

to an eighteenth of an inch, so that the fibers, when in a bunched condition, will not be broken and thus reduce the length of staple and strength of yarns to be made from it. The next worker should be set somewhat closer, and so on to the worker next to the fancy, which may be termed a graduate setting, with different gauging on each worker, so as to gradually comb or card out the stock, and thereby save damage to the fibers, which you can readily perceive will surely result where every worker is set as close as possible to the cylinder. Where a gradual setting down of the carding points is adopted, the results will be more satisfactory, not only in stronger yarn, but the carding surfaces will be preserved from excessive strain, and less grinding will be required, also. The matter of speeds on the various cylinders of woolen cards must be left to the best judgment of the carder, and according to circumstances. The "fancy" should be set to the main cylinder with a fine gauge to insure a level setting on each side of the cards, and afterwards set into the cylinder to suit, and the doffers should be run fast enough to keep the main cylinder clear and save fiber and waste. The second breaker card is governed by the same rules as the first breaker, except that the fibered, having been carded out once, permits a closer setting of the various surfaces so as to gradually straighten out and parallel the fibers for the finisher card. The side drawings, whether made for the bank creel or ordinary creel, or spool stand system, should not be twisted hard, but must be handled in the same way as for the Apperly feeder.

#### THE DANGERS OF ASSUMED SUPERIORITY.

More damage is often done to a good cause by the too strong belief in its goodness on the part of its adherents than from the attacks of an enemy. That British trade is handicapped by the over confidence of the British trader, is recognized occasionally in Canada, and the following extract from the *London Drapers' Record* shows that it is, at last, recognized in Great Britain. "Where we are being beaten at all by foreign competitors it is in virtue of their greater perseverance in minor commercial well-doing. That is to say, British manufactures are not being ousted because of their innate inferiority, but because they are lacking in small particulars, and are not always placed upon the market in the right way. The German commercial traveler seems to exude obliging qualities from every pore in his skin, and in thus acting he is only following the instructions of his employers at home. He never adopts the attitude of 'take that and be satisfied.' If his wares are not precisely to the liking of his customers he will have others made that are. He contrives that his goods shall conform to the established tastes of those who are expected to buy them, while his British rival expects tastes to be altered to suit his manufactures. The German trader is careful that goods shall be packed as desired, sent as desired, and paid for as desired; the Englishman scorns to consider such trifles, and is rather indignant that any such thing should be expected of him. But what counts most of all, perhaps, is the German's willingness to accept the day of small

things, in the confident and often justified belief that a day of big things will follow. Most of our Australasian exporters are somewhat disposed to ignore little buyers as being more trouble than they are worth. This is only another example of our ordinarily large minded way of doing business abroad. Our familiar attitude is—'Here are our goods, excellent in style and quality (our style and quality), and you may take them or leave them, and our terms of payment are so-and-so, and cannot be varied, and we do not care to sell small parcels, it must be grosses or nothing.' Is it surprising that this attitude offends, especially when contrasted with the oily willingness to oblige in the smallest particular which characterizes the demeanor of the German bagman, and his energetic, painstaking, hard and long working employer at home."

#### A NEW THREAD COMBINE.

Papers have been filed in the office of the Secretary of State of New Jersey for the incorporation of the American Thread Company, with an authorized capital of \$12,000,000, half 6 per cent. preferred, and half common stock. This means the coalition of twelve to fifteen, and possibly more, of the principal sewing-thread companies in the United States, exclusive of Coats and the two Clarks. The names of the concerns thus co-operating are at present given as follows: The Willimantic Linen Company, Alexander King & Co., the Merrick Thread Company, the William Clark Company, the Barstow Thread Company, the Warren Thread Company, the National Thread Company, the Hadley Thread Company, the Kerr Thread Company, the Summit Thread Company, the New England Thread Company, the Ruddy Company, the Glasgo Thread Company, and the Glasgo Yarn Company.

The man engineering this big deal is J. R. Dos Passos, whose skill and experience as a negotiator has been shown in the formation of the Sugar Trust and other consolidations. The negotiations which have resulted in the present incorporation have been under way for many months past, says a writer in the *Dry Goods Economist*, New York, and their success will have the important result of completing the union of practically all the cotton-thread industries of Great Britain and America under three organizations, viz.: J. & P. Coats, Ltd., of Manchester, Glasgow and New York, owning the Coats concern, the O.N.T. and Mile-End Clarks, Brooks and Chadwick, with their American branches, the English Sewing Company, including fifteen other British thread makers, and now the American Thread Company, composed of about a like number of American concerns.

It is understood that all of these companies, while remaining independent, will work in harmony, and destructive competition will be avoided. It is strenuously denied that there is any intention to raise the prices of thread, it being intimated that the economies in manufacture and distribution resulting from combination will be quite satisfactory to the manufacturers.

The shares of the new company will be of the par value of \$5 each, following in this respect the lead of the Coats concern, whose shares are of £1 each. Some idea of the profit of the business may be obtained from the fact that while the Coats capitalization is £3,500,000, or about \$37,500,000, the aggregate quotation value of their various securities exceeds \$100,000,000, also from the fact that when the English Sewing Company opened its subscription books for the capital of £3,000,000, subscriptions were promptly received to the extent of £60,000,000. It is expected that the prospectus of the new American company will be ready within a month, and that a portion of the capital stock will shortly thereafter be offered to the public.