# NAVY YARD STORE SELLS CLOTHING

### More Than $25,000 Worth of Merchandise Is Offered Public Today

### PRICES REPRESENT A SAVING

More than $25,000 worth of clothing and merchandise was placed on sale at the retail store of the Philadelphia Navy Yard today. The unusually big business done by the store during the last week has virtually depleted the stock and new goods have been taken from the navy storehouse. Sales are made directly to consumers.

The articles are surplus navy stores purchased during the war and the government is selling them at cost price.

Blankets may be purchased at low prices. The navy blankets are selling for $8.23 and the marine blankets for $6.25.

The new list of articles that will be placed on sale today includes:

500 woolen blankets.
144 hair brushes.
100 shoe brushes.
500 scrubbing brushes.
12 bales cloth, 18 ounce.
3 bales, cloth, 30 ounce.
7 bales, flannel.
300 pairs heavy drawers.
600 navy jackknives.
200 heavy undershirts.
1500 pairs woolen socks.
144 pairs scissors.
800 regular flannel shirts.
200 pairs rubber boots.
400 rubber coats.
1000 pairs medium woolen drawers.
2000 pairs heavy woolen drawers.
300 pairs woolen gloves.
200 rubber hats.
5000 pairs woolen socks.
400 cotton undershirts.
1500 medium woolen undershirts.
2000 heavy woolen undershirts.

The retail store is located in building No. 401, which is just outside of the Navy Yard. No special pass is required to get into the store, and for the convenience of purchasers a special sign has been put up, showing the location of the place. This week the quarters will be enlarged to accommodate hundreds of persons who are expected to take advantage of the sales.

## E. J. CATTELL BUSY MAN

### Record Shows City Statistician to Have Addressed 17,000,000

A brief summary of some of the things done by E. J. Cattell, city statistician, during his twenty-one years' activity shows that:

He has shaken hands with 350,000 persons.

He has spoken to more than 17,000,000 people.

He has spoken publicly in 558 cities, in thirty-five states.

He has delivered as many as nine speeches in one day.

In one year he welcomed as many as 250 conventions.

The size of his audiences has ranged from 75 to 25,000.

On fifty-two different occasions he has delivered addresses in Independence Hall.

He has spoken in more than 400 churches in Philadelphia.

In 1919 he was compelled to decline 400 invitations to speak because of prior engagements.

*Invest Your Surplus*

We recommend the purchase of

**Am. Gas & Elec. Co.**

**Preferred Stock**

**at $43 per share**

**Pays $3 dividend annually**

**This is 7% on the Investment**

**Carstairs & Co.**

Members Philadelphia and New York Stock Exchanges

1419 Walnut Street

71 Broadway, N. Y.

Start the New Year Write With

**VENUS PERFECT PENCILS**

American Lead Pencil Co., 220 Fifth Avenue, N.Y.

ADVERTISEMENT ADVERTISEMENT

Chestnut street merchants, together with the rest of Philadelphia's business men, are preparing for the coming year's business. And they predict that it is going to be a record-breaking one for the Chestnut Street Shops, for Philadelphians are coming to realize that these stores represent the best in service and quality of goods that it is possible to find.

Deborah Boone

IT IS a charming idea, that of giving a necklace pearl by pearl, one for each birthday. One Philadelphia girl, who has acquired a very lovely string of pearls in this way, declares that because of its sentiment such a gift is worth far more than any other, for each pearl is associated in her mind with the memory of a very happy time. And, so far as monetary worth is concerned, a necklace acquired in this way is more valuable when it is completed than it would have been if purchased at the time the first pearl was bought, for pearls have never decreased in value. The eye of an expert must approve the selection of the pearls if they are to match perfectly in color and size; and this service Bailey, Banks & Biddle Company is prepared to give you.

