

Making More Money
By Answering Questions

Every one in the world is curious. Everybody wants to know things and it isn't always easy to lay your hand upon the information. Therefore, why not start a business, the object of which would be to eliminate the question mark? Such was the reasoning of Mrs. Charlotte Shaw when, after the death of her husband, she was brought squarely up against the problem of earning her own living. It was true that, before she had been married Mrs. Shaw had been a stenographer—but she did not care to re-enter that field, except as a last resort. Her start was naturally along a very narrow path, but it was not many weeks after she had told her friends and acquaintances of her new work before Mrs. Shaw began to receive all sorts of puzzling inquiries.

"Some of these," as she confessed later, "seemed to me to have been born of nothing but the attempt to prove that I could not answer them. But this didn't bother me. I had access to thousands of newspaper clippings and one of the first libraries in the world and, so long as people were willing to pay for information, I was willing to get it for them—irrespective of whether it seemed pertinent or otherwise. These strange queries all continue to do in, but they are far outnumbered by the serious requests—orders for the preparation of booklets of all kinds, the writing of special articles, or the location of photographs dealing with unusual subjects. The work is fascinating, but what's even better, it's quite lucrative!"

Now Mrs. Shaw has her own office in New York and it is her proud boast that the question has yet to be found which will stump her organization.

Tomorrow—The Girl Who Cleans the Streets

Are YOU a Member of the Motrola Club

To introduce the Motrola, the electric winder for your talking machine, we are making this exceptional offer.

\$5.00 CASH

Balance \$5 for five months in a club plan limited to 200 members. Stop in and see it demonstrated

Talking Machine Co.
1225 Chestnut Street

These Six Stores Open Evenings

4038 Lancaster Ave. Broad and Columbia Ave.
5610 Germantown Ave. 52nd and Chestnut Sts.
4407 Main St., Manayunk/Germantown & Lehigh Ave.

The Gift Perfect

As the season approaches for the selection of gifts, one is in danger of consuming an appalling amount of time in nerve-racking search for the right gift at the right price in the right taste.

Energy and the precious elusive hours can be saved if the trying discrimination between articles in good and bad taste is eliminated. This dividing of the "sheep and the goats" is here done in advance for you by the thoughtful artists and experienced decorators, who will allow none but articles of true beauty and worth to find harbor within our walls.

Here you can find gifts luxurious or those of simple charm which proves what we so emphatically contend—that beauty is not necessarily expensive. Indeed, it will amaze you as you wander through our fascinating display of pottery, silken embroideries, lamps, book blocks, candlesticks, polychrome caskets, chests of mediaeval design, objects d'art, and artistic furnishings and furniture for every room in the house, to find how many are to be had at low pricings.

Kayser & Allman
Interior Decorators
1522 Chestnut St.

Wanamaker & Brown

Notable Reductions on Seven Groups of Winter Clothing

These seven groups include standard clothing from the standard all-wool stocks of Wanamaker & Brown

Each group bears the guarantee of Oak Hall to represent the highest possible quality at the lowest possible price. Nearly everybody knows that Wanamaker & Brown sell only all-wool clothing. Therefore, these special offers are typical Oak Hall bargains.

- \$30** SPECIAL \$35 and \$40 STANDARD STYLE WINTER OVERCOATS, BOTH IN NOVELTY CLOTHS AND IN OXFORDS
- \$25** SPECIAL ALL-WOOL WINTER SUITS, WARRANTED FOR WEAR AND SATISFACTION BY WANAMAKER & BROWN—\$35 TO \$50 QUALITIES
- \$15** A WONDERFUL GROUP OF SUITS FOR YOUNG MEN ONLY, MANY KINDS, BUT NOT MANY OF EACH KIND, HERETOFORE UP TO \$45
- \$30** PURE WORSTED SUITS OF \$40, \$45 AND \$50 QUALITY. JUST BROUGHT FRESHLY INTO STOCK—THEY NUMBER ABOUT 250
- \$45** NEW OVERCOATS, STANDARD WANAMAKER & BROWN MAKE, OF FULL \$60 AND \$65 QUALITIES—ALL ULSTERS, THICK AND WARM
- \$65** THE FINEST OVERCOATS IN THE STORE—SUPER QUALITY WE CALL THEM—WORTH \$85
- \$55** SPIC-SPAN NEW WINTER OVERCOATS, BUILT BY OUR OWN TAILORS, \$70, \$75 AND \$80 QUALITIES IN ULSTERS—SIZES 34 TO 44

