# "A Properly Organized Store Is Worth Holding On To"

modern times is that the makers of things in

olden times put more of themselves into their

work. That is one good reason why the work

of so many of them has survived and become

vidual or personal quality. Thomas Sheraton,

the poor semi-recluse, might well have writ-

ten on any one of the elegant looking pieces

of furniture that came from his hands, "This

is the work of one Thomas Sheraton and

an expression of his personality." The same

is true, probably even in a greater degree, of

themselves, of their very individuality, and

that is why it holds an interest which "age

the collection of rare furniture reproductions

prized old piece. As a collection, nothing like

Europe seems to be in it, because every piece

lar furniture store, the maker of it work-

we do not like putting a value upon it; and

yet we bought it and have priced it on a mod-

erate commercial basis at one-third less than

consisting of individual things for halls,

libraries, living rooms, as, for instance.

chests and cupboards of an ancient and

charming type; exquisite chairs and the like,

all of the kind that connoisseurs and lovers

(Fifth Floor, Chestnut)

of ancestral things will surely delight in.

In their work they have left us part of

You will find these ideas illustrated in

Each of these is a lineal descendant of a

The spirit of the old cabinet makers of

None of it was made to be sold in a regu-

It is so individual and uncommercial that

On that basis we have \$90,000 worth,

the French and Italian craftsmen.

cannot wither nor custom stale.

of which we are now holding a sale.

it has ever been seen in Philadelphia.

is an exact copy of a rare original.

ing exclusively for fine decorators.

the maker intended it to sell for.

The things they made possessed an indi-

a standard for after times.

### "My Old Watch Is Right, for It Never Deceives Me"

the fine old gentleman said of the little faithful servant he had carried in his pocket a long time.

It is a habit to look up at the face of the town clock as you pass along, or now and then to ask, "What time is it?" of a friend beside you who happens to be looking at his watch, but invariably you go back to the watch in your vest or on your fob which you learned to trust for its corrections.

The dear little thing with an open face and two little hands seems almost a part of our lives.

A thoroughly tried friend whose judgment and friendship have been well tested or a properly organized bank, store or school is worth holding on to.



From Paris Come Some Radiantly Lovely New

bugles to the greatest advantage and variety. They may be used for panels and bodices and trim-mings. Prices start at \$1 and go

up to \$25 a yard for the very wide and handsome bands.

Flouncings in skirt lengths are

(Main Floor, Central)

#### Oct. 20, 1919.

## There's a Gleam of Gold or Silver on Many Dress Hats—

for quite often they are made of gold or silver brocade, and they are just as rich and beautiful as you'd imagine such hats. Some have drooped crowns and straight, wide brims, with perhaps a soft fold of maline at the edgo. Monkey fur, or a puff of ostrich or ribbon are the only trimmings, usually.

Maline hats, too, are new, and are quite smart for afternoon and evening wear. These have a touch of fur or tiny ribbon bows

But there are ever so many handsome new hats for dress Prices start at \$28.

What You Might Call

a Metamorphosis of a Silk

Anticipating the present demand for this wash satin in flesh color, we took this silk to an expert dyer and finisher of silks and had it dyed

an exquisite pale flesh pink and especially treated so that it would wash

has been giving great satisfaction for foundations for evening gowns, blouses and all kinds of women's undergarments.

It is 36 inches wide and \$2.50 a yard. If we had to buy it today this satin would of necessity be double what it is.

(First Floor, Chestnut)

The silk was a good grade of wash satin in the natural color and

The result has been most successful and this very pretty wash satin

(Second Floor, Chestnut)

### Short Coats With Fur Collars Are Coming Into Fashion



For Women Who

Love French Hand

**Embroidered** 

Garments

There are exquisite corset cover-

of sheer batiste, embroidered and scalloped in the daintiest manner

by French women. The front and

waist line and the addition of a

ribbon is the only finishing needed, \$2.25 to \$4.25.

French hand-embroidered dresses for children of four and six years.

They are scalloped on all the edges except the side seams and the

opening of the back, which must be finished off. \$3.50 to \$4.25 are

(First Floor, Chestnut)

And there are the softest, finest

Many younger women and women of slight build are asking for such coats. They are short and full and the effect over one of the new narrow line skirts is particularly attractive.

We have just received some of these coats in a fine imported tan tweed and Pekin blue or brown-ribbed silvertone. Both kinds have large collars of racoon fur and fancy silk linings. They are \$75.