STRAWBERRIES seem more delicious that ever at this time of year when they arrive fresh from Florida, where the climate is like our own spring. Henry R. Hallowell & Son, Broad street below Chestnut, have just received a very fine shipment of strawberries, and I hasten to spread the glad news of their arrival. Hallowell's system of shipping has been so perfected that they are now able to guarantee safe delivery of these strawberries to points 1000 miles distant. People living in the smaller cities, where strawberries are not obtainable at this season, appreciate them even more than we do; so this will be welcome news to them and to their friends here in town.

NO MATTER how thorough the weekly cleaning of the house, in rooms that are used every day rugs should be gone over with a carpet sweeper such as the Bissell, which I saw the other day at the store of J. Franklin Miller, 1612 Chestnut street. The Bissell is light and easy to operate, and it takes but a short time to remove crumbs, dust and ravelings from rugs and carpets. Clean rugs wear longer and require fewer trips to the cleaner than those that are neglected. Special features of the Bissell sweeper are the Cyco Ball Bearings, which make it noiseless and easy to operate, and the dustproof axle tubes, which keep ravelings from interfering with the free movement of the axles—an improvement over the ordinary type of axle.

MANY people seem to have discovered Frank J. Curry's store, at 812 Chestnut street, for the first time during the holiday season, and will no doubt be surprised to learn that it is now ten years since the store was established in that location. It is fifteen years since the business itself was established, and it has grown considerably in that time. One of the departments which has earned for the store the commendation of Philadelphians is that of developing, enlarging and finishing. A good snapshot when enlarged at Curry's is transformed into a print that has real artistic value. Curry's have a great variety of picture moldings, from which you may select those which best suit your own prints. Now is the time to have them framed, so that they will be ready for hanging during the spring housecleaning.

IF YOU are inclined to trip the light, fantastic toe, as almost every one is during this holiday season, you will be glad to hear that the January list of re-creations for the New Edison includes a particularly peppy dance record. On one side a fox-trot, "Cleo," is played by the All-Star Trio, and on the reverse side is "Waltz Memories," played by the Jaudas Society Orchestra. You will want to hear "From the Land of Sky-Blue Water," a wonderful re-creation of Frieda Hempel's exquisite voice. "Uncle Josh and Aunt Nancy Put Up the Kitchen Stove" is an amusing dialogue by Cal Stewart and Ada Jones. The Steinway Warerooms, 1111 Chestnut street, will be glad to put you on their mailing list for monthly announcements of new re-creations.

HAVE you been week-ending over the holidays? If you have, you are looking for some dainty little gift to send to your hostess. I saw just the thing a day or so ago at Yahn & McDonnell's, 1508 Chestnut street. A round hand-painted basket to be filled with candy. When you are sending a gift of this kind you like, of course, to send the very best candy that it is possible to buy, and I think I may say without any fear of criticism that you could not send better candy than that sold by Yahn & McDonnell. It is all made at 1508 Chestnut, you know, and the best of ingredients are used in its manufacture. There are other containers—painted tin boxes, satin boxes, etc., which are not only attractive but useful after the candy is gone. The little basket which I mentioned would make a most attractive sewing basket.

FRITZ & LA RUE, INC., invite you to visit their new store at 1615 Chestnut street, where they will have five floors devoted to the handling of foreign and domestic rugs and carpets. This new location is going to be much more convenient for patrons of the store, for it is just outside the congested section of the city; so that it will be possible to have your car wait for you at the store door, instead of having your chauffeur drive around while waiting, as is necessary further downtown. You will enjoy selecting from Fritz & La Rue's wonderful collection of Oriental rugs the ones that are most in harmony with your scheme of decoration, and salesmen who have devoted years to the study of Oriental rugs will be glad to render any service that you may desire.

