

you will have to wait for years before you get another order. But should such a thing happen, and if you are in friendly relations with the dealer, it may be advisable to replace the unsaleable order with something else. The dealer will be delighted and he will trust you from now on. It is true that now you will be stuck with something which should never be woven, but sooner or later you will get rid of it.

Then you may have individual customers who want a big order. Let's say a whole set for a cottage. It depends on the customer, what you can do. If he is reasonable, charge him accordingly. Suggest something really good - you will get other customers through him. If he is not charge as much as you think you can get. But always refuse if the customer asks for something really atrocious. If you give in, for the sake of a few dollars, then the thing may become in itself a real blackmail, should you become famous, or even well known.

How to collect? Most customers pay without any trouble, particularly the ones you serve by COD. As far as retailers are concerned you should mark on your invoice the terms: e.g. 30 days net, then plus 5 or 10%. If the bill is not paid after 3 months you can use one of the collecting agencies (they are expensive); in a serious case - Better Business Bureau. But unless the bill runs into thousands, do not go to the court. If your customer is as unreliable as all that, then he is probably broke as well.

Unless you produce very large quantities of identical goods (but then are you a craftsman?), do not employ travelling salesmen. First of all they know next to nothing about the value of your weaving, and then their commission added to your wholesale prices makes the retail prices ridiculously high.

And most of all, do not expect that you can make a fortune on your handweaving. If you make a decent living, you are lucky.

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## TERMINOLOGY

### ONCE MORE ABOUT THE "HARNESS"

We do not know to whom we are indebted for a very lucky and logical compromise between the etymologically wrong but widely used "harness", and the logical but artificial "heddle-frame". This is:

h a r n e s s - f r a m e.

It is very logical because one heddle-frame is a part of a harness. It can be always shortened to a "frame". Finally it eliminates the "heddle" from the term. The objection to "heddle-frame" was that in England it means sometimes a frame on which one makes heddles.

We have noticed that the new term is already used in advertising. If it gets popular we shall speak about 4 harness-frame looms, or about a 4 frame harness, we shall thread a harness, or harness-frames.

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