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Household Linens To Continue High Say Local Dealers

Relief From Present Shortage Not Expected Until Irish Spinners Are Able to Obtain Larger Flax Supply

Increased production of household linens and lower prices for that class of merchandise are not expected by dealers here for some months to come. The only source of immediate supply of linen now is Ireland. It is said the linen factories of Continental Europe cannot resume operations for a considerable period of time, possibly not until next year. The Belgian government has issued an embargo against the exportation of flax and linen yarn from that country and the supplies of flax from Russia are sporadic. In the opinion of Irish linen manufacturers the situation in Russia is such that a constant supply cannot be depended upon. These conditions force the manufacturers to depend on the Irish crop almost exclusive, and the 1918 crop, bought by the British government before it was harvested, is said to be far below normal. There is no reason for believing that the government will release its holdings to spinners at less than it paid for this flax. Besides, the Associated Flax Spinners have agreed not to sell their yarn below a fixed list price which remains in force until June 30, 1919.

The linen bleacheries raised their prices 12½ per cent on March 1, so that there is now an additional cost for bleaching the brown fabrics.

Airplane Cloth Plentiful

Of made up linens there is a distinct shortage here and the prices are about 300 per cent above those of the pre-war period. The British government took nearly all of the 1917 flax crop for the making of airplane wing coverings. There is considerable of this airplane cloth on hand, it is said, and efforts will be made to find a use for it in civilian channels. It is a light cloth, running about 4½ ounces to the yard, and therefore too thin for the ordinary uses of household linens. It has been suggested that the cloth ultimately will find its way into the hands of garment manufacturers in England and the United States.

As an indication of what Irish goods cost to land in this country now, as compared with the period before the war, the following examples are cited:

In 1914 a table damask two yards square could be landed here for $7.23. The same cloth now costs $21.12 to land. The pre-war price of napkins 27 inches square was $13.41 per dozen to land. The price is now $30.69. In July, 1914, a sheet 72x108 inches could have been landed here for $8.04. The same sheet now costs $27.90 to land.

Housewives Buy Sparingly

These rises have been gradual during the war period and there is a limited supply of goods in this country bought at prices below the present figures. Linen merchants generally are selling these at less than present cost prices in Belfast. But even then there is comparatively little business doing. The average housewife is not replenishing her linen closet, believing that prices will soon drop. According to the conditions outlined above she cannot hope for relief for at least six months, and then any drops necessarily will be gradual. With the additional bleaching costs and high labor rates in the Irish spinning and weaving mills a further rise in prices in the near future is not unlikely.

Colors

More Orders for Dyes Placed by Woollen and Silk Mills

Better operating conditions in the textile industries, especially among the silk and woollen mills, which are the largest consumers of colors, have resulted in an improved demand for dyes in the last few days. The textile interests, according to the dye makers, are placing orders in a way that indicates they expect to resume production on a still larger scale as soon as labor disturbances have further quieted down and the operation of a larger percentage of their machinery becomes possible. From other sources there has been no material improvement in the demand for dyestuffs, and the market as a whole is lacking the animation that would come with buying of normal volume.

Silks

Quick Return of Buyers Indicates Good Trade in Silks

Trade in fancy silk fabrics assumed large proportions yesterday, but business in the plain weaves was not especially active. The display rooms of the more prominent manufacturers were thronged with visiting buyers, and it was noticed that some of those who had been in the market four weeks ago were again in attendance. This indicates that retail trade is in a healthy state and that it is necessary to replenish stocks.

Retail merchants when buying from high-class concerns do not quibble about prices. While manufacturers say that they probably could get orders for fall shipment, they prefer to discourage orders for future delivery. They express the view that it is best to hold buying within reasonable bounds until the problems growing out of readjustments are more comprehensively worked out.

It is reported that many jobbers who held burdensome stocks of silks that they bought on the theory that the war would last until the summer of 1919 have been able to dispose of such surpluses.