THE CHESTNUT STREET ASSOCIATION


# Manufacturers' Prices for Men's Clothing are Higher Than the Strawbridge & Clothier January Sale Prices

## We Could Not *Buy* These Stein-Bloch, H., S. & M. and Alco Suits and Overcoats at the Price We *Ask* in the January Sale, now $36.50

This is just one of the many wonderful groups in the January Sale of Men's Clothing—$36.50 for Men's and Young Men's Winter Overcoats and Suits that no manufacturer could make to-day to sell to merchants at that price! In fact, we have ordered for Spring, Suits of the same grade as some in this collection (lighter weight) for which we shall *pay* more than our January *retail* price—$36.50. All-wool fabrics, and a wide assortment of models in both Suits and Overcoats. *You'll say they're wonderful at the price, when you see them to-morrow.*

### *Men's Suits and Overcoats At $23.00, $26.50 and $31.50*

These three groups are just as remarkable as the collection at $36.50. Men's and Young Men's models in both Suits and Overcoats, at prices which average less than present wholesale value as based upon cost of fabrics, trimmings and labor. Under present conditions these are EXTREMELY LOW PRICES—$23.00, $26.50 and $31.50—and we advise every man who needs Clothing to BUY NOW.

***Men's Leather Overcoats—Reversible Exceptional Values—$33.50 and $46.50***

Leather on one side, cloth on the other—wear either side outside. These are now marked at much below the regular prices.

***Men's Fur-Lined Overcoats Reduced Now $65.00, $122.00, $155.00 and $185.00***

Various grades of cloth as well as of fur linings and fur collars, all very exceptional—really less than present wholesale values.

**Also Men's Evening Dress Suits, Fur-Collar Overcoats, Separate Trousers and Raincoats in the Sale, at unusual reductions.**

→ Strawbridge & Clothier—Second Floor, East

## 105 Delayed Cases of Table Linens and Towels in the Great Sale Under Price

The beautiful Linens in the January Sale—bought long ago but just received—are WORTH FROM TWENTY-FIVE TO FIFTY PER CENT. MORE than our Sale prices. Such Linens are scarce at any price—some of these Table Linens and Towels are lines which had practically disappeared from the market, but here they are in great variety at prices far below their real value. *Every good housekeeper will be interested.*

***Bleached Linen Table Damask Special Value at $2.40 a yard Napkins to Match, $6.00 dozen***

The Table Linen is 68 inches wide, and in five attractive designs. Napkins 21-inch.

***340 Odd Linen Dinner Cloths at Clearance Prices***

Without matching Napkins and, therefore, substantially reduced to $8.00, $9.00 and $12.00 for those 2x2½ yards; $10.00, $11.25 and $15.00 for those 2x2½ yards; and $12.00 and $18.00 for 2x3-yard size.

***Odd Linen Napkins now at $6.00 and $8.00 a dozen***

A long-wearing weave, in good-looking patterns; bleached. Those at $6.00 are 21-inch. Those at $8.00 are 22-inch.

***Bleached Linen Double Damask Special Value at $3.50 a yard***

Heavy weave, 71 inches wide, and in five exclusive patterns.

***Napkins, 17-inch, $4.00 dozen Napkins, 20-inch, $5.00 dozen***

All-linen silver-bleached Napkins, in attractive designs.

***Rumpled Decorative Linens***

Doilies, Centrepieces, Luncheon Cloths, Scarfs and other desirable pieces—lace-trimmed or exquisitely embroidered—at savings many times the cost of the laundering that restores their first freshness.

***Hemstitched Linen Pillow Cases—Special at $5.75 a pair***

Of fine Irish linen, full spoke-stitched, and measuring 22½x36 inches.

***Hemstitched Luncheon Napkins now $7.50 and $12.00 a dozen***

Of linen damask; some with figured centre; some plain centre with satin border. All 15-inch.

***Linen Huck Towels, 75c***

Of pure linen huckaback, in a sturdy, serviceable weave.

***Hemstitched Towels, $1.75***

Linen Huckaback Towels, with damask medallion borders; size 22x42 inches.

***Damask Towels, special, $1.50***

Hemstitched—linen of a beautiful quality in rich designs.

***Bleached Turkish Towels, 50c***

Full bath size, highly absorbent and of a firm, serviceable yarn.

→ Strawbridge & Clothier—Aisles 11 and 12, Centre

## Just a Few *Francis Bacon* Pianos and Player-Pianos To Sell at the Old Low Prices

We have extended the time for purchasing the famous Francis Bacon instruments at the old low prices, until January 15th—despite the fact that manufacturers' prices to us have already advanced.

