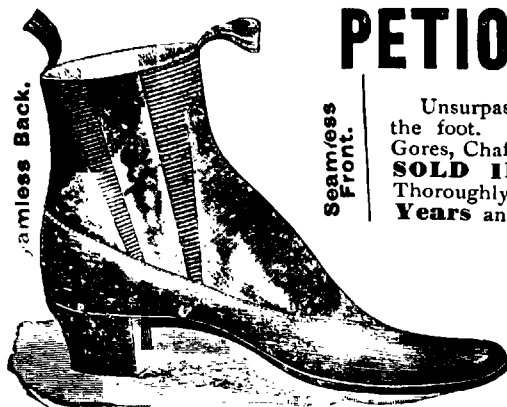
\$1.00**65c**

CUR. KID. Worked Holes. Im. French Kid. Sizes 2 to 5.

65c**80c****40c**

MOCK KID. A Big Bargain. Good Style. Warranted. 2 to 5.

40c**JONES & GEERER, 60 and 62 South Street, UTICA, N. Y.**



PETIOLE CONGRESS!

Unsurpassed for **STYLISH APPEARANCE** on the foot. **PRACTICAL REMEDY** for Unsightly Gores, Chafed and Defaced by Interfering. **Popular; SOLD IN TWENTY-THREE STATES;** Thoroughly Tested; **Sales Quadrupled in Three Years** and Without Question the **Coming Congress Gaiter.**

THOMAS EMERSON'S SONS,
Manufacturers of

Gents' Fashionable Dress Shoes.
105 Summer Street, Boston.

J. H. BORLAND,

Wholesale, Auctioneer and Commission Dealer in

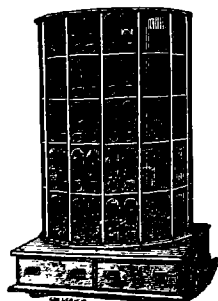
Boots, Shoes, Rubbers and General Merchandise,
343 Liberty Street, Pittsburg, Pa.

Consignments Solicited and Advances Made. Auction Sales of Boots and Shoes every Wednesday throughout the Year; also at Private Sale. N. B. THE ONLY EXCLUSIVE AUCTION AND COMMISSION BOOT AND SHOE HOUSE IN THE CITY. Ship by Sea, Union or Merchant's Dispatch.

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Endorsed and single name notes negotiated at lowest market prices. Enquiries per Telegraph or by letter, will have early attention. Proceeds remitted promptly. Special attention given to Shoe and Leather Notes. Money Loaned on Real Estate.



BOOT CASE

Manufactured only by

The American Bolt and Screw Case Co.,
DAYTON, OHIO

All Cases Guaranteed.

Send for Circulars for our Boot, Rubber and Carton Cases.



—WITH—

Foot Power and Hand Setting Machines

FOR RETAILERS AND MANUFACTURERS.

Manufactured only by

EDWARD MAYNZ,

37 South St., Boston, Mass

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SOLICITORS OF PATENTS,

— AND —

Counsellors at Law,
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Twenty years' practice. Unsurpassed facilities for securing United States and Foreign Patents, and making examinations. All matters relating to inventions attended to with secrecy, skill and promptness. **PERSONAL ATTENTION** given to all matters throughout. Investigations to determine the scope and validity of patents and novelty of inventions made. Opinions on legal questions rendered. Interferences and infringements prosecuted. Copies of patents furnished.

ADVICE FREE.

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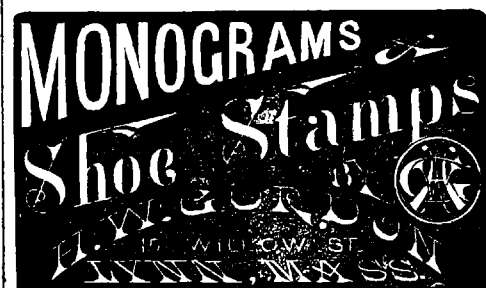
ELEVATORS.

L. S. GRAVES & SON,

ROCHESTER, N. Y.,

46 Courtlandt St., New York City.

SEND FOR CATALOGUE.