Also there are similar models in silk plush and imitation baby lamb with taupe coney fur collars and cuffs at \$87.50.

## MODERN reproductions of the beautiful old blue-and-white hawthorn ginger jars make a delightful bit of color in a mahogany furnished room, and are not expensive. The

Oriental Store can show them to you at prices from \$1.75 to \$50, and in sizes from 7 inches to 16.

(Fourth Floor, Chestnut)

#### **London Sends to Men** a Fine Leather Novelty

A combination cigarette case and bill fold, with compartments for calling cards and stamps. One of the most convenient things of the kind we have ever seen and certain to make a hit. As a gift useful, smart and unusual, it is unsurpassed.

In black or brown morocco, tan or taupe velvet calfskin, or nat-ural pigskin-\$5... (Main Floor, Chestnut)

COME of those light little Shawls known as Shetland have just arrived from England and have settled among the other shawls and spencers in the Art Needlework Store. They are all white and prices are \$1.50 to \$4.50. (Second Floor, Central

#### New Fiction

"The Happy Years," by Inez Haynes Irwin, price \$1.60. A book which is really a continu-ation of "Phoebe and Ernest," since it tells what happened to them when they grew up. American suburban life forms the background.

"The Blue Moon," by David Anderson, \$1.60. Brings a new type into fiction—namely, the pearl-hunter.

"The Box With Broken Seals, by E. Phillips Oppenheim, \$1.75. A narrative in the author's earlier vein, and dealing with a German spy and the English

(Main Floor, Thirteenth)

#### It Takes the Largest Stock of the Best Quilts

to make the best quilt store. We believe we can satisfy any unbiased person that we have the largest stock of the best quilts for the money in Philadelphia.

We make quilts-both woolfilled and down-filled. There are none better made, and to our knowledge none quite so good.

Our range of patterns and colors is practically unlimited. If you want a quilt made in any particular size or style we will make it to order. There is everything here to make choosing easy and satisfactory, but because of the scarcity of the materials used for coverings, the sooner one chooses the better. Wool-filled quilts in coverings of cambric, sateen, silks and satins, \$10 to \$67.50. Downfilled quilts covered in similar ma-

#### F THERE is the slightest doubt about the form of a gift of jewelry shall take-

### A Diamond Bar Pin

has just about thirty-nine out of forty chances of being the most acceptable. Women are now wearing diamond bar pins with low collars and high collars, with street gowns and evening gowns.

The straight paved shape, all the stones being of the same size, is always liked. Prices from \$165 to \$825.

Fancy bar pins in exquisite lacy designs, start as far down the scale as \$235 and gradually mount to \$1100 for a magnificent piece with a large center diamond and fern-leaf pattern, each leaf being payed with a diamond.

All the mountings are the finest platinum. (Jewelry Store, Chestnut and Thirteenth

## A Thousand Particularly Good Umbrellas for \$3 Apiece

for men-and the umbrellas are all uncommonly good for this

Those for women have handles

Those for men have plain and carved wood handles, quite a number with hook handles. And all have covers of sturdy

of colored bakelite or plain or American taffeta, which is carved woods, with silk loops for and strong paragon frames. American taffeta, which is cotton, (Main Floor, Market)

### The Good Shoes Men Can Get for \$10

There are three styles of black kidskin to choose from. One has a wide toe, another has a medium round toe and the third has a narrow toe and is designed for men who want kidskin comfort without kidskin conservatism.

The man who is looking for a stout winter shoe will find it in this heavy black calfskin blucher, with heavy soles. While the young man of fashion will like the tan calfskin English style shoe, with wing tip. \$10 a pair for any of them.

## Sweaters for Golfers and Other Outdoor Men

Coat sweaters and jackets of various styles and different mateials, in a wide range of colors and combinations of colors. Prices from \$6.50 up to \$25, the last for fine, silky cashmeres. Pull-over sweaters, \$7.50 to \$12. Warm vests of wool and jersey, \$7 and \$8.50.

## Men's Handkerchiefs— 35c Apiece or \$4 a Dozen

Clean, good Irish linen handkerchiefs with well stitched, narrow hems. Shall we send you a dozen?

