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A high-class salesman for high-class suburban homes. The man we have in mind must be alert to hig possibilities. as we have a large proposition for him bandie. one or write for appointment-conf

SMULLEN & BARRY CAD AND CHESTNUT STREETS (Liberty Building)

Salesmanship

If already a salesman, learn to be better one. The demand for trained roductive salesmen is unlimited. fall classes start week of Septemer 20. Call, phone or write for

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THOS. SAVILL'S SONS 1310 WALLACK STREET

Secretary-Stenographer A young woman, capable of handling office matter and correspondence, to fill a desirable vacancy. She must be alert, businesslike-have attractive personality to meet people. She will work in a splendid location with pleasant

Address A 203 Ledger Office

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Accounting Study Accounting

Our three years' professional acountancy course equips you for P. A. Examinations. Regular unit courses as follows Accounting Problems Accountancy Law Auditing Cost Accounting

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Specialized Accounting Write or Call for Particulars Classes Commence week of Sept. 27





Sunday, Sept.19





ANNOUNCING

Indemnity Insurance Company of North America

Capital, \$1,000,000

Offices Now Open for Business

All casualty and surety lines, including accident, health, burglary, plate glass, automobile liability, workmen's compensation, fidelity and surety bonds.

WITH PARENT COMPANY

Insurance Company of North America

232 WALNUT ST.

STEAMSHIP NOTICES

STEAMSHIP NOTICES

A trip to Europe offers a great deal at the present time that is inviting to the American business man. The rapid growth of American commercial prestige has opened up many opportunities which should be studied on the ground.

Travel on one of our steamers. Accommodations, general appointments and cuisine are unexcelled.

	VERBANIA Philadelphia to London Aquitania New York" Cherbourg and Southampton Sept. 21 Oct. 12 River Araxes Philadelphia "Piraeus, Salonica, Constantinople, Smyrna Italia New York "Patras, Dubrovnik & Trieste Sept. 23	Sept.	22
•	1 Sant 25 Oct 23	Nov.	
ļ	Mauretania	Dec.	
	Caronia	Jec.	1
	Saxonia	Dec.	
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LUCKENBACH LINE

	-		
Philadalahia	4-	D - 44 - 1	A t I
Philadelphia	to	Kotterdam-	–Amsterdam
Aver dictar			

S/S	"Homestead" (U. S. S. Board)Sept. 18
S/S	"Watonwan" Sept. 30
	Rotterdam—Philadelphia
S/S	"Homestead" (U. S. S. Board)Oct. 15
Phil	ladelphia—San Diego—Los Angeles—San Francisco
	"Hattie Luckenbach" Sept. 2: "Pleiades" Oct. 1
San	Francisco-Phila,-Via Los Angeles and San Diego
S/S	"Fred'k Luckenbach" Sept. 2
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LUCKENBACH STEAMSHIP COMPANY, INC.

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PHILADELPHIA LE HAVRE AND BORDEAUX

S/S "LA PEROUSE" (Fr.) 10,000 tons steel 100-A-1

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Scheduled to sail October 25th and Mid-monthly Sailings Thereafter.
AGENTS—NEW YORK OCEANIC COMPANY, INC.
For Rates and Space Apply

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S/S "Arizpa"Loading S/S "Lake Harminia". Sept. 25 (From Pier 34, South Wharvee)
For information apply
A. D. Cummins & Co., Inc. H. P. DILKES, Manager 139 South 4th St., Phila. ombard 4127-4128-5467

HOLLAND-AMERICA LINE NEW YORK to ROTTERDAM

Via Plymouth and Boulogne-sur-Mer RyndamSept. 22 Oct. 27 RotterdamOct. 2 Nov. 6 NoordamOct. 13 Nov. 17 New AmsterdamOct. 19 Nov. 23

STEAMBOATS



Boats Leave Arch St. Wharf

For Bristol and Trenton Week Days-4:30 P. M. Sundays-12 Noon; for Tren-

For a delightful Sunday afternoon trip take the 12 noon boat for Trenton, returning Sunday evening, allowing sufficient time for a visit of historic Trenton.

328 Chestnut St., Philadelphia, Pa.

Scandinavian Ports

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Regular Service J. S. Shipping Board Steel Steamers S. S. Lake Ellsbury, Loading (From Pier 78, South Wharves) The Charles T. Megee Co. Agents for U. S. Shipping Board

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Regular Service Philadelphia_Manchester

A Steamer Sept. For rates and particulars apply to

Earn-Line Steamship Co. 139 South Fourth St. PHILADELPHIA, PA.

