## Giving People a Little More Than They Expect Is Good Business

Summer Means

Player-Pianos and

Reproducing Pianos

play themselves wherever there is electricity.

than all but a very few could make by hand.

Chickering

Schomacker

Emerson

Lindeman

Instruments that any one can play, or that will

Music is an important aid to the enjoyment of a

With a player-piano or a reproducing piano you

Knabe

These are the famous pianos in the Wanamaker

Store. We have them in player and reproducing styles

at prices ranging from \$550 for a J. C. Campbell

player-piano to \$3350 for a Knabe Ampico grand. Any

(Egyptian Hall, Second Floor)

Player-Piano Rolls Reduced

to 10c, 25c and 50c

(Egyptian Hall, Gallery)

Letitia Corsets Are in

Decided Demand

bust and would do excellently well for a well-developed figure. Price \$7.

and durability and-one might add-their prettiness and style.

They have become exceedingly popular because of their comfort

A strong coutil Letitia is heavily boned, has a broad clasp and low

A pink and white broche has a very low bust and long skirt, is well

A fancy pink broche has a low bust, long skirt and double hose

Pink broche corset with elastic gores in skirt; strongly boned and

Third Floor, Chestnut

All standard 88-note rolls and all in good condition.

Among them are classical, operatic and popular

instrument may be bought on convenient terms.

music, as well as word rolls.

boned over the hips in the back. \$10.

Letitia brassieres, \$1.50 to \$15.50.

with low bust is \$10.

Haines Bros.

J. C. Campbell

Marshall and Wendell

summer home, and no one wants to be dependent for it

may have music at any time-and much better músic

on one or two persons who are trained musicians.

### The Poetry and Ideality of a Building

is not observed at all by many persons who see in a structure only four walls and a roof. Homes are not made by bricks nor stores by stones.

Some people never see the ideal of things. .

A little hut on the hillside, without an organ or any stained glass windows, but with a few neighbors with hymns in their hearts, may be a cathedral of worship.

Some people never see the sun in a dewdrop.

Little ideas, little dreams, little prejudices, sometimes called patriotisms, are only little bags of self-conceit.

This vast structure, the dream of a country boy. great in dimensions and strength, is much more than a mart of trade. It is the whole thing anticipated. It expresses the fullness of an idea that is being developed, and its household and housekeepers spend happy days in it doing something more than "a day's work."



July 16, 1919.

### New and Lower Prices on 'Most All the Hats in the Gray Salons

This means charming dress hats-large flower and feather trimmed hats in new and distinctive styles.

Also small hats-in unusual and attractive models.

And sports hats in many fashionable colors and shapes.

All these hats are in good condition, and the prices are changed simply because it will soon be time for us to use their space for Autumn hats, even though you will have many weeks

**Bathing Suits of Velvet** 

(First Floor, Central)

Women's Summer Gloves

Special, 50c and 75c a Pair

Most women like to wear gloves as comfortable and as light weight as possible during the warm weather, and these gloves are precisely right for the purpose. They are of unusually good quality, fit well, and

are in desirable colors.

50c a pair for 2-clasp chamois lisle thread gloves in black, mode, tan and gray shades. These are washable, too.

Also at 50c a pair are lustrous silk gloves in black, white, tan, gray or mode, and black with white stitching.

And it would pay to buy such gloves as these a season ahead, too.

Women's Capes Come Down

to \$25 to \$50 Prices

(First Floor, Central)

polo cloth.

There are also some good prac-

The finest of all are some beau-

It would seem that there is enough variety for every woman.

Nightgowns for

Travelers

Women who expect to make holiday at the mountains like the V-necked nightgowns, with sleeves three-quarters long. Here are three styles of cambric with tucked and embroidery trimmed yokes, priced at \$2.85.

A fourth style, with square neck and three-quarters sleeves, may be had in either nainsook or cambric, for \$3,50.

