

Band at 9 Organ at 11 and 4:50	WANAMAKER'S	Store Opens at 9	WANAMAKER'S	Store Closes at 5	WANAMAKER'S	WEATHER Rain
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Seems as if Each New Week Brings Better News at Wanamaker's

He That Will Not Be Counseled Cannot Be Helped

B. F. is reported to have once said something like this:

"A slip of the foot can be soon recovered, but a slip of the tongue may never be gotten over."

Far too many of us act as if we know it all, whatever the subject may be or the standing and knowledge of the man who approaches us, who is simply striving to do his duty with faithfulness to his chief.

Some milk gets sour overnight, but some men's natures sour in a minute over small suggestions made in the interest of the business.

Think twice before speaking, or take a glass of water and head off hasty speech.

We can all learn something from each other.

[Signed] *John Wanamaker*
Jan. 8, 1921.

Many Handsome Coats

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DING

These New Fashions Are Seen in Spring Wraps

The new flaring sleeve, widening at the hand or a sort of cape-sleeve attached to the coat itself.
A new form of trimming is a sort of worsted embroidery put on in stripes and outlined with gold or silver stitching. This is seen on many wraps and is very effective.
Natural gray caracul fur for a facing down the entire front of a new navy blue gabardine coat.
Collars that stand out well from the throat and are in cape shape or oval, extending out sideways. There is much
(First Floor, Central)

Ultra-Thin Model Watches for Men

Nearly every man, in these days, chooses a thin model watch in preference to the other and more old-fashioned kind. Both the Elgin and Waltham watches are made in these thin models and, for reliability and time-keeping qualities, these two makes have few equals.
Ultra-thin Elgin watches in 14-kt. gold, plain and fancy cases, with 19 and 21 jewel movements, \$100 to \$175.
Ultra-thin Waltham watches, 14 and 18 kt. red and green gold, \$204.50 to \$325.
Ultra-thin Elgin watches, 18-kt. white gold, engraved bezel, fitted with 21 jewel movement, raised numeral dial, \$250.
(Jewelry Store, Chestnut and Thirteenth)

Sale of Hurt Books

Every book which was in any way damaged during the rushing Christmas business—and that means thousands—is in the Sale. Sometimes the injury is very slight; but whatever it is, the price comes down. Mostly to below half price. Every class of book is represented—there are books for little children; books for boys and girls; fiction for everybody; poetry, biography, history, essays, travel and general literature.
It is the great opportunity of the year for lovers of books to replenish their shelves at very slight expense.
(Main Floor, Thirteenth)



Women's Afternoon and Evening Gowns—\$75 to \$150

Broken sizes of fine things which have been living in the dust-proof cases and are consequently in excellent condition. Among them you will find an occasional net, but most of them are of charmeuse, with beading or a little embroidery. Black predominates among these silk gowns, but there are a few in taupe and dark blue.
The present prices—\$75 to \$150—are about two-thirds of earlier ones.
(First Floor, Central)

Women's Hat Boxes for Southern Travel

Handsome round boxes of tan cowhide with tan moire lining. Round and square boxes of black enamel, leather bound and some with binding, straps and handles of tan leather, for effective contrast.
Prices, \$18 to \$30.
(Main Floor, Chestnut)

Never a Better Lot of Chinese Rugs at the Prices

That is the story of the rugs here listed. Practically all of them are comparatively new, some have come in within the last week, and not one is either old or in any way undesirable.
We cannot remember rugs of such quality being regularly offered in the same fine selection for lower prices at any time.

New Sports Silks More Lovely Than Ever

Brilliant of color, almost iridescent, some of them seem, and in such a wonderful variety of new designs! They are going out very fast even this early, for them for are being in, of quality of rose d pale w only
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Pianos Down in Price

Used Pianos and Player-Pianos at Impressive Savings

Best opportunity to get a fine piano or player-piano at a lowered price that Philadelphia has known for a long time.

You may choose from a large assortment of used instruments at prices which start as low as \$75 and rise gradually, usually at \$25 intervals.

Of these used instruments, the player-pianos are our own makes and all of them, player and other pianos, have been put in first-class condition at the Schomacker factory. Some have been used so little as to be good as new.

The importance of any sale rests not so much in low prices as in real savings. This sale brings both, and many of the pianos in it are our regular goods, which we can safely guarantee.



