

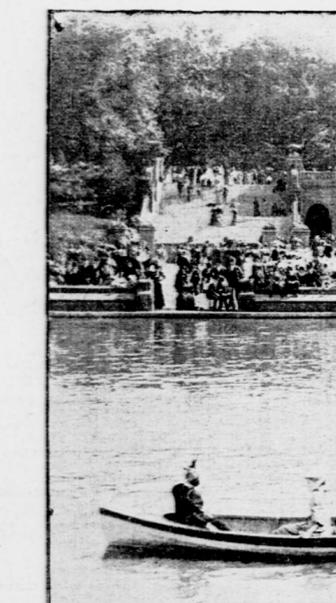
RECORD YEAR IN DEPARTMENT STORES.

MERCHANTS REPORT LARGER SALES THAN EVER BEFORE AND SAY PROSPECTS BRIGHT FOR CONTINUED ACTIVITY.

The general business done by the large department and retail stores in this city during the last year has been larger than in any previous year. Merchandise of all descriptions has been in demand, and the advance in business has been along every line. In many instances merchants declare they were handicapped by lack of space, and that their trade was almost too large for them to handle. This general increase has caused firms to hire many more employees.

buildings, and this has materially increased their number of employees. Joseph P. McHugh & Co. state that their business has been good, despite the fact that they were handicapped by rebuilding and the subway construction in Forty-second-st.

The John Ruszita Fur Company report a large amount of business in 1902. They state that the expensive furs have been most in demand. The Meriden Britannia Company state that the business of 1902 has been very good.



CENTRAL PARK LAKE.

store on Eleventh-st. having been closed in 1901. The present year, however, has been a wonderful one in the amount of business done.

Mr. Hogan, secretary of the Siegel-Cooper Company, said: "We have done more business in the last year than we ever did before. Even with the new buildings in Sixth-ave. and two large stores in Herald Square, our business has steadily increased.

Louis Stern, of Stern Brothers, said: "This has been our banner year. Our force of employees has been increased in proportion to our business, and we now have 2,400 in our employ. Prospects for next year are very bright."

Ehrlich Brothers state that it has been the best year they have had. They have been short of help and space. In 1902 they employed three hundred more than in 1901. By March 1 an addition of 20,000 square feet will be ready for occupancy.

Lord & Taylor have made many changes in their departments to handle their customers more easily. A member of the firm said that the last year was the best in their history, and that they now had a larger force of employees than ever before.

Robert C. Ogden, of John Wanamaker's, referred to the fact that they were to build up a whole block as a criterion of their business. He said: "Nineteen hundred and two was our best year, and every branch of our business is expanding almost too great for us. When we have our new building we will be ready for the increasing trade."

John Daniels Sons & Sons have added more space during the last year, and say they have done an enormous amount of business. Their holiday trade was exceedingly large, and they had difficulty in shipping goods fast enough.

Arthur S. Higgins, of Higgins & Selzer, said: "The last year has been the most successful in our history. During December we have been working all night, and since September until 10 o'clock, in order to get our goods packed. Our sales have been almost too great to handle. One great trouble has been our inability to get enough capable salesmen. We have increased our employees in every branch."

John J. C. Coard, of Smith, Gray & Co., said: "Our cash sales during November were somewhat smaller than we expected they would be, but our sales generally were very large. We attribute the falling off in cash sales to the lack of coal and warm weather. Nineteen hundred and two was the best year we have ever had. Our sales ran \$100,000 more than in 1901."

The holiday trade at R. & J. Horner & Co.'s was slightly smaller than in 1901, but a member of the firm stated that the general sales up to November surpassed those of the last year, and that the total sales for the year would exceed those of 1901.

C. G. Gunther's Sons state that their business in 1901 was a trifle larger than in 1902, but that the enormous business they did in 1901 was exceptional. The demand was for expensive articles.

James McCutcheon & Co. report a very good year, and state that they have been increasing their employees steadily for the last two years. W. L. Lecato, of the Gorham Manufacturing Company, says their business in 1902 was very satisfactory.

Arnold, Constable & Co., A. A. Vantine & Co. and Tiffany & Co. report very good business in the last year.

William Sloane, of W. & J. Sloane, said: "The demand during the last year has been for exceptionally high grade goods. We have had splendid business during the whole year, and the prospects for a large trade next year are very bright."

