

RETAIL PRICES VARY

HOW SOME PEOPLE GET BIG DISCOUNTS IN NEW YORK CITY.

If You Have a Relative or Friend in Some Line of Trade in the Metropolis, You Can Save Hundreds of Dollars Every Year If You Buy Right.

One of the curiosities of retail business in New York is the system of discounts granted to all sorts of persons and for all sorts of reasons. Nobody has ever discovered the point at which discounts cease in the book trade. Some retail booksellers frankly quote the publisher's price, and beside it the selling price, which is from 15 to 25 per cent less. Those who know the ropes never buy books without claiming the discount. There are special discounts to clergy, to authors, to artists, to teachers, and generally to what somebody has called the academic classes. After that there are still greater discounts to a few other favored persons. There are men who profess to buy books in small quantities at 40 per cent below publishers' prices.

What is true of books is true of almost everything else that is bought and sold. When the article is a costly one, the discount gets to be absurdly large. The trade in diamonds and jewels, among a peculiar class of dealers, is a thing without bottom. Nobody can tell where the discounts cease, since such things pass from hand to hand at prices governed often by the needs of a temporarily embarrassed seller.

In the piano trade, in which there were recently rumors of a combination, the matter of discounts has become a byword. It is doubtful whether any one ever buys a piano at catalogue price. One firm advertises pianos at from \$650 to \$1,200, according to quality, but delivers them in New York at from \$450 to \$800—that is, to the ordinary customer. There is a further reduction of 10 per cent to teachers or to persons buying two or more pianos. One firm advertises the "list" price of square pianos at \$1,000; price by installment, \$550; price for cash, \$500. You may buy a grand piano at any price from \$700 to \$1,800. But nobody pays the latter price, since the same piano may be had for the asking at \$1,200. Upright pianos are catalogued at prices varying from \$450 to \$1,900, but they may be had for cash at from \$275 to \$1,045.

A few dealers of well established reputation resist the system of discounts, but all sorts of insidious methods of approach are employed, and the price is seldom insisted upon. Some dealers gravely exhibit books showing the record of sales and prices, and protest that there is no departing from rates. These books, however, do not show the fact that in many instances secondhand pianos have been taken in part payment at a high appraisal. When a piano dealer has reached the last ditch and made a defiant stand, the device of demanding a high appraisal on a secondhand piano given in part payment usually fetches him. The receipted bill always shows that the new piano has been placed at the full rate with the usual discount.

The devices of manufacturers with reputations yet to make are almost of a desperate sort. With the slightest encouragement they will place pianos on trial in any respectable looking house or apartment. The unwilling purchaser receives profuse assurances of esteemed consideration and is prayed to be at ease as to the time of full payment. Any reasonable demand as to terms is conceded, and the seller seems so anxious for nothing as to add another debtor to his list.

The result of all this is that no careful person purchases a piano without taking advice. He goes about it solemnly as he would in buying a horse or a house or in taking a wife. When the purchaser's own powers of persuasion have been exhausted, he calls in a music teacher and gets a further reduction or purchases through a friend who has recently bought for himself. Sometimes the music teacher gets a commission all to himself. When the music teacher is not successful in obtaining the most favorable terms, some person in a kindred line of business to that of the piano dealer is invoked, and the purchase is finally made at from \$300 to \$800 under schedule price.

The opposite phenomenon is observed in the sewing machine trade. Since the original patents expired all sorts of indispensable appliances have been patented, and the manufacturers and dealers in the best machines exact the uttermost penny for these latter. In some instances a device costs 10 times the price at which it can be produced, and all the various apertures taken together make up a large percentage of the price at which the machine is sold. Even secondhand machines "complete" are held at stiff rates.

To the trade on some articles of house furnishing there is seemingly no bottom price. Women, who are notoriously the best bargain hunters, go to wholesale houses and upon one pretext or another obtain discounts that bring prices far below retail prices. Dealers cheerfully send articles miles in the country on trial, take back slightly damaged goods, pack and repack and at length smilingly accept payment with all sorts of discounts. What is true of new furniture is still truer of secondhand and antique articles. In this trade there is no fixed discount, though surface prices are singularly uniform. Whether the shop be in Fifth avenue or in Canal street the prices asked are much the same.—New York Sun.

