

or because of the claim that the merchandise was not up to the sample, a claim very difficult to prove or disprove.

The trade-abuse committee approved 8 cases for prosecution at the expense of the association. At the date of the report, 4 of these cases had been won by the association and 3 were still pending. The prosecution of one was dropped, because it was found that the manufacturer had, in previous correspondence, allowed a return of merchandise.

The report says: "Taken all in all, we have made a good start in eradicating the common business evil of unjustifiable cancellation and return of merchandise. So far, the expenses incurred by the association for prosecution of cancellation cases by the trade-abuse committee has been \$217.78."

*Credit information.*—The association maintains a credit department, and the report says: "Forty-one concerns of our association made use of our credit information during 1914, and we have obtained 304 reports regarding 103 firms."

*Collections.*—The association also maintains a collection department. During 1914 there were 1,280 claims filed, amounting to \$131,894.33. The report of the manager of the association says: "At present, I can only report for the first nine months of 1914, and out of 949 claims filed during the period we collected 733 without referring to counsel, which means that we were successful in 77 per cent of our claims. The total amount of the claims was \$101,717.45, out of which we collected \$80,835.77, which is 80 per cent of the total amount."

*Left-over goods.*—Few manufacturers ever carry a very large stock of finished goods. A line of samples is made up and the garments are manufactured as the orders come in. This is to avoid being left with a heavy inventory of finished goods on hand at the end of the season. Left-over goods have to be sold at a sacrifice and the manufacturer is glad to sell them at cost. Following are opinions expressed by manufacturers in regard to left-over goods:

The constant demand for new styles causes considerable loss very often to the manufacturer. A great amount of merchandise is left over which must be sold at from 30 to 50 per cent of the original price.

No man can come out whole on goods left over. He will not come out at cost, counting the selling and overhead expenses.

We inventory goods at cost price and get out about even. Usually we make expense in addition to cost, but not administrative expense on inventoried goods.

Left-over goods, sample lines, etc., are generally sold to department stores and other large merchants for their "white-goods sales," at about 33 $\frac{1}{3}$  per cent off. The loss on sample lines of this firm amounts to about \$3,000, or 1 $\frac{1}{2}$  per cent on sales a year.

The trade is to a large extent affected by the seasons, for at the close of any bad season left-over goods are sold at department stores at a very large loss.

Left-over goods are sold to a jobber or a retailer at reduced prices, or we notify retailers by mail that we have such goods and can send samples and prices. These goods are always sold at a loss.

From the above opinions it will be seen that a manufacturer is unable to carry as heavy a stock of finished garments as he could in a more staple line. This condition is not only a detriment to the manufacturer but also to his employees, for when sales are light he is forced to lay off his help until new orders are secured.

*Advertising.*—Manufacturers of women's muslin underwear do comparatively little advertising. A few of the larger establishments advertise extensively, but this is an exception to the general rule.