(Third Figs. Cantral)

tiful blue serge capes with vests and collars of tan serge or white

tical tweed jersey capes, nice for sports wear and all kinds of weather. The cape may be sepa-

(Second Floor, Chestnut)

#### What Gifts a Bride Wants-Those She Is Likely to Get

Even though they be such handsome pieces as these in sterling silver. They are gifts that will well repay the initial cost, because of their usefulness and lasting value.

Water pitchers, \$47 to \$260 Coffee sets, \$78 to \$280 Vegetable dishes, \$88 to \$275 Meat platters, \$130 to \$380 Bread and butter plates, \$240 to \$750 a dozen Dessert plates, \$525 to \$1050 a dozen Dinner plates, \$725 to \$1650 a dozen Tea sets, \$255 to \$725

(Jewelry Store, Chestnut and Thirteenth)

Necklaces From

the Orient

things give a charming accent to

a dress and one can hardly have

Cut beads of shining crystal are

\$6.50 a string.

Ball beads of imitation crystal.

Oriental pearls, pinky and lovely, \$8.50; white, \$6.50.

(Fourth Floor, Chestnut)

White bone beads, \$2.25.

Ivory beads, \$10.

too many.

With the present fashions such

#### The Effective Little Black Ribbon Sautoir Is Much in Fashion

for it looks well on both light and dark frocks and adds a touch of smartness to her cos-

Ribbon sautoirs with lustrous pearl pendants (imitation, of course, but quite effective) are \$8.

Sautoirs with glistening rhinestone slides or ornaments are \$1.50 to \$7.50.

Sautoirs with jeweled or fancy pendants are \$9 to \$21. Other sautoirs with goldplated and sterling silver slides, 50c and \$1.

(Jewelry Store, Chestnut and Thirteenth)

#### Women's Riding **Habits Arrive**

Natural-colored linens, cut with sleeveless coats, are \$20 Natural-colored linen crashes

are also \$20. White linens, \$35.

Khaki, \$18.50.

All these habits are made with breeches and are designed to be cool and comfortable.

## A Good Time for Young Women to Get Spring Suits at Small Prices

As the prices on all the suits in our collection have been much reduced, there is really excellent choosing for any girl or young woman who wishes a suit to finish out the summer and start the

Prices start at \$15, for which price there are a few good blue

are among the latest - black

velvet cut with great simplic-

But the majority of mer-

maids this summer are wear-

ing black taffeta, and one

particularly good style has a

crossed-over bodice and ruffled

skirt with cording for its only

Other taffetas and satins

Black mohair suits, often

trimmed with color, are \$4.50

Surf-cloth suits \$5 and \$5.75.

ity. The price is \$40.

trimming. \$19.50.

in desirable colors.

And they are every one of them

capes that have been until now

selling for a good deal higher

prices. But there are very few of each kind left and not all

Fortunately there are among them plenty of smart blue serges and gabardines and a few tan and

White Waists New

and Cool

One style of voile has a round

neck and deep collar of scalloped

One of batiste is hand-em-

An imported voile, embroidered

nd further decorated with imi-tion Venice Ince. \$9.50. (Third Floor, Control)

broidered and hemstitched. \$7.50.

embroidery. \$2.50.

are \$23.50.

suits and some sports suits in black and white checks. At \$25 and \$27.50 are still better suits of serge, in good styles, well cut and silk lined.

Between \$40 and \$70 there is a wide choice of tricotine and twill models — one-of-a-kind suits suits of fine wools in good colors

and distinctive styles. (Second Floor, Chestnut)

\$15 to \$38.50 for the sports suits, and these include checks, wool Jerseys in bright and dark colors and fine tweeds in simple, well-tailored models.

All have been much lowered

in Summerfor wind and wave, hot sun and

It is absolutely pure, is pleasantly scented with orange blossoms, and by stimulation will aid the growth of the hair.

