

J. W. C. I. Band at 9; Organ at 11, 11:55 and 4:50 Chimes at Noon

WANAMAKER'S

Store Opens at 9

WANAMAKER'S

Store Closes at 5

WANAMAKER'S

WEATHER  
Unsettled

# As Most People Know, the Pick of the Market Comes to Wanamaker's

## A Pedigree Is Not the Chief Asset

of any business or profession.

One must try to learn how to walk without crutches and to keep busy striking the anvil of individual preparation for his work with brains, energy, integrity, high hope and indefatigable manhood.

It is only old garbage scows that need to be roped up to steam tugs. Rise to your place and fill it well, and by and by your ship will come in like the George Washington the other day, escorted by the Emperor and the Leviathan.

(Signed) *Joe Wanamaker*

Oct. 6, 1919.

## Leather Coats for Women

At the present moment the variety of leather coats is very considerable, and we might mention here that they are very much in request for sports and especially for automobile wear.

For \$65 you can get a style of dull leather—black, natural or cordovan—lined with suede.

For \$87.50 are coats of glazed leather—black, natural and a very dark oxblood.

For \$100 are coats of gray leather with plaid linings; and two delightful reversible styles—a russet leather with waterproof gabardine lining; and another russet lined with heater tweed.

For \$115 are longer reversible coats of russet leather lined with Harris tweed.

Then come two jaunty, cleverly cut short sports coats—a model of greenish leather with jersey lining and one of black leather, hip length. Prices are \$125 and \$75, respectively.

(First Floor, Central)

## Appenzell Embroidered Neckwear—the First This Season

You need to look very closely to find out that it is not hand work.

Organdie is the material and each piece of this neckwear is made up of these little embroidered motives, put together with Valenciennes lace. The effect is very dainty and pretty.

Collars in the new shapes, \$4.50 to \$15.50. Sets, \$8.50 to \$13.50. Gilets, vestees and gumpies, \$7.50 to \$20.

(Main Floor, Central)

## Lovely Georgette Waists

A navy Georgette with gray and navy chenille embroidery. \$22.50.

A charming navy and bisque affair with most artistic sleeves. \$22.50.

A navy Georgette over white chiffon, the darker material having hand embroidery and drawn work. \$22.50.

An extremely refined model showing black crepe over white, the neck cut square and the ornamentation consisting of well-designed beading. \$23.75.

Long blouses of navy or bisque crepe with red and black beading, the front and back panels falling well below the waist. \$40.

(Third Floor, Central)



## Women's New Washable Gloves of Capeskins

The capeskin glove has always been famous for its practical wearing qualities, and now that one may have these gloves washable, they are even more useful.

These new gloves are of unusually good skins—soft and pliable and of fine quality.

\$2.75 a pair for tan, brown or pearl white capeskins, embroidered in black or self color; outerseam sewn, 1 clasp.

\$3 a pair for mastic color, outerseam sewn, or pearl white, pique sewn; both with embroidered spear points.

\$5 a pair for 8-button length capeskins, pique sewn, in the fashionable colors.

(Main Floor, Central)

## Mill Clearance of Over 1000 Women's Wool Sweaters

Good, fashionable, serviceable garments that are just what women want for Fall and Winter wear.

These prices are a little over a half of regular.

\$5.75 for wool sweaters with sailor collars, sashes or belts and in almost all colors and sizes.

\$7.25 for brushed wool sweaters with sailor or roll collars and sashes or belts. These also in almost all colors and sizes.

(West Aisle)

## Kabo Corsets

At \$2. A model designed for growing girls and slender figures. This is topless with elastic insets above and below, is made of pink batiste and lightly boned.

At \$3. Pink broche model with elastic top and short skirt.

At \$3.50. A strong coutil with very low bust and long skirt.

And a light weight pink coutil with elastic top, for average figures.

At \$4.50. A pink coutil model with long skirt, heavily boned, and very low bust. Designed for full figures.

(Third Floor, Chestnut)

## Flannellet Nightgowns

Winter is coming and some women think it's a good time to buy warm nightgowns while they can, flannellet being difficult to get.

The present lot is in pink and blue stripes, and plain white, \$2, \$2.50 and \$3.50.

(Third Floor, Central)



Hudson Seal  
(Dyed Muskrat)  
Neck Furs

Nothing is in greater favor to wear early and late than this rich fur that is so universally becoming. Possibly this is the reason why it is made up in so very many styles.

