

The Lancaster Intelligencer

Volume XIX—No 218.

LANCASTER, PA. TUESDAY, MAY 15, 1893.

JOHN WANAMAKER'S NEW ADVERTISEMENTS.

JOHN WANAMAKER.

JOHN WANAMAKER

starts the May and June Sales with the unheard-of-aggregate stock of Two and a Half Millions

\$2,500,000,

and nowhere in the United States is there so large a stock at retail to which City and Country People

have access alike, with prices marked plainly, so that

ALL PAY THE SAME

at John Wanamaker's.

The certainty that besides numerous bargains daily spread on the counters the

Big Store is now known to fix the Market Prices

of all the things dealt in, settles exclusively that it is the BEST PLACE FOR STRANGERS to deal.

Those who do not care to stop over night at a hotel, can check bags, coats, umbrellas and packages at the store door, and can get lunch in the building.

The few items below show how things are going just now.

Send postal card for samples.

From one of the largest and best Paris houses we have some splendid lots of Dress Goods, all told about two hundred full pieces, that were not ready for delivery until long after the time, and on account thereof were reduced twenty-five per cent. all around.

This makes some famous bargains:

A 41-inch All-Wool Illuminated Beige, 45c.

A 43-inch All-wool Crepe Beige, 50c. Far under value.

A 45-inch Cashmere Beige 60c. Far under value.

A 42-inch All-wool Check, 50c. Far under value.

A 42-inch All-wool Albatross, 60c. Far under value.

A 42-inch All-wool Albatross, 75c. Far under value.

The following lots are very desirable:

A 40-inch All-wool French Shooda, 50c.

A 42-inch All-wool French Shooda, 75c.

A 42-inch All-wool Pin's Head Check, 60c.

A 31-inch Nun's Veiling (creams), 35c.

The steady increase of our Dress Goods Department must be owing to the constant watch to keep our prices the lowest. We could not afford to cut off dress patterns and take them back, as our rules compel, when others sold at lower rates, so we are on the alert all the time to protect ourselves by marking the lowest figures going.

The Madras, Nottingham Antique and Tambour Curtains are in usual abundance.

Furniture coverings begin at 12c, a yard, and some of our Cretonne are the cheapest we ever had.

Handsome Antique Curtains, \$3.50 per pair.

Four styles Gentlemen's Suspenders, made in our workrooms at Oak Hall, 15, 25, 40 and 50.

Balbriggan Underwear, 37c; used to be 50c. Good Night Shirt, 75c.

A magnificent lot of newly imported Lyons Black Grenadines, warranted all silk. The designs are rich and beautiful. Two qualities, \$1.25 and \$1.50, which is said to be less than half of the cost of importation. Before the goods reached the counters twenty dresses were sold by the sample piece that customers saw in passing. We have some other Black Goods at half price.

Linen Sheetings, 2 1/2 yds. wide, value 90c., now 65c.; value \$1.00, now 75c.; value \$1.20, now 85c.

45-inch Pillow Linen, 37 1/2c.

54-inch Pillow Linen, 50c.

40-inch Butcher's Linen, 22c.

4-Drawer Linen, 18, 22, 25, 28 and 31c.

Fine Cream Damask, \$1.25; reduced to \$1.

Table Cloths, 2 1/2 x 2 1/2, 2 1/2 x 3, 2 1/2 x 4 1/2, 2 1/2 x 5 yards.

A Towel, 22x43 inches, weigh half a pound, 25c.

A Damask Towel, 23x48 inches, good and heavy, price now at first hands, 37 1/2c.; our price, 31c.

Children's and Misses' Trimmed Hats, ready to put on, for \$1.50, \$1.75 and \$2, and upwards. These come from our own work rooms.

Ladies' Rough-and-Ready Bonnets and Hats, all colors and black, for 25c.

173 dozen sprays of fine flowers at 25c a spray for millinery and corsage. These are about half price.

There is a new counter for 9 and 12c. Satin and Gros Grain Ribbons, of which we have all colors.

The new Waukenphast Shoe is about the best thing yet that has been done for men, if comfort for the feet is considered. Only first-class workmen can make them, and, as yet, we have not been able to make sufficient quantities to get the price lower than \$7; but this is a dollar less than, we are told, is asked elsewhere.