Pacific Lines PHILADELPHIA TO LOS ANGELES (Harbor) SAN FRANCISCO

S. WEST APAUM...about SEPT. 20 CHAS, KURZ & CO., Inc., Agents Drevel Bldg., Philadelphia, Pa. mbard 5104

WANAMAKER'S

DOWN STAIRS STORE

WANAMAKER'S

New and Lovely Fashions, Moderately Priced in Wanamaker's Down Stairs Store

New Fall Blouses of Silk at \$5.90

Crepe de chine blouses of good quality can once more be had at moderate prices—as proof, these new arrivals. They have V necks, flat collars and tucked fronts and are to be had in navy, black, flesh pinl

Satin blouses are beginning to arrive, too.
A tailored model with an exceptionally well-cut pointed collar is to be had in navy and black.

Both of these blouses are of the practical, serviceable type that you can wear all Winter long. (Market)

Black Laces and Flouncings

These filmy black laces are very fashionable and are being much used in combination with satin and Georgette. 36-inch radium lace all-overs are \$2.75

Embroidered black net flouncings, 33 to 36 inches wide, are \$3.50. More elaborate patterns in flouncings, 36 to 40 inches wide, are in brown, navy and black at \$4.50

Georgette Crepe, \$1.85 a Yard

The fashionable browns, tans and blues, as well black, white, flesh, orchid, coral and grays are here,

Hair Nets, 60c a Dozen

Cap shape nets in blonde, black and various

Noticeably Lower Prices on Cotton Materials

\$3 for a 10-yard piece of 36-inch longcloth. 35c a yard for 36-inch percales. 39c a yard for 27-inch ginghams and cheviots. 38c a yard for 27-inch outing flannels. 75c and \$1 for 36-inch cotton plaid skirtings.

On Monday the Down Stairs

Fur Store Makes Its Bow

Here you will find a most interesting collection of furs Here you will find a most interesting collection of furs of unquestionable quality at prices which are pleasantly low. Every skin is perfect and has been treated in the right way, and worked into the collar or neckpiece for which it is most appropriate.

Furthermore, every piece of fur is called by its right name and the Wanamaker guarantee is back of every skin.

Little one or two skin boas of mink, stone marten, Kolinsky, fitch and squirrel are here for the woman who wants small furs of the newest fashion. Opossum, Hudson seal (dyed muskrat), nearseal (dyed

coney), beaver, nutria, squirrel, civet cat and the various foxes and wolves are used in the larger collars and neckpieces.

No need to tell any woman how universally becoming **New Panne Hats** Are Special at \$6

You'd never dream they were six dollars if you saw them without price tickets! The velvet is soft and very glossy and the hats are principally in black and brown. Some have accordion-pleated brims, others are touched with ostrich, and all are lovely and wonderfully low priced.

"I Want Some Kind of a Plaid Wool Skirt"

That is a request that we hear meny times a day in the Skirt Store and we answer it by showing all the fashionable kinds of plaid wool skirts that Autumn is smiling upon.

Serges and flannels, velours and prunellas in plaids somber or gay, they're all here in the lovely russet browns and reds, rich blues and greens that look so pretty with plain color coats or sweaters. They are box pleated, knife pleated or side pleated and sometimes the pleats are manipulated so ingeniously that surprising color effects are produced.

Prices range from \$8.75 to \$35.

Frivolous Bits of Georgette Crepe

make these entrancing little envelope chemises. They are quite elaborately trimmed with laces and ribbons and can be had in flesh pink, white or orchid at \$5. Envelope chemises of pink crepe de chine have Georgette banding the tops and shoulder straps of ribbon. \$3.85.

Note: Winter-weight bathrobes, soft and cozy, are beginning to arrive. \$5.50 to \$10.50.

Satin Dresses Are Perfect for Between-Seasons Wear



They have more than their shimmering beauty to recom-mend them, for they are de-cidedly comfortable, as well. Especially on the warm days that always come in Autumn will you find their light weight pleasant. Satin and charmeuse dresses range in price from \$15 to \$52, and a pretty frock, which is to be had in black or navy, is sketched at \$29.

Wool Jersey Dresses are also exceedingly comfortable and practical. They are in soft tans, taupes, browns and ies at \$16.50 to \$25.

Navy Serges and Tricotines

hold first place among the tai-lored frocks. They are trimmed with braid, with wool or silk embroidery and are even adorned with beads or leather applique. \$13.25, \$15, \$16.50 to \$102.50. An especially interesting group, containing some samples which are extra value, is marked \$25.

For Mourning Beautiful new dresses of

chine have roll collars of moire silk or vestees of Georgette. Simple and in excellent taste. \$33.50, \$37.50 to \$45.

Wool-Filled Quilts

Light in weight, yet very warm, these comfortablesaptly named-are covered with figured or plain color materials at \$11, \$12.50, \$15 and \$18.50. Cotton-filled comfortables in a great variety of color-

ings are \$4, \$5 and \$5.50. 81x90-inch seamless sheets of excellent quality, special at \$2.25 each.