The Shrieking Man.

A shrieking man waits until the ground is frozen, then attempts to dig his potatoes, and finally ends by borrowing a bushel of spuds of his neighbor. He complains that his faith doesn't yield worth a cent.—Yarmouth Register.

Her Brother Teifies.

Mr. Nicofello (playfully)—What makes your car so hot?
 Nicofello—She pulls 'em like every thing every time I tell on 'er.—Good News.

Dreadful, But True.

A couple of men, gaunt, green and cumbersome and exhibiting traces of "the wayback" and "hayseed" in their makeup, recently entered a restaurant, and, seating themselves at a table over which an electric light had taken the place of the gas jet that had been there when they were last in Boston before, picked up the bill of fare and studied the polyglot information that it afforded to experienced guests.

To these two men it meant little. The first word that they chanced to see was a surprise and puzzle to them. It was "menu," and the elder of the two, reading aloud, asked the younger if he knew what "menew" tasted like. He did not, and they passed on to a part of the bill that contained such familiar expressions as "mutton chops" and "roast beef." On these dishes they fixed their choice. The senior ordered chops, and the junior asked for beef.

"And," said the latter to the waiter, taking chances and pointing to the line of the bill that read "Lyonnaise potatoes," "give me some of those."

"How will you have your beef?" inquired the waiter.

"Well, friend," replied the countryman, "I guess I'll have it on a plate."

This was too much for the waiter's dignity, and he went to the order slide and shouted:

"Roast beef, and have it on a plate!"

When the chops were brought to the table, the man who had ordered them looked hard at the dish and then at the waiter.

"What's wanting, please?" asked the waiter.

"I wanted a dish of meat, not bones," was the reply.

To this the waiter made no rejoinder, but said, "Anything to drink, gentlemen—tea, spring water or cider?"

"If you've got any," returned the elder man, "we'll have some well water."

When they paid their check, the cashier asked if everything had been satisfactory.

"Well," answered the mentor of the pair, "that meal might suit doods, but we ain't sure, to tell you the honest truth, what we eat, the samples was so small. I guess we'll stick to baked beans hereafter while we are in Boston."—Boston Herald.

Getting Law For Nothing.

"I have been amused," says a lawyer, "to notice how some women contrive to get free points on law."

In the public law libraries, for instance, that are occupied every day by lawyers, such a scene as this is by no means uncommon. The big door will swing around in a slow, uncertain way, and a woman makes her appearance. She approaches the bright young man at the desk and timidly asks him if he knows where she can find out about the law on some stated point.

"It's such a small matter," she explains, "I didn't want to go to a lawyer."

"The young man usually knows a good deal of law himself and frequently gets her the book, points out the passage and lets her read it at her leisure. If, however, it is beyond his knowledge of law, he inquires about it from some of the good natured lawyers in the room. Two or three of them will usually listen to the woman's explanation, and the opinion she gets is the combined wisdom and judgment of all of them.

"The woman is very grateful and profusely thanks every one within hearing distance before she slips out rather more self possessed than when she came in.

"Nobility, I'm sure, begrudges her the information he has given her, but I often fancy her brandishing 'advice of counsel' over somebody's head, and having found out what are her legal rights holding to them grimly."—New York Times.

The Dog Would Last.

Since the death of Major General Rufus Ingalls some good war stories have been started about this famous fighter, who was born and raised in Denmark, Me., and his companions in arms. An illustration of the general's quickness at repartee and down east humor is his good natured retort on Grant about the yellow dog. It was in the spring of 1864, just about one year before the fall of Richmond, when General Grant and a group of his officers were seated one evening by the cheerful blaze of a huge campfire.

All at once Grant, who had been absorbed some minutes in meditation, turned quickly to his quartermaster general, and pointing to a yellow dog which had accompanied the latter through many a campaign and now lay at his master's feet, enquiringly asked, "I say, Ingalls, do you intend taking that dog along with you into Richmond?" "Yes," was the quick response, "for he belongs to a mighty long lived breed." A roar of laughter followed this sally, and the face of the grim commander relaxed into a broad smile.—Lewiston Journal.

