

U. S. LARGEST PRODUCER OF SILK IN THE WORLD Unprecedented Business Activity During Past Year Attributed to Fashion and to European War.

Though silk and France are almost synonymous to the uninitiated public, the United States is the greatest silk manufacturing country in the world, and practically all the best of the standard silks used here are made in this country.

Increased demand for this latter material owing not only to fashion's sanction of velvets and plushes but to the scarcity of furs and the greater suitability to our climate of these lighter than fur materials.

There has been from time to time an effort made to promote the raw silk industry in the United States, both by the Government and individuals, but it appears all attempts have failed.

DEMAND FOR TRADING STAMPS IS LARGE

Merchants Throughout Country Have Increased Sales by Use of Stamps.

"In view of the public interest in the trading stamp and the many erroneous impressions which it has caused, it is desirable to state the position of the business to-day and to assure those who are collectors of these stamps that the demand for them never was stronger than it is to-day, and that the reasons why people should collect these premium tokens never were so good as they are at the present time," said a merchant recently, who goes on to say:

"First, it should be understood that no trading stamp or coupon company, however powerful it may be to-day, is responsible for the success of this form of profit sharing. The success comes from the people themselves, from the women and the men who have found out the advantages of stamps and coupons, and are therefore collecting them by the millions and billions every year.

"It has been demonstrated that the system is based on a scientific principle; that it is not merely a catchpenny affair destined to wear itself out through its own lack of interest. But even when this demonstration would be a stubborn merchant indeed who once having felt the power of the demand from the people would seek to ignore their wishes in the matter.

"Much has been said of the so-called 'economy' stores. These may succeed in some cases, and to the extent they have some things to commend them to the consideration of the people. But in these days of rush and hurry when people are demanding service and a total elimination of the average person will not be satisfied with the mere mechanical process required to wrap up a package, take the money which it costs, and deliver the package to the buyer.

"What makes our great cities great? What makes our business in our large stores the way it is? It is not the desire of the owners of the stores merely to make a showing; rather it is the demand of the people that they should receive the best that is. And as service has come, not as a temporary expedient but as an attribute of good business which will last as long as the tastes of the people are what they are.

Increased demand for this latter material owing not only to fashion's sanction of velvets and plushes but to the scarcity of furs and the greater suitability to our climate of these lighter than fur materials.

There has been from time to time an effort made to promote the raw silk industry in the United States, both by the Government and individuals, but it appears all attempts have failed.

There has been from time to time an effort made to promote the raw silk industry in the United States, both by the Government and individuals, but it appears all attempts have failed.

Those who declare that the mission is ended are taking no note of the human element which, after all, is the great incentive in all business enterprises. It is only the modern Rip Van Winkle who sleeps twenty years while standing on his feet, who fails to understand the temper and desire of the retail customer of the present day.

"The sentiment of the women of Greater New York in favor of trading stamps was very definitely expressed recently at a meeting of the New York City Federation of Women's Clubs. The federation adopted a resolution which embodied the thought that trading stamps and coupons were a distinct benefit to the home, and were a direct aid in the attempt at social betterment and social uplift, the things for which the women's clubs of this country are striving.

PIANO INDUSTRY BUSY. Demand for Pianos Keeps Makers Busy Filling Orders.

The piano industry is one which like others felt the sting of the recent business depression. In fact, during the first eight months of last year there was little or no business in comparison

ing stamp. Those who declare that the mission is ended are taking no note of the human element which, after all, is the great incentive in all business enterprises.

ing stamp. Those who declare that the mission is ended are taking no note of the human element which, after all, is the great incentive in all business enterprises.

ing stamp. Those who declare that the mission is ended are taking no note of the human element which, after all, is the great incentive in all business enterprises.

to what there is usually. In the last four months of the year, however, there was a general waking up and factories were busy night and day up to the Christmas holidays. Some of them at present are working with an overtime schedule which shows that there is a general improvement throughout the trade.