15 yard Lengths of Summer Silks, 35 to 65c.

Glace Changeable Silk, 65c.

New India Silks, black grounds, small white figures, very handsome, at \$1.50.

A fair Black Silk is going now for 75c., and quite a good one for a Dollar.

If you will pay \$1.50, we have a quality of the Bellon make that we recommend, and will ask you to recommend after wearing it.

20 inch Black Satin Parasol, lined in various colors, ten gilt ribs, handsome natural stick, Spanish lace trimmed. Price, \$3.

The average price of a good horse at these sales is over \$200, the average price for superior style, strength, or training often bring \$300, \$400 or \$500.

Samuel Hess & Son are the chief auctioneers at the horse sales in this city.

During the year 1892, they sold nearly two thousand horses at public sale, aggregating nearly \$400,000, the average price being about \$200 per head. There are, besides Hess & Son, several other auctioneers in the county who sell a great many horses for drovers and dealers, but what may be the extent of their sales we have no means of knowing. It is, however, an aggregate of several hundred thousand dollars.

Where They Come From. Perhaps not more than one in a hundred

THE HORSE MARKET.

FIVE THOUSAND SHIPPED ANNUALLY.

What Our Horse Dealers and Feeders Are Doing—One Phase of Agricultural Activity.

"A horse! A horse! My kingdom for a horse!" cried Richard III, on the bloody field of Bosworth, four hundred years ago. Had Richard of York lived in our time, and visited Lancaster, Pennsylvania, he could have had as many horses as he wanted—either to hire or to buy, without sacrificing his kingdom. In twelve lively ones of this city there are about 150 horses of all sorts and sizes, from the pony to the Percheron, from the ambling paltry to the 2:30 trotter, from which the hump-backed king might have taken his pick and choice—terms cash. Or, if he preferred to buy a horse, or a whole drove of horses, he could have been accommodated at a moment's notice by G. Grossman, Cy. Colvin, Dan Logan, Fiss & Doerr, or any one of a dozen other reliable dealers, and he would have been given a warranty and sixty days credit—if his paper was well endorsed.

For he it known to all men by these presents that Lancaster city has become one of the greatest horse markets in the country, and that our county takes rank with the famous blue grass region of Kentucky, in the feeding if not in the breeding of horses.

We have not the official statistics of the current year at hand, but the report made by the assessors for last year shows that there were then 24,417 horses, mares and geldings in the county over four years old. There were probably many under four years old, and when we remember how reluctant farmers (as well as other people) are to make a full return of their taxable property, it is fair to presume that the number returned by the assessors is far below the real number. Think of the fact that the assessors put the value of the 24,417 horses at \$1,427,305—less than \$59 per head—the 50,000 at the same rate would be worth nearly \$2,500,000, which is probably below rather than above the true value.

But even this large sum only partly represents the value of the horses in Lancaster county. Large numbers of them are brought from other counties, other states and Canada, and placed by the drovers and dealers in the hands of the farmers, to be fattened and put into condition for the Philadelphia, New York and Boston markets. These are not included in the assessors' return, nor would it be fair to include them, because they may have been assessed in the districts in which they were purchased.

Fattened by the Farmers. Most of these horses are from four to seven years of age, but generally out of condition. They are brought here by George Grossman, Daniel Logan, Mr. Baily, of Kentucky, James H. Stockman, Bitzer & Keppeler and a dozen other drovers and dealers. Many of them sold directly to the farmers and live on the farms. These are not included in the assessors' return, nor would it be fair to include them, because they may have been assessed in the districts in which they were purchased.

Then they are ready for the market! They are taken from the country stables and gathered together in this city. Sometimes they are shipped by rail to Philadelphia, New York and Boston, and are made almost every week, and it is no uncommon thing for a single firm to send thirty, forty, or fifty at a single shipment. An average of 100 per week, or over 5,000 per year, would not be an extravagant estimate of the number of horses shipped from this city.