The Spell of Scents.

Few material accidents of our lives have the subtle, direct, compelling influence upon us that is exerted by odors. Neither sight nor sound, wonder working as both are, has power to recall an association or create a mood, as has an odor, unnoticed, perhaps oftener than not, at the time, which yet fastens itself past escaping to certain moods and associations and clings forevermore to their garments.—Boston Commonwealth.

Childish Simplicity.

Teacher—If any pupil can answer, let her raise her hand. Well, Mary, you may tell.

"Please, ma'am, I don't know."

"Then why did you raise your hand?"

"I couldn't help it, ma'am. Uncle John gave me this ring last night."—Uncle John's Reminiscences.

Bound to Follow.

"If you do not stop smoking in office hours you are asked to leave," said a sign to a bookkeeper.

"Did that sign tell me to ask you to become my wife?" She read it "loneliness," and got so everlastingly mad that she refused him by return mail.—Somerville Journal.

FAMOUS FRENCH EATERS.

A Worthy Couple Who Spent the Greater Part of Their Lives at the Table.

When epicureanism is joined with an expert regard for the laws of digestion, it ceases to deserve reproach. All the world might, on this basis, properly consist of epicures, for if one has nothing more to eat than oatmeal porridge, mutton broth and cabbages and prepares those articles of food daintily and skillfully he may truly call himself a gourmet. A distinguished instance of the influence of good cookery in prolonging life was found in the case of the Marquis and Marchioness de Bechamel, famous epicures in the days of the old monarchy in France.

Bechamel achieved the distinction of having a sauce, which survives to this day, named after him. He married a young woman named Valentine de Rochemont, who is said to have attracted him purely because she was a wonderful good cook and had a remarkable appetite.

Though this might seem to be an insufficient basis for a happy marriage, it proved quite enough in this case. The marquis and marchioness cooked and ate together for 50 years in perfect accord and perfect health. They were said to have almost passed their lives at the table, and when they were not at the table together they were generally in the kitchen together. Their cookery was wholesome their long life testified, and that it was delicious all the famous eaters of their epoch were absolutely agreed.

They had a famous feast at their golden wedding. For many years the marquis had been saving for this occasion a bottle of priceless Constance wine from the Cape of Good Hope, and every guest was to have a drop or two of it.

Just as the bottle was being brought out the Marchioness de Bechamel sank to the floor. It was quickly ascertained that she was dead. She appeared simply to have reached the term of her existence, and her death at such a festival was regarded as a most beautiful and touching one.

The bottle of Constance was put away unopened. The marquis was inconsolable. Before long he fell apparently hopelessly ill. In this emergency his physician, having informed him that his end was surely near, the marquis called for the bottle of Constance wine.

With a sinking, dying voice the old man said:

"When I meet my beloved Valentine on the other side, she will say, 'What is that perfume, my dear, which I detect upon thy lips?' And I will answer, 'It is the Constance wine, my beloved, that we had saved for our golden wedding!'"

Bechamel drank of the wine, and his livid head fell back upon the pillow. All supposed that he was dead, but he was merely asleep. An hour afterward he called his nephew and sent him with a key to open a drawer in a secretary and bring from it a box.

The nephew made all haste, supposing that the box might contain his will or some other document which he wished to sign or modify before his death.

To his astonishment it was found to contain a pie.

It was a wonderful Perigord pie, dressed with truffes of salet. The marquis ate freely of it and again sank back upon his pillow.

"Hark!" said the doctor. "I hear the fatal rattle in his throat. It will soon be over."

But the "rattle" turned out to be a snore. The marquis was asleep. And though he was then 75 years old he lived 15 years longer and invented several more famous dishes.—Youth's Companion.

A Six-year-old Gentleman.

American children are to often nannies, owing to the indulgence of parents who love not wisely, but too well. Undisciplined at home, they are insufferable abroad and add a new terror to republican institutions, and on them depends the salvation of our country. But, thank heaven, there are exceptions to whom I thankfully turn, thinking with gratitude of fathers and mothers who love their offspring with profound wisdom. There comes to me the memory of such a child as gave full meaning to Christ's words.