Business in raw silk was light yesterday. Manufacturers of the finished products apparently do not dare to purchase beyond their immediate requirements. Importers doing business in New York are carrying light stocks. Prices for the Japanese as well as the Chinese product are slightly lower in the New York market, but cable advices received from Yokohama late yesterday indicated that Japanese reelers had advanced quotations.

High Colored Cloths in Demand

Garment manufacturers and retailers are said to be taking a great quantity of high colored broaclothes and velours for the Easter trade from commission merchants. Prices of these fabrics are as high as they were six months ago.

Jewelry

Scarcity of Precious Stones Follows Big Drop in Imports

A glance at the import figures for 1918 shows why dealers in gems and manufacturing jewellers have found it so difficult to obtain sufficient supplies of precious and semi-precious stones to meet the unprecedented demand for jewelry of all kinds from every part of the country in the last year.

Imports of diamonds, cut but not set, last year were valued at only $7,761,810, compared with $18,416,570 in 1917 and $24,276,882 in 1916, while uncut diamonds to the value of $12,605,526 were imported last year, compared with $13,091,582 the year before.

Only $722,981 worth of pearls (not strung or set) were imported last year, whereas in 1917 the value of such imports was $4,898,406, and the year before that $11,972,018.

Other uncut precious stones were imported last year to the value of $604,550, compared with $483,224 the year before, but the value of precious and semi-precious cut stones fell from $1,752,548 to $968,094 and that of imitation precious stones dropped to $890,642 last year, from $1,167,399 in 1917. The total value of all imports under this classification fell to $24,272,000, from $40,906,667 in 1917 and $51,590,080 two years ago.

Imports of uncut diamonds last year from the Netherlands were valued at $6,266,319, compared with $15,022,899 the year before, and from the United Kingdom at $1,308,941, compared with $2,229,259 in 1917. Only $112,580 worth of pearls were imported from France, compared with $3,095,957 worth in 1917 and $6,214,056 in 1916. Great Britain shipped only $376,741 in pearls to dealers in this country, compared with $1,449,100 in 1917 and $3,053,530 in 1916.

Retail jewellers are reported to be still sending in orders for high class goods, as well as the cheaper sorts, on a scale to suggest little or no abatement in the desire on the part of the people generally to invest in articles of personal adornment.

Output of American Watch Factories Falls Behind Demand

Watches are not being turned out fast enough by American manufacturers to supply a demand which, according to the representative of one large producing concern, is greater today then ever before. Leading factories fell behind in their regular output last year, when their plants were busy filling war orders, and jewellers who stocked up with foreign watches because they could not get American makes, having disposed of the former, are said to be anxious to lay in fresh supplies of watches with the U. S. A brand on them.

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Buying of Woollens Runs Largely to Softer Fabrics

Such Goods Are Most in Demand for Young Men's Clothing

From the early orders placed by manufacturers of men's clothing with the woollen mill agents it is apparent that the soft finished fabrics such as flannels and like materials are in greater demand than are the serges and worste dfabrics. It is contended that the manufacturers expect their business in the next few months to run larger to young men's clothing, the bulk of which is made from the softer and more novel fabrics. This idea arises from the fact that many of the country's young men have been in military service for a year or more and are much in need of civilian clothing, while the older men have bought clothing as they needed it.

Another explanation of the lessened demand for serges for men's wear, lies in the fact that during the war period the production of civilian fabrics was restricted and many mills turned their available looms for civilian production to staples, mostly serges. For this reason there is a greater supply of made up serges in the hands of jobbers and clothing manufacturers than there is of any other materials.

Good Cloths Being Made From Reclaimed Wool

Some good cloths, both in men's woollen suitings and overcoatings, are said to have been made by using about 20 per cent reworked wool reclaimed from government flannel shirting clips, 60 per cent virgin South African Cape and American territory wool and another 20 per cent of long fibre wool of the grade known to the trade as B super.