Phytalia Hair Tonic, 60c, 31, \$1.85 and \$3.75 a bottle. (Main Floor, Chestnut)

Here

Dark blue, Copenhagen and other fashionable shades, printed in the prettiest designs, large and medium in size and in white,

They are really beautiful voiles and of fine quality for 75c to \$1.50 a yard. 38 and 40 inches

(First Floor, Chestnut)

the original prices and there are 14 to 20-year sizes and some 15 and 17 year models in

#### The Wise Woman Cares for Her Hair

salt breezes are not always good for one's tresses. Phytalia Hair Tonic, however, will keep the scalp and hair in excellent condition, and is refreshing to use.

#### One Day Is About the Time Dark-Colored Voiles Stay

Showing plainly how popular

But now, instead of one, several shipments have arrived at once, so there should be enough for nearly all the women who want

gold and other colors.

### A Choice Group of Chinese Carpets Reduced

These pieces have backgrounds of glowing écru and blue, mostly enlivened by characteristic Chinese devices.

In texture and appearance they are particularly attractive, and they have plenty of good substantial wearing quality.

They certainly make a most

interesting addition to already attractive assortment of Oriental rugs which we are offering at a reduction of 25 per cent from prices that were already below the market.

Sizes approximately from 9x5 feet at \$135 to 14.1x10 feet at \$445.

Many other carpet size pieces at intermediate prices and all at the same savings. (Seventh Floor, Chestnut)

#### A Little Lot of American China Dinner Sets Unusual at \$35.

Not semi-porcelain sets, remember, but china sets, made in this country. The decoration is a pink rose border pattern, with gold edges and gold traced handles, each set comprising 107

The price, \$35 a set, is the lowest at which we have had china sets of any description in a long time, with the exception of some offered in special sales.

(Fourth Floor, Chestnot)

#### Scrim Curtains for Fall Are Economically Bought Now

For prices are certainly rising, and there will surely be an advance of from 25% to 50% by

It is now possible to get a nice quality of scrim or marqcisette curtains, plain hemstitched, for as reasonably as \$1.50, \$1.75, \$2.25 and \$2.50 a pair. With handdrawn edges, \$4 a pair.

Or the more elaborate ones with lace insertion and edges for \$3.75 to \$15 a pair.

(Fifth Floor, Market)

#### 55 Bed Sets at Half Price

An overlot comprising muslin and pique and also beach cloth in white and tan colors.

Embroidered in pink, blue, rose, delft blue, yellow and lavender, mostly in floral designs. Each set consists of a bedspread and bolster piece to match.

Being oddments, we have reduced them to half price now. \$4, \$5, \$6 and \$7.50 a set.

(Sixth Ploor, Central)

#### "Pound" Paper Always in Demand for Vacations

These are the kinds that people choose by preference to any

Wanamaker Linen, 35c a pound.

50c for 100 envelopes. French Cambric, 50c a pound. 50c for 100 envelopes. In four sizes, paper and envelopes.

Liberty Linen, 50c a pound. 75c for 100 envelopes. There is also a new men's club size in this paper for the same price.

Royal Irish Linen, \$1 a pound. \$1 for 100 envelopes. In the four colors - white, blue, pink or lavender.

(Main Floor, Chestnut)

#### This New Silk Handbag is of navy blue moire silk in a

good full shape with ruffle around. It has covered frame, inner compartment and is prettily silk lined.

The price is \$5. (Main Floor, Chestnut)

Boudoir caps at \$1 are scarce: here are some rather good ones of pink and blue crepe de chine and lace—two styles.

(Third Floor, Central)

## Men's Suits for the "Phew" Kind of Weather

When men say "Phew!" and "Oh, boy!" and mop their brows, we know what they mean.

This Men's Clothing Store understands it exactly-it is, and always has been, an understanding kind of store; and it takes just such an understanding kind of store to dress men comfortably and well for heat or humidity, or both.

It is hardly necessary to tell any man that we are now getting well into the thick of the season of heat and humidity and all the rest of it.

But we want to say emphatically that the man who needs to get the right clothes for just such a time will be sure to find them here.

There is no gainsaying that tropical suits are the suits for the "phew" kind of weather; and tropical suits of the finest ready-to-wear kind to be had in America are here in good selection, their special point of excellence being careful tailorwork.