I never looked into his lovely face, beaming with sweet intelligence, that he did not make me think of heaven and rejoice that so fine a spirit walked the earth. No man, woman or child approached this boy without feeling his benign influence and honoring his parents. Though only 6 years old, he was a gentleman in a grace of manner, for which nature was partially responsible.—Kate Field's Washington.

True of Other Clock Towers Too.

The Old South was standing grim and white among the telegraph wires and rambling buildings of Washington street, when Creighton and Tompkins passed by. It was 3:15. But when Tompkins looked up at the dial on the hallowed church it was only 8:45. Then he turned round.

"I say, Creighton, did you know the Old South had been sold?"

"No," hastily answered Creighton. "I knew there had been some talk about it, but had no definite knowledge. How do you know?"

"Tompkins pointed to the dial. 'Because it's changed hands already.'"—Boston Budget.

A Magic Word.

Bilkins—That bill is all right, but I haven't any money about me, and—
 Collector—You'd better look sharp, then, or you'll find the sheriff.

Bilkins—And I was going to say, I'd have to give you a check.

Collector—Oh—er—never mind, it's no consequence. I'll call again.—New York Weekly.

He Lost by One Letter.

Every man should always write as plainly as he can. Once upon a time a young man wrote to a girl, "Your love letters has inspired me to ask you to become my wife." She read it "loneliness," and got so everlastingly mad that she refused him by return mail.—Somerville Journal.

HOME DRESSMAKING.

THE IMPORTANCE OF HAVING GOOD BUTTONHOLES.

They Are One of the Prime Requisites to the Fine Appearance of a Gown. The Making of a Collar—Attention to Little Details Necessary.

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NUMBER II.

In the cutting of a dress the waist should be the first to be cut, and then the skirt, which can be made as ample as the amount of material will allow, but the waist will bear no scripping.

When the waist has been pressed, then work the buttonholes. Cut the holes evenly, then "bar" them with coarse thread and overhand them, after which work the buttonhole solidly and well, for nothing looks more elegant than a row of buttonholes. The buttons had better be left to the last, as thread catches around them. To get them on straight lay the two fronts together and pass an iron lightly over the buttonholes, or mark down through the holes with a pencil and sew the buttons on exactly there.

To make and sew a collar on a dress is a neat job, and if it is a plain one should be first cut out of strong wigan, and that basted on silesia or other lining, and then faced with silk or satin, whatever the outer material is made of. The collar is to be pressed with a piece of damp cloth laid between that and the iron. Then cut a nick exactly in the middle of the collar and fasten this to the center of the back seam, and tack the two ends to the fronts and bustle them, that on the left side, however, must reach only to the line of buttons. The outer material, lining and wigan are all to be taken in one seam with the waist of the dress and carefully basted first, and only sewn when sure it is right.

The collar should then be raised and its position and the facing sewn down and the whole firmly pressed.

The bone casings can now be sewn in. They are better made of bias silesia, but some use tapes and others the steel case bones, but nothing is so good or lasting as the regular whalebones, and on the proper adjustment of these very much of the beauty of a waist depends. The casings should be just wide enough to let the bone slide in snugly, and they must be sewn only to the seams and no stitches visible from the outside. Scrape the bones at each end with a piece of glass until the ends are flexible, and thus they will not wear through the dress nor make an ugly lump. For very stout ladies the bones are doubled in the middle and shaved thin at the ends, and if placed in hot water a short time they can easily be sewn together with a fine needle. It is usual to place a bone in each dart in the side seams and one in the back.

When the bones are all in, the ease belt can be sewn in. This is to relieve the strain about the waist, and to be neatly diamond stitched in the middle of the back and on the under arm seams, and it is finished by a hem and strong hook and eye. Then the final finish around the bottom can be put on.

This can be done in many ways, but the standard is to face it neatly with the same material as the dress or skirt, or with a self goods, the facing extends the sixteen-inch of an inch below the waist, giving the appearance of a piping. The silk lining requires that the outside be turned under so as not to show. In facing the bottom great care should be taken to see that it is trimmed exactly even, for crooked lines there mark the amateur at once.