Used Upright Pianos		
Cornish	.....	\$75
Pease	.....	75
Colby	.....	75
Pike	.....	75
H. F. Miller	.....	125
Hardman	.....	125
Light & Ernest	.....	125
Newby & Evans	.....	125
Hallett & Davis	.....	150
Kingsbury	.....	175
Martin	.....	200
Graemer	.....	200
Byrne	.....	200
Brown & Simpson	.....	200
Price & Teeple	.....	225
Marcellus	.....	\$225
Pease	.....	225
J. C. Campbell	.....	250
Schomacker	.....	200
Painter & Ewing	.....	250
Armstrong	.....	250
Fischer	.....	250
Ludwig	.....	275
Schomacker	.....	275
Merrill	.....	275
Weber	.....	300
H. F. Miller	.....	325
Haines	.....	325
Schomacker	.....	425
Knabe	.....	475

Used Player-Pianos		
White	.....	\$475
Lindeman Angelus	.....	475
Lindeman Player-Piano	.....	500
Lindeman Player-Piano	.....	525
Emerson Angelus	.....	\$550
Emerson Angelus	.....	575
Autopiano	.....	600
Marshall & Wendell	.....	\$625
Angelus Player Piano	.....	685
Marshall & Wendell Ampico	.....	800
Knabe Angelus	.....	850
Knabe Angelus	.....	900
Schomacker Angelus Grand	.....	1500

(Egyptian Hall, Second Floor)

Two Notably Good Handkerchief Values

\$6 a dozen for women's sheer white handkerchiefs. They are of beautiful quality linen, with tiny hems, daintily hemstitched, and are such handkerchiefs as a fastidious woman would use.
\$9.75 a dozen for men's extra size handkerchiefs of firm Irish flax, with half-inch hems, plainly hemstitched. These are really extra size, and many men ask for just this kind of handkerchief.
We'll mark these for you, if you wish, with hand-embroidery or machine-done letters or names in ink.
(West Aisle)

900 Yards Wool Batiste at \$1 a Yard

Some people call it a "challis," but it is really an all-wool batiste, very soft and fine and just about the weight for women's and children's Spring dresses and skirts.
In plain colors only, there are nine altogether, and they include navy blue, black and ivory. The width is 36 inches and this is the first time for several years the price has been so little.
(West Aisle)

with real filet and four styles with hand-embroidery or drawn work, each \$3.85.
(East and West Aisles)
480 brassieres at 35c to \$1.50. Five or six styles, all known favorites and mostly pink.
(West Aisle)
Also finer brassieres which are at least a third less than usual—a pink style at \$1; a satin bandeau at \$1.35; a lace and satin affair at \$3.50 and a pink silk jersey bandeau at \$5.75.
(Third Floor, Chestnut)

Fluffy Silk Petticoats

Evening petticoats.
Some of flesh and white satin trimmed with lace insertion and finely pleated Georgette ruffle edged with lace and having lace medallions above the insertion. Price, \$8.
Others of flesh and white satin with deep pleated ruffles of Georgette, edged with wide Valenciennes lace. Price, \$12.
(Third Floor, Central)

Remnants of Dress Trimmings

And such pretty things are marked at very small prices just now. There are flouncings, jet trimmings, beaded and spangled trimmings, odd ornaments and single panels as well as short lengths of trimmings and braids, all at very small sums.
Take a minute to see them in the Dress Trimmings Store—
(Main Floor, Central)

All-Over Laces and Net Flouncings for Little

The flouncings are a little clearing out of this season's goods; they are of brown, navy or black net with flat braid or ribbosine embroidery and beads; they are forty inches wide and the new prices are \$8 and \$9.75 a yard—a worth-while saving.
The all-overs are radium of the sort which is in such demand for evening gowns and airy blouses. Each may be had in black, navy and brown, each is thirty-six inches wide, and the new price on each is \$1.90 a yard. Some of the first prices on these laces were nearly double.
(West Aisle)

Children's Fur Coats, Hats and Coach Rugs at New Prices

Soft, warm lovely fur coats and hats to go with them—coats of white and natural coney, of nutria, of wild cat, natural racoon and gray squirrel, are now all lowered in price. The coats are cut plenty full, they are well lined and richly lined and the prices go from \$50 to \$250.
Hats to go with the coats are \$8 to \$40.
These are in 2 to 6 year sizes.
Fur coach rugs of golden brown beaver, of ermine and white and natural coney, begin at \$28 and go to \$175.
(Third Floor, Chestnut)

