

Organ Plays at 9, 11, 11:55 and 4:50 (Times at Noon)

WANAMAKER'S

Store Opens at 9

WANAMAKER'S

Store Closes at 5

WANAMAKER'S

WEATHER Fair

Old Father Time Will Come Along Tomorrow Night and Close Up This Furniture Sale

First Attempts in Learning to Play a Musical Instrument

are often slow, irritating and discouraging. But when the piano, violin or bugle is mastered it is almost like the opening of a door into a new world of pleasure and profit.

It is only by swimming that we learn to swim.

If you are only half in earnest about anything, you will never get anywhere worth while. Though you have hesitated, stammered and blundered over your lessons, go at them again and again and again until you win. A large part of every man's future has in it the figure of a tremendous but successful conflict.

When England's great Jewish statesman, Benjamin Disraeli, first entered the House of Commons he cut a ridiculous figure. His maiden speech was made in such grand style and delivered with so many extravagant gestures that he was greeted with shouts of laughter.

Much disconcerted, Disraeli stopped abruptly, making the prophetic remark, "I shall sit down now, but the time is coming when you shall hear me."

From that time on he studied carefully the style of successful parliamentary speakers, until in the end his persistence, his wit and, above all, his tremendous initiative made him Prime Minister of England and the greatest prop of the reign of Queen Victoria.

"The secret of success is constancy of purpose," he declared a few years before his death.

There were undoubtedly many things done in our early work in bringing up this business that we would do differently now if we had the opportunity; but in spite of all we were led on to move straight forward, between the critics on one side of the road and the gibe-makers on the other, until at last we have established something that we believe the city would not be willing to do without.

(Signed) *J. Wanamaker*

August 28, 1919.

We Are Saying Farewell to All the Spring and Summer Clothes for Young Women

and the farewell is taking the form of quite substantial reductions.

All the Summer Dresses Are Now \$4.75 to \$10

Voiles, lawns and many novelty cottons in white and colors. Pretty made and in good styles. 14 to 20 year sizes.

Sports Suits Are Now \$10 to \$45

and this includes many styles. Linen suits are \$10 to \$18.75. Pongee suits in the natural color, \$27.50. White wool jersey suits, \$45. Colored jersey suits, \$27.50. All in 14 to 20 year sizes.

Cloth Suits Are \$15 to \$40 which is a very generous reduction from first prices.

There are checks and plain colors and many good models. 14 to 20 year sizes.

Sports Coats and Capes, \$12 to \$35

These include jersey, wool poplin and knit wool wraps in varied colors and becoming styles. 14 to 20 year sizes.

(Second Floor, Chestnut)

Women's Between-Season Coats

Made on straight lines with a good deal of fullness, narrow double belts and pretty printed linings. In black, navy, gray and taupe. \$47.50.

(First Floor, Central)

Black Satin de Chine Special at \$2.10 a Yard

About 1200 yards have just arrived to sell at this price and we are limited in the quantity.

It is a really beautiful quality, fine and firm in weave, yet very soft and drapable. It is a good black and one yard wide. Such a silk is in great demand for Fall afternoon gowns, for foundations for serge frocks or Georgette crepe frocks.

(First Floor, Chestnut)

New All-Wool Serge and Poplin, \$2 a Yard

The poplin may be had in fifteen colors—among them wine color, egg-plant purple, seal brown, Havana brown, an Autumnal green, old rose, gray and taupe, and four shades of navy; and the serge comes in nearly as many. The poplin is 40 inches wide and the serge 42, and altogether they are pretty good fabrics for so modest a price as \$2.

Simple Silk Nightgowns

Of pink crepe de chine, generally cut and prettily self-trimmed with hemstitching or tuck-ing. Prices are \$8.50, \$10.50, \$12.50 and \$14.75.

(Third Floor, Central)

Women's Combination Suits Half Price at 50c

4000 suits of light-weight ribbed cotton, plain and lace knee styles, some with bodice top.

All first-grade goods. Sizes 34 to 40.

(West Side)

Undermuslin Materials at About Wholesale Price

That is as prices go today we are glad to be able to offer these economies to women who are now buying such cotton goods for Winter undermuslins.