Wanamaker & Brown Market at 6th for 59 years

47th Anniversary and 1030th Friday Bargain Sale

SNELLENBURGS
THURSDAY, NOVEMBER 11, 1920
STORE OPENS DAILY AT 9 A. M. CLOSERS AT 5.30 P. M.

Great Anniversary Sale of Hosiery
Offering Extraordinary Savings on Present Prices

- Women's 75c Stockings, 39c Pr.
- Women's \$1.25 Stockings, 75c Pr.
- Women's \$3.00 Silk Stockings, \$1.85 Pr.
- Women's \$3.75 Silk Stockings, \$1.95 Pr.
- Children's 45c to 55c Stockings, 25c Pr.
- Infants' 75c Cashmere Stockings, 59c Pr.
- Boys' 45c to 55c Stockings, 28c Pr.
- Men's 50c to 55c Socks, 18c Pr.
- Men's 75c Silk Socks, 38c Pr.
- Men's \$1.00 Heather Wool Socks, 59c Pr.

Women's Blanket Cloth Vests 59c
Reg. Price 75c. Friday. Blanket cloth vests in floral and Oriental designs. Finished with piping. Second Floor

Women's Bungalow Aprons 69c
Reg. Price \$1.00. Friday. Of blue and white checked ging-ham; button back; finished with belt and pocket. Second Floor

Women's Tea Aprons 29c
Reg. Price 50c. Friday. Of fine white lawn, finished with embroidery edging; square styles. Second Floor

Women's Knit Skirts 39c
Reg. Price \$1.00. Friday. Grey with crocheted edge and striped border. Second Floor

Women's Undermuslins 89c
Reg. Price \$1.50 & \$2.00. Friday. Gowns and envelope chemises of nainsook; several styles; lace and embroidery trimmed. Second Floor

Women's Night Gowns and Chemises \$1.29
Reg. \$2.50 & \$3. Friday. Night gowns slip-over models with small set-in sleeves. Chemises in several styles; lace and embroidery trimmed. Second Floor

Women's Tan Shoes \$7.45
Reg. Price \$10 pr. Friday. Tan calf high cut shoes with leather military heels. Welled soles. Second Floor

Men's English Shoes \$7.50
Reg. Price \$10 pr. Friday. Tan calf English lace shoes on mar- row toe lasts; welled soles; all sizes. Second Floor

Women's Comfort Shoes \$6.95
Reg. Price \$8.50. Friday. Soft black kid comfort lace shoes with plain toes, cushion soles and rubber heels. No seams over the joints. Second Floor

Stamped Pieces to Embroider \$1.50
Reg. Price 25c. Friday. Including centre pieces, luncheon sets, coasters, pin cushions, table and dresses, etc. Second Floor

Embroidery Cotton 10c
Special Fri. Price 4oz. skeins. In variety of colors. Second Floor

Men's Open-Face Elgin Watches \$12.45
Reg. Price \$18.75. Fri. Large Lucella fox scarfs, of extra fine fur, long hair and large brush- ing. Beautifully lined. Second Floor

White Longcloth \$2.59
Reg. \$4.50 pr. Friday. Fine quality long hair and large brush- ing, chambray finish. 35 inches wide and 10 yards in a piece. First Floor

