

Great Organ plays at 9, 11, 11:55 and 4:50
Chimes at Noon

WANAMAKER'S

Store Opens at 9

WANAMAKER'S

Store Closes at 5

WANAMAKER'S

WEATHER
Clearing

Keeping Up the Fight for Lower Living Costs With

The Man on the Ship Who Watches the Winds and the Waves

and who is ever changing his course at every turn of the winds and conditions and depths of the sea, obtained by the soundings,

Is Known as the Pilot Who Weathers the Storms

Life is a voyage on an ever-changing sea, requiring tacking and standing still and changing speed, making circuits to avoid rocks and derelicts as marked upon the sailing charts. These duties belong to a Pilot of knowledge and skill.

In these days a statesman requires a Pilot in the questions of the hour. Pitt, the darling statesman of Great Britain, was once in its Parliament accosted by Canning as

The Pilot Who Weathered the Storm

Whose name comes into your mind as the most likely to be the Pilot to guide the Ship of State to its destined part and port for the benefit of the whole world?

[Signed] John Wanamaker

June 18, 1920.

A Few Fine Georgette Dresses for Young Women

are just out of their wrappings and are dainty and summery and pretty as can be. They come in navy blue, black and pearl gray and are made in a charming new style.

The necks are round and the sleeves short, and the dresses are trimmed with taffeta—many, many rows of narrow frills at each side on the side, round the neck and to finish the sleeves. And there's a wide taffeta girle.

\$60—and 14 to 20 year sizes.
The 20 per cent deduction brings down the price considerably.
(Second Floor, Chestnut)

Best Summer Raincoats Are These of Oiled Silk

So light you don't know you have them on, they won't crush a filmy dress and they are the coolest waterproof coat to be found.

A shipment goes out very quickly, but there is a new one in today. In navy blue, Copenhagen, wistaria, taupe, medium and light brown and Nile green, \$27.50.

Also oiled silk capes, in the same colors, \$30.
20 per cent is deducted in each case.
(First Floor Central)

Girls' Crisp, White Organdie Frocks at \$5 to \$27.50

Lovely, summery dresses they are, all of sheer and transparent white organdie.

Some have frilly organdie ruffles, some are lace trimmed, some have little necks, some have V necks and all have short sleeves and most are finished with girlish sashes.

6 to 16 year sizes.
Yes, the 20 per cent deduction applies to these, too.
(Second Floor, Chestnut)

Women's Silk Stockings at Special Prices

425 pair of full-fashioned black ingrain silk stockings with silk tops and lisle soles, \$3 a pair.
360 pair of black gauze all-silk stockings, second quality, \$3.75 a pair.
20 per cent deduction at time of purchase in both cases.
(West Aisle)

Women's Fine Low Shoes Special at \$9.75

Plain seamless pumps of black calfskin with turned soles and baby Louis leather heels.
Shapely lace oxfords of black calfskin with imitation straight tips, turned soles and Cuban leather heels.
Both light-weight shoes for summer wear and both subject to the 20 per cent deduction.
(First Floor, Market)

4000 Yards of Printed Voile Special at 50c a Yard

Quite pretty enough to be twice this price and a really wonderful value. The 20 per cent deduction makes it even better yet.
All the much-desired colors for street frocks—navy and Copenhagen blue, black, gray and tan with white or colored printings in attractive Georgette crepe patterns. The width is 38 inches.
(West Aisle)

A BIG SHIPMENT OF L. R. CORSETS

brings us plenty of inexpensive models for almost everybody—young girls, slender women, women of average and full figures. They are of broche, coutil, batiste and silk batiste, in pink and white, and prices run from \$2.50 to \$10.50.
The 20 per cent deduction will be made at the time of purchase.
(Third Floor, Chestnut)

HAND-MADE BLOUSES FROM PORTO RICO

Made there in our own factory and uncommonly fine in both material and workmanship. One style with drawnwork and real filet edging its shawl collar is \$9.75; the other has a double-frilled front with real filet and is \$16.75.
The 20 per cent deduction obtains.
(Third Floor, Central)

WOMEN'S COMBINATION SUITS SPECIAL AT \$1.85

A limited lot of athletic style combination suits in pink and white nainsook with bodice tops. Usually a half more.
Sizes 36 to 44.
Subject to the 20 per cent deduction.
(West Aisle)

SILK JERSEY PETTICOATS AT \$5.50

Petticoats with shirred flounces which have triangular inserts of a contrasting shade. Colors are green, brown, purple, navy and rose.
The price is \$5.50, minus the 20 per cent.
(West Aisle)

Almost Everything in the Store at One-Fifth Less Than the Regular Price

THIS movement, begun here at Wanamaker's, has saved the people of our town community alone hundreds of thousands of dollars up to the present time.