Main Office and Mills SOMERVILLE, N. J. Telephone 62

New York Office 230 FIFTH AVENUE Tel. Mad. Sq. 5196

Redfern Lace Works MANUFACTURERS OF Fine Silk and Cotton Laces (MADE IN U. S. A.) Chantilly and Applique Flounces Calais Vals, Normandy Vals and All-overs (EQUAL TO FOREIGN)

ZÄHNER & SCHIESS & CO. MANUFACTURERS OF "Z & S" Embroideries and Novelty Fabrics 315 Fourth Avenue, New York St. Gall, Switzerland

THE HALL LACE CO. Business Started by Thomas Hall in 1869 Pioneer Manufacturers of LACES, VEILINGS AND DRESS NETS Jersey City, N. J.

SALESROOM Germania Life Building N. E. Cor. Fourth Avenue and 17th St. New York City

SALESROOM Germania Life Building N. E. Cor. Fourth Avenue and 17th St. New York City

OFFICE OF Woodward, Baldwin & Co. 43 & 45 WORTH STREET NEW YORK

Kelsey Textile Corporation Manufacturers of Bleached Cottons CONVERSE & COMPANY Selling Agents 79-81 WORTH STREET, NEW YORK

factory. The piano-merchants throughout the country also faced the long time credit situation. The depression had the effect of making the latter repossess many pianos and dispose of these instead of buying new stock.

New York Office 230 FIFTH AVENUE Tel. Mad. Sq. 5196

Redfern Lace Works MANUFACTURERS OF Fine Silk and Cotton Laces (MADE IN U. S. A.) Chantilly and Applique Flounces Calais Vals, Normandy Vals and All-overs (EQUAL TO FOREIGN)

ZÄHNER & SCHIESS & CO. MANUFACTURERS OF "Z & S" Embroideries and Novelty Fabrics 315 Fourth Avenue, New York St. Gall, Switzerland

THE HALL LACE CO. Business Started by Thomas Hall in 1869 Pioneer Manufacturers of LACES, VEILINGS AND DRESS NETS Jersey City, N. J.

SALESROOM Germania Life Building N. E. Cor. Fourth Avenue and 17th St. New York City

SALESROOM Germania Life Building N. E. Cor. Fourth Avenue and 17th St. New York City

OFFICE OF Woodward, Baldwin & Co. 43 & 45 WORTH STREET NEW YORK

Kelsey Textile Corporation Manufacturers of Bleached Cottons CONVERSE & COMPANY Selling Agents 79-81 WORTH STREET, NEW YORK

Lace Selling Company Alton, Rhode Island Vari Lace Manufacturing Company

New York Office 230 FIFTH AVENUE Tel. Mad. Sq. 5196

Redfern Lace Works MANUFACTURERS OF Fine Silk and Cotton Laces (MADE IN U. S. A.) Chantilly and Applique Flounces Calais Vals, Normandy Vals and All-overs (EQUAL TO FOREIGN)

ZÄHNER & SCHIESS & CO. MANUFACTURERS OF "Z & S" Embroideries and Novelty Fabrics 315 Fourth Avenue, New York St. Gall, Switzerland

THE HALL LACE CO. Business Started by Thomas Hall in 1869 Pioneer Manufacturers of LACES, VEILINGS AND DRESS NETS Jersey City, N. J.

SALESROOM Germania Life Building N. E. Cor. Fourth Avenue and 17th St. New York City

SALESROOM Germania Life Building N. E. Cor. Fourth Avenue and 17th St. New York City

OFFICE OF Woodward, Baldwin & Co. 43 & 45 WORTH STREET NEW YORK

Kelsey Textile Corporation Manufacturers of Bleached Cottons CONVERSE & COMPANY Selling Agents 79-81 WORTH STREET, NEW YORK

demand is continuing and the piano industry today is facing one of its best business years. All the stock which was ordered for the holiday trade has been disposed of because piano merchants did not have any surplus at the start and the manufacturers owing to their inability to get supplies rapidly enough were unable to overload the market if they wanted to.

