

Band at 9  
Organ at 11 and 4:50

WANAMAKER'S

Store Opens at 9

WANAMAKER'S

Store Closes at 5

WANAMAKER'S

WEATHER  
Unsettled

# The People Know Very Well Which Store Brought Prices Down

## Hoist Your Sails When the Wind Is Fair

Almost all of us do better when we have our wits about us to observe weather and other existing conditions, low water and high tides.

This applies to business as well as to politics and financial investments. Do not brag of your patience if it is missing when you want it most.

Our big merchandising boat is bringing in lots of new goods to sell at lower prices.

[Signed]

Jan. 10, 1921.

## Plenty of Skunk, Lynx and Such Staple Furs in this Sale

It is a sale of dependable, fine furs—there are plenty of such staple furs as the fluffy, durable and becoming skunk, the glossy, beautiful black lynx, the practical Hudson seal (dye muskrat), as well as a long list of other furs.

Skunk neckpieces in many shapes, including collars, scarfs and large stoles and capes, start at \$30 and go to \$333.25. Black lynx scarfs are \$48.25 to \$210. Hudson seal (dye muskrat) neckpieces are \$27.50 to \$168.50. And there are many others—gray squirrel, Australian opossum, brown beaver, baum and stone marten, and Russian and Hudson Bay sables, between \$25 and \$426.50. Muffs to go with the neckpieces are \$30 to \$66.50. Plenty of fine fur coats in this sale, too.

(Second Floor, Chestnut)

## Women Like Tweed Coats for Early Spring

And, one good thing about them is that they are all weather-proofed and so can be worn on rainy days as well as clear ones.

Nearly all the materials in these coats are imported cloths. They are all-wool mixtures, plaids and checks of soft, delightful colorings. Prices begin at \$45 for a domestic tweed and go up to \$95 for the finest quality English tweed.

(First Floor, Central)

## A Recent Steamer Brings Lovely French Novelty Cottons

One is a new fine white voile in an embroidered Egyptian pattern in bright red and it is intended for overblouses, but, of course, could be used for entire dresses if one chooses.

Another is an exquisitely fine batiste in beautiful tints and woven in silk coin dots. There is also a white snowflake voile with a black feather design.

Almost needless to say that there is only a small quantity of any one of these exclusive novelities and that you are not likely to see them elsewhere in this country. They are 38 and 40 inches wide and \$4, \$4.50 and \$5.50 a yard.

(First Floor, Chestnut)

## Young Women's Regulation Dresses \$10 and \$12.50

Just a handful—but they're unusually good dresses for these prices: \$10 for Norfolk regulation dresses of sturdy cottons.

\$12.50 for dresses of blue serge. All made in our own workrooms, not all sizes in each style, but \$4 to 20 year sizes in the group.

(Second Floor, Chestnut)

## Women's Dainty New Pumps of Light Tan Calfskin

Young women in particular will like these pumps, which are from the leading women's shoe factory in Philadelphia.

Of fine Russia calfskin in the new, light tan shade, with plain toes, turned soles and baby Louis heels. Beautiful shoes for \$12 a pair and you will pay a third more elsewhere for the same things.

(First Floor, Market)

## Women's Duplex Gloves Have Many Good Points

For they combine good looks, practical service and an inexpensive price. They are warm enough for cold days, they wash readily, and they fit well.

Short duplex gloves, with two clasps, in brown, mode, gray or white, are \$1.75 a pair.

Strap-wrist gloves, five-button length, in mode, gray or white, \$2.50 a pair.

Eight-button length gloves with embroidered backs, in white or mode, \$2.50 a pair.

(Main Floor, Central)

## More Perfumes From Claire—of Paris

Boxes of delicious scents have just arrived—and here are some old and well-liked favorites—

Yu Yu extract, \$5 a bottle.

Violet de Paris extract, \$5 a bottle.

Both from Claire of Paris. Both delicious—and like all the Claire preparations to be found in Philadelphia only at Wanamaker's.

## Women's Umbrellas for \$2.50

Of good black cotton—Egyptian—with tape edges, paragon frames, and mission handles with silk loops; size 26 inches, (Main Floor, Market)

## Children's Coats, Hats and Dresses Are Marching Out

to the tune of new and lower prices. There's good choosing and substantial savings—and here are some of the things mothers will find—

Children's hats, \$1.50 to \$10—corduroy, silk, beaver, broad-cloth and velvet, in light and dark colors and becoming, simple styles.

Children's coats, \$12 to \$50—warm winter coats, of good materials, in good colors and styles; lined and interlined.

Children's dresses in colors, \$1.75 to \$7.50—many pretty frocks.