It has made for us thousands of new friends and it has knitted closer the bonds of many old friendships.

It is still the one great vital movement in American retail business and it is proving a mighty influence for good all over the country.

We are as free to end it as we were to begin it, but for the present it goes on. It goes on with advantage to everybody who needs anything, for the home or person.

It places at your disposal our entire stocks (with only a few minor exceptions) at a deduction of 20 per cent from regular prices.

You can choose practically anything and pay one-fifth less than the regular price marked on it.

More New and Lovely Flower-Trimmed Hats, \$10 to \$20

Colorful, summery hats, just out of the workrooms—it will be a pleasure to wear any one of them! Wide and broad brimmed are the hats, which are of fine and novelty weave straws in all the fashionable colors—jade and other greens, coral and rose pinks, gold, French blue and other light and dark shades.
They are trimmed with wreaths of field and garden posies—daisies, buttercup, lilies of the valley, lilacs, wistaria, roses, wheat and fruit. Some are ribbon bound as well, and some have gleaming silver ribbons threaded through the flowers and on the edges.
\$10 to \$20—and the 20 per cent makes them even less expensive.
(Second Floor, Chestnut)

300 Pretty New Sports Hats, \$3.25, \$4.25 and \$5

All the sweeter colors are here; so, too, are hats for motoring, for golf, for tennis, for all the outdoor Summer needs. There are pretty ribbon hats, faced with straw; there are cotton crepe hats, faced with hemp; there are hats of silk and braid.
Jade green, two shades of blue, gold, pink, flame, lilac are some of the pretty colors. They are in medium size and are in becoming shapes and styles.
The 20 per cent helps bring the price down more, too.
(West Aisle)

Women's Bathing Suits Are Ready for the Longed-for Ocean Dip

Hundreds of them of every sort, from the plainest little surf-cloths to the more fanciful types made of taffeta.
The surf-cloths are in several styles, but the only color is black—sometimes relieved by colored pipings. Prices start at \$7.
Suits of wool jersey, in both the California and the slip-on styles, in bright colors and in black, \$10 to \$17.50. Some of these have high collars.
Fopias, mostly in black, a few with colored trimmings. \$10.75 to \$18.50.
(First Floor Central)



Taffetas and satins in black chiefly, and very charming indeed, \$20 to \$47.50.
The 20 per cent deduction obtains on all these.
(First Floor Central)

GIRLS' SHIRTWAISTS, FRESH AND DAINTY

Some are of sheer white voile, some are of cool lawn or batiste, some are of snowy dotted Swiss.
There are blouses with round necks and embroidery, blouses that are lace trimmed, blouses with frills down the front—in fact, all sorts of youthful, pretty blouses for girls and young women who wear 82 to 36 inch bust measure.
\$2.75 to \$10.50 are the prices, but these are much smaller when you deduct the 20 per cent.
(Third Floor, Chestnut)

TWO GOOD HANDKERCHIEF ITEMS FOR WOMEN

\$2 a dozen for women's plain hemstitched handkerchiefs—Irish linen and sturdy quality.
30¢ each for women's initial handkerchiefs—good linen, with narrow hems.
Take 20 per cent off these prices and see how inexpensive they are!
(West Aisle)

PARIS SENDS PAPER CUTTERS AND THEY'RE ONLY 25¢

Made of polished wood, the top being painted with the number and insignia of the different American divisions who were in France.
They would make delightful souvenirs or dance or dinner favors.
Of course, 20 per cent comes off even this little price.
(Jewelry Store, Chestnut and Thirteenth)

PORTO RICAN LINGERIE

Nightgowns with the beautiful handwork and hemstitching and not an atom of ornament besides, are square-necked and kimono-sleeved and cost \$3.85 and \$6.85.
Envelope chemises of the same sort, with mere tailored straps on their shoulders, are \$3 and \$3.85.
Straight chemises, \$4.75.
The 20 per cent deduction makes these prices less.
(Third Floor, Central)

