险 SPrevilion BHERIS ANSSE:

Civilians Profit at Covernme
Expense, Army Inspeotor Ceneral Reports WOULD REGULATE RESALES


Where Do You Come In?


 sell with enthusiasm." A new version
change from a seller's to a buyer's market. Are you manufacturing and selling with en
siasm or are you a delayed opportunist? For unlabeled, unadvertised, unknown goods a

 traffic, will bear? "Get it while the getting's
good." But that time has passed. The public again
has an opportunity to select. And the public always prefers known values
to unknown. Nation-wide recognition of quality may be
secured by nation-wide advertising.

Butterick-Publisher The Delineator
( $s$ e. 30 a Year) Everybody's $\quad \begin{gathered}\text { The Designer } \\ \text { ( } \boldsymbol{s P} .00 \text { a Year) }\end{gathered}$ Magazine
(se.75 a Year)


## Will YOU Profit by the Experience of

 The Atchison, Topeka \& Santa Fe Railroad?The Santa Fe Railroad of Kansas City, Mo., is using 22 Dictaphones in its Kansas City Terminal offices. These Dictaphones are especially valuable to the Freight Claim Department, for they allow for the immediate disposal of claims upon completion of investigation. There are no delays, for The Dictaphone is always ready during or after office hours.
Since the installation of The Dictaphone $40 \%$ more letters are handled
daily with at least a $30 \%$ increase in speed over former methods.
No matter whether your office is large or small, we are ready to install The Dictaphone. Then you can try it out in your office, on your work, on a definite basis of increased speed, greater efficiency, and economy Write,'wire, or phone for a working demonstration to prove to you why its use speeds up letter production and cuts costs.

## the DICTAPAVNE

The Shortest Route to the Mail-Chute"

The Bearings ServiceCompany, Detroit, Mich. J.W. Owen, Purchasing Agent, says: Three years ago an executive demanded a method that would handle correspondence the old shorthand way. An investigation resulted in installing Dictaphones in every department. Today general and inter-office correspondence is dictated exclusively to 39 Dictaphones.
The Borden Company, New York, N. Y., says: "We have 31 Dictaphones now in use at our General Office. Dictation by means The Dictaphone has proved to be an eff.

THE DICTAPHONE, Phone Main 2700 (Korton (hill) - Call at $40-50$ North Sixth Street, Philadelphia Offices also located in the following cittes
There is but one Dictaphone, trade-marked "The Dictaphone," made and merchandised by the Columbia Graphophone Co.

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Hamilton Brown Shoe Company, St. Louis,Mo,,says:"We find the29Dictaphones used in our various departments absolutely necessary in handling the large volume of correspondence. The Dictaphone is time-saver of the first order. That it save us money we know, for our dictators cal urn out at least $30 \%$ more letters tha formerly."

1

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Several Hundred New Under-price Lots Added

This is Only a Partial List of the
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 things for gifts, at reduuctions that more than meet their expectations.


## Men's Clothing <br> Remarkable Clover Values   Young Mer's s40.00 to stit Sulte- $\mathbf{2 8 6 . 5 0}$ Young Men's shack Soits-s39.00 Mens Men's MAleo $\$ 50 \mathrm{t}$ to $\$ 700$ overcoats. ... $\$ 44.50$ $\$ 35$ to $\$ 60$ Overcoats- $\$ 22.50$ and $\$ 31.50$ Youths' $\$ 45$ Long-Trousers Suits $\$ 22.50$ $\$ 55$ and $\$ 60$ Suits-to-Measure- $\$ 45.00$ $\$ 10$ Velour Hats, 85.75 . 86 Derby Hats, 84.3 B $\$ 1.75$ to 84.00 Soft Shirts- 81.25 to 82.95 88 and 89 Silk-and-Cotton Shirts- $\$ 5.95$   "uhirts and Drawers- 82.15 each \$1.50 Merino Underwear-si.15  \$4.00 American Taffeta Umbrellas-\$3.00 <br> > FABRICS, TRIMMINGS <br> <br> FABRICS, TRIMMINGS

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Lyons Tinsel Brocade Silks at Hait Price ${ }^{\$ 4.500}$ Satin-striped Shirring
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25 c Net and Venise Laces-now 15 c
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## FLOOR COVERINGS