White Nainsook \$2.69
Reg. \$4.00 yd. Friday. Soft finish, 35 inches wide and 10 yards in a piece. First Floor

Remnants of White Goods 19c
Reg. Price 35c to 50c yd. Friday. 1 to 8 yard lengths of staple and fancy fabrics, including mercerized batiste longcloth, lingerie cloth, nain- sook, Japanese nainsook, middy jean, linens, fine chambray, popline, solette, pajama checks, dimity, limited quan- tity only. Some slightly stained. First Floor

Printed Japanese Silks 98c
Special Friday Price. 2 1/2 yds. 26 inches wide; all pure silk of splendidly heavy quality; for dresses and linings. First Floor

Silk Poplin 89c
Special Friday Price, yard. 36 inches wide; very fine quality silk and cotton dress fabric; a good range of colors. First Floor

Japanese Habutai Silk \$1.15
Special Friday Price. 36 inches wide; excellent range of colors for lamp shades and fancy work. First Floor

Men's Handkerchiefs 19c
Reg. Price 35c. Friday. Pure Irish cotton handkerchiefs with 4 and 1/2 inch hemstitch. First Floor

Women's Handkerchiefs 8c
Reg. Price 15c. Friday. Fine lawn handkerchiefs in a great variety of novelty color effects and stripes. First Floor

Marabou Capes \$3.95
Reg. Price \$5.50. Friday. New lot of fine capes, trimmed with ostrich and lined with self-color silk. First Floor

Women's Lace Point Collars 29c
Reg. Price 50c & 75c. Friday. Dainty lace collars—in a wonder- ful variety of styles. First Floor

Women's Vests 59c
Reg. Price \$1. Friday. Dainty vesties trimmed with Val lace; pretty and fashionable. First Floor

Men's Umbrellas \$3.59
Special Friday Price. Storm, showerproof umbrellas, effects in wanted colors for rain, fairs, beaches and fancy work. First Floor

Ribbons 24c
Special Friday Price, yd. 4 and 5 1/2 inch ribbons—moiré and fancy effects in wanted colors for hair bows, sashes and fancy work. First Floor

Table Silverware 25c
Special Friday Price, box. Rogers and other guaranteed makes of table silverware—a few items men- tioned and many others at comparable savings. At 25c each—Tea Spoons, Pickle Forks, Butter Knives. At 35c each—Desert Spoons, Soup Spoons, Hollow Handle Fruit Knives, Sugar Tongs, Food Pushers. At 45c each—Dinner Knives, Din- ner Forks, Table Spoons, Jelly Spoons. At 55c each—Berry Spoons, Cold Meat Forks, Salad Spoons. At \$1.05 each—Soup Ladles. First Floor

Real Cameo Brooches \$1.95
Reg. Price \$5 to \$6.50. Friday. Beautifully carved heads on hand- engraved, gold-filled mountings; safety clasps. First Floor

Solid Gold La Vallieres \$2.45
Reg. Price \$4.50. Friday. In many pretty designs, set with stones of various colors; gold chains. First Floor

Take Your Choice of Our Entire Stock of Men's, Young Men's & Youths' Suits

The Reduced Prices for which were \$45 to \$75

\$35.00

A sale that is the final step in bringing down clothing prices in Philadelphia! This price—\$35.00—is absolutely the lowest that can be reached for clothing of this quality for more than a year to come, regardless of what market conditions may arise. And when you consider getting one of these suits at \$35.00—just bear in mind that at their regular prices they were the best values in town, priced on our maker-to-wearer basis, which eliminates the middleman's profit. And all of them represent previous reductions.

The Right Weight Suits of the Right Sort, at the Right Time and the Right Price

Full line of snappy and conservative models, in plain colors, including blues and blacks, fancies and novelty mixtures. Best fabrics.