These goods are laid wide in the loom and woven so that the finished fabric narrows down. The reworked wool from the shirting clips is said to have remarkable felting qualities. In making the standard shirting during the latter part of the war a cotton warp with a worsted filling was used. This worsted yarn was made of high-grade wool, half-blood or better. In reclaiming the wool from the clips the cotton is eliminated by carbonization. This reclaimed fibre, it is explained, cannot be twisted again into worsted yarn, but it is a longer fibre than is ordinarily used for "fillings," and therefore felts down well.

New Overcoat Cloths

The American Woolen Company is showing twenty new ranges in men's fancy overcoating cloths for fall, 1919, from as many different mills. The prices run from $1.35 a yard for fabrics made by the Kennebec and Indian Spring mills, to as high as $3.10 and $3.15 for cloths made by the Foxcroft and the Sawyer mills. While several of the mills represented in the showing made civilian fabrics last year, it is explained that their products then, in many cases, were sub-standard because of the greater amounts of cotton and reworked wool used at the government's request to conserve wool for army purposes. For this reason there can be no price comparisons.

Metcalf Brothers & Co. have begun showing their serges for fall, 1919. The prices range from about $2.85 to $3.85 a yard and represent reductions of between 40 and 50 cents a yard from last year's prices. Most of the fabrics, compared with the same numbers offered last year, are 45 cents lower this year.

Textiles

More Cheerful Feeling in Cotton Goods' Trade Over Prices

The cotton goods markets were quiet yesterday. Buyers continued to take just enough goods to fill their present requirements. The feeling regarding prices seems to have improved and talk about recessions in quotations has abated for the time being. It was reported that some of the mills have instructed their selling agents to defer offering goods until market conditions improve. Producers assert that fabrics are becoming scarcer, and that eventually buyers will wake up to find that goods will not be forthcoming when they are most wanted. Nevertheless, some jobbers are reported to have adopted, as individuals, the policy of buying to cover their needs for sixty days ahead. It is intimated that the tendency will be to underestimate such needs in order to be on the safe side if prices fall.

The government's surplus supplies of textiles are said to be passing into the hands of foreign consumers at a relatively rapid rate. Belgium is reported to have taken liberal quantities. Holland also has bought textiles from the United States government, the goods to be distributed among the colonial possessions of the Netherlands. Some export trade with the other neutral countries of Europe has developed. Exporters say that England and France both need hosiery and underwear, but that the restrictions imposed by the two countries on imports restrict buying from the United States.

Irish Cambric Manufacturers Fix Higher Minimum Prices

The leading association of English and Irish manufacturers of cambric, fine sheer linen goods largely used for handkerchiefs, have agreed on fixed minimum prices at which their product is to be sold. The minimum price named in January 1919 was 40 per cent above that of January 1918, and 15 per cent above that of December 1918.

The shortage of flax and linen yarns is said to have been so great that manufacturers were quoting prices 25 per cent above the minimum established by the association, and a revision of this minimum price became necessary.

Shoe Travellers Association to Affiliate With National Body

The Boot and Shoe Travelers' Association of New York is to become affiliated with the National Council of Traveling Salesmen's Association. This action was determined upon at a meeting of the shoe salesmen in the Bush Terminal Sales Building last Monday night. The New York association is the first of twenty-four local organizations of travelling shoe salesmen to become affiliated with the national salesmen's council.

Trade Notes

M. C. D. Borden & Sons announced yesterday that they are prepared to sell their products, except shirtings, on the basis of the prices named some weeks ago. Orders will be accepted for nearby and fall delivery.

The "craze" for aviation coats has greatly increased demand for leatheroid fabrics. This product when properly lined is also made up into coats for automobile drivers.

Millinery Sales Exceed Large Unit Production

Manufacturers of Trimmed Hats Find It Difficult to Secure Enough Skilled Workers to Meet Unprecedented Demand; Weather Helps Trade

The lack of cold weather may be a cause of worry for the snow shovellers, but the high grade milliners of the city are rejoicing over nature's inadvertence. The demand for fine hats is greater this season than ever before in the history of the trade, according to Henry Reinhardt, president of Maison Maurice, of 661 Fifth Avenue.