Novelty Umbrellas for Women

So many delightful styles are coming in—many copied from French originals—that we hardly know what to mention first. Bakelite and leather handles are most in evidence; imitation, tortoise shell is another favorite; and there are even umbrellas with the animal-head handles which have such a vogue in Paris every now and then. Spoon tips are another feature, and the covers are of taffeta silk—navy, purple, red, green and black—with plain and fancy edges.
Prices are \$15 to \$26.50, less the 20 per cent.
(Main Floor, Market)

GIRLS' MIDDY BLOUSES AND SKIRTS FOR VACATION DAYS

\$2.50 to \$4 for sturdy white midddy blouses, some all-white, some with red or blue collars, cuffs and braiding. They are in 6 to 18 year sizes.
\$2.50 for white midddy skirts, some on bodies and some on bands, and in 6 to 14 year sizes.
There is the 20 per cent deduction to come off these prices, too.
(Second Floor, Chestnut)

Precious Jade and Rock Crystal

No more distinguished gift could be made to a June bride who cares about such things than one of the rare cabinet pieces to be found in the Oriental Store.
For instance, here are pieces of jade ranging all the way from a little figure of mutton-fat at \$175 to a large koro at \$5500, and a mottled green jade screen on a finely carved teak stand at \$1650.
Between come various jade plates from the Imperial Palace—one of spinach green.
Here is an equally interesting group of rock crystal, from a little crystal receptacle at \$67.50 to a perfect ball 4 1/4 inches in diameter, for \$3500. Between are little figures, koros and paper weights.
Other precious objects are of lapis lazuli, agate and amethyst crystal.
All these, of course, are subject to the 20 per cent deduction.
(Fourth Floor, Chestnut)

INEXPENSIVE TUB DRESSES FOR GIRLS—\$3.25 to \$5.50

These prices take in a little group of cotton wash dresses that are of sturdy gingham, chambrays, voiles and organdies in attractive summer colors and styles particularly adapted to girls 6 to 14 years.
They are good values for their marked prices, and when you take 20 per cent more off, the prices become very small.
(Second Floor, Chestnut)

GIRLS' WHITE PIQUE PETTICOATS FROM THE PHILIPPINES

Of sturdy white pique, these petticoats are finished with hand-done scallops and hand-embroidered dots. They are very practical and lauder most satisfactorily.
\$3.50—and 32 to 36 inch lengths.
The 20 per cent deduction brings them down even lower.
(Third Floor, Chestnut)

MORE WIDE ENGLISH GINGHAMS COME AT 90c A YARD

In the prettiest soft-toned plaids, and they are very economical for cutting on account of the width, 38 inches, instead of the usual 27 or 32 inches. Women bought the first lot entirely out almost before we knew it.
This is probably the last of them that we can get and the 20 per cent, as usual, comes off the price, making it drop quite a bit.
(First Floor, Chestnut)

COWHIDE TRAVELING BAGS FOR AS LITTLE AS \$7.50

Well-made, good-sized bags of black long-grain cowhide, with plaid lining, 18-inch size.
Good-looking and dependable luggage that is, very low priced at \$7.50, yet the 20 per cent deduction comes off at time of purchase.
(Main Floor, Chestnut)

GOOD WRITING PAPER FOR VACATION NEEDS

Most people prefer pound paper and this is a very economical way to buy it. But each one of these items is subject to the 20 per cent, nevertheless.
Pound papers, various kinds, white and colors, 35¢ to \$1.25 a pound. Envelopes to match, 50¢ to \$1.50 a hundred.
Two-quire boxes of the finest quality paper, with envelopes to match, white, blue or buff, special, \$1.25 a box.
Khaki-colored paper, nice for boy or girl scouts, 15¢ a box.
(Jewelry Store, Chestnut and Thirteenth)

SPECIAL BOX OF SUMMER GOODIES, \$2

In a square and generous size box we've packed two pounds of delicious caramels of assorted flavors, fruit pastilles and cream wafers—all delectable summer tidbits.
It's an attractive package for gift purposes, or for the family sweets over the week-end.
The 20 per cent is to be deducted, too.
(Down Stairs Store, Chestnut)

WARM WEATHER CERTAINLY DOES EAT UP SOAP

Best have plenty on hand, for soap happens to be one of the things that improve with age. There is also the added incentive of the 20 per cent deduction right now.
Wanamaker bath tablets, violet, rose, verberna and elderflower, 18¢ a cake, \$2 a dozen.
Philadelphia Hard Water Soap, 20¢ a cake, \$2.40 a dozen; in violet, almond and unscented.
Peroxide bath soap, 18¢ a cake, \$2 a dozen.
Vegetable oil soap, 15¢ a cake, \$1.80 a dozen.
Olive oil soap, 50¢ a large bar.
(Main Floor, Chestnut)



Keep Cool, Sir—Put on a Tropical Suit!

