CONTENTS

CHAPTER	PAGE
, I	THE SILK DEPARTMENT
	Description of Department Location Arrangement The Silk Yard Goods Department Other Departments in which Silk Fabrics are Sold
II	Sources and Cultivation of Silk 4
	Branches of the Silk Industry Source of Silk The Silkworm Life of the Silkworm Silkworm Diseases Spinning and Making the Cocoon Whole Cocoons Pierced Cocoons Reeling the Silk from the Cocoon The Process of Reeling Wild Silk
III	RAW SILK AND SPUN SILK 14
	Raw Silk Conditioning Silk Throwing Sorting Soaking Drying Winding Doubling and Twisting Stretching Spun Silk Sources of Spun Silk
	ix

X	CONTENTS
CHAPTER	PAGE Processes in the Preparation of Spun Silk Removal of the Gum from Waste Silk Beating and Opening Combing Inspecting The Spinning Process — Drawing and Doubling Twisting and Winding Gassing or Singeing Uses of Raw and Spun Silk
IV	Weaving
V	Varieties of Weaves Plain Weave Rib Weaves Twill Weave Satin Weave Gauze or Leno Weave Double-Cloth Weaves Pile Weave The Process of Pattern-Weaving Antiquity of Pattern-Weaving The Draw-Loom Improvements upon the Draw-Loom Jacquard The Jacquard Loom Mechanism of the Loom The Cards Varieties of the Jacquard Loom Figured Velvets

	CONTENTS	Xi
CHAPTER	D	PAGE
VI	Dyeing Silk	. 52
	Classes of Dyed Silk Yarn-Dyeing Processes Boiling-Off, Scouring, or Stripping Process of Boiling Off Weighting of Silk Weighting Materials Process of Weighting with Tin Results of Weighting Wild Silk Classification of Dyes Modern Dye Stuffs Mordants Yarn-Dyeing Stretching Black Silk Piece-Dyeing Printing Machine Printing Ways of Printing Antiquity of Vegetable and Animal Dyes Art of Using Dyes Regained in Europe Growth of Industry in France Decrease in Cost of Dyes American Dyes Mineral Dyes Coal Tar Dyes (Aniline Dyes) Growth of the Industry	
3777	Growth of the Industry	
VII	Finishing Processes	. 67
	Variety of Processes Required Calendering Stiffening Breaking Tentering Gassing Moiré Finish Shower-Proofing Permanency of Finishes	
VIII	ARTIFICIAL OR FIBER SILK	. 72
	Reason for Making Artificial Silk Difference Between Real and Artificial Silk	•

	٠	•
v	1	1

CONTENTS

CHAPTER	Kinds of Artificial Silk Manufacture History Characteristics Uses Names of Materials Laundering Vegetable Silk
IX	MIXTURES, IMITATIONS, ADULTERATIONS, AND TESTS FOR SILK 80
	Mixtures—Silk and Wool Mixtures—Silk and Cotton Imitations Adulterations Characteristics of Silk Burning Tests Microscopic Tests Chemical Tests Other Miscellaneous Tests Weaving Tests Tests for "Feel"
X	Principles of Color 89
	Importance of a Knowledge of Color to the Salesperson Combinations of Colors The Spectrum Standard Colors Primary Colors Secondary Colors Characteristics of Primary Colors Characteristics of Secondary Colors Luminous and Somber Colors Broken Colors Absorption and Reflection of Color Complementary Colors Properties of Color Hues Values Color Scales Intensity Color Harmonies Color Under Artificial Light