"The extremely mild weather," he said, "is inducing women to buy their spring hats much earlier than usual, and heightening the demand, which is also stimulated by the large amount of money in circulation and the giving up of the voluntary inhibitions against buying which curbed sales during the war.

"Prices will be high because labor is scarce and expensive, and likewise materials that are used in hats, but the customers, alive to conditions, are not complaining. Many skilled workers who formerly made hats went into war work and have not yet returned. Then, too many who formerly worked in retail stores are now in hat factories."

Asked to explain the inflow of labor into the factories, Mr. Reinhardt indicated that the millinery trade is just now emerging from an industrial revolution. Within the last year and a half, he said, large scale production of trimmed hats has supplanted to an unprecedentedly large extent small unit manufacture.

Almost overnight, Mr. Reinhardt declared, a great wholesale business in trimmed hats has sprung up. "Of course," he added, "before the war we had a goodly number of manufacturers of trimmed hats in the country, but they were able to supply only a relatively small proportion of the hats which were sold in the retail stores in the forty-eight states of the Union.

"Little by little the movement to centralize the production of trimmed hats developed, but the great leap forward did not begin until a year and a half ago. The stoppage of imports from France and Germany probably facilitated the development and encouraged the growth of home industries.

"Just at present New York and Chicago are making the bulk of trimmed hats that the women of the United States will wear. Eventually this large unit production should result perhaps in lower prices, but at present the tendency is having the opposite effect. Skilled labor in the millinery business is extremely scarce, as many have gone into war work and have not yet returned. And this condition is aggravated by the fact that the wholesalers, greatly expanded, are requiring more help than ever before and are thus competing for labor with the retailers, who still run workrooms in conjunction with their stores—a survival of the old method of small unit production."

Mr. Reinhardt expressed his belief that the workrooms would persist as adjuncts in fine millinery shops, where artistic work and individuality were sought.

Business Money

The market is almost bare of paper. Bankers in New York have been able to pick up the notes of firms in good standing for 5¾ per cent, the highest rate mentioned in a number of weeks, but the amount obtained at this figure is hardly enough to talk about. The general market is still 5½ per cent and to most New York banks no paper is offered under this figure, but brokers can get 5¼ per cent for the best names elsewhere. There is a good demand for notes from Chicago and the Middle Western banks. Some brokers assert that there is a little bit better demand, both from New York and out-of-town institutions, noticeable since paper was marked up to 5½ per cent, but about this there is considerable difference of opinion and the bankers say it would require a marking up of paper to 5¾ or even 6 per cent before an appreciable increase in demand would be noticed.

Business men still hold off from borrowing, first, because they fear that raw materials purchased now might fall greatly in price by the time they had made them into finished products, and second because they hope for a slight lowering of interest rates. To this extent the present stagnation in the commercial paper market, like the stagnation in business generally, is the outcome of a state of mind.

The bank acceptance market yesterday was greatly improved. This betterment was in part due to the same causes which led to the easier tone in call money, which yesterday renewed at 5 per cent, but fell before the end of the Stock Exchange session to 4½ per cent on combined railroad and industrial collateral. Sixty day bills have all been bought up rapidly for the past few days, but yesterday even the ninety day bills sold better than for some time. One dealer got an order for nothing but ninety day bills, which probably came from some one buying for an out-of-town institution.

A nice supply of bills has been coming in from Boston. This is mainly the result of the recent removal of the out-of-town collection charge.

The range of rates for two, three, four, five and six months commercial paper yesterday was 5¼@5½ per cent, unchanged from Monday and a week ago. It was Tuesday a week ago that a great bulk of paper was marked up ¼ of 1 per cent.

Prime trade acceptances, running from fifteen to sixty days, were 5@5¼ per cent. Sixty to ninety day acceptances were 5@5½. Indorsed trade acceptances were 4½ per cent for all maturities.

Advocates A More Binding Sales Contract

Woollen Agent Holds Both Buyers and Mills Guilty of Abuses

Woollen goods sales agents should insist upon a more rigid observance of sales terms, according to a trade leader. "I know of no business," said this man yesterday, "where buyers have less regard for their commitments than they have in this trade. They cancel or send back goods upon the slightest pretext if they think the market is likely to decline. In other industries a sale is a sale, and when a man orders merchandise he accepts delivery and pays for it.