White dresses, \$2.50 to \$5—several good styles.

All in 2 to 6 year sizes. (Third Floor, Chestnut)

## New Real Filet Collars for \$2.75 and \$3

Very pretty patterns and nicely made; in fact, we are quite particular about the making, which has much to do with the good fit. Those 18 inches long are \$2.75 and those 26 inches long are \$3. Sets of collar and cuffs are \$4. (Main Floor, Central)

## Among the Fascinating New Spring Hats

Here are some that will particularly please your fancy— A Nile green silk and soft white wool hat—the silk and wool in a striped combination that is quite pleasing. The crown is round, the brim is rolled up, and the hat forms its own trimming. \$25.

A smart little affair with the whole top covered with gay, figured sports silk is in a small shape with high crown, small brim, and is faced with fine, dark blue hemp. \$14.

Like a Hindu turban is a demure little hat of dove gray taffeta with a slim, arrowlike ornament of Chinese blue for its only trimming. \$16.

Alternate rows of crepe Georgette and faille silk in tangerine color make a new hat in one of the new small shapes. The brim is short and slightly rolled and there is a soft scarf with long ends of the crepe Georgette. It is \$28.

But these are just a few—there are other of taffeta in new three-corner shape, of silk and wool, of straw braid and silk—and there are many colors from somber blues and browns to the more vivid shades. (Second Floor, Chestnut)



Many are handsomely embroidered or trimmed with fine furs—squirrel, beaver or nutria. They are lined with rich silks and interlined for additional warmth. 14 to 20 year sizes. (Second Floor, Chestnut)

## Young Women's Fine Suits at \$40 to \$125

are suits that have been a great deal more right in our own stocks. They are fine suits, beautifully made, and of such fine materials as velours, pasch blooms, silver-tones and other novel weaves, in the most fashionable colors of the season. (Second Floor, Chestnut)

## THE HURT BOOK SALE

Here are thousands of hurt books covering practically all departments—general literature, fiction, poetry, essays, drama, travel biography and books for boys and girls—many with sixty per cent taken from their prices and all spread out on tables where they can be gone over with ease and expedition.

A few books out of the Rare Book Corner have been added to the collection for tomorrow; these are a third less than regular. (Main Floor, Thirteenth)

## New Fiction

"Cow-country," by B. M. Bower, author of "Skyrider." Price, \$1.75.

"The Next Corner," by Kate Jordan. Price, \$2. (Main Floor, Thirteenth)

## Women's Country Suits Prices \$45 to \$85

Suits of sturdy chevots, tweeds, basket cloths and mixtures in the appropriate brownish, grayish or greenish tones. They are in the severely simple styles, sometimes (First Floor, Central)

with yokes, belts and strapped seams, or with straight, beautifully cut backs, or backs slightly fitted, and they are all admirably tailored. Prices are \$45 to \$85. (Central)

## Notes for Housewives

A recent shipment of English aluminum ware has in it unusually well-made utensils with bronze handles. Prices run from \$2 for a double-lipped sauce-pan to \$5.85 for a straight covered saucepan.

Aluminum tea kettles, 5-quart, \$6.50; 6-quart, \$6.75.

An aluminum griddle is conceded to bake more evenly than any other type, and it requires little or no grease after it is once "broken in." 13 1/2 inch size, \$7.65.

A sturdy six-quart saucepan, lipped, is \$1.50.

An effective deodorizer and perfume, which will do away with cooking and smoking odors is being demonstrated in the House Furnishings Store.

Electric irons complete with cord and plug and stand, \$6.50 each.

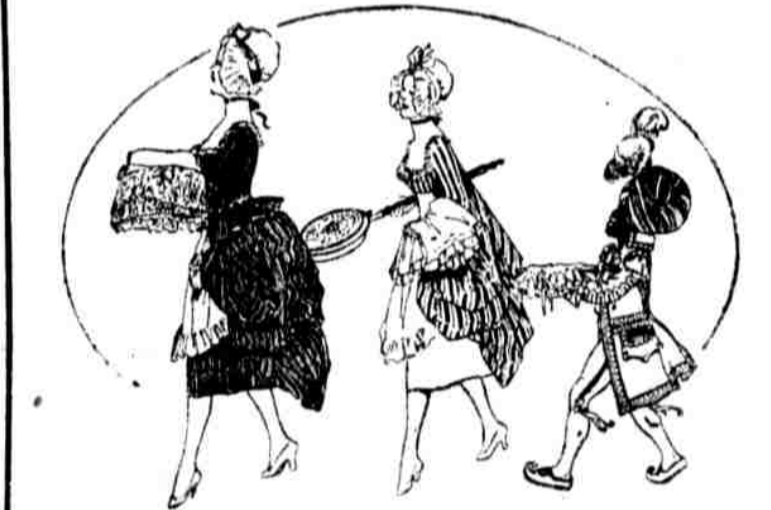
Electric grills for toasting, broiling, frying and cooking flap-jacks, \$14, with cord and plug.