$\$ 79.50$ Royal Wilton Rugg, $8.3 \times 10.6-86500$
$\$ 21.50$ Fibre Rugs, $9 \times 12$ feet $-\$ 15.00$ $\$ 3.00$ to $\$ 3.35$ Inlatd Litoleum- $\$ 2.25$ and $\$ 23.50$ and $\$ 24.50$ Matting- $\$ 14, \$ 14.50$ roll
 ${ }_{58.00}^{\$ 45 \text { Seamiew Prairie Grass Rugs } 8 \times 10-8 \mathrm{~s}}$
 FOR WOMEN
$\$ 37.50$ Velour and Silvertone Suits
$\$ 35.00$ Unbeet ted Wool Velour Coats $-\$ 25$ $\$ 60$ Velour Coats, natural raccoon collar
$-\$ 5500$ $\$ 5$ and $\$ 7.50$ Serge and Poplin Skirts, $\$ 3.75$
$\$ 55.00$ Trimmed Hats-now 88.00
 $\$ 3.00$ Royal Waists, lawn and batiste, $\$ 1.95$
$\$ 9.00$ Crepe Georgette
Over-Blouses,
$\$ 6.50$

 ${ }^{\$ 15}$ and $\$ 10.00 .50$ Redfern Corsets-s8.50 and
$\qquad$
$\qquad$
Rumpled French and Philippine Under$\$$ wear, in broken sizes, at Great Reductions ${ }_{85} 850.95 \mathrm{Slip}$
 S9.00 Lambskin-lined Gauntlet Mittens, 8 .
65 c Lace-trimmed Net Collare-now 50 c
and 25e Lace-edred med Mull Handkerchiofs, 150 ea.
\$13.50 Shaker-knit Sweaters-now $\$ 10.50$ \$13.50 Shaker-knit Sweaters-now $\$ 10.50$
Ribed Cotton Vests- now 25c Fleceed Cott on Vests and Drawers, 65 cea Ribbed Merint inino Sulits now sine ot ilita uilivibre Sockings-now 65c Full foshioned suilk Stockingz-now $\$ 1.50$ Black Coton Suckings -now 25c Shoes formerly $\$ 17.00$ to $\$ 20.00$ -


## MISSES AND CHILDREN

 $\$ 7.50$ and 88.50 Serge Dreses 8 to $14,96.75$ Broken Lots of Children's Flannelette
Missese ${ }^{\text {duced }}$. 60 Shoes-now $\$ 2.50$ Infants
 Misess' $\$ 4.00$ Woi Scarfs-now $\$ 275$


## MISCELLANEOUS

${ }_{52 \mathrm{c}}^{26 \mathrm{c}} \mathrm{S}$ S. \& C. Witch Hazel Cream-
52c S. \& C. Depilatory-now 37c
85c Clinical Thermometers-75c 80c Butterscotch-68c a a pound
$\$ 12$ Black Enameled A Number of Sets of Standard Auth $\$ 83$ Fibre Wardrobe Trunks, 21x22x40-
 $\$ 1.25$ to $\$ 1.65$ Novelty Belts -5 c
40 C Correspondente Cards and \$1.25 Scrap Books-now 11.00 15c Smoked Pearl Buttons 10 7 c Spool Cotton, 150 yards -5 c
$\$ 2.00$ Stare
Stamped Dresses for Children, 81.0 $\$ 30.00$ Stroller Go-Carts $\$ 14.75$

 FOR BOYS $\$ 20$ to $\$ 25$ Cheviot Suits, 8 to 17 years$\$ 2.50$ and $\$ 25$ Suits 8 to 18 yeare $\$ 15.50$ $\$ 20.00$ High School Overcooto 514.75
88.00 Velour Hats, brown and black- $\$ 3.85$ 88.00 Velour Hats, brown and black $-\$ 3.85$
75 c Knitted Caps- -15 c
$\$ 150$ Cape -95 c

 Toys TOYS, DOLLS, GAMES
 In addition to our entire regulur stock of Dollsis:
aiready reduced, these $\begin{aligned} & \text { and } \\ & \text { many } \\ & \text { other extm: }\end{aligned}$
 $\$ 2.50$ and $\$ 3$ Soft Cudde Dolls- 81.65 and
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Gas heat ters. opennan orate sty yilety
 75c Light-cut Bonben Druit Bowles-now 40 c
 \$9.50 "Silver-plated Bread Trays- 87.00 5 c Cretonne, 36 inches wide-now 60 C sc Braid Edging-row 3c a yard
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$\$ 20$ Felt Mattresses, 50 pounds, now $\$ 16.75$ Twenty-five Brass Beds, onethird Off
 HALF PRICE. Exchanged and Demonstration Phono-

LINENS, BEDFURNISHINGS
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75 c Fancy Turkish Towels- now 60 c 75c Fancy Turkish Towele-now 60 c
S16.00 and
s17.700 Bed Spreads with Sham to match, embroidered in old rose or
blue; $72 \times 96$ inches, 81.50 ; $90 \times 96,51.50$
 Bleached Muslin Sheets, Pillow Cases an Boister Cases at less than Reg. Prices
55e Unbleached Mustin, 36-inch -8 sc a yd
11.75 Shaker Flannel. 55c Unbleached Muslin, 36 -inch -48 c a yd.
$\$ 1.75$ Shaker Flannel, $36-$ inch, $\$ 1.45$ a yard