"I don't condemn all buyers promiscuously, though. There is something to be said on the other side. Some mills send out goods that are not up to their samples. That practice also should be stopped. I think the trade should adopt a new selling contract which would bind the mill to deliver goods as near to the sample as is humanly possible to make them, and also bind the buyer to accept and pay for ordered goods when they are delivered according to contract."

To obviate some of these evils which arise in the practice of ordering goods months before they are to be delivered the mill organization which this man represents has not conducted a formal opening this year and will have none. Goods are being made up by the mills now in anticipation of future orders. Then, when the orders are placed delivery can be made quickly and strict observance of the sales terms will be insisted upon.

Basic Commodities

Tuesday, March 4, 1919

(Note.—In those cases where no transactions were reported the "bid" prices are given.)

	Yesterday.	Day before.	Week ago.	Year ago.
METALS				
Pig Iron, Foundry No. 2 x, per ton	$36.15	$36.15	$36.15	$34.25
Lead, per lb.	.05.25	.05.25	.05.12	.07
Copper, per lb.	.15½	.17	.17½	.26
Spelter, per lb.	.06¾	.06¾	.06¾	.16½
Antimony, per lb.	.07¼	.07¼	.07¼	.18
Tin, per lb.	.72½	.72½	.72½	.91¼
PRECIOUS METALS				
Platinum, per oz.	$100.00	$100.00	$105.00	$108.00
Silver, per oz.	1.01⅛	1.01⅛	1.01½	.87½
CHEMICALS				
Sulphuric acid, per ton	$25.00	$25.00	$25.00	$25.00
Nitric acid, per lb.	.08	.08	.06	No market
Caustic soda, per 100 lbs.	2.75–3.10	2.85–3.35	4.59	.06¾–.07
Soda ash (bbls.), per 100 lbs.	1.90–2.10	1.90–2.10	2.50	2.90
Phenol (carloads), per lb.	.10– .12	.10– .12	.15	.60
Glycerine, per lb.	.16– .20	.16– .20	.20	.51
Alcohol (denat.), per gal.	.45– .48	.52	.52	.71
Alcohol (non.-bev.), per gal.	4.90	4.90	4.90	4.95
COTTON				
Middling upland, per lb.	Closed	26.25	26.35	33.60
SILKS				
Japan filature, No. 1, Shinshiu, per lb.	6.00	6.05	6.10	5.40
China-steam, filature, best, No. 1, per lb.	6.95	7.00	7.15	6.70
Canton, filature, Ex. Ex. A, per lb.	5.35	5.35	5.40	5.40
HIDES AND LEATHER				
Hides, city slaughter, spread, per lb.	.29	.29	.29	.27
Hides, city, nat. strs., sel., 60 or over, lb.	.28	.28	.28	.25
Calfskins, city, 9 to 12 lbs., per skin	6.60	6.60	6.60	5.50
Leather, hemlock sole:				
Overweights, No. 1, per lb.	.49	.49	.49	.48
Middleweights, No. 1, per lb.	.47	.47	.47	.43
RUBBER				
Para, up-river, fine, per lb.	.57	.57	.57	.56
Para up-river, coarse, per lb.	.34	.34	.34	.36
Plan. 1st latex, pale crepe, per lb.	.55½	.55½	.55½	.55½
Plan., brown, crepe, thin, clean, per lb.	.50	.50	.50	.46½
Plan., ribbed smoked sheets, per lb.	.54½	.54½	.54½	.56

Deferred Buying Sends Shoes Higher

Retailers Buying at Advanced Quotations; Stocks of Some Grades Low

Retailers who held off on their purchases of spring and summer shoes awaiting a drop in prices following the signing of the armistice are now in the market in great numbers and paying higher prices for their goods. It was expected that with the end of the war shoe prices would decline. Retailers therefore deferred filling orders for new stock. Instead of coming down prices advanced from 10 to 15 per cent during the last three months. Now these retailers, whose stocks are depleted, have to make replenishments and they are paying the higher prices. The need for merchandise is demonstrated by the numerous immediate delivery orders received by the shoe manufacturers and wholesalers during the last few days.