S. M. LITTLETON,

Manufacturer of Men's Boys' & Youths' Veal, Calf & Buff Shoes.
Men's Buff, Seamless Shoe \$1.50.

Men's Veal Calf \$1.60 pair. Boys' Veal Calf \$1.25 pair. Youths' Veal Calf \$1.10 pair. Boys' Fine Calf \$1.50 pair.

Correspondence Solicited.

57 No. Warren Ave., Brockton, Mass.

STERLING THREAD CO.

Spool Cotton

— FOR —

SHOE TRADE,

No. 105 Summer Street.

BOSTON, MASS.

SHOE CUTS

For Retail Shoe Dealers to use for advertising purposes. Large line to select from. Send 3 two cent stamps for full catalogue.

Address,

Boot and Shoe Recorder, c
82 & 84 LINCOLN ST.

October 5, 1887.]

THE BOOT AND SHOE RECORDER.

111

\$1.25!

KID.

\$1.25!

GOAT.

WE NOW OFFER

THE VICTOR**LADIES' BUTT., KID OR GOAT.****SOLID OUTER SOLE.**

Russell Warranted Counter, Stylish New York or Medium Toe.
All Widths. We recommend the E., N. Y. To parties
ordering regular cases, we will print the
name in Boot, and give territory.

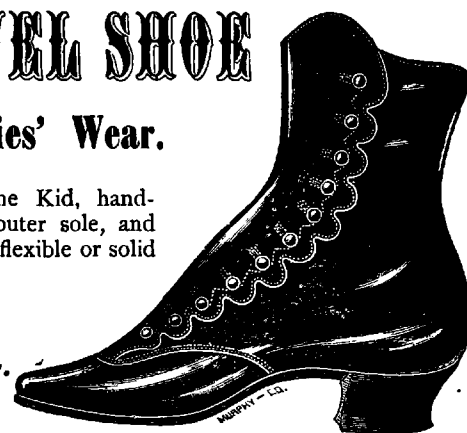
FOXED,	{ VALIANT BUTT. FLY Made to Order, 5c. Extra. }	DONCOLA,
\$1.25.		\$1.25.

SAMPLE PAIRS, by Mail on receipt of Postal Note, \$1.55.

KIRTLAND SHOE M'F'G CO., - LYNN.**The Hit of the Season.****The JEWEL SHOE****For Ladies' Wear.**

Made from Genuine Kid, hand-
somerly fitted, solid outer sole, and
Sole Leather counter, flexible or solid
Inner Sole.

Stylish Opera Toe.

A Regular Beauty.**Price, \$1.60.**

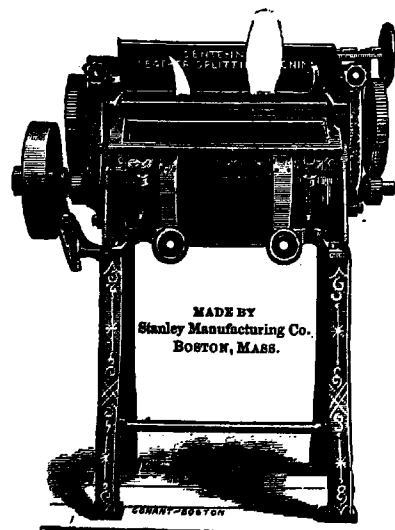
Now Read our Offer. We have arranged with one of the lead-
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we will Give away with every pair,

A HANDSOME PIECE OF JEWELRY.

This will make these Shoes sell like hot cakes, and the Retailer
who handles them will reap a harvest. Order Sample Dozen at
once, and secure Territory.

Sample pairs with piece of Jewelry by mail, post-paid, upon
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With Valiant Patent Button Fly, 5 cents extra.

**KIRTLAND SHOE MFG. CO.,
Lynn, Mass.****SAFFORD'S****CENTENNIAL LEATHER SPLITTING MACHINES,****FOR**
Boot and Shoe Man'frs,**HARNESS MAKERS, BOOK BINDERS,****—AND OTHERS.—****FOR PRICES AND TERMS, ADDRESS,****STANLEY MANUFACT'NG CO.,****102 South St., Boston, Mass.**

These Machines are simple and ac-
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== IMPORTANT ANNOUNCEMENT! ==

OUR FORTHCOMING BOOK

"How to Manage a Retail Shoe Store."

