

CHAPTER IV.

MANUFACTURING AND SELLING.

MANUFACTURING CONDITIONS.

A large proportion of the lingerie manufactured in the United States is made in New York City. Several reasons are given why the industry is centered there. The supply of the kind of labor that is needed is larger in New York than anywhere else, and therefore it is possible to operate more large factories in that city.

The New York manufacturer has one great advantage. He can daily procure the materials needed for immediate orders without being compelled to lay in a stock of goods. From sales agencies he can purchase the cloth that he needs, and it is delivered within 48 hours. In the showrooms of wholesalers and importers of embroidery and lace he can select from a great variety of well-displayed samples, and have his order filled the same day. Moreover, deliveries of cloth and trimmings are made to factories in New York City without expense for freight or cartage, an expense which factories in interior cities can not escape.

New York City and vicinity afford the largest local market for underwear. Furthermore, more buyers from other cities come to New York than to any other place. They prefer to make purchases where they can select from the samples shown by many manufacturers, and buyers for department or dry goods stores prefer to purchase underwear where they can procure a complete line of all kinds of goods sold in their stores.

Manufacturers in the smaller cities have the advantages of cheaper rent and labor. The force of workers is more apt to remain steadily with a factory in a smaller place than with one in a large city. In the large city they can find employment in many places, but in the town opportunities for employment are limited, and therefore the workers are practically compelled to remain with the factory in which they are employed.

In New York City the workers in the needle trades are well organized, and there have been many strikes. Owing to labor troubles growing out of demands for higher wages there has been a tendency among New York underwear manufacturers to divide their plants, and locate branch factories in neighboring towns in Connecticut and New Jersey. In these towns the workers are not so strongly organized, and lower wages are paid.

The Cotton Garment Manufacturers of New York (Inc.) has a trade agreement with the International Ladies' Garment Workers' Union and the Underwear and White Goods Workers' Union.

Manufacturers in interior cities and towns who were interviewed admitted that their distance from the principal market for both buying and selling was a trade disadvantage, but claimed that this drawback was overcome by the cheaper labor that could be ob-