

of canvas and the time lost going for it or measuring it off the web is as much as it is worth. With a little care all this time and money can be saved, and thus made. Four or five boxes will be all that are required, and you will find them very profitable as sometimes one is in need of a certain shade of cloth or lining, as the case may be, and a clipping will enable you to finish right, what is wrong. The same may be said of silk spools. Sometimes looking for a certain shade of silk thread has meant a loss of time, and delayed the order from going out at a certain time.

No costumer ever charged too much for the making. I have known a costume to take six days longer than was allowed for the making, and this time was the time of the highest paid talent in the business. If a lady calls and inquires prices, and the prices given her are low, she may decide that a low grade of style and work will be the result, and her goods spoiled as well, for no costumer can make a gown properly unless she has well paid help. I think a proper charge for making and for style has a principle in it, and you can look your people in the face and feel well-bred and honest about it, and she will respect you in return. But so many dressmakers have been trying to make money on findings; this is a mistake. I add, charge properly for your work and style. Some costumers are true artists at the business and can give a lasting style to all the gowns which they turn out. Any woman must know the style is worth something. One so often hears ladies say the gowns from such and such a place have such a good style about them, and one feels dressed and comfortable in her gown when it is from such and such a place.

### SCIENTIFIC SKIRT CUTTING.

I am going to refer to the many styles of forms,—first, the beautiful form with the fine curves; second, the medium; third, the undersized; fourth, the large, oversized, and fifth, the figure with the high, full front, sunken hips and drooping back. Ladies with those forms are in most cases middle-aged. Those figures must be understood by the cutter as each woman has a different carriage and no three or four patterns are going to meet the requirement of those figures. You must cut a pattern for the person who is