***We Still Have a Limited Number of Pianos at $400, $425 and $450 and the SoloELLE Player-Piano at $775***

These will undoubtedly be disposed of within the next few days. We shall have to ask higher prices for the instruments that replace them.

Earliest possible selection should be made by those who wish to benefit by the present prices—for the entire number will be quickly bought by music lovers who recognize in the Francis Bacon an instrument of fine artistic merit.

Suitable terms of convenient payment can be arranged if you wish—and we can take your old piano as part payment.

→ Strawbridge & Clothier—Fifth Floor, West

## Value and Variety Contribute To the Fame of the Sale of Muslin and Silk Underwear

**Values** When you consider the advance in both cotton and silks, you will realize the importance of our Sale of Muslin and Silk Underwear, in which values are practically equal to those of last January. Undergarments in the Sale are priced at an average of one-third less than present retail values.

**Variety** Undergarments bought from many of the most prominent manufacturers give an unusually wide range of choice. In WHITE COTTON UNDERWEAR you will find style after style, in tailored effects, some briar-stitched or fancy-stitched in color, others with a simple lace or embroidery edge, and many lavishly trimmed.

**Combinations—$1.50 to $5.00**
**Night Gowns—$1.00 to $5.25**
**Petticoats—$1.00 to $6.50**
**Short Petticoats—50c to $2.75**
**Envelope Chemise—$1.00 to $5.75**
**Corset Covers—50c to $2.95**
**Drawers—75c to $3.95**
**Bloomers—50c to $2.50**
**Unionettes—$1.75 to $2.75**

***Colored Batiste and Crepe Underwear***

Did you know that you could buy a dainty Flesh-color Batiste Envelope Chemise or Night Gown at $1.00? You will want to see for yourself the lovely models in the Sale. Night Gowns include quaintly stitched styles and the new negligee effects, with a whole range of lace- and ribbon-trimmed models in between.

**Crepe Night Gowns, various styles—$1.50 to $2.75.**

**Flesh-color Batiste Night Gowns, $1.00 to $1.25; Envelope Chemise—$1.00 to $2.50.**

***Crepe de Chine or Satin Undergarments***

**Night Gowns—$5.75 to $20.00**
**Envelope Chemise—$1.95 to $7.95**
**Petticoats—$5.00 to $13.50**
**Bloomers—$2.95 to $7.95**
**Bodices—$1.00 to $4.75**
**Pajamas—$6.50 to $25.00**
**Glove Silk Vests—$3.50 to $6.50**
**Chemaloons—$4.75**

***Muslin and Silk Undergarments in Extra Sizes***

**Combinations—$2.50 and $2.75**
**Envelope Chemise—$1.25 to $3.50**
**Night Gowns—$1.50 to $6.95**
**Corset Covers—85c to $3.00**
**Drawers—$1.00 to $2.95**
**Long Petticoats—$2.00 to $7.95**
**Short Petticoats—$1.00 to $2.50**
**Silk Bodices—$1.75 to $3.95**
**Silk Night Gowns—$6.95 to $13.50**
**Silk Envelope Chemise—$6.25 to $8.25**

→ Strawbridge & Clothier—Third Floor, West

## Four New Groups of Coats Join the Under-price Sales

These are all fresh, new Coats, made up especially for this Sale, from clearances of cloths, by manufacturers who found it profitable to utilize their dull season in this way, and the concessions in price to us we are sharing with you. Some worth nearly half again as much, some at reductions of about twenty-five per cent., others a little less.

***Coats, Special at $25.00***

One hundred and twenty-five of these very good-looking Coats, made in the smart style shown in the sketch. Developed in several lovely plain and silvertone materials, in black, blue, olive, tan and brown, and finished with deep collar of seal plush. Body and sleeves lined.

***Coats, Special at $35.00***

Of heavy coating, in black, blue, Oxford and brown, made in belted style with plaited back; body and sleeves lined.

