

PRICES AT SILK SALE UNEXPECTEDLY HIGH

By Auction 4,500 Bolts Were Disposed of in One Day for \$200,000.

Because of the Prices Many Dealers Bought Smaller Lots than They Expected To—Market in Healthy Condition.

Unexpectedly high prices were realized in the peremptory sale of silks conducted yesterday by Townsend & Montant in the auction rooms at 87 and 89 Leonard Street, and many large buyers who expected to bid in quantities of goods contented themselves, because of these high prices, with small purchases. The sale was the most important general sale of silk goods of the year in this country. Some 200 buyers, who came from points as far west as San Francisco and as far south as Houston, Texas, were present. Nearly all the large jobbing establishments of the country were represented, while the large department stores of New York, Brooklyn, and Philadelphia as well as of St. Louis figured very largely in the buying.

In all, some 4,500 pieces or bolts of silk were sold in the course of the day. A silk auctioneer wastes no time in describing his goods, but places them on the table and starts the bidding immediately. Before a man who attends an ordinary auction could decide whether he liked the goods offered or not the silk man has knocked down his goods and started off at a lightning pace on the next lot. This made it possible to sell this enormous quantity of silks in one day, there being in all nearly 200,000 yards, and the entire lot being valued at \$200,000.

The silks were offered by Schwarzenbach, Huber & Co., the largest manufacturers of silk fabrics in this country. The goods included cloths of both American and foreign make and were sold to the highest bidder without reserve, 1,181 lots being disposed of in all. The aggregate amount which the goods brought was not to be obtained last night, owing to the amount of accounting to be done.

The best average prices were brought by the black silks. Five hundred pieces of black taffetas, 19 to 24 inches wide, in a full range of qualities, brought from 40 to 60 cents. One hundred pieces of black taffetas, 27 to 36 inches wide, in several grades, brought a maximum price of 82½ cents. Much better prices were realized upon 120 pieces of pure dye black taffetas brilliant, 20 to 23 inches wide, as much as \$1.03 a yard being bid in some cases.

In pure dye black cashmere silks, 22 to 24 inches wide, 20 pieces were sold at 61 cents. One hundred and ten pieces of black grosgrains, 18 to 23 inches wide, for mourning use, were knocked down at from 49 to 75 cents a yard. Black Corsica lining silks, 19 to 21 inches wide, 50 pieces, realized from 50 to 90 cents.

In satins, the black satin duchesse, 19 to 24 inches in width, 130 pieces were sold at from 50 to 95 cents, while some very rare pieces brought \$1.90. Fifty pieces of black satin luxors, 19 inches wide, and 400 pieces of black peau de soie, 19 to 23 inches wide, in a full range of qualities, sold for from 52½ to 90 cents. Black satin merveilleuse, 21 inches wide, 50 pieces, sold for from 60 to 68 cents. One hundred pieces of black armure lumineux, 19 to 21 inches wide, brought from 47 to 90 cents, and 35 pieces of rich armure royal, 20 inches wide, sold for 60 cents a yard.

A very large quantity of colored silks was disposed of, and upon them the bidding was at times very lively. The chief offering in colored fabrics was 650 pieces of colored taffetas, 19 inches wide, in all grades, which sold for from 36 to 43 cents a yard, the prevailing prices being from 36 to 39 cents. The fifty pieces of colored taffetas, 21 inches wide, of orange and green colors, brought 55 cents.

Great interest was taken in the bidding upon white taffetas. Two hundred and fifty pieces of these goods were sold, from 19 to 21 inches wide, and the prices realized were from 40 to 60 cents a yard. In taffe-

talines, 235 pieces of colored fabrics, 19 to 20 inches wide, were sold for from 21 to 23 cents a yard. Two hundred and thirty-five pieces of all-silk colored pongees, 27 inches wide, brought 33 cents.