Electric toasters, the kind which make even toast, \$7.50, \$8 and \$9. Ready to attach. (Fourth Floor, Market and Central)

## Glove Silk Bodice Vests for \$2

Another shipment of these desirable garments that were so joyfully received before Christmas. They cannot be duplicated under twice this price.

Of pink glove silk, cut full and made of firm fabric. Sizes 36 to 42. (West Aisle)



## White Sale

200 pieces of fine Philippine undergarments have come into it—pieces with unusually beautiful handwork. There are five styles of nightgowns at \$5, \$5.50 and \$8.50; one with a great deal of colada work; two styles of corset covers at \$2.85 and \$3.50; and several styles of drawers at \$1.50 to \$3.75. The nightgowns will be found in the Little Nightgown Salons and the corset covers and drawers at the regular counters. (Third Floor, Central)

New White Sale waists are these: 150 crepes de chine, tailored, and trimmed with double pleatings in white, flesh and bisque, \$5.85.

100 soft taffeta waists of admirable quality, white, flesh and bisque, \$5.

800 white cotton waists, lingerie and tailored; voile, organdie, linene and lawn, \$2, \$2.25 and \$2.50. (West Aisle)

New petticoats with silk jersey tops and silk flounces, \$3.65 and \$3.85.

All-taffeta petticoats at \$3.65 and \$3.85. (East Aisle)

Specially priced corsets. Letitias at \$4 and \$5—a low-bust model of pink novelty material, and a pink coutil with very low bust.

Parisiennes at \$9.75 and \$11.50. Three models of the fine quality and workmanship associated with these corsets. (Third Floor, Chestnut)

## Table Linen and Scarfs Exceptional at the Price

The table linen is a full-bleached Irish damask of pure flax, good-looking and dependable for service, 70 inches wide and exceptionally good at the price. \$3 a yard.

The scarfs are of medium-weight Irish linen, with neatly scalloped edges and are suitable for bureaus, dressing tables or chiffoniers.

Three sizes, 18x36 inches, at \$1.50; 18x45 inches at \$1.75, and 18x64 inches at \$2 each. These are remarkable values. (First Floor, Chestnut)

## Bureau and Other Scarfs New and Shortened Prices

Many odds and ends among the pretty fancy cotton scarfs in sizes for dressing tables, bureaus, buffets and so on. Prices start at 35c for scalloped and lace-trimmed scarfs and go up to \$1.75 for the handsomer ones. There are good savings of from one-third up to one-half. (West Aisle)

## Pianos Have Come Down

New Prices on Many of Our Own Fine Pianos and Player-Pianos Are \$50 to \$350 Lower Than They Were

At last some of the finest of the pianos have come down in price.

You can come into this Store now and choose from a notable assemblage of pianos and player-pianos at prices that are \$50 to \$350 less than they were a few weeks ago.

Among them are such famous instruments as the

Schomacker  
Emerson  
Lindeman  
H. & S. G. Lindeman

Haines Bros.  
Marshall & Wendell  
J. C. Campbell  
Pianista

These are our own regular goods and we can answer for it that the savings are as genuine as they are substantial.

In addition to these new instruments we have a large assortment of used pianos and player-pianos at even lower prices, ranging from \$75 upward, with player-pianos starting as low as \$475.

Any instrument, new or used, may be bought on easy terms.

New Upright Pianos

Lindeman ..... Now \$375  
Marshall & Wendell ..... 475  
Haines Bros. .... 525  
Emerson ..... 550

New Player-Pianos

H. & S. G. Lindeman ..... Now \$535  
Pianista ..... 650  
Lindeman Player ..... 685  
Marshall & Wendell ..... 695  
Emerson Player ..... 800  
Emerson Angelus ..... 850

(Egyptian Hall, Second Floor)

J. C. Campbell (with Phonograph Attachment) ..... \$895  
Schomacker Player ..... 1050

New Player-Pianos—Foot Pump Equipped With Motor to Operate Electrically

Lindeman ..... Now \$850  
Emerson ..... 950  
Schomacker ..... 1150

New Grand Pianos

Lindeman ..... Now \$850  
Emerson ..... 850  
Schomacker ..... 1050

## Wallets and Pass Cases at the Old Prices

Pass cases start as low as 85c, for a two-pass case with tuck pocket and bill back and made of good black crepe grain leather. From these they go to \$5, for a five-pass case of finer leather.