***Coats, Special at $55.00***

One hundred fine Coats of high-grade Bolivia and velours, plain and silvertoned, made in all-around belted styles with fur collars of various kinds, and beautifully lined throughout with fancy silk.

***Coats in Between-Sizes, Special at $35.00***

Of plain-colored velour in dark shades; one model lined throughout, the other, which has deep collar of dyed opossum, has body and sleeves lined. One style especially designed for figures that are full through the hips.

→ Strawbridge & Clothier—Second Floor, Centre

## Hundreds of Boys' Mackinaws and Overcoats Now Reduced

An opportunity of unusual importance in itself and rendered doubly so by the arrival of weather that makes warm garments, such as these, not only desirable, but thoroughly essential.

Parents can well appreciate the matchless advantage to be derived from a saving of 20 per cent. or more on Boys' Clothing of Strawbridge & Clothier quality. And this is only a partial list of the many exceptional lots reduced in price for January disposal—

***Mackinaws***

**In the Sale at $11.75**

Of dark plaid fabrics; made with large convertible collar.

**In the Sale at $13.75**

Warm plaid fabrics; belted all around; roomy pockets.

**In the Sale at $18.75**

Handsome Western Mackinaws, in new plaited and belted styles; sizes 8 to 18 years.

***Overcoats***

**Now $16.75 and $27.50**

Smart, warm styles for boys of 13 to 18 years.

**Now $17.75 and $19.50**

Winter Overcoats, of heavy fabrics, for boys of 8 to 11 years.

**In the Sale at $10.50**

SMALL BOYS' Overcoats, in becoming styles for little men of 3 to 8 years.

Boys' Winter Suits at equally attractive prices.

**Small Boys' Wash Suits—now $2.45**

→ Strawbridge & Clothier—Second Floor, Filbert Street, East

## Good Umbrellas *At Less Than Wholesale Price* $1.65

Smart-looking, thoroughly serviceable Umbrellas, at a price that warrants their purchase for use as emergency Umbrellas at your place of business—or for the home when sudden showers might otherwise inconvenience guests.

MEN'S STYLES—With hook and crook handles of plain wood.

WOMEN'S styles with handles of mission wood, and with wrist cord.

The covers are of American Taffeta (cotton), mounted on sturdy paragon frame.

→ Strawbridge & Clothier—Aisle 7, Market Street

## Women's Fine Costumes and Suits Reduced

From our regular stock, these elaborate three-piece Costumes, of chiffon velvet, velveteen and duvetine, embroidered and elaborately trimmed with Australian opossum, natural squirrel, fox and monkey fur. Also two-piece Suits of duvetine, glove suede, peachbloom, duvet de laine, velveteen and chinchilla satin, beautifully fur-trimmed. ALL EXCLUSIVE MODELS.

→ Strawbridge & Clothier—Second Floor, Centre

## Tailored Silk Blouses in the Sale At $3.50 to $8.50

***Of Crepe de Chine***—Smartly Tailored Blouses in white, flesh-color, brown or black. Distinctive models, with collars to be worn high or low—$7.50 to $8.50.

***Of Plaid Silk***—Those cheerful Plaid Blouses in lovely, bright color effects that look so well with dark winter suits. Girls going back to school or college will like them. Older women appreciate the gay color tones—$8.50.

***Of Pongee Silk***—Ever so practical and so trim and neat—these Pongee Silk Blouses, simply tailored, with high, roll or collars—$3.95.

→ Strawbridge & Clothier—Second Floor, Centre

## Hundreds of Women's Smart Dresses Greatly Under Price

Some purchased at special price concessions, some from our regular stocks reduced for immediate clearance—all in the season's best styles, and very remarkable values:

***Smart Serge Dresses, Special at $23.75***

In navy blue, brown, plum-color and black. The draped bodice is finished with crushed girdle and sash ends and has a dainty tucked vestee of brige crepe Georgette; and it is trimmed with flat braid and bone buttons; the skirt, in straight-line style, is trimmed with braid-trimmed tabs.