No need for a man to puff and fume and swelter, when it gets hot and humid.

Seventy-five per cent of the discomfort a man feels in that kind of weather is due to his clothes.
Where is the need to labor the point—every man knows it.

Be it also known to every man that we have a large assortment of tropical suits of the best grades made in America to sell for \$25 to \$50.

These can now be bought for 20 per cent less.
Palm Beach in tan, gray and sand color; mohair in black and white stripes, gray pin stripes and plain gray; tropical worsteds in a full choice of colors and patterns—greens, grays, tans, heathers.
White flannel trousers, \$18 a pair.
Gabardine trousers in white or cream color, \$8.50 a pair.
(Third Floor, Market)

A Fine Showing of Men's Fancy Silk Shirts

Narrow stripes, wide stripes, cluster stripes. In beautiful colors, beautifully combined.
All high-grade fabrics and all delightfully cool for these Summer days.
Men wearing such handsome shirts are glad it's warm enough to leave their vests at home.
Prices \$6.50 to \$13.50, minus 20 per cent.

Foulard Neckties for \$1

We have these light-weight Summer ties in a good assortment of dots and figures, and with the 20 per cent deducted they are well worth buying by the dozen.
(Main Floor, Market)

Men's Panama Hats at One-Fifth Less

The 20 per cent deduction has been responsible for a greater buying of Panama hats this season than ever before. The saving it makes is very welcome.
We have some excellent Panama hats in various shapes, all correct in style, at \$6 to \$12.
Fine natural Peruvian Panama hats, the aristocrats of men's summer hats, \$15 to \$50.
(Main Floor, Market)

Men's Fine Linen Handkerchiefs \$12 a Dozen

When the 20 per cent is taken from this price, the amount is very reasonable indeed for such good quality linen.
The handkerchiefs are of fine Irish weave, are snowy and fresh, and are made with quarter and half inch shire stitched hems.
We'll mark them with ink or embroidery if you wish, and the charge will be very moderate.
(West Aisle)

With All the Golf and Tennis Championships

being played around this time, here and abroad, general interest in these splendid games is at a high point.
Golf clubs, irons and wood, \$5 each.
Golf balls of various makes, \$7.20 to \$12 a dozen.
Tennis racquets, \$3.50 to \$15.
Championship tennis balls, \$7.20 a dozen.
Racquet presses, \$1.50 to \$2.50.
Racquet covers, \$1.50 to \$2.50.
These and other equipment for golf and tennis, all at one-fifth less.
(The Gallery, Chestnut)

Shoes for Children, Girls and Boys

For children, girls and growing girls: Fine white linen oxfords with broad toes and a general look of comfort and sturdiness.
Sizes 8 1/2 to 11, price \$4.50.
Sizes 11 1/2 to 2, price \$5.50.
Sizes 2 1/2 to 7, price \$6.75.
Brown and white kids, sizes 11 to 6, price \$1.05 for those with low heels and \$2 for those with high heels.
The 20 per cent deduction will be made at the time of purchase.
(First Floor, Market)

A Wonderful Time in Boys' Washable Clothes

The 20 per cent deduction from regular prices is a very advantageous thing for people who have boys needing cool Summer clothes.

Even the new special purchase of wash suits in 2 to 9 year sizes which have come to sell for the extraordinary low price of \$3.85 are subject to a further deduction of 20 per cent at time of purchase. These are the most remarkable suits of the kind we have had in years, and, of course, they are going fast.

For boys of 7 to 18 years we have washable Norfolk suits in a large variety of cool tub fabrics at \$10 to \$20, less 20 per cent.

Washable trousers in 6 to 8 years, \$2.25 to \$4 a pair, less 20 per cent.
Washable blouses, including sports models and blouses with or without collars, in sizes for boys of 7 to 18 years at \$1.50 to \$2.25, minus one-fifth.
(Second Floor, Central)