ed. A manufacturer in an interior city who has an establish-
it employing large numbers of men said that plenty of female
kers could be obtained at low wages, and there were no labor
ibles with them. He also said that rents were comparatively
ap, and shipping facilities were good. Buyers, however, would
consider his city as a market for muslin underwear and would go
eral hundred miles farther to buy in New York City. Merchants
is own city preferred to buy in New York City, where they could
ect and select from all the newest styles. He said, however,
t the business of manufacturing underwear could be successfully
ducted in his city if the factory maintained a show and sales
m in New York City.

he amount of work which manufacturers let out to be done by
tract is smaller in the muslin underwear industry than in other
dle trades. Where contract work is done garments, after being
, are sent out to be made up, but usually this is done only in the
y season, when the manufacturer has many rush orders. This
urs most frequently in the case of cheap garments. Even if he
the floor space and can command additional labor, it does not
him to install extra machines to make up goods for customers
have waited until the last minute to place their orders. When
rned to the factory the cheaper garments are not closely ex-
ined. The better grades of garments are made in the factory,
ere there is supervision and close examination of all work. The
tractors in many cases employ members of their own families,
pay less wages than do the manufacturers.

ome of the larger factories have part of their cheaper garments
up in charitable institutions, but the amount is not large.
se institutions do not solicit business, but usually do work for
same factories year after year.

Until 10 years ago cambric and muslin were the principal mate-
s used in lingerie, but since then there has been a demand for
ter fabrics, and now cambric and muslin are not much used ex-
t for the cheaper grades. Medium and fine garments are made of
nsook, batiste, and lawn, and for some of the finer grades crêpe
chine or China silk is used. There is not much difference between
men's underwear for winter and for summer except that for sum-
r wear nightgowns are made of lighter materials and more of them
made with low necks.

Styles of muslin underwear are affected by changes in the styles
the outer apparel. When outer skirts are full, lingerie also is
de full, and when outer skirts are tight fitting, lingerie is made
fit the form closer. During the last few years there have been
ical changes in the styles of outer apparel and of underwear.
nufacturers of undergarments, as well as those of outer apparel,
st follow the changes of fashion in order to do business successfully.

Practically all muslin underwear made in the United States is
nmed with embroidery or lace. Embroidery is more durable
n lace, and more of it is used on the cheaper and medium-priced
ments. On the yokes of nightgowns, princess slips, and combi-
ions there are often four or five rows of embroidery or lace, or of
h, the outer row being called edging, and the inner rows insertion.
en one or two rows of insertion are openwork embroidery or
, called beading, through which ribbon is run. Frequently figures