Mr. Wilcox, of the Zolman Company, states that their business in 1902 has been larger than ever before. They have been obliged to add new

Paris and Naples. The house of Dunlap & Co. was incorporated in 1884, with a capital of \$50,000. It is a close corporation, and the stock is held principally for the benefit of Mr. Dunlap's family. The officers and directors are Mrs. A. N. Dunlap, president; Charles H. Keator, vice-president; George A. Ballard and Frank Drinkwater, Dunlap has a famous reputation for the world for their high quality, style and finish.

PHILLIPS, ANDERSON & CO. Phillips, Anderson & Co., 2 and 4 East Thirtieth-st., New-York, are among the leading manufacturers of hand finished straw hats.

WOODWARD, BALDWIN & CO. Representing the products of Southern mills almost exclusively is the well known firm of Woodward, Baldwin & Co., drygoods commission agents, at No. 45-46 Worth-st.

E. M. TOWNSEND & CO. One of New-York's most prominent drygoods commission houses is that of E. M. Townsend & Co., No. 34 Broadway, which was established in 1855.

WRIGHT'S HEALTH UNDERWEAR COMPANY. People generally have learned that proper underwear is important to health. The product of Wright's Health Underwear Company, which has mills in three States, meets every requirement.

MARON & REMER. Maron & Remer, Nos. 59 and 61 Greenway-st., N. Y., are prominent silk, velvet and upholstery merchants, and the sole representatives of Christoph Andrea, manufacturer of velvets, ribbons, etc.

J. KRIDEL SONS & CO. Domestic and foreign ribbons, dress and tie silks, mousselines and similar novelties are carried by J. Kridel Sons & Co., of Nos. 47 and 49 Greenway-st., and No. 46 to 49 Wooster-st., New-York City.

JAMES R. KEISER. Through the efforts of James R. Keiser, Nos. 122 and 124 Fifth-ave., a cravat silk, "Keiser-Barathea," has become a household name, and fine that his name is a guarantee of quality.

SMITH & KAUFMANN. Smith & Kaufmann, No. 139 Prince-st., with their mills at No. 839 West One-hundred-and-thirty-second-st., are equipped with the finest modern machinery for making all kinds of silk ribbon.

JOSEPH LOTH & CO. The trade mark "Fair and Square" of Joseph Loth & Co., Nos. 65 and 67 Greenway-st., is known all over the United States as indicating a superior brand of ribbon.

JOHN MILES. "As I live I grow" is the trade mark, and "Pushing to the front" is the motto, of the wholesale millinery house of John Miles, at Nos. 610, 612 and 614 Broadway.

THE WARNER BROTHERS CO. Warner Brothers Company, Nos. 425-434 Broadway, have attained a worldwide reputation for the perfection of their corsets and notions. The company also has offices in Chicago and San Francisco.

OEIJBEMANN, DOMMERRICH & CO. Since 1872 the firm of Oelbemann, Dommerich & Co., with general offices at No. 57 Greenway-st., has been one of the leading New-York drygoods commission merchants and agents for manufacturers.

S. SLATER & SONS. One of the largest firms doing business as drygoods selling agents is that of S. Slater & Sons, Nos. 47-49 Worth-st., with branch houses in Boston, Chicago and St. Louis.

H. JACQUIN & CO. Sole representatives of the celebrated "Etablissements Mancauffe" of Troyes, France, the firm of Henri Jacquin & Co. has its old established salesrooms at No. 456 Broome-st., New-York City.

SCHWARZBACH, HUBER & CO. The above named firm of silk manufacturers has its salesrooms at No. 472 Broome-st., New-York. The firm's specialty is the manufacture of broad silks, which it sells direct.

A. H. SANDS. Augustus H. Sands, the head of the silk department of H. A. Casper & Co., of No. 29 Greenway-st., is one of the leading experts in foreign and domestic silks in the city.

GEORGE C. BATCHELLER & CO. (INCORPORATED). The reputation of the Thomson's patent "klove-litting" and bias gored corsets, which this firm manufactures, grows constantly. The main office is at Nos. 315 and 317 Broadway, New-York.