The horse man now says there are more shipped than brought in, and that consequently the number in the county is steadily decreasing and the price advancing. They complain that our farmers do not breed and raise enough horses, and that the lack of pasture lands and the absorption of the soil for tobacco culture. It is quite inspiring to see a drove of five horses leaving the stables preparatory to being placed on the cars. They come upon the street four abreast—a stableman riding one as a leader on a pommade, and his glibly coats glisten in the sunlight. The hair of their tails is plaited and tied up to protect it; sometimes their manes also are plaited. They have neither saddles nor bridles—nothing but a strong rope halter, with which to guide and control them, and this is generally sufficient, and with clattering hoofs and arched necks, they move off as orderly as a squadron of cavalry.

The Horse Sales. Almost every week there are public sales of horses at the sale and exchange stables in this city, and sometimes in the country. These sales are attended by large numbers of horse fanciers and others. Each horse is put in charge of the groom and trotted briskly up and down the yard in front of the spectators. His excellencies are extolled by the owner and reiterated by the auctioneer. The animals are generally in top condition, and are shown to the best advantage, being admirably groomed and handled, their heads being held well up to give them a stylish and stately appearance. The bidding is often very spirited and it is no uncommon thing for a horse started at \$100 to be run up to \$250. Some of the buyers complain, however, that there is a good deal of bogus bidding; that the owners know pretty nearly what every horse is worth and will not sacrifice it; and that the satisfactory bona fide bids are reduced to a run up to figures considerably above the real value, and knocked down to an accomplice, who after rejoicing over the bargain he has secured, returns the horse to the stable, to be sold under more favorable circumstances.

Big Prices. The average price of a good horse at these sales is over \$200, the average price for superior style, strength, or training often bring \$300, \$400 or \$500. Samuel Hess & Son are the chief auctioneers at the horse sales in this city. During the year 1892, they sold nearly two thousand horses at public sale, aggregating nearly \$400,000, the average price being about \$200 per head. There are, besides Hess & Son, several other auctioneers in the county who sell a great many horses for drovers and dealers, but what may be the extent of their sales we have no means of knowing. It is, however, an aggregate of several hundred thousand dollars.

Where They Come From. Perhaps not more than one in a hundred

of the horses disposed of at these sales, or shipped to the eastern markets, were bred in this county. They come from Canada and the Western states as has been before stated. They are of various breeds—Percheron, Hackney and Standardbred. But after they have been fed and put into condition here and shipped to Philadelphia, New York, Boston and other eastern cities, they are known and sold as "Lancaster county horses," and bring better prices generally than any other horses, except Standardbred Hackneys, and for the same reason—readily salable alike to the judgment of the drover or dealer who selected them, and to the Lancaster county farmers in whose comfortable stables they were groomed and conditioned.

What may be the average price paid by the farmer for these horses, or how much profit they realize per head after having them fed by our farmers, is hard to find out; for your horseman is a shrewd fellow, "not apt to give away his business" to outsiders. One thing is certain: they are all good, fully fitted for well-stopped, hot hotels, drink the best liquors, smoke the best cigars, are liberal, to a fault, and though open handed and charitable, they almost always have well filled pocketbooks. They probably make more money on each horse than the farmer makes, and from some of this latter class we learn that their clear profits on a horse, bought green from a drove and fattened for four or five months will average \$50; as they sell them at an advance on the cost price, and the manure they make goes a long way toward paying for their feed and attendance.

If the dealer does as well as the farmer, all he has to do to get rich is to sell a sufficient number of horses and save his money. If he sells ten horses a week and makes \$50 on each, or \$500 per year, or \$200 per week, or \$26,000 per year! "If"!

From the reports made of the shipment of horses from this city it would appear that some of them average considerably more than ten head per week, say, twenty, therefore, to have larger profits. By they claim, too, to often get bitten to take large risks and suffer heavy losses. However this may be, and whatever the profits, one thing is certain: the horse trade has grown to wonderful proportions in this county, and has become one of our leading industries; gives employment to large numbers of men, is a source of revenue to the farmers, and furnishes them with a vast amount of manure with which to meet the strain of tobacco raising on the soil. The farmer's profits appear to be ample, and the valuable horses they throw upon the eastern markets must be of incalculable value to the business men of the eastern cities; and goes far to supply the demand for the Philadelphia, New York and Boston markets. These are not included in the assessors' return, nor would it be fair to include them, because they may have been assessed in the districts in which they were purchased.