First, the little scarfs, cravats, muffler collars, the scarfs with broad ends, and shaped collars, priced from \$30 to \$60.

Second, the larger shaped collars, worn low on the shoulders, the little capes, and other novelties, priced from \$60 to \$100.

Third, the splendid stoles, big and little, some perfectly straight and simple, some reaching just below the waist, others long. Prices run from \$110 for a short one to \$325 for a long gathered wrap effect.

Then there is a delightful little set—a muffler tied with long velvet ribbons, and deep cuffs that flare. This is \$200.

(Second Floor, Chestnut)

## White Bead Necklaces Look Well With Dark Gowns—

which may be one of the reasons they are so fashionable just at present. Some are to imitate the white coral, with delicate glints of pink—and very good imitations they are, too. The necklaces are of good length, and the beads of generous size; graduated. \$2 to \$5.

Plain white beads, graduated, and in the fashionable length, are \$2.50 to \$3.50 a string.

(Jewelry Store, Chestnut and Thirteenth)

THE free outdoors life which bestows upon you a coat of tan is a delightful thing, but as Winter approaches some women want their coats of tan removed.

The Salon de Beauté gives treatments for this and other needs; in it one may have facial and scalp treatments and shampoos given or have manicuring done.

It is a little more satisfactory to make appointments beforehand.

(Third Floor, Chestnut)

## Women Do Like These Dainty Vestings

They are worn with both dresses and suits and many women buy enough to make the collar also.

New styles are constantly coming, so there is an unusually good choice. You may have them with pin tucks, lace, tiny ruffles or insets of puffed net from \$2.25 for one of organdie up to \$9 a yard for one of the finest batiste.

And, besides, there are plain tucked organdie vestings from \$2.50 to \$4 a yard.

(First Floor, Chestnut)

## Women's Fine Shoes

Dark brown Russia leather laced boots with imitation wing tips and perforations; light welted soles and 2-inch Louis heels. Price \$15 in the Exclusive Little Boot Shop.

(First Floor, Market)

## Once You Catch a Whiff of Charme d'Amour Perfume—

you are almost certain to want some at once—so fragrant and delicious and different is it. It is a bouquet scent, a lovely combination of many sweet-scented blossoms.

Charme d'Amour extract, \$1.25, \$2.50 and \$5 a bottle.

Toilet water, \$2.50 and \$5 a bottle.

Face powder, \$1.50 a package.

Talcum powder, 75c.

(Main Floor, Chestnut)

## Persia Holds the Palm in Rug Weaving But There Is a Charm About Other Rugs Also

Persian weaves are the cream of this beautiful collection. Saruks and Kermanshahs are probably the supreme products of Persian looming and color work.

Although Saruks are much heavier rugs than Kermanshahs and generally richer in tone, the Kermanshah possesses a quality of elegance and a delicacy of shading which are very appealing and adaptable for fine schemes of furnishing. What a contrast between these rugs and the carpets of China, with their high pile and their distinctive shades of blue, tan, pink and pale orange tones! And between these two types what a wonderful choice of rugs you will find here. A choice embracing all the well-known Caucasian weaves, as well as India, Asia Minor and other rugs.

Lately the whole exhibition has taken on a new glory, and despite the pronounced scarcity of rugs in the market the prices marked on the rugs here shown are quite exceptional.

Saruks		Chinese Rugs	
10.11x8.3 ft., \$879	11.9x8.8 ft., \$715	12.2x9.2 ft., \$465	12x9.4 ft., \$485
11.4x10.2 ft., \$975	12.5x10.6 ft., \$1327	15x12.3 ft., \$835	11x8 ft., \$465
11.3x8 ft., \$965	11.10x11.2 ft., \$1425	12.8x10 ft., \$295	12x9 ft., \$487
12.4x8.2 ft., \$733	12.7x9.3 ft., \$785	12.8x9.3 ft., \$497	11.10x9.7 ft., \$485
11.3x7.11 ft., \$963	11.10x10.2 ft., \$1375	11.8x8.10 ft., \$477	12x9.2 ft., \$465
11.5x8.2 ft., \$985	11.10x9.5 ft., \$1085	13.2x10.2 ft., \$675	10x8.5 ft., \$395
10.5x8.4 ft., \$972	19.8x13.5 ft., \$2485	11.5x9.1 ft., \$335	9x6 ft., \$250
11.2x8.6 ft., \$957	24.8x14.5 ft., \$2375	11.7x9 ft., \$497	7.11x5.11 ft., \$175
12.5x8.10 ft., \$750	23.7x14.8 ft., \$3385	12.8x10 ft., \$525	18x12.2 ft., \$1225
	17.8x12.8 ft., \$2150	12.2x9.3 ft., \$490	20x15 ft., \$2500
		<b>Smaller Chinese Rugs</b>	
		3x6 ft., \$75	4.6 ft. to 4x7 ft., \$87 to \$160