***Special at $22.50***

DRESSES of serge, in navy blue, black, brown and plum-color. Several very smart models in straight-line, peplum and coat effects, some trimmed with braid.

***Special at $22.50***

DRESSES of jersey in brown, navy blue, taupe, plum-color and new blue; in coat and straight-line styles, some embroidered, some with novel pockets, narrow tie sashes.

***Afternoon Dresses, Now $40.00 to $50.00***

Fine Dresses, of satin, Paulette, sylvanette and crepe meteor-and-crepe Georgette combinations; some beaded or embroidered. Straight-line and blouse models. Navy blue, new blue-and-black and walnut.

→ Strawbridge & Clothier—Second Floor, Market Street

## Every Fur Coat, Cape and Coatee In Our Stock is Reduced in Price

We haven't missed one in this great under-pricing of Furs, from the full-length, wrap-like Coat to the jaunty sports model, and including our many artistic short Capes and Coatees, many of which are among the season's finest novelties.

As instances of the reductions, the Moleskin Evening Wrap shown in the sketch was originally $750.00, now $495.00; and the short Coat of Siberian Squirrel, formerly $525.00, is now $375.00. Others at great reductions include these single exclusive models:

***30-inch Hudson Seal Coat—now $365.00***
***32-inch Hudson Seal Coat—now $365.00***
***Hudson Seal Sports Coat—now $285.00***
***42-inch Hudson Seal Dolman—now $395.00***
***Fine Genuine Moleskin Wrap—now $675.00***
***Fashionable Hudson Seal Dolman—now $725.00***
***Siberian Squirrel Sports Coat—now $385.00***
***Natural Japanese Mink Coat—now $390.00***
***Hudson Seal Coat, with Beaver collar and cuffs—now $365.00***
***Beautiful Taupe Nutria Coat—now $495.00***
***Full-length Persian Lamb Coat—now $395.00***
***Genuine Alaska Seal Dolman—now $1000.00***
***Australian Opossum Sports Coat—now $195.***
***Short Coat of Natural Beaver—now $440.00***
***Caracul Coat, Australian Opossum collar and cuffs—now $550***
***Moleskin Coat, trimmed with natural skunk—now $595.00***
***Hudson Seal Coat, Siberian Squirrel collar and cuffs—$450.00***
***Hudson Seal Coat, trimmed with skunk—now $575.00***

→ Strawbridge & Clothier—Second Floor, Filbert Street, and Centre

## Women Desiring Hand-Made Blouses, But Inexpensive

—WILL FIND THEM IN THE FRENCH SALON—the loveliest Blouses of fine batiste, beautifully hemstitched and with the becoming long roll collar. Some are $5.00, the more elaborate ones $10.50. Some very dainty ones have the collar and cuffs edged with filet lace.

Strawbridge & Clothier—French Salon, Third Floor, West.

## Fine Flannels, Now Much Reduced

Just when warm Flannels are most needed for winter garments come these notable reductions:

**36-inch Striped Outing Flannel—now 35c a yard**
**Bleached Cotton Domet—now 40c**
**Heavy Bleached Canton Flannel—now 45c**
**Wool-mixed White Flannel, 27-inch—now 68c**
**White Shaker Flannel, cotton-and-wool, 36-inch—now $1.65**
**Fancy Striped Flannels, for shirts, pajamas, etc.—now 75c**

Strawbridge & Clothier—Aisle 13, Centre

## *Rompers and Creepers, a Saving of One-fourth, at $1.15 to $2.25*

All crisp and fresh new Garments, just out of their boxes. A manufacturer's over-lot of Creepers and Rompers. An excellent variety in styles and colors, all nicly made and finished. Rompers, sizes 2 to 5 years; Creepers, 1 to 2 years—$1.15 to $2.25.

***1200 Muslin Drawers, finished with tucks and hemstitched hem, sizes 2 to 12 years; exceptional value, 35c***

→ Strawbridge & Clothier—Third Floor, West

**STRAWBRIDGE & CLOTHIER**

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