

BUSINESS NEWS BUREAU: Tribune Building 154 Nassau Street

The Tribune's Page of Business News

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When You Buy Silks--

First you look for something that will appeal to your customers on sight.

Then you look it over for qualities that will make the second sale.

Your own careful, perfectly-trained buying sense will approve McLane's Silks on both counts.

Their sturdy look and rich colorings catch the eye and make the first sale.

Their wearing quality—which is guaranteed—never fails to bring the customer back.

McLane quality begins with the cocoon and persists straight through every yard of silk that bears our name.

The Rope Edge Selvage identifies the quality which our Beaver Trade Mark guarantees. They're business getters for your Silk Department.

McLANE'S Beaver Silks 463 Fourth Avenue, New York

General Motors Places a Large Order for Steel

The United States Steel Corporation, it was learned yesterday, has sold 345,000 tons of steel to the General Motors Corporation. This is one of the largest single transactions closed with an industrial consumer in many months.

No week since the signing of the armistice has embraced such large or diversified buying of iron and steel products as the seven-day period just past, "The Iron Age" states.

Private orders for ships and several extensive apartment house building projects, added to several thousand tons of industrial plant buildings in the East and a long list of structural work in the Central West, promise early expansion of activity in shapes and plates, according to "The Iron Age."

Metals Large Holders of Copper Maintain Price Despite Slack Demand

Leading sellers of copper are holding their prices unchanged, although the demand has fallen off rather sharply in the last few days.

Copper for future delivery is gradually being marked up, and the quotation for August contracts yesterday was 17 cents a pound.

Hot Weather Brings Call For Women's Wash Skirts

Salesrooms of garment manufacturers making white washable skirts were besieged with buyers yesterday, all anxious to obtain goods for immediate delivery.

Bleached Cotton Goods in Demand; Other Fabrics Inactive

Although buying of well known brands of bleached cotton goods was active yesterday, other cotton fabrics were in comparatively light demand.

Chemicals Export Demand Is Absorbing Surplus of Acetate of Lime

Export demand for acetate of lime is reported good, and producers say their surplus supplies are being readily absorbed.

Credit Millennium Not Here Yet, Says Expert

MEMBERS of the National Association of Credit Men are warned by J. H. Tregoe, secretary of that organization, not to be lulled into a false sense of security by the small number of business failures reported for the last two months.

Business Money

One of the most encouraging developments in the commercial paper market of recent days has been a noticeable increase in the volume of commercial borrowing.

Basic Commodities

Table with columns for Wednesday, Tuesday, Week Ago, and Year Ago. Rows include various metals, chemicals, cotton, and silks.

To Confer on Patents Argentine Agent Seeks Co-operation of U. S. Officials

WASHINGTON, June 4.—J. A. De Marval, of Buenos Ayres, sent to the United States by Argentina to effect a more thorough cooperation between the two countries in the matter of registration and protection of patents and trademarks, arrived here to-day.

Association Secretaries Band

At a meeting held at the Republican Club on Tuesday steps were taken toward the formation of a permanent organization of trade association secretaries.

Untrained Merchant Finds It Easy to Do Business Under Present Conditions, but J. H. Tregoe Warns Against Laxity Because Failures Are Few

Present conditions call for the same degree of care, Mr. Tregoe says, as a more complex and involved situation. "We are," he continues, "to pay a penalty, beyond per adventure, if the smallness of the present bad debt loss lulls us into sleep and we go ahead with our credit extensions, throwing off the care and skill which should always be exercised in the making of our credits."

Sell Your Goods to FRANCE

The only reason you haven't sold goods to France before, is because you didn't know the field and its possibilities, or you didn't have the facilities at hand for transacting business without complications.

