

GIMBEL SEES WAY TO SUSTAIN TRADE

Merchant Says Buyers Must Order Goods and Keep Labor Employed

OPTIMISM IS ADVOCATED

Ellis A. Gimbel, of Gimbel Bros., today declared that the attitude of large buyers will determine whether the downward trend of prices can be weathered without economic and social disruption.

Mr. Gimbel announced Gimbel Bros., whose sales amount to \$75,000,000 annually, will send their buyers into the markets at once to place orders for next spring as a means of helping sustain the confidence of manufacturers.

He advocated optimism instead of pessimism on the part of merchandising concerns.

By pessimists, the Philadelphia merchant said, he meant those merchants who are delaying buying for fear the "bottom will drop out" of certain lines.

Must Employ Labor
"Labor must be kept employed," said Mr. Gimbel. "Kensington mills and mills throughout the land must be heartened by real orders, to set in motion wheels already stopped and to speed up those that are running."

"No sane manufacturer at this time will make goods without orders, because, however carefully he figured, he would have to force the goods to sale if they did not move quickly—and pocket new losses."

"Prices are not done coming down, though some lines have struck the cellar and must rebound a bit to reach a live-and-let-live basis. But a start must be made somewhere to re-establish business and confidence—the pessimist will create worse havoc if the optimist doesn't prevail over him."

STINGY TIPS ARE FORCING MANICURISTS INTO UNION

Things Are Not Going as Smoothly With Nail Polishers as in Days Past, So They Seek Higher Pay

It has come to this. The manicurists of Philadelphia, the beautifully coiffured, the lily-white handed, the prosperous looking are not what they seem. Things have been going so hard with them of late they are driven to no, not desperation. But to form a union!

News that these fair citizens of the Quaker City are in the process of organization became known today. One meeting to discuss the matter was held at the Women's Trade Union League, 1702 Arch street, and another meeting is scheduled to take place in the near future.

Miss Pauline Newman, of the league, "fessed up that the manicurists are about to band together in the cause of their profession."

"Low salaries," she said, "and a scarcity and diminution in the size of tips is what has partly determined the girls to get in the ranks of federated labor. But that is not all. The girls are obliged to buy their own instruments and the materials they use in manicuring. Many of those who will organize have posts in office and other buildings."

The girls, who deftly make all sizes and kinds of hands presentable for society, complain that their actual salaries are only \$14 a week and then, bending sympathetically over the shiny white table with all the sweet-smelling little jars on it, is not what it used to be. That is to say—the chap sits on the other side of the table and pours everything from the "lonesome" gag to news of his sick wife into your ear, doesn't deserve sympathy.

In the words of one young woman who holds a shiny scissors to earn her daily bread, "He's a poor stiff. He hands over ten cents for a tip."

Then too, another of the girls said,

"One pair of scissors alone costs \$2 and we are obliged to buy that out of our salaries and tips. Why they don't average \$4 a week sometimes. When you consider the high cost of everything that is used in manicuring, and then when you consider the girl has to buy these herself, you'll understand why the girls are beginning to sit up and take notice."

OLDEST PORTRAIT FOUND
Babylonian Tablet at Museum Here Has King's Picture

In the collection of clay tablets from Babylon at the University Museum has been found what is believed to be the oldest portrait of any human being. It is the evident artistic effort to reproduce on the space of a postage stamp the features and countenance of Ibbi-Sin, the last king of Ur of the Chaldees, who reigned before Abraham.

The portrait is in the collection sent by Dr. Leon Legrain, curator of the Babylonian section, and was evidently affixed to a package for transportation about 2300 B. C., being what in this age would be described as parcel postage.

FIREMEN KEPT BUSY
Freight Cars Containing Chemicals Endangered by Blaze

Three fires, none of which proved serious, kept the firefighting forces of West Philadelphia busy yesterday afternoon.

One, which for a time, threatened to do extensive damage, occurred at Fifty-sixth and Oxford streets, where there is a vacant space in which wagons and equipment of the Keystone State Construction Co. are stored. On the lot is a huge wooden water tank, which has been empty for a long time.

This became ignited through a bonfire built by boys at its base, and made a spectacular blaze. Sparks ignited some of the wagons nearby and finally set ablaze several freight cars standing at Fifty-seventh street. These cars contained chemicals and the firemen centered their efforts there and succeeded in extinguishing the flames before the contents of the cars were affected.


Fire due to a defective fuse damaged several rooms in the residence of John Krantz, at 3822 Poplar street. He estimated his loss at \$300.

Richelieu Pearl Necklaces

Richelieu pearls are similar in appearance to the genuine Oriental pearls, and have the same soft, creamy tint. They are not affected by water and will not peel, break or discolor.

Our selection includes strings of uniform and graduated pearls, mounted with platinum and gold clasps.

S. Kind & Sons, 1110 Chestnut St.
DIAMOND MERCHANTS—JEWELERS—SILVERSMITHS



THAT RABBIT SEEN AGAIN

Darby's Crack Shots Out to Bag Armored Cottontail This Year

Darby's famous armor-coated rabbit, which has defied the best Nimrods in Darby and vicinity for the last seven years, has reappeared. A half dozen of the best rabbit hunters in the borough are on its trail.

The rabbit makes its home in the Darby Friends' Burying Ground, Twelfth and Main streets. Its tough hide has been penetrated so many times with shot, over which the skin healed, that its entire skin has an inner protection of tiny leaden pellets, just like a coat of armor.

George Long, sexton of the burying ground, caught the rabbit in his hands once. He says it weighed about ten pounds. Jim Kelly, Jim Bogan, Jim Martin, Jake Kitts and other crack shots again will try to kill the armored creature.



To please a man—
A gift of gloves!
Few men ever have enough.