Wallets, two-fold and three-fold, start at \$1.50 and go to \$5. They are of dull and bright leathers with fine polished pin seal at the higher prices.

Odd pieces of fine English pig-skin and seal, some with silver gilt mountings, are now marked \$2 to \$5 for quick clearance. This is half price and less and among them are wallets, cigarette cases and tobacco pouches. (Main Floor, Chestnut)

## Men's English Silk Handkerchiefs at \$1 Apiece

are certainly unusual—they've been more, but we're clearing out this little lot at this small price.

Gay colors and quiet colors, figured and other designs, all good—and all most unusual for this price.

Generous size, and good quality silks, too. (Main Floor, Central)

## Save a Good Third on Men's Fur Collars

All fine, selected furs and not to be matched at their prices.

You can get a coney collar for \$18.25 or one of the finest otter collars made for \$165.

Others at many prices in between of beaver, nutria, plucked otter, dyed plucked otter, sealine, Hudson seal (dye muskrat), Alaska seal, racoon and leopard cat. (Main Floor, Market)

## Down Quilts Very Much Down in Price

There are down quilts and down quilts. These are down quilts of quality. They were made in our own workrooms, as are all the down quilts we sell. They are made well and of the right materials. Most of them are now priced at close to half of what they have been. All of them are considerably lowered.

At \$8 each, down-filled quilts in saten coverings, floral patterns. Almost half price.

At \$15 each, down-filled quilts covered in French saten in five floral and conventional patterns, bordered with plain saten and all of them interlined.

At \$15 each, down-filled quilts covered in plain domestic saten in all colors, extra-size ones at \$18 each.

At \$18 each, down-filled quilts covered in plain Japanese silk.

At \$20 each, down-filled quilts covered in figured silk and with plain Japanese silk border. (Sixth Floor, Central)

## Some of the Finer Things in the Sale of Lamps

All the table-lamps made of Chinese or Japanese pottery vases, fitted with one or two lights, are in the Sale at a third less—\$38.50 to \$175.

All the wrought-iron floor-lamps of both bridge and library types at a third less—\$15 to \$85.

All the finer floor-lamps with silver, polychrome, gray, gold and Pompeian finishes, or with floral decoration are \$27.50 to \$110. These have two and three lights.

Incidentally, all parchment and wicker shades are down to half. (Fourth Floor, Central)

## Scrim and Marquisette Curtains for a Third Less

There are also voile curtains among them and they are some of the best kinds of curtains we have. They are certainly among the most popular.

With plain hemstitched edges, scrim, voile and marquisette curtains are \$2.25 to \$3.25 a pair. With hand-drawn edges and of the finest materials, many being made to our order, \$3.75 to \$10 a pair.

They are all either 2 1/4 or 2 1/2 yards long. (Fifth Floor, Market)

## A Good Time to Have Stationery Stamped

Many people who received gifts of fine letter paper will like to know that they can have the newest forms of monogram dies from \$1.50 to \$15. Or address dies from 20c to 35c a letter.

The cost of stamping is 40c a quire in plain colors or 60c a quire in gold or silver. Five quires or more are a little less.

There is here at the present time a good assortment of quire papers from 50c a quire up to \$2.50 a quire for the newest French novelty papers. (Jewelry Store, Chestnut and Thirteenth)

## Oriental Rugs Are Back Where They Were in Price

We are referring to the various special lots of rugs, hundreds in all, now offered in the Oriental Rug Store at pre-war prices, some being as low-priced as we have ever known rugs of the same quality to be. Of special note are the recently unbaled Chinese carpets, all of Mongolian weaving, which means the finest quality known in Chinese rugs.

We doubt if we ever had such a splendid choice of rugs of this kind as we are now showing—heavy, rich-looking pieces, in striking colors such as burnt orange, golden tan, tobacco brown and, of course, many in pronounced shades of blue.

The choice of fine Persian pieces is no less interesting and prices no less remarkable.

It is many a day since we have had a lot of Persian Kermanshah carpets to sell at the prices marked on this fine group.

Persian Kermanshah Rugs

13.9x9.5 ft., \$549  
13.1x9.3 ft., \$585  
13.8x9.5 ft., \$626  
13.10x9.5 ft., \$467  
13.7x9.7 ft., \$477  
11.8x9.4 ft., \$384

14.9x10.3 ft., \$567  
14.7x10.3 ft., \$725  
14.2x10.7 ft., \$766  
14.6x10.10 ft., \$775  
11.7x10.2 ft., \$567

Smaller Kermanshahs  
Average size 6x4 ft., \$85 to \$125.  
(Seventh Floor, Central and Chestnut)