The strike of the Brooklyn shoe workers is having an effect upon the wholesale shoe trade. Stocks of women's high grade shoes are low and it is likely that prices will have to be advanced again.

Shoe men report that there is a marked shortage of mat kid and ooze calfskin, while a scarcity of vici kid is becoming more apparent every day.

Leather

Tanning Business Quiet, but Trade Expects Revival

The tanning business is dormant. Tanners are cautious in their purchases, buying only for present and near future requirements. The enactment of the Dent bill, validating informal contracts made between the tanners and the government during the stress of war times, is expected to have a stimulating effect upon the industry. Payment on several million dollars' worth of contracts was held up pending definite action upon this bill by Congress.

According to hide importers the European demand for hides is keen and the American market is in a position to adequately take care of these orders. Imports of hides are coming through in fine shape from all sections excepting Argentina, where a strike of stevedores has held up shipments.

There is an abundance of hides of the low and medium grades, in fact the supply is above normal, but importers point out that the finer grade of calfskins come from abroad and because of the absence of shipping facilities they are scarce and high priced. During the last few weeks, however, more calfskins have become available and prices are expected to be lowered.

Imports of Tanning Barks

In 1918 there were imported 2,363 tons of mangrove bark used in the tanning industry. This material was valued at $96,867. During the previous year 4,203 tons of mangrove bark valued at $107,844 were shipped to the tanners in this country. Quebracho, another material used in the tanning of hides and skins, was imported to the extent of 22,802 tons in 1918, compared with 68,592 tons in 1917. The relative values of the latter imports in 1918 and 1917 were $357,100 and $1,206,018.

May Hold Toy Fair Here Under One Roof

The annual Toy Fair will be housed in one structure, instead of being scattered about among a number of New York hotels and office buildings, if a suggestion presented by the newly organized National Retail Toy Buyers' Association is followed out.

It is argued that by displaying the products of the toy manufacturers under one roof the general public will become interested in the annual event and will be able to form some idea of what toys will be offered for sale in the stores later on. The Toy Fair is in progress now in a number of the city hotels. It will continue until March 15.

Furs

Spring and Summer Furs in Great Variety Are Wanted by Retailers

Spring and summer furs are in demand by retail dealers, who are in the market in great numbers. Manufacturers have in most cases completed their sample lines and have a great variety of furs in many garment styles to offer. Judging by the early orders placed, the coming season will be the best in several years for the manufacturers of lightweight fur garments.

A great range of pelts share in the popular choice. Squirrel predominates in the call from the retailers, but brown, silver and cross foxes, mole, stone marten, mink, kolinsky and Russian and Hudson Bay sable are also included in many orders.

From the style standpoint it is expected that the garment with the semi-cape effect in squirrel, kolinsky and mole will be popular during the coming season. Stolls are also being ordered in large numbers. Hudson seal, trimmed with beaver or mink, is a popular type of stoll.

Raw fur merchants declare that the shortage of muskrats—Hudson seal—is becoming more serious every day. One merchant said that the present low stock is due chiefly to the fact that the high prices of recent years have been an incentive for the trappers to kill of muskrats before they had a chance to breed. Action in the form of government legislation providing for the conservation of these animals is held to be necessary if the future demand for muskrat is to be met. While part of our stock of muskrats comes from Canada, the animal bred in the United States is considered the best for sals as Hudson seal.

An indication of the general demand for furs of all varieties was provided in the number of manufacturers and dealers who took advantage of the "prompt day" of the New York Fur Auction Sales Corporation and withdrew from the care of the sales company the skins they had bought at the recent auction. Under the terms of the sale purchasers who paid for and received their goods by "prompt day" were granted special discounts. It is said that more than 75 per cent of the $5,000,000 worth of furs sold at the auction was withdrawn before the expiration of this discount period.

