

Bargains in Slightly Used Pianos and Player-Pianos

| Wonderful values for those who prefer a superior used instrument to the cheap, new kind. Our factory experts have gone over these pianos and put them in splendid shape. <br> Player-Pianos |
| :---: |
|  |

ATELEPHONE plant that is subject to all the wear and tear of any complex structure.
A plant which in Pennsylvania requires 16,000 people to operate.
A plaṇt which each year necessitates big-scale instal lations and réplacements.
Labor and materials, then, are the principal operating costs. And what has happened to them since the war began?
Here are a few examples of how they have increased. Wages
Telephone buildings . . . $110 \%$
Switchboards and equipment . $75 \%$
Batteries . . . . . . . 123\%
Poles, crossarms, etc. . . . 70\%
Cables
60 to $65 \%$
And today the rates are just what the were before the war

Is this safe-is it sound-is it good business?
Adequate rates will save the service and nothing else will. It is a seriou situation, and it concerns every tele phone user.

The Bell Telephone Company of Pennsylvania

S6SOEMVLIE 285
Sboo vicein s 375
UprightPianos
SL50 LESTER $\$ 245$


ssoo onnuereman s200
S500 Lestier s 275
s375 Leomat s 215
scoo colouname s220

ssbos schunamm s175
sз50 пеай 5225

sa0o sturur s235


## Store Hours: 9 to $5: 30$ Foretelling the good-value news Thursday.

## Still Selling Men's Overcoats

Ulsters and Town Ulsters at Very Great Reductions
The confidence of the reader in the statements made by an advertiser measures the resulting business.
Do you believe? -that's the question. If you are in any branch of manufacturing or commodity distribution Do you believe? -that's the question. If you are in any branch of manufacturing or commodity distribution more for next winter's stocks. And it seems reasonably certain that we will pay more

That's the full case.
The savings run about a third-mighty well worth while.
Overcoats and Ulsters, $\$ 33.50, \$ 43.50, \$ 53.50, \$ 65$ and $\$ 76.50$.
Suits, $\$ 43.50, \$ 53.50, \$ 65$ and $\$ 76.50$
Eight hundred London-made Overcoats-belated shipment-included at $\$ 65$.


Bedroom, Dining-Room, Living-Room Furniture : Also Hundreds of Odd Pieces



## House Furnishings at ImportantSavings

 The Sale Stocks $\begin{gathered}\text { offer Neweet and Most } \\ \text { Reiable House. Work }\end{gathered}$

| Subway Store Combination Offer of |
| :--- |
| 50-Piece Open-Stock Dinner Set- |
| Yellow bowl Ser |
| Ald Six Table Tumblers- |
| $\mathbf{9 . 9 5}$ |