#### A Furniture Event for Lovers of Fine Ancestral Things Hosiery and Underwear at ONE of the essential differences between the products of olden times and those of

Today's Wholesale Prices If it were possible for you to go direct to the mills and buy goods as inexpensively by the dollar's worth as we can by the thousands of dollars' worth, you would have to pay as much for this hosiery and underwear as we are asking-often more.

If any of the merchandise in this disposal is the kind you wear, it will be greatly to your advantage to lay in as large supplies of it as you can use this Fall and Winter. Women's underwear at 25c and 50c for white ribbed cotton and lisle vests, and 65c for

white ribbed lisle combination suits. Men's underwear at \$1.35 and \$1.75 a garment for light and medium weight merino shirts.

and drawers. Girls' underwear at 85c for white ribbed cotton combination suits.

Women's stockings at 30c, 75c, \$1, \$1.25, \$1.50 and \$2.75.

Men's half hose at 25c and 50c. Children's stockings at 25c, 30c, 40c and 50c.

Second grade goods are plainly marked as such.

#### Tailored and Other Waists

The tailored sorts are made of heavy white silk—one style of habutai with low collar, price \$10.75; the other of crepe, with yoke, price \$13.50.

Three styles of pink and white Georgette waists are trimmed with Valenciennes; with imitation filet and with real filet. Prices are \$10.50, \$13.50 and \$18, respectively. (Third Floor, Central)

 $m{E}^{XTRA}$  shoe laces, shoe-cleaning pastes, slipper trees and all the accessories to shoes may be found on a table by themselves in the Women's Shoe Store.

(First Floor, Market)

## A \$25 Electric Vacuum Cleaner

picks up hairs, thread and lint from the floor; has a powerful suction and a 12-inch aluminum nozzle. The cleaner adjusts itself to heavy or light carpets. Only fifty in the lot, and these are the last. Each is fully guaranteed. (Fourth Floor, Central)

## Motor Tires and Supplies Priced to Advantage

Diamond Squeegee Tread tires, fully guaranteed, at the following prices, which include the tax:

32x4, \$26.78 | 33x4\footnote{12}, \$37.47 | 33x4\footnote{12}, \$28.77 | 35x4\footnote{12}, \$40.56 | 32x4\footnote{12}, \$36.14 | 36x4\footnote{12}, \$41.12

Vacuum Mobiloil in 5-gallon cans, \$4.25. Vacuum Zeta oil in half-barrel lots for Ford cars, 50c a gallon. Automobile cup grease, 15c for 1-lb. can. Automobile body polish, 60c a quart, \$1.75 a gallon.

(The Gallery, Chestnut)

## Looking Forward to That Jolly Night —Hallowe'en

If you are having a party, then you'll need a Jack Horner pie for the center of the table; with 12 favors they are \$8 and \$10 each.

Snapping bonbons are always good fun-\$1.50 to \$3 a dozen. Pumpkin lanterns for decoration are 10c, 20c, 35c and \$1.50 each.

Place cards with favors, 20c each.

Witch heads on boxes, 20c. Assorted fruits, apples, oranges, lemons, bananas and pears, which may be filled, are 30c each. Paper caps, 15c each.

Novelties on cakes of chocolate, 15c each.

Baskets to hold salted nuts, 15c and 20c each.

Paper roses with crickets, 15c.

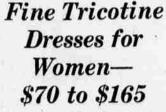
Pumpkin fancy candy boxes,

Kewpie pumpkins, which can be filled, \$1.50 and \$3 each. Kewpie dolls dressed as farmers, for the table, \$6.50.

Salted nuts, \$1.50 a pound. Glace nuts, \$2 a pound. Crisp nut squares, \$1 a pound. Chocolate-covered nuts, \$1.25 pound.

Nougat bars, 10c each. Peanut lumps, 80c a pound. Walnut pillows, 60c a pound.

Assorted dianas in jars, 50 (Down Stairs Store, Chestaut)



New in design and of unusual beauty are these new bands and

trimmings and flouncings, which have recently arrived from Paris.

all done on fine net, and utilizing wee sparkling spangles, beads and

The bands are in many widths,

we had quite a large amount on hand.

They are alike in just two particulars-they are all navy and all incline to the straight line silhouette. Otherwise, their variety is great-there really aren't two alike.

One will have a gray duvetyne vest and big buttons; another has vertical bands of antique gold embroidery; another has eyelet work medallions scattered over it: another is charmingly severe with its rows of narrow braid. Many of the dresses are long coats opening over satin foundations. And prices are \$70 to \$165.