(First Floor, Chestnut)

Women's Fine Autumn Suits Are Coming in Fast

Suits of silvertone cloth, the new basket chevot, ducetyne and duvet, broadcloth, tricotine and velour de laine—beautiful materials, all of them, and beautifully colored. Fawn and castor colors, oxford gray, African brown, hunter's green, mahogany, paprika, navy and old blue, are all richly appropriate for crisp Autumn weather.

A great many of these new suits button very high and close at the throat; a few have collars of fur—gray squirrel, mink or beaver, or collars wool embroidered; a few are bloused and a few have embroidery on the lower half of the coat; now and then there is one of the severest tailored type.

Hardly any two are alike and the prices are \$40 to \$250.

(First Floor, Central)



A Little Special Lot of Kermanshah Rugs

Persian Kermanshahs are one of the finest weaves of Oriental rugs. The other is the royal Saruk.

To be able to get a Kermanshah at a special price at this time is most unusual, but we are prepared to show you that it can be done.

As the outcome of a purchase made some time ago we have just received six bales of Kermanshah rugs in sizes averaging 4.6x6.6 feet. Designs and colorings are rich and beautiful.

While this lot lasts the prices will be \$85 to \$135.

(Seventh Floor, Chestnut)

Fashions in Dress Have Affected Women's Watches

To this extent that almost every woman has learned to wear a wrist watch and prefers it to any other kind. It is out of the way and easily seen when she wants to know the time.

Good reliable 14-kt. gold wrist watches, round, octagonal or cushion shape, some with ribbon, others with gold link bracelets, \$31 to \$92.

Wrist watches with gold fitted cases on link bracelets, \$35.

(Jewelry Store, Chestnut and Thirteenth)

Two New Books

"A Hidden Phase of American History," by Michael J. O'Brien, \$5. A work in which is written the authoritative history of the part played by Irishmen and men of Irish descent in the American Revolution.

"The Six Best Cellars," by Holworthy Hall and Hugh Kahler, \$1. A book almost "too amusing to be true and almost too true to be amusing."

(Main Floor, Thirteenth)

The Ace A New Cap for Boys

In shape this cap somewhat resembles the service cap of the U. S. soldier. It has a round top with two points on the sides that can be pulled down over the ears.

Being a knitted cap it is very elastic and when put on it is drawn back over the forehead, training the hair as so many boys comb it.

In brown, green, maroon or blue—\$1.

(Main Floor, Market)

Flat Envelope Books of the Finest

The man who makes them is noted for turning out the most beautifully finished, moderately priced pocketbooks for women of any maker in the country. The workmanship is excellent.

So are the styles and the leathers, which are dull black leather and shiny black auto leather—some of the latter in smart ribbed effect.

All daintily silk lined and with good-looking clasps.

Prices \$4 to \$10, with especially good selection at \$4 and \$5.

(Main Floor, Chestnut)

Golfers Coming Back From Vacations

are finding that they need a new club or two and a box of new golf balls.

Wood clubs, \$4.50 to \$8. Irons, \$4 and \$4.50. Balls, \$7.20 to \$15 a dozen. Bags, \$1.50 to \$35.

If you want some particular style of club that we do not happen to have, we will make it to your order in our own Golf Shop.

(The Gallery, Chestnut)

New Negligees

Ready for the girls going to college and the women going to travel, and all the other women who aren't going anywhere, but just want something pretty and new for their lounging moments.

Light wool kimono from Japan are novelties which promise to be popular. They are lined with silk, embroidered with birds and flowers and may be had in blue, wistaria or rose for \$15.

Breakfast coats of washable satin, blue, pink and lavender, \$20.

Japanese silk kimono, figured and bordered and possessed of shirred shoulders, \$12.

Crepe de chine made Empire fashion, with elastic in the waist, \$12.50.

Changeable silk breakfast coats, \$16.50. Corduroy, \$15. Pullman kimono in navy, black and Copenhagen blue, \$12.

(Third Floor, Central)

Children's Coats Reduced

\$5 to \$20 each—and they've all been higher priced.

Many styles—coats of serge, of silk and of velour.

Good colors, too—navy blue, Copenhagen, taupe and rose shades.

Styles for small girls as well as boys, and 2 to 6 year sizes.