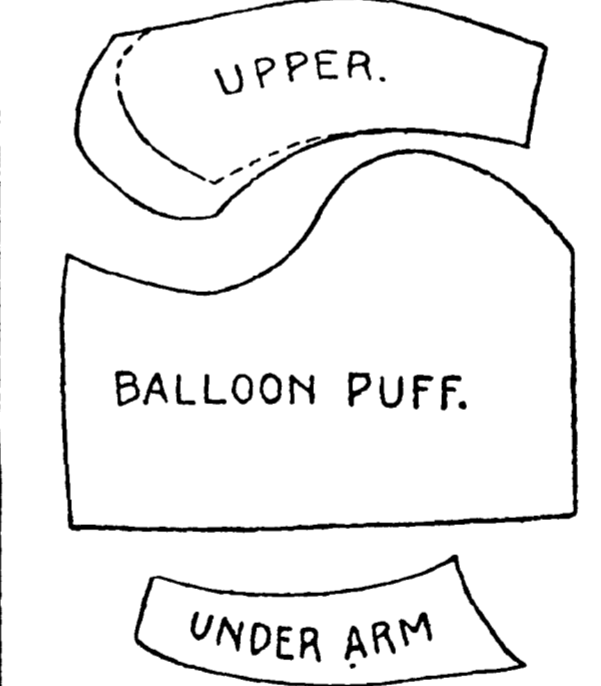


DIAGRAM OF MODEL SLEEVE, WITH BALLOON TOP.

[Upper sleeve dotted line marks shape for lining.]

The putting on of the facing to a basque is a "nice job." It is better to baste first, then stitch the bottom and turn the facing up, basting it again, and then press it before the inside is finally felled down. That insures a perfect edge if cut straight.

At the present moment sleeves vary greatly in shape and size, but they are all very easy to manage if the few fundamental rules are followed. A diagram herewith shows the main idea, which is that the under part of the sleeve is narrower than the top, and that the top is rounded, while the under side is hollowed at the top. The measure should be taken for sleeves from one inch back of the shoulder seam and carried down over the bent elbow to the wrist. The sleeve to be fashionable now should be of the leg of mutton, plain bishop, with deep cuff, and the balloon in which the upper part is puffed and the fore arm part quite plain. The last requires the lower modified leg of mutton is now the support of the balloon tops. The leg of mutton can be made in many varieties, the one most often seen having the upper part wrinkled. The sleeves now require a large quantity of material, usually three yards.

The sleeve is sewn up, the seams whipped and the cuffs finished with a neat piping, or a cuff of velvet made over wigan, and then they are ready to be sewn in. From the two dots they should be gathered until just a fit for the arm size. The under arm seam is to be pinned to the front seam of the front side gown, and the back arm seam will come naturally to an inch below the shoulder arm in the back. Baste the lower part of the seams to the waist, and then turning the sleeve toward you baste forward from the back arm seam, keeping the gathers mostly on the top of the shoulder. Then sew strongly and overcast.

All tailor finished dresses should have as nearly plain sleeves as ladies will allow. Modified leg of mutton is now the accepted style, with the wrists left open an inch on the back, and finished with a silk "arrowhead" or a row of very small buttons. Sleeves for silk or fine goods have quite a bouffant effect just now, and will take much more elaborate trimming than work.

For a dress more about the yards of 24 inch goods for basque and balloon or leg of mutton sleeves. A diagram of leg of mutton and balloon puff is given.

OLIVE HAPPEL.

HOME DRESSMAKING.

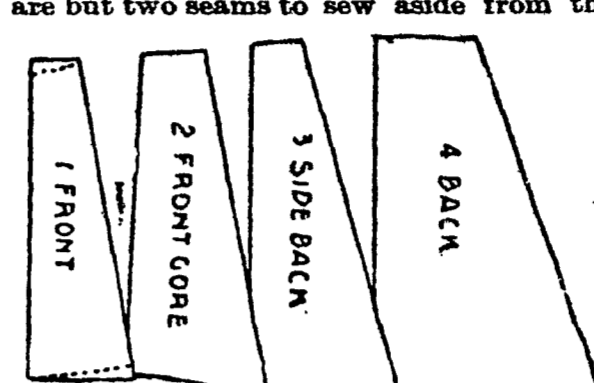
THE BASQUE AND HOW IT SHOULD BE CONSTRUCTED.