(Seventh Floor, Central)

## Selling Off Hundreds of Single Pieces of Furniture at Reductions of One-Third to One-Half

The furniture in this turn-out is an accumulation of odd or individual pieces originally belonging to sets of larger groups. It is Wanamaker furniture, every bit of it. We have reduced it one-third to one-half because no two pieces are alike, and we do not want any unmatched pieces to accumulate to an undue extent. Most of these pieces are at today's factory cost, some are considerably less, some slightly more.

The variety embraces bureaus, beds, chiffoniers, chifforobes, bedroom chairs, serving tables, toilet tables, dining room chairs, china closets and many other desirable items.

Bedroom chairs, \$6 to \$24.  
Bureaus, \$60 to \$127.  
Beds, \$22 to \$131.  
Chiffoniers and chifforobes, \$29 to \$116.  
Dressing tables, \$19 to \$60.  
Sewing tables, \$10.50 to \$38.  
China closets, \$18 to \$94.  
Dining room chairs, \$3.75 to \$56.

(Sixth Floor, Central)

## Whether a Girl Wants a Frock of Silk, of Satin, or of Velvet

it will not be difficult to get exactly what she wants if she comes to the Young Women's Salons—so full are they of new and fascinating and lovely clothes.

There are any number of charming new satin gowns—some with short sleeves and these smooth, unbroken shoulder lines which are so fashionable; some with draped bodices and little trimming save a snowy vestee peeping out; some with beads held on by gold threads, or wool embroidery in conventional designs.

Velvet gowns, too—and these are lovely for Winter. Fur trims some of these, a touch of creamy lace adorns another.

Gowns of crepe Georgette are often pleated, sometimes embroidered, and are planned mostly on straight, youthful lines.

There are many black dresses, plenty of navy blues, and all the other fashionable shades of the season.

\$32.50 to \$110—14 to 20 year sizes.

(Second Floor, Chestnut)

## The Offer of Stamped Stationery Still Holds Good

That is to say as long as we have any of the 500 boxes left. This is in answer to several people who have asked us the question.

A five-quire box of fine stationery with envelopes to match, a hand-engraved steel die, together with the stamping—all for \$5. This is the regular cost of the die alone. There is a choice of eight styles of monograms, any of which will be stamped in plain colors.

(Jewelry Store, Chestnut and Thirteenth)

## If All the Curtains Are to Be Alike

Then scrim or marquisette is the usual choice, because both are suitable for every room in the house and both are so satisfactory as to wear.

Scrim curtains, with hemstitched edges, \$1.15, \$1.35 and \$2 a pair.

Marquisette curtains are \$1.65 and \$1.85 a pair. In both cases the prices are about the present wholesale cost.

(First Floor, Market)



With the vogue there has been for beaded bags, beaded gowns and other things beaded, it is quite easy to see how the French mind turned to beaded designs when it came to new boxes to hold sweets! The Camee Shop has just had a new shipment of boxes from Paris, and they are most attractive and unusual. Some are thickly beaded in artistic designs, some are hand-painted, some hand-embroidered.

The shapes are new and the colors rather gay and cheerful. Filled with fine Camee chocolates they are \$1.25 to \$15 complete—and, of course, a girl will find the boxes quite useful when the sweets are gone.

French chocolates in novelty boxes have arrived—grown-ups and children, too, like them. 25c to \$1.25 a box.

(Main Floor, Chestnut)

## These "Service" Handbags Are So Roony

that women can often get enough in them for an overnight visit.

And they are especially convenient for shopping.

Of soft, dull black leather, with square top and oval body.

Modestly priced at \$5.

(Main Floor, Chestnut)

## Chauffeurs' Outfits and Automobile Robes

Chauffeurs' suits of dark gray cheviot or whipcord, \$32.50 to \$45.

Chauffeurs' raincoats, \$8.50 to \$22.

Blue kersey overcoats, \$35.

Chauffeurs' caps, \$3.50.

Chauffeurs' gloves, \$2.25 to \$5.