SNELLENBURGS Third Floor

Men's Soft Hats \$3
Reg. Price \$5. Friday. Latest style in Fall and Winter hats; fashionable colors. First Floor

Men's Derby Hats \$3.75
Reg. Price \$5. Friday. Jet-black derbies in all sizes. First Floor

Boys' and Children's Hats \$1.59
Reg. Price \$2.50 & \$3. Friday. Cloth and velvet rah-rah hats in several good shades. First Floor

Men's Neckwear 28c
Reg. Price 50c. Friday. Splendid assortments of good- looking four-in-hand ties in a wide variety of patterns and colorings. Some knitted ties included. First Floor

Boys' Blouses 65c
Special Friday Price. Manufacturer's seconds of blouses that sold up to \$1.60. Of striped percale, blue chambray and dark woven madras. Sizes 6 to 16 years. First Floor

Women's Duplex Gloves \$1.10
Reg. Price \$1.75 pr. Friday. 2-clasp duplex gloves in white, gray and mastic; washable. First Floor

Women's Gloves \$1.45
Special Friday Price. 2-clasp suede and capekin gloves. In black, brown, gray and tan; also range complete, but not in every size. First Floor

Women's Strap Wrist Gloves \$2.35
Reg. Price \$3.75 & \$4.50. Friday. P. K. suede, kidskin and capekin gloves, strap wrist. In brown and gray. Complete size range, but not in every style. First Floor

Men's Mocha Gloves \$2.95
Reg. Price \$3.50. Friday. Men's genuine mocha gloves with self- or contrasting-embroidered backs. Broken line of sizes. First Floor

Men's Fabric Gloves 59c
Reg. Price \$1 & \$2. Friday. Suede-finish fabric and duplex gloves, with contrasting embroidered backs. First Floor

Fox Scarfs \$37.50
Special Friday Price. Large Lucella fox scarfs, of extra fine fur, long hair and large brush- ing. Beautifully lined. Second Floor

Skirts for Stout Women \$4.75
Reg. Price \$6.50. Friday. Good quality serge skirts, made with small size pleats and good wide hems. Sizes 33 to 40 waist measure. Second Floor

Serge Dresses for Stout Women \$19.75
Reg. Price \$25. Friday. Good assortment of models in straight-line and tunic styles. With extra wide sleeves and fuller-than-usual skirts. Trimmed with touches of embroidery. Sizes 42 1/2 to 54. Second Floor

Girls' Winter Coats \$8.95
Special Friday Price. In polo cloth and cheviot of good quality; with large collars of self material; smart pockets and belts. Sizes 6 to 14 years. Second Floor

Serge Regulation Dresses for Girls \$4.65
Reg. Price \$7.50. Friday. Navy blue wool serge regulation dresses, with braided trimmed collars and cuffs and chevron on the sleeves. Sizes 6 to 14 years. Second Floor

Girls' Raincoapes \$3.65
Reg. \$5 & \$6. Friday. All odd lot of good styles in silk mohair, saten and rubberized silks; some with hooded lined plaid skirts. Size range broken; best selection in good. Second Floor

Women's Taffetine Petticoats \$1.85
Reg. Price \$2.75. Friday. Taffetine tops and taffetine flounces; pretty colors. Second Floor

Women's Novelty Petticoats 95c
Reg. Price \$1.50. Friday. Black and figured petticoats with pleated and tucked flounces. Second Floor

Women's Blanket Bath Robes \$3.39
Reg. Price \$4.50. Friday. Novelty bedroom papers in stripes and other matching borders at 12 1/2 and 12 1/2 yd. Fourth Floor

Women's House Dresses \$2.29
Reg. Price \$3.50. Friday. Percale and gingham dresses in fitted and straight-line models. Sizes 34, 40, and 42. Second Floor

Shell Rim Eyeglasses \$2.50
Reg. Price \$5.00 pair. Friday. Finger clip nose pieces, fitted with large round magnifying lenses with dark shell rims. A restful glass for reading or sewing. Second Floor