Chinese Rugs		
12x9-2 ft.	.....	\$295
12x9 ft.	.....	\$345
12x9-1 ft.	.....	\$337
12x9 ft.	.....	\$365
11-11x8-10 ft.	.....	\$357
12-2x9-5 ft.	.....	\$375
12-2x9 ft.	.....	\$357
13-2x9-3 ft.	.....	\$495
13x10 ft.	.....	\$440
12x9-2 ft.	.....	\$450
11-11x11 ft.	.....	\$495
12-2x9-3 ft.	.....	\$425
11x10-3 ft.	.....	\$450
12-2x10-4 ft.	.....	\$485
14-2x10 ft.	.....	\$585
18-2x10-3 ft.	.....	\$785
15x10-1 ft.	.....	\$695
17x9-1 ft.	.....	\$650
14-5x8-4 ft.	.....	\$475
17-10x10-5 ft.	.....	\$785
18x10-3 ft.	.....	\$675
13-10x10 ft.	.....	\$550
14x10 ft.	.....	\$625
18x11-3 ft.	.....	\$865
14x10 ft.	.....	\$510

Smaller Chinese Rugs
2-6x2-6 ft., 2x4 ft., 3x4 ft., 3x5 ft. and 3x6 ft.
\$22.50, \$27.50, \$35, \$55 and \$65.
(Seventh Floor, Central)

Medium-Priced Domestic Rugs in the January Sale

Assortments are unusually good in several groups of fine Wiltons at the following prices:
9x12 ft. Royal Worcester Wiltons, \$95.
Teprac Wiltons, 9x12 ft., \$84; 8.3x10.6 ft., \$76.
Seamless Wiltons, 9x12 ft., \$97.50.
Imported chenille rugs, 9x12 ft., \$67.50; 9x10.6 ft., \$60.
P. S.—Still a good selection in the famous Whittall Anglo-Persian rugs at a fourth less than regular.
(Seventh Floor, Chestnut)

High Lights in the Lamp Sale

Dressing lights are usually hard to get, but we have them in this sale—one-light, complete with silk shade, for \$12.50 each.
Polychrome candlesticks of the squatty order, 65c.
Metal, gas and electric lamps for the table; with glass panel shades—sometimes the glass is of the ribbon variety; prices \$15.75 to \$114.50.
Desk lamps with glass shades, \$4.75 each.
Brass candlesticks with one to seven lights, \$6 to \$33.50.
(Fourth Floor, Central)

Good Blankets Much Lower Some at Half

Some are even less than half. All are good, reliable quality and desirable in every way.
\$5 a pair, white blankets with pink or blue borders, double-bed size, made of wool and cotton.
\$10 a pair, white blankets with pink or blue borders and silk binding in matching colors, double-bed size, about 60 per cent wool filling.
\$12.50 a pair, white blankets with pink, blue or old rose borders, single-bed size, all-wool.
\$15 a pair, white blankets, with pink or blue borders, double-bed size, all-wool, imported from England.
\$15 a pair, white blankets, with pink, blue or rose borders, cut and bound separately, about 70 per cent wool in filling, size 80x90 inches.
\$10 each, jacquard woven blankets, gray and white with pink or blue borders, about 85 per cent wool, size 80x90 inches.
(Sixth Floor, Central)

All Electrical Heating Devices

In the Electrical Store have dropped to their new low prices. This means toasters, grills, irons and even a washing machine—the "Easy Washer" which has a non-rustable tub and is now priced at \$139, a saving of \$21.
(Fourth Floor, Central)

Comfort—Health—Efficiency—You Can Often Trace Them to

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You Can Often Trace Them to**

Anatomik SHOES

Comfort in shoes goes farther than wide toes. In fact, the worst discomfort suffered in footwear—the most serious discomfort—comes from lack of support for the arch of the foot.
When the arch of the foot is not properly supported it is apt to roll over, or "fall," especially in the case of heavy people or those much on their feet. The result is often a breakdown in the general health, for what is known as "fallen arch" is felt all through the body and not in the foot alone.
Any foot trouble, even if it does not affect the general health, impairs the efficiency. If your mind is on your feet you cannot do your best work.
Anatomik shoes have brought greater foot comfort, better health and increased efficiency to thousands. A specially constructed heel and shank support the arch of the foot as it should be supported, yet Anatomiks give no appearance of being corrective shoes.
Prices are lower than they have been for years—
Men's Anatomik high shoes in black and tan, \$13.50; black oxfords, \$12.50.
Women's Anatomik high shoes, \$12.50; low shoes, \$11.
(Men's, Main Floor; Women's, First Floor, Market)