Wrappers and Princess Dresses—At Present Waists Are Much More Trimmed Than Skirts—Some Hints About Tailor Made Gowns.

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NUMBER III.

The cutting of a basque is the real foundation of all waists, for if one wants simply a full gathered waist, the fronts cut off at the waist line, with the darts gathered instead of taken in, makes it just right. The back should all be in one piece, and may be drafted by laying the back portions of the pattern together and making the outline as though it was not changed. The front gown pieces should be allowed for by extra width under the arms, so that there are but two seams to sew aside from the



MODEL SKIRT.

shoulders. Loose wrappers have the waist cut in the same way, with the skirt cut on, but in measuring for a loose wrapper an allowance of six inches longer than it apparently requires should be made at the bottom, and this afterward can be pinned up to come just right, as skirts of wrappers sometimes "take up" unexpectedly. The side seams must be bored, and a fan of one breadth of the material should be set in with the back seam.

Princess dresses are simply basques with skirts, and by drafting the basque, following the indication of the lines, always allowing any slant to fall backward, a perfect fitting princess will be the result. In a princess the skirt should be long also, and only hemmed or trimmed when the whole is sewn, so that it may not take up and be too short. Riding basques are made on the same lines, with the sole difference of rigid plainness in trimming, and position backs, which are formed by allowing the back forms to extend longer and the fronts out shorter than ordinary basques. The little positions at the back are faced all the way up with the material, and two silk buttons are put at the waist line like those on men's coats. Jackets are cut on the same general lines as the basque, only half an inch larger on every seam, and as much longer as is desired. Pockets can be added or not, and any preferred style of trimming put on. One dart only—the back one—is ever added to jackets. Bone is necessary if one prefers it straight. Blazers are cut in the same general style, but without darts and rather narrower across the chest. The length and width depend upon individual taste. Plain leg of mutton sleeves. Rows of stitching form the most suitable finish to both blazers and jackets. Blouses are cut just like the plain gathered waist, but from the under arm sleeve line they should measure twelve inches and have a plain hem, through which is drawn a tape or elastic to gather them so that they can fall over, making the skirt.

In finishing off a riding habit basque it is customary to have the lining of stout linen, with the seams pressed flat and boned as usual, but it is not necessary to finish the seams off so neatly, as a lining of quilted satin is sewn in and neatly felled over all the seams.

Tailor made gowns depend for their beauty upon the exactness of every line and every stitch. Every seam must be pressed flat before another is sewn, and then when the whole is finished a final pressing should be given it. Not a wrinkle should form upon the waist. Whenever the seams finish like in a position basque, an arrowhead of silk is worked, as also at the corners of pockets. Skirts for tailor gowns are just now cut sheath fashion, with all the fullness in a fan plaiting at the back and with several rows of stitching around the hem of the skirt. They are frequently made without lining, particularly when of serge or cloth, and faced at the bottom. The facing is made of wigan, overlaid with linen, and this again covered with alpaca, all stitched together and faced on like any facing, leaving the edge of the dress next the ground. A narrow braid is put on flat under this, but it does not show from the outside. But with the return of cooler weather linings or foundations will be used, and they can be cut and sewn up with silk, or serge, or separate, as before, in which case the facings and braid go on the lining, and the skirt is hemmed. If stitching is to take a prominent part, a doubled piece of flannel should be laid under the place, and where the goods are stitched the seams show very prettily.

No person can do good work without tools, and the home dressmaker ought to have one of those little frames to hang skirts on for the purpose of draping them.