	CONTENTS	xiii
CHAPTER		PAGE
XI	COLOR IN THE SILK DEPARTMENT	103
	Necessity for Knowledge of the Laws of Color Harmony Colors Best Suited to Different Types of Wome The Fashionable Color Conditions Affecting Color Effect of Various Lights on Colors Effect of the Material on Color Colors for Household Decoration Suggestions for Color Schemes	
XII	THE PRINCIPLES OF ORNAMENT AND DESIGN	110
	Definition of Design Kinds of Designs Pattern Design Sources of Pattern Design Motives of Design Material of Pattern Design Planning a Pattern Value of Line in Patterns Forms and Spaces	
XIII	Designs for Silk	119
	Varieties of Design Elements of Design Classes of Patterns Rectangular Step-repeat Drop-repeat Turn-over Turn-around Process of Designing Dress Goods Patterns Suitable Patterns for Dress Goods Drapery Silks Values of Designs That "Take" History of Designs for Silk Italian Art French Skill Jacquard Weaves	

CHAPTER							PAGE
XIV	SILK YARD GOODS						. 127
•	Classification Armure Batiste	•	•	•	•	•	,
	Bolting Cloth Brocade Broché Cachemire de Soie Changeable Silk Charmeuse Chiffon Chiffon Taffeta China Silk Chiné Silks Cloth of Gold Crèpe Crèpe Charmeuse Crèpe de Chine Crèpe Meteor Damask Dresden Eolienne Epinglé Faille Faille Française Foulard Gauze Georgette Crèpe Glacé Grenadine Gros de Londres Grosgrain						
	India Silk Jacquard Silks Japanese Silk Jersey Cloth Kikai Liberty Satin Louisine						
	Marquisette Matelassé Merveilleux						

	CONTENTS					xv
CHAPTER	Messaline Moiré Moiré Antique Mousseline de Soie Organdie Ottoman Peau de Cygne Peau de Soie Pekin Stripe Plush Pongee Poplin Rep Satin Shantung Shot Silks Silk Serge Surah Taffeta Tulle Tussah, Tussur, or Tussore Velour Velvet Voile Novelty Silks				1	PAGE
XV	THE VELVET DEPARTMENT . Varieties of Velvets Plush Qualities of Velvets History Centers of Industry	•	•	•	•	146
XVI	THE RIBBON DEPARTMENT. Varieties of Ribbons Materials Weaving Finishing, Dyeing, and Printing Designs Qualities and Lines Uses Avoiding Remnants	•	•	•	•	150

		۰
\mathbf{x}	v	1

CONTENTS

CHAPTER	Towns of C.1	PAGE
	Importance of Color History	
XVII	THE UMBRELLA AND PARASOL DEPARTMENT	159
	Materials Used in Umbrellas and Parasols Divisions of Stock Frames of Women's Umbrellas Covers Sticks and Handles Manufacturing Folding Umbrellas Parasols Men's Umbrellas Frames of Men's Umbrellas Covers of Men's Umbrellas Sticks and Handles of Men's Umbrellas Children's Umbrellas Children's Umbrellas Suggestions as to Care of Umbrellas History	
XVIII	THE HISTORY OF SILK	170
	Discovery in China Silk Culture in Japan Chinese Silks Japanese Silk Silk in India Silk Production in Europe Early Attempts in the United States Centers of Raw Silk Production European Centers of Silk Manufacture Manufacture of Silk in Great Britain Liberty Silks The Manufacture of Silk in the United States	
XIX	Suggestions to Salespeople and Purchasers	181
	Arrangement and Display Backgrounds Variety in Arrangement The Information Needed by the Salesperson How Much Material to Sell to a Customer Ouality and Values	

~	$\overline{}$	ATP	TTP	TTP	ΓS
	"		• н	12.1	

	CONTENTS xvii
CHAPTER	Reasons Why Silk Is More Expensive Than Other Textile Materials Knowledge of Manufacture Values of Different Kinds of Silk Matching Samples Effect of Natural and Artificial Light on Matching Colors Effect of Surface of Fabric on Matching Colors Effect of Dyes in Matching Colors Effect of Adjacent Colors Tone of Color Accurate Measurement Laundering and Care of Silk Laundering of Ribbons Cleaning and Steaming Velvet
XX	CLASSIFICATION OF THE STOCK OF A TY- PICAL SILK DEPARTMENT 194
XXI	CLASSIFICATION OF THE STOCK OF A TYPICAL RIBBON DEPARTMENT