Wool Sweaters for Boys \$4.50
Reg. Price \$6.50. Friday. Good heavy wool sweaters in popu- lar Shaker knit weave in V-neck slip-over style. Maroon, heather and navy. Third Floor

Men's Sweaters \$3.50
Reg. \$5 to \$7.50. Friday. Clearances of odd lots of heavy grade sweater coats in shawl collar and V-neck styles. Third Floor

Bicycle Tires \$2.25
Reg. Price \$4. Friday. Good heavy non-skid Firestone tires, 6-ply; size 29x1 1/2. Third Floor

Majestic Tires \$12.50
Special Friday Price. Reg. Price \$20.25. Majestic tires, guaranteed for 5000 miles. Marked with serial numbers. Third Floor

Diamond Squeegee Tread Tires \$21
Specially Priced for Friday. Guaranteed for 5000 miles; all new, fresh and perfect. Mail and phone orders filled while last. List Fri. Price 32x3 1/2 N. S. \$20.19 \$20.13 34x4 N. S. \$23.58 \$23.29 34x4 1/2 N. S. \$42.83 \$29.10 34x4 1/2 N. S. \$57.22 \$39.05 Third Floor

Framed Pictures \$1.95
Reg. \$3 to \$4.50. Friday. Reduced—a special lot including a splendid assortment of styles, all appropriately framed. Reproductions of Old Masters, figure and landscape subjects, religious, classical and animal studies. In square or oval frames. Fourth Floor

Oil Paintings \$5
Reg. \$8.50 to \$12. Friday. Limited number of fine oil paintings, landscapes, animal subjects, marine views and scenes. Framed in ornate, decorated, burnished sweep mouldings. Fourth Floor

Wall Papers 7 1/2c
Reg. Price 25c roll. Friday. Pretty floral stripes, neat block papers and figured effects. Sold only in limited number of rolls. Two-Line stripes for living rooms. Binders or strip-out borders to match at 12 1/2 and 15c yard. Fourth Floor

Bedroom Wall Papers 15c & 19c
Reg. Price 30c to 45c. Friday. Novelty bedroom papers in stripes and all-over floral designs. Sold with strip-out or straight borders to match at 12 1/2 and 15c yard. Fourth Floor

Fine Wall Papers 24c
Reg. 45c to 60c roll. Friday. Tapestry and foliage papers for halls and dining rooms. Two-Line stripes for living rooms. Binders or strip-out borders to match at 12 1/2 and 15c yard. Fourth Floor

Boys and Games for Boys and Girls \$11.95 Roll Top Desks for Boys and Girls. Golden or fumed oak finish, \$9.50. \$2.95 Chairs to Match Desks, \$2.45. \$3.95 Folding Blackboards on easel with chart, \$2.95. \$1.50 Oulja Boards, large size, \$1.00. Filled Tool Chests for Boys, Special, \$2.95. Automatic Sand Toys, Special, \$1.45. Brown Teddy Bears with Voice, Special, \$1.15. \$5.50 Doll Perambulators, with Hood and Rubber Tires, \$3.50. Doll Bassinettes, Special, \$1.95. American Flyer Trains on Track, Special, \$1.85 Set. \$1.50 Soft Stuffed Dolls, 95c. SNELLENBURGS Fourth Floor

9x12 Grass Rugs \$6.85
Reg. Price \$12.75. Friday. Extra heavy quality. Fourth Floor

Seamless Axminster Rugs \$77.00
Reg. Price \$95.00. Friday. 9x12 ft. size; best quality. Fourth Floor

Sedan Wilton Rugs \$114.00
Reg. Price \$165.00. Friday. Fine quality; 9x12 ft. Rich color- ings and designs. Fourth Floor

Grass Rugs \$3.65
Reg. Price \$5.50. Friday. 5x8 ft. size. All new patterns and colorings. Fourth Floor