The foundation skirt is thrown over it, and the dressmaker wants to fashion a "wrinkled front." This, simple as it appears, is really the hardest thing to do. The only way to get it right is to take the piece of goods and bring one end up from the floor, where the rest lies, and pin it with the fold to the center of the front at the waist. Then bring the two selva edges up to the hip waist line and let the wrinkles fall naturally, sticking pins in to hold them until ready to sew them. About three deep plaits on each hip will form, falling forward. The bottom then can be tacked along a basque following the line of the skirt. The top should then be trimmed away, all the while keeping the pins in the plaits, and then these should be basted and finally sewn down neatly with buttonhole looping. The bottom can then be cut around and any hemmed or faced, as preferred, and the back draperies or breadths sewn on, but don't let those plaits come undone or you will never get them back in the same place.

The waist varies from twenty-two to thirty-two inches, and the top should therefore be graded so that all the six pieces will make the required number of inches, allowing the back breadth only two inches, as it should always be brought into that compass by plaits or gathers.

If the wearer is a very stout woman or has a high stomach, the top of the front breadth should be hollowed out one inch to one and a half to throw the fullness forward, and the bottom should be as much longer in the center. If a slender figure, it can be left straight. If for a sheath skirt, the seams at the top must be fitted to the figure, but skirts on this plan have had their best day, and draperies are coming in.

OLIVE HAPPEL.



ALWAYS THE DESIRED EFFECT.

Two boys and a young lady of my congregation were cured by this tonic. The young lady had suffered for eight years from epilepsy, having the fits almost daily and sometimes even several in a single day. Now she is entirely cured and all by the use of this remedy. I herewith refer all sufferers from epilepsy or other nervous troubles to Pastor Koenig's Nerve Tonic, for I know from experience and also hear continually from all sides that it always has the desired effect.

LOUIS GRIMMER, Rector.

Convoy of Our Lady of Mercy.
 Worcester, Mass., September 3, '22.
 We are happy to state that the boy to whom Pastor Koenig's Nerve Tonic was used has entirely recovered from St. Vitus' Dance, and has been working for some time with his father.

SISTERS OF MERCY.

A Valuable Book on Nervous Diseases and a sample bottle to any address. Four patients also get the medicine free.

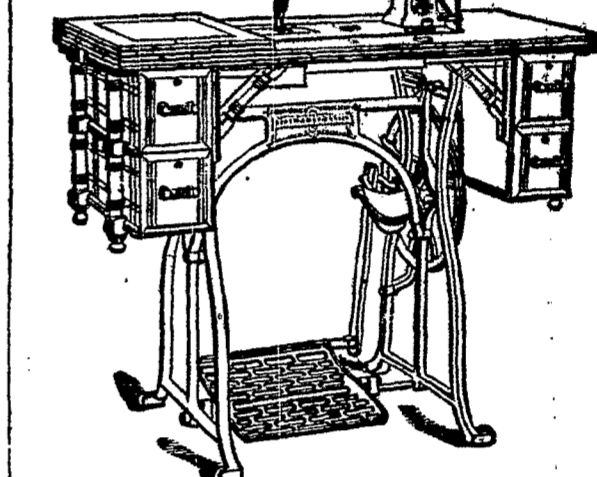
This remedy has been prepared by the Rev. Father Koenig, of Fort Wayne, Ind., since 1892, and is now under his direction by the

KOENIG MED. CO., Chicago, Ill.
 Sold by Druggists at \$1 per Bottle, 6 for \$5.
 Large Size, \$1.75. 6 Bottles for \$9.



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 Jas. M. Harrison, Gen. Agent.



If these Medicines are given a fair trial I will GUARANTEE A CURE or refund the Money.

Rheumatism Cure will cure Sciatic, Inflammatory or Muscular Rheumatism or Neuralgia, 3 bottles, Price, \$3.50.

Epileptic Fit Cure will cure Epilepsy, St. Vitus Dance and all Nervous Diseases. \$1.00.

Catarh Cure will cure Catarh, \$1.00.

Blood Tea will cure Constipation and purify the Blood. .25

None Genuine without my name on each Package. Goods sent Express Paid on receipt of price, if your druggist can't furnish them, Send for book free, describing treatment of all Chronic Diseases. A. F. SAWHILL.

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