Colored armures, 20 inches wide, 25 pieces, Three hundred and fifty pieces of colored satin duchesse, 21 inches wide, in evening and street shades, brought \$1.05, and 100 pieces of white satin duchesse, 20 to 24 inches wide, brought the same price. One hundred and ninety pieces of colored armure lumineux, 20 to 21 inches wide, were sold variously at from 47 to 90 cents. Twenty-five pieces of colored peau de Sapho, 20 inches wide, brought a maximum of 62 cents.

Colored armures, 20 inches wide, 25 pieces realized 64 cents. One hundred pieces of liberty satins, 21 to 24 inches wide, white and black, were bid in at from 40 to 60 cents. Sixty pieces of crepe de chine, colored, 23 inches wide, brought from 55 to 59 cents.

The prints sold for good prices, too. Fifty pieces of printed foulards, 24 inches wide, brought 45 cents, and 150 pieces of chine "warp" prints, in taffetas, satin, Lulsine weaves, plain, striped and Jacquards, sold for from 65 to 87 cents. One hundred pieces of black and colored brocades and swivel brocades, 21 to 24 inches, sold for from 81 cents to \$1.22.

Among the buyers who took part in the bidding were:

From New York—Bloomington Brothers, Charles Broadway Rouss, Adams & Co., Siegel, Cooper & Co., David Harris, N. Cohen, R. H. Macy & Co., James McCreery & Co., James A. Hearn, J. McCutcheon & Brothers, Syndicate Trading Company, Dry Goods Union, S. Eisman & Co., Fashion Manufacturing Company, and John O'Connor.

From Philadelphia—B. F. Dewees, McDonald & Stoutt, John Wanamaker.

From Baltimore—Joseph Greensfelder & Sons, M. Goldenberg, Goldbenberg Brothers, Epstein & Co., Joel Gutman, Julius Gutman, Hochschiel & Cohen.

From New Orleans—Schwartz & Isaacs, A. Schwartz & Son, L. Fallman, M. Kaufmann, and Kaufmann & Strauss.

From Brooklyn—Abraham & Straus, Frederick Loeser, and the Berlin.

From St. Louis—D. Crawford & Co., B. Nugent & Co., Schlesinger & Mayer, Stix, Baer & Fuller, and Morris Wolf & Co.

From Washington, D. C.—Landsberg Brothers and Louis Kahn & Sons.

From Chicago—Carson, Peary & Scott, Charles Netcher.

From Newark, N. J.—J. Bamberger & Co., L. S. Plaut.

Among the others represented were W. E. Edwards of Syracuse, Edward Malley & Sons of New Haven, Wolf & Marks of San Antonio, Texas; J. Yuers & Sons of Youngstown, Ohio; D. Cohen & Co. of Richmond, Va.; Murphy, Grant & Co. of San Francisco, William M. Whitney & Co. of Albany, Miller & Peck of Connecticut, Howe & Stetson of New Haven, Conn., and Shepard Norwell of Boston.

Mr. Montant of Townsend & Montant said after the sale that the prices which had been realized indicated that the silk market was rising.

"The prices are much higher than they were last year," he continued, "although it must be borne in mind that last year was a very bad year for silks. There is a very great demand for silk goods in the United States at this time, and if manufacturers were willing they could by reducing prices just slightly have a very much larger market for their goods.

"The reason the manufacturer will not reduce his prices, however, is that the price of the raw material is very uncertain. At the present time it is unusually high. That makes the manufacturer very careful about the contracts he makes. The market is in excellent condition, and the silk dealer and manufacturer both have every reason to feel optimistic."

TO WELCOME GEN. BOOTH.

Local Salvation Army's Elaborate Preparations for Reception.

Arrangements are fast being completed for the coming visit to America of Gen. William Booth, founder and Commander in Chief of the Salvation Army, who is expected to reach this port Sept. 28, when there will be a great reception in the harbor. Gen. Booth will remain in this city until Oct. 5, during which time there will be great meetings in Carnegie Music Hall and the Academy of Music, and a general conference of field officers of the East, of whom 1,000 are expected to attend from the Central, New England, Atlantic Coast, and Western New York provinces.

Gen. Booth will then start on a tour of the United States, extending to the Pacific Coast, returning to New York during the first week in February, and sailing for Europe on the 8th of that month.