Verdun Chenille Carpet \$6.40
Reg. Price \$9.00 sq. yd. Friday. 2, 6, 8, 9 and 12 feet wide; all the wanted colorings. Fourth Floor

Colonial Rag Carpet \$82c
Reg. Price \$1.25 yd. Friday. One yard wide. Fourth Floor

Felt Base Floor Coverings 44c
Reg. Price 50c yd. Friday. Two yards wide; choice patterns and colorings. Fourth Floor

Printed Cork Linoleum 92c
Reg. Price \$1.65 sq. yd. Friday. 4 yards wide. Will cover a large- size room without a seam. Fourth Floor

Sewing Machines \$59.00
Reg. Price \$85 & \$90. Friday. Singer sewing machines—floor samples of latest styles. With 5 drawers, drop head cabinet table of oak; guaranteed. Club plan, \$3 when ordering and \$1.25 weekly. Fourth Floor

Slightly Used Sewing Machines \$29.75 to \$37.50
Specially Priced for Friday. Slightly used, but in perfect run- ning condition and guaranteed. New American, 4 and 6 drawers; drop head cabinet table of oak, \$17.00 and \$27.00 each. Remington, 4 drawers, drop head cabinet table of oak, \$17.00. Waltham, 4 drawers, drop head cabinet table of oak, \$20.00. Goodrich E. 4 drawers, drop head cabinet table of oak, \$18.00. And other makes. Club plan, \$2 when ordering and \$1.00 weekly. Fourth Floor

Reed Baby Carriages \$29.75 to \$37.50
Special Friday Price. Full-size pullman sleeper baby carriages, equipped with newest com- fort features. Various models and finishes. Fourth Floor

Stroller Go-Carts \$9.95
Reg. Price \$12.00. Friday. Bloch reed stroller go-carts with foot rest and rubber tires. In white, gray enamel and natural finishes. Fourth Floor

Cretonne 89c
Reg. Price \$1.19 yd. Friday. Fancy colored cretonnes in wonder- ful patterns. Fourth Floor

Scrim 45c
Reg. Price 60c yd. Friday. Excellent grade scrim in white and ivory. Exceptional value. Fourth Floor

Marquette Window Curtains \$3.75
Reg. \$4.88 pr. Friday. In white, ivory and ecru. 2 1/2 yards long, hemstitched and finished with imitation Cluny edging. Fourth Floor

Burlap 29c
Reg. Price 30c yd. Friday. Extra-heavy-grade burlap in red, brown and blue. Fourth Floor

Handsome Velour Portieres \$21
Reg. Price \$35.98 pr. Friday. Excellent grade velour portieres, 2 1/2 yards long and double faced. Limited number; wanted colors. Fourth Floor

Brass Beds \$28.75
Special Friday Price. Two-inch Colonial post beds with ten fillers in head and foot. Strong and durable. Fifth Floor

White Enamel Bed Outfits \$35.75
Special Friday Price. Consisting of good-looking, sturdy constructed white enamel beds with 2-inch continuous posts and 1-inch filler rods. Strong wire spring and combination felt and fiber mattress. Purchased separately, bed, \$17.50; springs, \$6.75; mattress, \$11.50. Fifth Floor

Mattresses and Springs \$4 to \$35
Special Priced for Friday. Soiled and slightly damaged mat- tresses and springs—new in the sense that they have never been used or outside of the building. At less than present wholesale cost. Fifth Floor

Library Chairs \$45
Reg. Price \$60.50. Friday. Brown leather rockers and chairs, with wing sides and spring seats. Fifth Floor

Dining-Room Chairs \$8.50
Reg. Price \$12.00. Friday. Colonial design golden oak chairs with slip leather seats. Fifth Floor

Couches \$21.75
Reg. Price \$35. Friday. Covered in brown or black Imperial leather; large size. Fifth Floor

N. SNELLENBURG & CO.