Rubber

Railroads Holding Off on Purchases of Rubber Goods

Manufacturers of mechanical rubber goods are optimistic over the possibilities of their business approaching the normal stage by next fall, but at present, they report, conditions are not as good as they should be. Most companies are now busy catching up with orders placed during the late war period. They are booking comparatively little new business.

G. B. Dickerson, treasurer of the Gutta Percha and Rubber Manufacturing Company, said yesterday that the activities of the railroad and steel companies provide excellent barometers for the mechanical rubber business. Railroads, usually heavy purchasers of air brake hose and steam hose, have been placing only small orders lately, awaiting the passage of the appropriation bill by Congress. This has materially affected the rubber goods manufacturers.

Mr. Dickerson holds that the condition of uncertainty in the rubber goods field is only temporary and that business should be developing shortly. He said that prices for belting, hose and packing will hold, as not one item in their manufacture costs less now than it did in war time. Labor also stayed at the war-time cost level.

Polish Trade Bureau Opens

Poland is the first of the newly born nations to establish in the United States a commercial bureau for the development of trade relations between the two countries. The Polish National Department at Chicago, of which I. J. Paderewski, Premier of Poland, is honorary president, and which comprises an executive council of the Polish societies of the United States, has opened a commercial and industrial bureau at 32 West 42d Street, in this city.

Want Women to Return To Trimming of Hats

Retail Milliners Seek to Bring About Readjustment of Labor

The Retail Millinery Association of America will make a campaign among wholesale and retail houses in the millinery business to adjust the relative proportions of female and male labor thus bringing about the reemployment of returned soldiers in their old positions. At the second annual convention of the association at the Hotel McAlpin yesterday, it was decided that the present surplus of male help and shortage of female labor is the result of employers retaining women in positions formerly held by men even after the men have returned from army or navy service. The association intends making a canvass of the trade to discover how many women's positions can be filled from among the women who are now holding what in normal times have been men's jobs.

It was unanimously agreed at the convention that Congress be urged to consider the situation of all statutes constituting our anti-trust legislation. The association went on record as recommending the adoption of formulative standards of general business conduct to be administered by a supervisory government body; an enlarged Federal Trade Commission of nine members.

The officers of the association were reelected to serve during the coming year. They are: Harry S. Bernhard, Gimbel Brothers, New York, president; Joseph Mayer, R. H. Macy & Co., New York, 1st vice-president; S. George Kerngood, Kaufman Department Stores Company, Pittsburgh, Penn, 2d vice-president; Charles Mashek, The Bailey Company, Cleveland, O., 3d vice-president; Max J. Sternberg, Frank & Seder, Pittsburgh, Penn., 4th vice-president; Leroy Lavake, L. Bamberger & Co., Newark, N. J., secretary, and Robert Wilson, also of L. Bamberger & Co., treasurer. E. V. M. Goldberg continues as general manager and executive secretary of the association.

Trade in Laces Improves

Since women started to dress up and to attend social functions, following the denials practised during the war, demand for laces has improved. Embroideries also are in better request than at any ttime in the last two years. Women are doing more home sewing and availing themselves of the low prices prevailing for cotton goods.

Wonderful Rosebud Values

Cotton Dresses —$2.75-$10

Wash Skirts —$12-$60 a dozen

100 Original Models.

Rosebud Cotton Dresses Wash Skirts

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Quality Merchandise at Lowest Prices.

37 W. 26th St., N. Y.

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Line opened Monday, March 3d, is now being shown at our New York Salesroom

ur principles of construction involve the use of

Wools — The finest grades of Australian and Domestic.

Dyes — The best products of the world that justify the ST. GEORGE guarantee of FAST COLORS.

and, in our

Manufacturing — a trained organization, which has specialized on STANDARD QUALITIES for forty consecutive years.

Supervision — The second and third generations of a family renowned in producing Woolens that are unsurpassed for quality, appearance and durability.

Peace — enables us to resume the production of our Standard Overcoatings for Civilian wear.

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