"Palm Beach," mohair and breezeweave suits cut on the right lines and tailored on the best principles are \$18 to \$35; and cool, breezy tropical worsteds, light in weight but of good firm construction, are \$35 to \$65. (Third Floor, Market)

#### Men's Shirts of the Finest American Madras Yet

Only an expert could tell it from Scotch madras-and not

Light, cool, plain negligee, soft-cuff shirts with separate soft

In as clean and fresh-looking a lot of designs as you ever saw-stripes of various width in black, blue, green, lavender and Price \$3.50

(Main Floor, Market)

#### Men's \$5 Panama Hats "of an Excellence"

-as the French would say.

Of an excellence, indeed, which is not equaled by any other \$5 Panama hats that we have seen in Philadelphia. Enough different shapes for any man to find a style that

The best place in town for men's yachting caps is the Men's Hat Store. Such caps made of blue cloth are \$3 and \$4; of white duck, \$2 and \$3; of pongee, \$8.50, and of English Lovat tweeds, \$5.

#### Two Smart White Buckskin Oxfords for Men

One style has leather soles and heels and the other has rubber soles and spring heels. Both are on straight English lasts with perforated straight tips. Price \$9.

(Main Floor, Market)

#### Men's Wing Tip Oxfords of Distinctive Style (In the London Shop)

Two models in the fashionable lotus calfskin in a rich shade of tan. One is the British brogue style, with full toe, and the other has a narrower toe.

\$14.50 a pair.
The third shoe is a heavy brogue oxford in mahogany cordovan, with the wide toe characteristic of a smart custommade shoe. This is \$16 a pair.
All have long wing tips and are profusely perforated.

(The Gallery, Chestnut) (Main Floor, Market)

#### Neat, Cool Tub Suits for Little Chaps

Many a small boy has an advantage over his daddy in the fact that he is dressed in a suit that keeps him cool and can be washed at any time, so as to give him a fine, fresh, new appearance. Wise mothers won't let their small boys come short in the matter

of tub suits.

For little men selection in linens, fabrics and in all the middy. In sizes 3 to 10 Norfolk style suits

Norfolk style suits of tub suits.

## A New \$1 Box of Cream Wafers

(Second Floor, Central)

The box is the popular round, flat shape and filled with cream Old-fashioned chocolate creams, 60c a pound.

Vanilla marshmallows, 50c a pound.

## Fine Domestic Rugs in

There are rugs in these groups suitable for any room in the house, and they are here in stock for immediate delivery.

Wilton Rugs 10.6x12 ft., \$105 and \$168. 10.6x13.6 ft., \$112.50 and \$189. 9x15 ft., \$105 and \$168. 11.3x15 ft., \$125 and \$210.

10.6x12 ft., \$77.50. 10.6x13.6 ft., \$87.50.

Seamed and seamless Wiltons, \$57.50. Body Brussels, \$45.

Axminster, \$37.50.

### Hosiery and Underwear at a Fourth to a Half Less

All good, seasonable Summer merchandise in first and second grades. Women's stockings, 15c, 50c, 95c, \$1.50 and

Women's underwear, 25c, 30c, 35c, 3 for \$1 and 50c. (West Aisle)

Children's socks, 10c and 18c, 3 pair for 50c.

Men's half hose, 20c and 75c. Men's underwear, 50c and \$1.15. (Main Floor, Market)

(First Floor, Market)

#### Hand Embroidered Lingerie of Unusual Attractiveness

# A long looked-for consignment

from the Philippines has just been received in the French Room. In it are chemises both straight and envelope and nightgown. Both garments are in several patterns. The chemises are selling at \$3

to \$4.50. Nightgowns at \$3.25 to

**Axminster Rugs** 11.3x12 ft., \$76. 9x15 ft., \$72.50. 12x15 ft., \$115.

Specially Priced Rugs, 8.3 x 10.6 Ft.

(Seventh Floor, Chestaut)