THE Prize Essays contributed to the **BOOT AND SHOE RECORDER**, on "HOW TO MANAGE A RETAIL SHOE STORE," attracted wide attention throughout the country. There were 35 in all, written by Shoe dealers in active business, from Maine to Texas and from New York to California. For a long time we have had a demand for back copies of the RECORDER containing these articles, but the supply was long ago exhausted, and we have decided to publish the same in book form, provided enough copies are subscribed for to pay for the cost of the work. The book as laid out will comprise both the first and second series and will make about 750 pages, size about $5\frac{1}{2} \times 7\frac{1}{2}$ inches to the page. The work will be set up in long primer type, leaded; and will make a very handsome show. It will be printed on an extra superfine tinted paper and bound in cloth with gold lettering, with a cheaper edition bound in heavy paper with black lettering. This is a work that should be in the house of every Shoe dealer in the country. It will comprise information that could not be attained otherwise, and will be worth its weight in gold, as it will give the personal experience of men in all sections, who have made this subject a study. The Prices for the two editions will be as follows:

Bound in Cloth and Gold, per Copy	-	-	\$1.00.
Bound in Paper, per Copy	-	-	.75.

Those who desire copies are requested to fill out the order below and return it to us. (No money need accompany the order until the Book is ready for delivery), when you will be notified.

188	
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This Leather is manufactured by a process similar to that by which the patent Kids known as Dongola are made.

The points claimed for it are these:

- Toughness.**— It is almost impossible to tear it, and it will not crack.
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EVERY SKIN IS WARRANTED.

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WE are now making an excellent Fan for Advertising Purposes, with Lithographic face and your card printed on the back, at the following Prices:

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<i>Puzzle Fan, (2 Designs),</i>	\$3.50	\$5.50	\$9.00
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Remember, these Prices include Fans, Sticks and Printing. The No's 10 and 13 are Pretty Designs of Faces. We will send three (3) Samples, one of each of the above, by mail, postpaid, upon receipt of 5 two-cent stamps.

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FOR ADVERTISING PURPOSES.

We have a New Line of FANCY ADVERTISING CARDS, suitable for Shoe Dealers. Our assortment comprises eleven (11) varieties of four (4) designs to each style. Six of these designs are $4\frac{5}{8} \times 6\frac{3}{8}$ inches, and five designs are $5\frac{1}{2} \times 7\frac{1}{2}$ inches. These are very elegant Cards and are among the handsomest ever published for this purpose. The prices are as follows:

	250	500	1000
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Largest Design	5.00	9.00	15.00

These prices include card printed on same and the four (4) designs in each lot. We will send a Sample Package of the above by mail, at the following rates: 24 Cards, comprising the smallest design, 60c.; 20 Cards, comprising the largest design, 60c.; 44 Cards, comprising the entire designs, \$1.00. Positively no Cards free, money must accompany the Order to receive attention.

THE NEW WINDOW SHOW CARDS just brought out by the RECORDER PUBLISHING Co. are intended to supply a long needed decoration for Window use. The above illustration is an exact copy in size and form. They are printed on White or assorted Colored Cards with black ink.

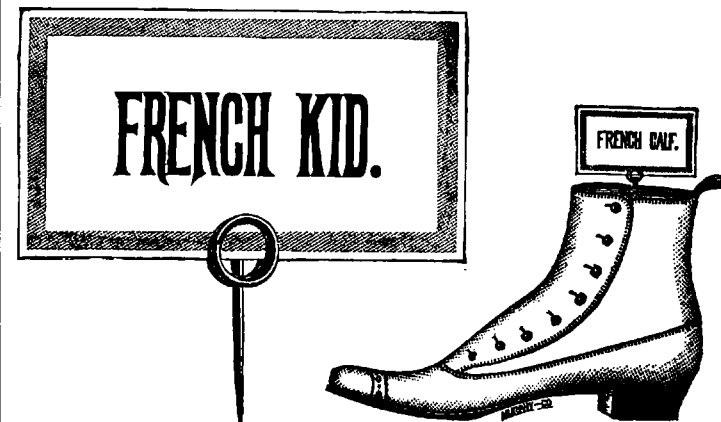
These cards are put up in packages of 60 to each package containing three of each of the following names.

