

THE SILK DEPARTMENT

Published @ 2017 Trieste Publishing Pty Ltd

ISBN 9780649143092

The silk department by Eliza B. Thompson

Except for use in any review, the reproduction or utilisation of this work in whole or in part in any form by any electronic, mechanical or other means, now known or hereafter invented, including xerography, photocopying and recording, or in any information storage or retrieval system, is forbidden without the permission of the publisher, Trieste Publishing Pty Ltd, PO Box 1576 Collingwood, Victoria 3066 Australia.

All rights reserved.

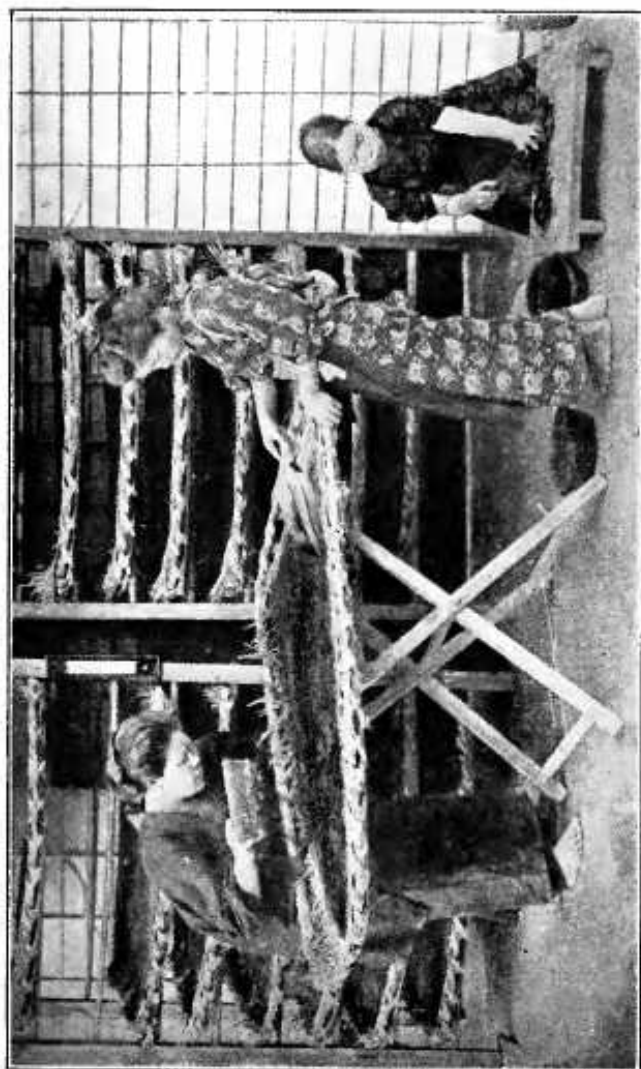
Edited by Trieste Publishing Pty Ltd.
Cover @ 2017

This book is sold subject to the condition that it shall not, by way of trade or otherwise, be lent, re-sold, hired out, or otherwise circulated without the publisher's prior consent in any form or binding or cover other than that in which it is published and without a similar condition including this condition being imposed on the subsequent purchaser.

www.triestepublishing.com

ELIZA B. THOMPSON

**THE SILK
DEPARTMENT**



Preparing Leaves and Feeding Silkworms
Courtesy of Belding Bros. & Co.

TT
Tho.

DEPARTMENT STORE
MERCHANDISE MANUALS

THE
SILK DEPARTMENT

BY

ELIZA B. THOMPSON

Former Store Teacher, Stern Brothers, New York City,
and A. L. Namm and Son, Brooklyn, N. Y.; Instructor
of Textile Merchandise Courses, New York University.



155670
25/8/20

NEW YORK
THE RONALD PRESS COMPANY
1918

Copyright, 1918, by
THE RONALD PRESS COMPANY

This Series is Dedicated

to Mrs. Henry Ollesheimer, Miss Virginia Potter, Miss Anne Morgan, and other organizers of the Department Store Education Association, who desiring to give greater opportunity for advancement to commercial employees and believing that all business efficiency must rest upon a solid foundation of training and education gave years of enthusiastic service to the testing of this belief.

EDITOR'S PREFACE

This series of department store manuals has been prepared for the purpose of imparting definite and authentic information to that growing army of salespeople who are not satisfied to be mere counter servers — to those who realize that their vocation is one of dignity and opportunity, and that to give satisfactory service to the customer they must possess a thorough knowledge of the goods they sell, and how best to sell them.

These manuals were planned and prepared as the result of many months of teaching department store salespeople in a number of large stores in New York and other cities. Later a series of courses for teachers of department store salesmanship was introduced into the curriculum of the School of Pedagogy of New York University. This gave additional opportunity for the study of store conditions and needs from the point of view of the teacher. Thus the material in these books has been tried out with the salespeople in the store and also with those who have proven themselves to be successful teachers.

In several store departments the subjects of color and design are so important that a brief statement of principles seems necessary. To avoid any confusion arising from varied statements the editor has put the material

into a standardized form approved by the authors, inserting it before the author's application to the merchandise treated.

We wish to express our grateful appreciation to the manufacturers and experts who have given us such valuable counsel and cordial co-operation.

BEULAH ELFRETH KENNARD.