CHAPTER I. "Some form of Hope?"

CHAPTER II. "Most dead or nearly dying?"

CHAPTER III. "A Nervous Case?"

CHAPTER IV. "A Dangerous Complaint?"

THE TESTS OF 40 YEARS PROVE BEYOND DOUBT THAT—PERRY DAVIS'S PAIN KILLER

THE GREAT HEALTH KEEPER. THE RELIEVER OF DISTRESS. THE COMFORTER FOR PAIN. The Enemy of Disease and a Friend of the Family, which should always be at hand.

EVERY DRUGGIST KEEPS Perry Davis's Pain Killer. SAMARITAN NERVINE. The only known specific for Epileptic Fits, St. Vitus's Dance, and Falling Sickness. Nervous Weakness, it instantly relieves and cures. Cleanses blood and weakens sluggish circulation. Neutralizes germs of disease and such sicknesses. Cures ugly blotches and stub-

A SKEPTIC SAID born bloodsores. Eliminates Bile, Carbonates and acids. Permanently and promptly cures paralysis. Yes, it is a charming and healthful Aperient. Kills Scrofula and Kings Evil, twin brothers. Clears the breath to good, removing the cause. Rout's bilious ten-

SAMARITAN NERVINE. Restores clear complexion. Equalled by none in the relief of the blood. It guarantees relief in all cases of nervous debility. It drives Sick Headache like the wind. Contains no narcotic cathartic or opiate. Relieves the brain or morbid fancies. Promptly cures

THE GREAT NERVE CONQUEROR Rheumatism by routing it. Restores life-giving properties to the blood. It guarantees relief in all cases of nervous debility. It drives Sick Headache like the wind. Contains no narcotic cathartic or opiate. Relieves the brain or morbid fancies. Promptly cures

NEVER FAILS. Diseases of the blood own it a conqueror. Endorsed in writing by over fifty thousand leading citizens, clergymen and physicians in U. S. and Europe. For sale at all leading druggists. \$1.50. The Dr. S. A. Richmond Medical Co., 75 St. Joseph, Mo. Charles N. Crittenton, Agent, New York City, 141-150 Broadway.

NEW GOODS. ASTRICH BROTHERS, Agts. PALACE OF FASHION. NO. 13 EAST KING STREET. New Goods. New Goods. Just received, a large assortment of Combination Suits, Embroidered Albatross Cloth, Embroidered Chambrays, All selling at VERY LOW PRICES. A NEW LOT OF BLACK SILKS. Something at 50c., as good as any in the city at \$1.00. Also, a lot of COLORED STRIPES AND CHECKS. Of the Newest Designs. ORDER DEPARTMENT. We have now one of the most complete Dressmakers in Lancaster to superintend this department, and therefore we can give you the satisfaction in fit, style and workmanship. We also have a very large assortment of LADIES' and CHILDREN'S SUITS.

THE LONG and SHORT of the story is, that we are fully prepared to meet every emergency occasioned by odd-sized bodies, and have a stock of Clothing in the Fat as well as the Lean—

A. C. YATES & CO. Ledger Building, Chestnut & Sixth Sts. PHILADELPHIA.

GLASS AND QUEENSLAND. CHINA HALL. A LARGE AND CHEAP LINE OF CHINA, GLASSWARE, CRAQUE, CUT AND ENGRAVED GLASS.

High & Martin, 15 EAST KING STREET. GREAT Burlington Route. Chicago, Burlington & Quincy R.R. PRINCIPAL LINE. AND OLD FAVORITE FROM CHICAGO OR PEORIA.

It is Really True THAT WE ARE SELLING QUART CANS FRESH TASTE FRANCES. GIVE THEM A TRIAL. Bargains in Canned Goods. At BURSKE'S, No. 17 East King Street.

WILCOX & WHITE Parlor Organ Warerooms, NO 152 EAST KING STREET. H. H. LUCKENBACH, Agent. Mr. Luckenbach is the agent for the famous "K N A B E" And several other Distinguished Pianofortes, at prices from \$25 upwards.

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