Fashionable High Shoes

for Women

Are Marked at Most Moderate Prices

Stairs Store during the last fortnight, and among them you

will find just the right footwear for your Autumn and

Winter needs. Leathers are of good qualities, lines are

graceful and smart. As an instance of the value we sketch

leather. It has wing tips, many perforations, welted soles

shoe, but with more perforations. It is in dark tan leather.

four new shoes at \$9.90.

straight tips and Cuban heels.

a wing tip, welted soles and medium heels.

Each shoe is to be had in all sizes.

Hundreds of pairs of new shoes have come to the Down

The first shoe to the left is to be had in dark tan

The next shoe is of black leather, with a dull finish,

The third shoe illustrated is much the same type of

Last, on the right, is another dark tan laced boot with

40-inch width, in navy, brown, wistaria, Belgian or light blue, pink or white, is \$3.25 a yard.

35-inch width, in navy, old gold, old rose, Copenhagen, taupe, electric blue, American Beauty and tan, is \$2 a yard. Crepe de Chine

about doubles the service. 30x54 inches, \$5.50 36x66 inches, \$8 4.6x7.6 feet, \$16.50 6x9 feet, \$26 7.6x9 feet. \$32.50

Scotch Art Runners 30 inches x 9 feet, \$11 30 inches x 12 feet, \$14.50

Good Rugs in 9x12 Feet Size

Tapestry rugs are \$37.50 and \$45.

to \$130. Other sizes in each type

American Orientals

are so called because of their resemblance to the real Orientals in coloring and design. They make suitable rugs for living rooms, dining rooms and libraries.

> 25x40 inches, \$9.75 36x65 inches, \$24 4x6 feet, \$37.50 6x9 feet, \$72.50 9x10 feet, \$120 9x12 feet, \$145

wide by 8 feet long at \$27.50; 10 feet long at \$35 and 12 feet long at \$42.50.

Philadelphia Women Have a Great Liking For **Jersey Suits**

Out-of-town guests often re-mark upon it and always end with a pleasant compliment on the good taste shown in choos-ing them. For street wear, for sports and for business there is nothing more serviceable and comfortable than wool jersey. Suits made of it do not lose their shape; they can be worn in all sorts of weather, and they have a brisk outdoors air that is charming. Prices start at \$17.25 for a special suit in brown or green heather mixtures, and there are man other interesting models at \$25, \$30, \$32 to \$39.

Tailored Suits of Silvertone and Wool Velour

A young woman's suit of brown or navy silvertone has a nearseal collar and broad bands of the fur trimming the edge of the coat. \$39.25. Other pretty models with fur

collars are \$30 and \$39. Some interesting sample suits of velour are grouped at \$43.50, \$45 and \$47.50. There



Other handsome suits for women are priced up to \$175.

Blanket Nights Are Near!

Soft, white wool-mixed blankets with pink or blue borders are in four sizes: 60x80 inches, \$8; 66x80 inches, \$8.50; 70x80 inches, \$10; 76x84 inches, \$13.50 a pair. Plaid blankets, wool-mixed, in white combined with

gray, tan, pink or blue, are 70x80 inches, \$10. All-wool plaid blankets, cozy and warm, are 72x84 inches at \$18.50.

Fifty Different Styles in Women's Coats Between



\$32.50

\$25 and \$69 and every coat in the collection is half lined or lined throughout with silk! So you can readily understand what a field for choice there is among the moderately priced coats in the Down Stairs Store.

Soft velours, silvertones, tinseltones, Bolivias, chameleon cords and wool cheviots are the materials, and they are in delightful blues and browns and in black.

Many of the coats have fur collars of sealene, nutria or, among the better coats, raccoon. Others are entirely without fur trimming, a point in the estimation of women who have

furs of their own. There are coats becoming to women of all types, from slender young girls to women who wear

The coat that is sketched is a wool cheviot in brown and navy. It is cut on conservative lines and is half lined with figured silk. \$32.50.

(Market)

ton Only, 7 P. M.

DAY & NIGHT-THE DOLPHIN LINE

PHILADELPHIA

Christiania,

Copenhagen

Drexel Building PHILADELPHIA

Bell-Lombard 5100

S/S "Lake Foxboro"....Sept. 18 S/S "Des Moines Bridge".Oct. 15 Philadelphia—Havana

Atlantic-Gulf and

Silk Specials Charmeuse

36-inch width, in brown, midnight blue, navy or black, is \$2.75 a yard.

Messaline

40-inch crepe de chine is in Nile, turquoise, African brown, taupe, henna, coral, tan, flesh, Copenhagen, navy, white or black, at \$1.85 a yard. (Central)

RUGS

Scotch wool art rugs make good, serviceable floor covering and will stand a great deal of wear. In dark, woven patterns, they are reversible, which

9x9 feet, \$38.50 8.3x10.6 feet, \$38.50

9x12 feet, \$45 36 inches x 9 feet, \$13.50

Wool-and-fiber rugs are \$12.50 and \$20.

Axminster rugs are \$57.50 to \$92.50. Wilton rugs are \$97.50

are priced in proportion.

Runners are 25 inches