New York Office 230 FIFTH AVENUE Tel. Mad. Sq. 5196

Redfern Lace Works MANUFACTURERS OF Fine Silk and Cotton Laces (MADE IN U. S. A.) Chantilly and Applique Flounces Calais Vals, Normandy Vals and All-overs (EQUAL TO FOREIGN)

ZÄHNER & SCHIESS & CO. MANUFACTURERS OF "Z & S" Embroideries and Novelty Fabrics 315 Fourth Avenue, New York St. Gall, Switzerland

THE HALL LACE CO. Business Started by Thomas Hall in 1869 Pioneer Manufacturers of LACES, VEILINGS AND DRESS NETS Jersey City, N. J.

SALESROOM Germania Life Building N. E. Cor. Fourth Avenue and 17th St. New York City

SALESROOM Germania Life Building N. E. Cor. Fourth Avenue and 17th St. New York City

OFFICE OF Woodward, Baldwin & Co. 43 & 45 WORTH STREET NEW YORK

Kelsey Textile Corporation Manufacturers of Bleached Cottons CONVERSE & COMPANY Selling Agents 79-81 WORTH STREET, NEW YORK

James F. White & Co. Worth & Church Streets MANUFACTURERS' AGENTS COMMISSION MERCHANTS Burlaps of all Kinds Clothiers' Canvases; Irish and Scotch Linens Cotton Huck and Turkish Towels Red Diamond Brand Birdseye Cotton Yarns, all sizes and twists Telephone Worth 4650



PLANT OF THE WARWICK LACE WORKS Cable Address: Warlacewks

Warwick Lace Works Riverpoint, R. I. Office and Salesrooms 345 Fourth Ave., Corner 25th St., New York HENRY C. DEXTER, President HENRY T. WHITE, Treasurer GEO. H. CLARKE, Manager



The American Lace Mfg. Co. ELYRIA, OHIO HARRY C. WEIL, General Manager. New York Office Room 458-Fifth Avenue Building Fifth Avenue, 23rd to 24th Street

CADOZA SALES CO., INC. FINEST LACES MADE 91-93 FIFTH AVENUE NEW YORK Taylor Textile Manufacturing Co.

LOUIS HAMBURGER & CO., 91-93 FIFTH AVE., N. Y., SELLING AGENTS CLARENCE WHITMAN & CO., Inc. Dry Goods Commission Merchants 39 and 41 Leonard St., New York

BRANCH OFFICES: Chicago St. Louis Philadelphia Baltimore Boston Manila, P. I. Manchester, England. Havana, Cuba SELLING AGENTS FOR American Bleached Goods Co. Ponemah Mills Courtenay Mfg. Co. Patterson Mills Co. Hamilton Mfg. Co. Stephens Mfg. Co.

The House of JOHN H. MEYER & CO. A Great Textile Concern

Among the world needs of the present day none is more important and widespread than the use of Khaki. John H. Meyer & Co., manufacturers, converters and exporters of cotton and silk goods, whose executive offices are at 50 Union Square, New York, specialize in the production of Khaki dyed and bleached drunks, and the excellence of their product is attested by its use by the U. S. Government for many years past, together with a large part of such material as they have used for the Army and Navy, aggregating many millions of yards.

THE BUSH TERMINAL It is no longer necessary to tell what the Bush Terminal is in the same way that the child attending school for the first time is taught that the earth is round. To-day the Bush Terminal is a national institution, really an international institution. It is the clearing house for the freight of the world passing through New York.

Twenty steamship lines use the great Bush Terminal pier. Except for the double-deck pier, they are 130 feet wide with 270 feet of water 32 feet deep between them. The seventh pier, built in 1914, is 1,400 feet long and cost \$1,000,000. Alongside this pier six steamers can load and unload at the same time. The warehouses, six stories high, have an aggregate area of 26,000,000 cubic feet, and all occupied by the products of the entire world. Tracks at the rear run the length of every warehouse. Stairs run to each court and concrete loading platforms. Electric, live steam or gas power may be had.