That excuse no longer remains. If you are looking for customers, no matter what your business may be, an account with "Jacques Le Fontaine" of Paris on your books is just as valuable and just as easily obtained as one with "Bill Jones" of Seattle, St. Louis, Cleveland or any other American city—

And there is where we can help you. The International Trade and Industrial Bureau is the American organization of the Societe Francaise d'Action Economique of Paris—

An association of authorities in trade, engineering and finance, equipped to serve the interests of American business men seeking a market in France, Great Britain, Italy or Belgium.

If you have ever thought of France as a market for your goods, let us tell you how easily it can be made a reality. No obligation whatever.

International Trade & Industrial Bureau. 149 Broadway, New York



Those who should know believe that the cost of building will not decrease. Why not let us tell you the cost of your proposed building? Consultation is without obligation.

"Let WHITE build it of CONCRETE."

White Fireproof Construction Co. NEW YORK

Leathers and Dress Weight Jersey Cloths To be successful you must make profits as well as excellent merchandise.

WILEY-BICKFORD-SWEET-CO 1140 BROADWAY

GOVERNMENT SALE OF COTTON FABRIC The Government, through the Material Disposal Section of the Air Service, Washington, and its District Offices, will offer for sale a quantity of Cotton Fabric, as follows:

Says Women Want Their Stockings Easy to Put On

Mrs. Katherine Clemmons Gould Also Warns Against Japanese Competition

PHILADELPHIA, June 4.—Adoption of an uniform contract and the simplifying of the procedure of settling disputes between buyer and seller so as to eliminate long-drawn-out litigation was urged to-day at the convention of the National Association of History and Underwear Manufacturers by Champ S. Andrews, of New York.

Silks Buyers Now Are Getting Silk Goods Mostly From Jobbers

While the manufacturers of silk goods accepted comparatively little new business yesterday, the jobbers, who now are receiving supplies from the mills, booked numerous orders.

Large Hats Increase Buying Of Human Hair Goods

One of the leading importers of human hair goods stated yesterday that trade at present is better than it has been at any time during the last ten years.

Raw Silk Eases Slightly

Japanese Advices Report Heavy Buying of Spring Cocoons

Sales of raw silk yesterday were of small volume. Prices for the Japanese grades declined about five cents a pound, but advices received by some of the local importers indicated that the Shanghai market had stiffened.

Silk Mills Install Looms

WASHINGTON, June 4.—General increases in freight rates on bullion and smelter products were asked to-day by a number of railroads.

Style Variety Offered In Women's Fall Suits

Women probably will select their fall and winter suits from stocks showing a wide variety of styles.

Millinery Men Open Campaign

The Eastern Millinery Association formally launched a membership campaign last night at a dinner at the Hotel Astor, to which millinery manufacturers, jobbers and retailers were invited.

U. S. Navy's Great Growth

Just prior to the signing of the armistice with Germany, the United States had sixteen up to date battleships with thirteen building, ninety-two destroyers and 250 building, seventy-nine submarines and 202 building.

Furs Fall and Winter Fur Garments Now Being Ordered

Not only are the buyers for retail stores placing orders now for small fur garments for fall and early winter wear, but they are anticipating their mid-winter requirements as well.

Styles Decree Wearing of Mink by Younger Women

Mink, long considered a fur to be worn by elderly women, is fast becoming popular with the younger set.

Popular Millinery Models

Navy blue and sand colored hats made of tricotee, knitted artificial silk, are said by millinery retailers to be good sellers now.

Raw Silk Eases Slightly

Some of the manufacturers reported that the only fabrics still available for the orders of buyers are black taffetas, black peau de soie and the cheaper grades of black satin duchesse.

Export Sales of Rubber Goods

South American railroad officials are in this country placing orders for mechanical rubber equipment, including corrugated tender hose, airbrake hose and air signal hose.

Scarcity of Skilled Workers Delays Production

Manufacturers of silk looms are making strong efforts to supply the demands of the mills. A leading maker of looms stated yesterday that the orders in the early part of April, and since then business has been coming along in relatively large volume.