You may not know his taste in cigars or neckwear. But when he slips his fingers into a pair of fur-lined Fownes—there'll be no doubt in his mind that you can please a man.

Fur-lined And
Pure wool-lined all-wool
In Cape, gloves for
Mocha or Buck winter sports.

At dealers you like to trade with. The name is in the wrist of the genuine

FOWNES GLOVES

Newspaper Stories

—of radical price reductions on men's clothing are misleading.

IT is true, there are reductions in prices (our entire stocks are cut 20%, amounting to a saving of one hundred thousand dollars to our customers).

BUT the reductions in price, in general, are for piece goods to be made for future delivery.

There is also a reduction on tailors' trimmings, and manufacturers expect there will be a reduction in the cost of tailoring by spring.

BUT all of this does not apply to stocks on hand, which cost all makers and retailers more than in any time in the history of the clothing business.

Sensational reductions, such as "\$45 suits for \$16.50," if true, apply either to stocks that for some reason are unsaleable or spell bankruptcy for the unfortunate owner.

No such opportunities have come to our attention, and we are in touch with all the principal clothing makers of the country.

There are many good stores in Philadelphia that sell good clothing at fair prices.

In most of these stores today, prices are lower, upon the basis of their cost, than they have been for many years.

We meet today's issue by deducting—

A Clean 20% Off EVERY ARTICLE IN OUR STORE

Max W. W. W. W. W.
1217-19 Chestnut Street

FURRIERS & MILLINERS

Four Big Specials in FUR COATS

An assortment, not only of the best quality, but of the ultra in style appeal—distinctive, modish, beautiful, and, best of all, at prices that absolutely stand alone. Cold weather at last is here. This is Fur Buying time—here are the coats.

- For Tomorrow Only
- 125.00 Taupe Marmot Coat
Swagger Sports Model, skillfully made with reverse border. **74.50**
 - 145.00 French Seal Coat
Smart Sports Model. A very effective good-wearing coat. **97.50**
 - 195.00 Hudson Seal Coat
A chic little Sports model of novel cut. Very soft, fine glossy pelts. Pictured. **135.00**
 - 225.00 Natural Muskrat Coat
New Sports Model. Of beautifully marked skins that blend well. **165.00**

- Very Special
- 19.50 CHOKER SCARFS
Natural Squirrel, Australian Opossum and Jap. Mink, animal effects; solid; well made. **12.50**
 - 44.50 Australian Seal Stoles
12 inches wide, 72 inches long. Fine, soft, lustrous skins, beautifully silk lined. **29.50**

A Small Deposit Will Reserve Your Purchase

FORBES

1115 CHESTNUT ST. (OPPOSITE KEITHS)
Charge Purchases Will Be Billed January 1

OPEN A CHARGE ACCOUNT

Who's your Dentist?

Your Health Our First Consideration

Dr. Algase

THE HEALTH DENTIST

Do YOU SUFFER WITH Stomach Trouble, Heart Trouble, Back Aches, Rheumatism, Nervousness?

HAVE YOUR TEETH EXAMINED!

A vast majority of ailments, illnesses and pains can be traced to diseased teeth, which, to the naked eye, appear as apparently sound teeth. Yet our X-RAY will locate even small pus gatherings at the roots, which after a time will poison the blood and undermine the strength and vitality.

For this reason WE INSIST UPON TAKING AN X-RAY PICTURE OF EVERY PATIENT WHO COMES TO US FOR TREATMENT.

FREE X-RAY EXAMINATION and DIAGNOSIS

This is the only safe and correct diagnosis. Our X-RAY can be depended upon to locate with accuracy the seat of trouble, and assure you of proper treatment.

There is nothing in the way of scientific dentistry which escapes our attention and study.

With our improved methods and absolutely safe anesthetics all dental work performed without pain and free from injurious after effects.

Graduate Nurse in Attendance

DR. ALGASE (The Health Dentist)
N. E. Cor. 10th and MARKET STREETS
(Entrance on 10th St.)

TRUST COMPANY SERVICE

THE American public has come to regard trust companies as the most faithful and efficient servants to whom to entrust the care and management of estates. They offer to their patrons courteous treatment, moderate charges, and, at all times, the best of their advice and services.

- Acts as Executor, Administrator, Guardian and Trustee.
- Acts as Agent for Executors, Administrators, Guardians and Trustees.
- Collects income and deposits it to the credit of checking accounts.
- Arranges for the payment of all taxes when due.
- Manages real estate—collects rents and supervises repairs.
- Rents safe deposit boxes—stores silverware and other valuables in fireproof vaults.
- Pays interest on deposits subject to check—allows a special rate on reserve accounts.
- Makes loans on approved collateral at current rates, of interest.

Philadelphia Trust Company
415 Chestnut Street Broad and Chestnut Streets
Northeast Corner

An Invitation to the Wives of Philadelphia Bankers

We have a twofold reason for making tomorrow Bankers' Wives' day at the Frigidaire salesroom.

First, because we want every Philadelphia Banker's Wife to inspect Frigidaire, a real cold storage plant for the home.

Second, because Frigidaire is the savings department of the kitchen, and we feel that the Banker's Wife is most aptly qualified to judge this particular feature of Frigidaire.

We also want to show you how Frigidaire maintains a pure, dry and constant cold—a cold free from the vapors of melting ice.

Frigidaire operates electrically, automatically and silently. It requires neither care nor attention on your part. It makes you independent of ice man and ice famine.

Although tomorrow is Bankers' Wives' day every woman in Philadelphia is also cordially invited to call and inspect Frigidaire.

THE FRIGIDAIRE CORPORATION
1627 Chestnut St., Philadelphia, Pa.

Frigidaire

A Cold Storage Plant for the Home