(First Floor, Central)

## "What Attractive Winter Coats for Girls!"—

is what many mothers say when they come in to get coats for their daughters. And the interesting point about the coats is that though they are of excellent materials and in good styles they are moderately priced. At \$19.50 are wool velour coats, lined throughout and in reindeer,

brown, Pekin and navy blue.

At \$29.50 are pretty coats of wool velours in a good style with box pleats to the waist and caught up with a belt, and finished with fancy stitching. In Pekin or darker blue, reindeer and brown.

At \$32.50 are other velour coats with tucked skirt and stitching at

the waist, which is rather long. These are in brown, blue, reindeer and lekin, and there are no pockets to pull out of shape.

At \$38.50 are velour coats in blue and brown shades, with collars Hudson seal (seal muskrat), with yoke in back and button trimmed. All these coats are warmly lined throughout and interlined, and are in 14 to 20 year sizes.

And there are many other styles at \$35 to \$58.50.

## Women's High Walking Shoes

Admirable and practical every way, being lace shoes made of Russia leather, with medium round toes, 1½-inch military is and welted soles.

Price \$17 in the Exclusive Little Boot Shop.

(First Floor, Central)

#### Jet Dress Trimmings and Flouncings some of the prettiest we have ever had to show you! These, too, are on fine black nets, with spangles and beads and bugles in designs Some have straight edges, some are scalloped, and prices go from \$12 to \$28 a yard.

## L. R. Corsets That

Lace in Front More and more women are using this kind of corset because it gives the soft-finished effect which many of the new fashions require to

At \$2.50. A model of pink coutil with very low bust for average

At \$4. A topless of pink batiste with ventilated back and insert of elastic in waist. Also one for tall figures. This

is coutil, heavily boned with elastic band at bottom of back. At \$4.50. A pink coutil hip-confiner with elastic top; four hooks below front steel, elastic section in

At \$5.50. Topless model of fancy batiste, free hip, long skirt, clastic insert in waist.

At \$7.50. Topless for average figures, made of pink broche, elastic all round top.

Topless hip-confiner made of fancy pink batiste, strongly bened. At \$9. A low bust model of pink broche with long hips and

At \$12. A pink brocade reinforced with eight side steels over the hips and back, low bust with elastic gore in skirt, dainty lace and ribbon trimming.

brocade, heavily boned. It has low bust and elastic band at the bottom of the back.

At \$13. Beautiful model of pink

(Third Floor, Chestnut)

## Women's New Capeskin Gloves Unusual for \$2 a Pair

All of tan capeskins, the gloves are well cut and finished, and And you may wash every pair.

## Some Beautiful Fancy Linens Make Their Bow

Round table covers and scarfs for bureaus, chiffoniers and dressing tables, also luncheon sets, each piece handsomely trimmed with French hand-made Cluny lace, the centers being of pure linen of a superior quality. Table covers, 36 inches in diameter, \$6.75 each.

45 inches, \$10.75. 54 inches, \$16.50.

54 inches, \$16.00.

72 inches, \$25.75.

Scarfs, 20x36 inches, \$5 each.
20x45 inches, \$6.50 each.
20x54 inches, \$7.50.
20x72 inches, \$8.75.

Lunch sets of 25 pieces, \$27.50 a set.

With these are an importer's clearance of real Madeira baby pillow is, all claborately hand embroidered and scalloped on a fine, sheer linen three handsome designs in size 15x20 inches, at \$5 each.

#### A Fine New Shipment of Bolivia Coatings, \$8.50 a Yard This being a smaller price than

these coatings have sold for since very early in the season. The quality is very beautiful,

soft and all-wool. They are 54 inches wide and come in all the most desirable colors for winter coats-reindeer, beaver, brown, navy, mole and black. (First Floor, Chestnut)

#### Pajamas for Women Warmer than nightgowns for winter wear. Made of striped flan-

colored flannellet, \$3.75. Pajamas of percale, madras, soiesette, in pink, blue and white, \$2.75 to \$4.75.

nellet they are \$2.50 to \$3; of solid

## (Third Flone, Centrol)

Peanut squares, 50c a pound. Vanilla cream almonds, 60c a pound. Roasted Jordan almonds, \$1 a pound. Assorted Jordan almonds, \$1 a pound. Nut caramels, 80c a pound. Chewy nut candy, \$1 a pound. Vanilla marshmallows, 50c a