CHARLES C. COPLAND & CO. Charles C. Copland & Co., of No. 43 Worth-st., handle complete lines of cottons for the jobbing,

export and manufacturing trades, and bleached muslins, linings, interlinings, cambrics and 40-inch lawns.

CHARLES BROADWAY ROUS. There has probably never existed in the commercial world of New-York City a more successful personally or more successful business man than Charles Broadway Rous, a man whose methods of doing business were as strictly original as they were enterprising and upright. The terse bits of advice he printed on his catalogues in years gone by, such as "Always keep fully insured," "Avoid partnerships," "Have but one cashier," were characteristic, and he also stated: "We handle nothing which we do not sell at least as it is sold elsewhere," a reputation which the house continues to maintain. "Merit is the trademark of success, value is the true test of cheapness," runs one of the mottoes of this remarkable house, whose rule is to pay and to receive spot cash for goods, and never to worry with credit systems and ledgers. The firm still occupies Nos. 549, 551, 553 and 555 Broadway, New-York City.

MEYER & GOETZKE. The proprietors of the Glasgow Mills, Philadelphia, Meyer & Goetze, of Nos. 108 and 111 Worth-st., New-York, are among the leading manufacturers of high grade cotton shirting and waisting novelties.

THE WILLIAM H. LORIMER'S SONS CO. William H. Lorimer's Sons Co., Ontario and Lawrence sts., Philadelphia, and No. 346 Broadway, New-York, are well known as manufacturers of mercerized cotton yarns of all numbers and for all purposes.

JOHN RUSZITA FUR COMPANY. This company, now at No. 73 to 77 Mercer-st., New-York, was founded in 1851 by John Ruszita. Welcome G. Hitchcock is president and Charles F. Brinkerhoff, secretary and treasurer.

TATA & CO. There are few firms in the United States which have business houses in so many parts of the world as that of Tata & Co., exporters, importers and general commission agents, at No. 22 Wall-st. Their business was established in Bombay, twenty-five years ago; in Hong-Kong and Shanghai, China, in 1859; in Kobe, Japan, in 1880, and in New-York and Paris in 1900. They also do a large business through agencies with England, Belgium, Germany, Austria, Persia, Batoum and many



DR. DEIMEL.

The Deimel Linen-Mesh Company was incorporated to exploit the world renowned fabric invented by Dr. Henry L. Deimel, known as "linen-mesh." There is no question about the fact that this eminent scientist has done more than any other man of modern times to restore confidence in and bring back to universal use linen instead of wool as the healthiest and most sanitary underwear suitable for the use of mankind. For a few decades undecorated linen had given way to woolen and cotton underwear, owing to the difficulty of manufacturing a uniformly porous fabric from flax. Manufacturers of linen confined themselves to the looms of warp and weft, producing only a plain and smooth fabric of little porosity, with an

entire absence of elasticity, while from the elastic wool and cotton hosiery textures could be woven. Some twelve years ago Dr. Deimel visited a little California health resort, situated on the Santa Inez range, known as the Montecito Hot Springs. In search of health. Finding his health did not improve permanently while wearing woolen garments, which eventually convinced him that coarse or porous linen was the proper material to wear next the body in the form of undergarments. Although his idea was at first scouted as dangerous by his medical confidants, Dr. Deimel persevered, was restored to permanent good health, and resumed the practice of his profession. Continuing his experiments, he found that there was an unvarying result for good to all who exchanged flannels for linen undergarments. He finally became convinced that the modern method of weaving

woolens next to the skin was answerable for a host of ailments, lowering vitality and, in many instances, shortening life, while linen, the garb of our forefathers, would restore vigor and impart vigor to the whole system. The doctor found that linen garments changed from morning to evening brought recovery in the course of a few weeks from an attack which, according to previous experience, would have lasted as many months.

While preaching the gospel of linen underwear, Dr. Deimel was confronted with the difficulty of procuring a supply of suitable linen undergarments. The ordinary linen cloth was woven too close and fine, without any regard to porosity, and would often impart a sensation of chilliness. Determined to overcome this obstacle, and if possible, obtain a material which every way would meet the requirements of a severe and changeable climate, in the summer of 1894 Dr. Deimel made a journey to Europe, in order to study the technical points involved in the manufacture of linen. He succeeded in obtaining a fabric which, converted into underwear, has become famous all over the world for the healthfulness and comfort which it brought to the wearer. 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