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Price by Mail, Postpaid—Package of White, (60 Cards,) 75 cts. Package of Assorted Colors, (60 Cards,) \$1.00.



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These Pins can be attached to any part of the Shoe and show the Window Card, in any position.

Put up in boxes of 100 pins, price by mail, postage paid, **75 cts.**
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Remit by Postal Note or Money Order.

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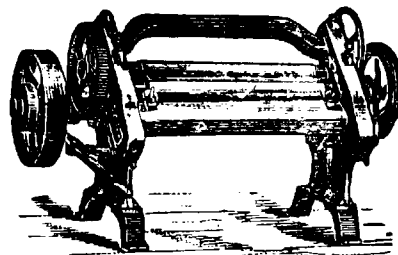
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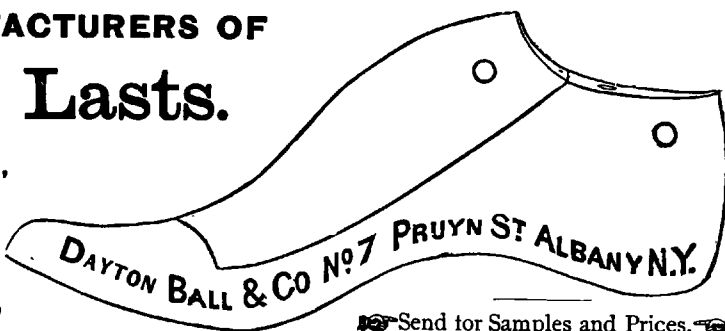
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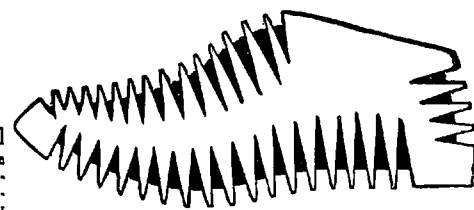
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This work is the result of fifteen years practical experience as a Pattern Maker for the highest class trade. There are 18 illustrations full sized, as used in samples, with thorough instructions. The most useful Book for Shoe Designers and manufacturers ever published. An elegant large volume, handsomely bound. Send for descriptive circular.

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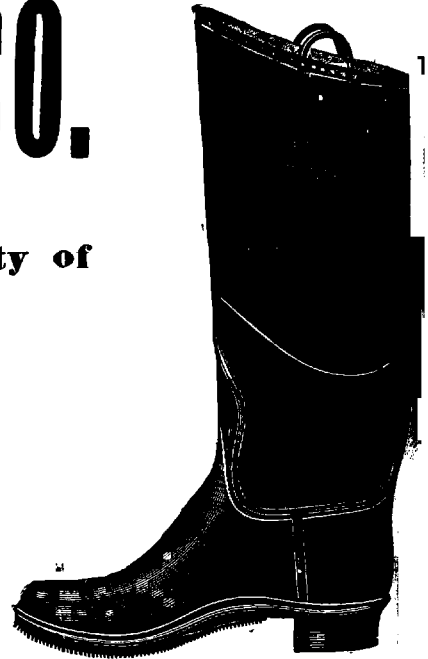
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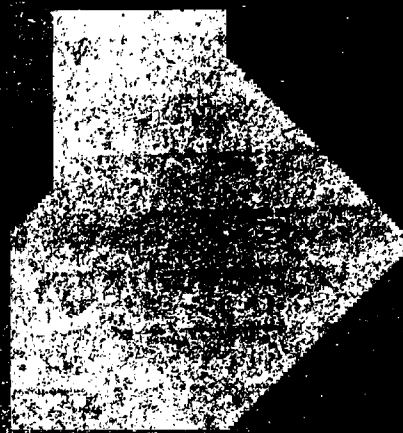
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