Robes of wool, with or without fringe; mohair plush, some with rubber interlining; silk plush and fur.

Prices \$8.50 to \$185.

(The Gallery, Chestnut)

## Automobile Supplies

Motorists familiar with the prices of these goods will be interested in this list:

Spot lights, \$3.50.

Pyrene fire extinguishers, \$9.

Hydrometers, 75c.

Mobile oil in 5-gallon cans, \$4.25.

Mirrors, \$1.25.

Anthony tire pumps, \$3.25.

Auto chairs, \$1.

Boyer metometers, \$8.50.

Inner tube vulcanizers, \$1.

(The Gallery, Juniper)



"In the twilight of life, when old and precious memories are sweet to recall, music finds many echoes in the heart."

Music is a wonderful bridge to span the years with. Over it friends of long ago come trooping safely to keep one company. Every one worth while loves music, but to older folk it is a special joy. It is they who appreciate to the fullest extent the companionship of

## The Ampico Reproducing Piano

It was not so long ago that people had to wait for music until some one came in who could play the piano.

Then the player-piano came, and what a blessing it has been! And now we have the Ampico reproducing piano, the most marvelous musical instrument of an astonishing age.

Now, on quiet Darby-and-Joan evenings, or when friends drop in, or when, on happy holiday occasions the old family circle forms again, there is music—glorious music.

Splendid operatic or other classical compositions, or dear, haunting little tunes of the long-ago.

Each played, not as luck supplies the performer, but by a master hand—that of a Godowski, a Buhlig, a Vollyay—with all the perfection of the virtuoso's technique and all the fire of his genius.

The children's children who are growing up in that family know no other music than fine music, correctly played.

With some feeling a customer told us, the other day, of the first evening he had played an Ampico reproducing piano in his home.

"My parents live with me," he said, "and while they are, of course, very fond of each other, I never noticed any sentiment about them. They are Roman parents and I took it for granted that they had outgrown that sort of thing."

"The other night, when the Ampico was playing, the old folks were sitting side by side in a corner of the room. I had put on a roll of some old-fashioned melody, I can't recall the name, and after a moment I saw father reach out slyly and take mother's hand. There they sat, hand in hand, like a pair of blessed children."

Ampico reproducing pianos are sold at Wanamaker's only in Philadelphia.

Chickering-Ampico uprights, \$1800.

Schmucker-Ampico uprights, \$1600.

Haines Bros. Ampico uprights, \$1150.

Marshall and Wendell Ampico uprights, \$1050.

The celebrated Knabe Ampico uprights, \$1750.

Chickering-Ampico grands, \$2850, \$3050 and \$3300.

The celebrated Knabe-Ampico grands, \$2850, \$3050 and \$3300.

The above are all electrically operated, but we have also the Marshall and Wendell foot-pump Ampico at \$775.

(Egyptian Hall, Second Floor)

## Men Will Do Well to See These High Shoes at \$6.40

Probably they can find what they need for Winter without paying more.

All blucher lace shoes with medium and wide toes and heavy double soles. There are two shapes in smooth black calfskin and three shapes in grain calfskin.

Very serviceable shoes. Only the fact that we contracted for them many months ago enables us to sell them at this low price.

(Main Floor, Market)

## Redleaf London Caps for Men and Boys

Men who wear caps—as thousands do now for golf and motor-ing—know these Redleaf caps for something superior.

Fine in fabric, workmanship and design.

Prices \$3, \$3.50 and \$4.

(Main Floor, Market)

## Boys' Suits Made to Stand the Strain

The busiest things in the world are the limbs of a growing boy. This fact is brought home to the one who has to buy the boy's clothes.

The suit has to be sound or else it cannot stand the strain. We have a group of boys' suits made specially to stand the hard test to which active boys put their clothes.

These suits are specially re-enforced at the seats and knees of the trousers and the elbows of the coats.

They are the finest of school suits.

Norfolk styles in good, practical colors and patterns.

In 8 to 18 year sizes, at \$16.50, \$18, \$20 and \$22.50.

(Second Floor, Central)

## A Dainty Feast of New Madeira Hand Embroidered Linens

Women who know good needlework do not need to be told of the excellence of Madeira hand embroidery. In view of conditions, this is a most unusual collection, and it comes just as many are looking for practical and handsome bridal gifts.

Scarfs for bureau, chiffoniers and dressing tables, 16x24 inches, \$2.75 each.