(Third Floor, Chestnut)

500 Good Umbrellas at \$2.50

We couldn't buy them ordinarily for this price.

They have cotton covers of good quality, with selvedge edge and are made on Paragon frames.

Those for women have handles of plain or carved mission woods, or colored bakelite tops or rings. The men's umbrellas have plain hook handles.

(Main Floor, Market)

NOT for five months will there come again a sale of such magnitude and opportunity.

For one day now and one day only it will be the privilege of the customers of this store to choose from our entire stock of furniture at prices in all cases at least 10 per cent below regular and in many cases as much as 30 per cent below.

To choose from furniture that is sound in wood and workmanship, for we sell no other kind.

To choose from furniture of character and art.

To choose from furniture fit to go down to other generations as heirloom furniture because of its beauty and its solidity, because of its faithful adherence to tried and established design.

The sale has been a very great sale in every way, and many trainloads of the world's best furniture have been sold, but still there is no lack.

It is no picked over and disheveled and run down collection of odd lots that we ask you to see, but

Still Such a Stock of Furniture As Would Overwhelm Nearly Any Other Store to Deal With

There have been great movements, but you will note no scarcity on the three furniture floors.

Carloads and trainloads have gone out, but carloads and trainloads have come in. There has been constant and ample replenishment.

Our great warehouse stocks, of course, show a material reduction, but the samples are nearly as numerous as at the beginning.

You can choose from suits by the hundred and from single pieces by the thousand. You can save, save, SAVE!

Hard times and easy times may come and go, and political conditions and world conditions may cause up and down prices of food and of many necessities. But in furniture there are no quick or evident changes. Its prices are governed somewhat by labor conditions and largely by lumber supply.

Lumber supply is a great thing now. You can cut down a tree in a few minutes, but you cannot grow another in its place to cut down during your lifetime.

The law of furniture prices will very soon come to be the law of the forests, rather than the law of wages.

We cannot anticipate any opportunity to get good furniture again at prices as low as are offered in this August Sale.

(Fifth, Sixth and Seventh Floors)

All of the Office Furniture is reduced—and for only one day more. Many a business man needs a new desk and a better desk. Or a new directors' table or a new typewriter desk for his stenographer.

Let him choose at once to secure it at a genuine saving.

(Third Floor, Market)

Good Pianos Reduced Are None Too Many

The factories which make the best pianos have not yet quite made up for their restricted output during the war.

The demand is very keen for certain famous makes, either new or used.

We are fortunate in having a limited number of pianos, player-pianos and reproducing pianos which we can sell at substantial reductions from regular prices. Some are

new instruments reduced and others are used instruments which have been put in first-class playing condition at the Schomacker factory.

Practically all these pianos are the famous makes we sell regularly and we can guarantee that they will give entire satisfaction.

If you want to share in this opportunity you should not delay.

(Egyptian Hall, Second Floor)

Yes, SIR! All the Shirts and Ties You Want

Men who would like something new to wear for Summer's last week-end will find it here.

Nowhere else are so many fine shirts—nor shirts so profitably priced from the standpoint of the wearer.

Do you know you can get an excellent, oven madras shirt here for as little as \$2.15? Fact.

Or beautiful Japanese striped habutai shirts for \$6.50? Try to match them elsewhere.

And Good Neckties at 50c

Mind you, we say GOOD ties—good silk, good shapes, good designs.

Other ties, including new Fall patterns, up to \$3.50.

(Main Floor, Market)

Men's Cordovan Oxfords in Best-Liked Styles

Such shoes as appeal particularly to well-dressed young men. They are all on straight English lasts with narrow toes, straight tips, wide shanks and low, broad heels. And all in deep, rich shades of mahogany.

Prices are \$10 and \$14.

(Main Floor, Market)

Almost Time for the Bugle Note GREAT SALES OF SEPTEMBER

Almost Time for the Start of the (Ready Next Monday Morning at 9 o'Clock) Great September Sale of Housewares Great September Sale of China Great September Sale of Glassware Great September Sale of Lamps

Four important and commanding features of a great month. Bringing a great treasure of new and beautiful goods. Bringing many surprises. Bringing greater savings than could possibly be secured elsewhere. All ready on the Fourth Floor, next Monday.

