

Band at 9;
Organ at 9, 11 and 4:50
Chimes at Noon

WANAMAKER'S

Store Opens at 9

WANAMAKER'S

Store Closes at 5

WANAMAKER'S

WEATHER
Cloudy

The People Are Ready Enough to Buy Goods That Are Fairly Priced

"Any Luck?"

is the salutation and query of one fishing-boat to another, hailing each other as they pass.

There is a lot of good nature in the world, as well as information, that can be brought out by a smile and cheery word as we pass along.

Just try it and see for yourselves. Some men, who can make fine public speeches from a forum desk, a pulpit or platform, are so offish after a public performance that in private they lose the benefit of the charm they wore in the large assemblage by a brilliant address.

If men were to get nearer to each other and practice good fellowship even moderately, this would be a happier world to live in. It would not cost much to try it.

[Signed]

John Wanamaker

Jan. 15, 1921.

New Spring Foulard Silks in 100 Different Styles

And, in making a choice, one is not confined to dark blue or black grounds, for there are many colors besides and also some Persian effects. Some of the designs are very new and striking, some very conservative.

Prices Drop on Women's Fine Gowns, Now \$75 to \$200

Nearly a hundred of them—some of the evening, some of the semi-evening sort; and all really beautiful things. A great many of them are of black charmeuse, often veiled with some sheer lace and finished with a bright-colored girdle. Others are of charmeuse in evening colors, and others again are of net—black, brown and light colors. A very few are of velvet—the \$200 gown is of black chiffon velvet with pearl and crystal beading.

The saving is always at least \$20, and sometimes a great deal more.

(First Floor, Central)

This Fur Sale Offers Many Remarkable Opportunities

to any woman who wishes to buy furs of any sort—whether she wishes a small scarf or a sumptuous fur wrap. Furs of every description are included, the skins are of the highest quality, and the prices are surprisingly moderate.

AMONG THE FUR COATS the choicest is especially good. There are novelty fur coats like leopard, nutria, muskrat, hair seal, or marmot, as well as the more conservative furs like Hudson seal (dead seal), mink, and fox.

SCARVES, ALSO, including a, slunk, baum and stone sables, gray squirrel, and to \$402.50. Also, and these are \$20 to

(Central)

Woolen Coats in Price

ould be bought for less, and are waiting for this event. out, of the finest quality are four models to choose has a double cape effect, ves with long tassels hung laborate chenille embroid-

d and they are also lined t one model are in perfect re are many women this wearing these coats. New

(Central)

Unbrothered Evening Prices

ve years to find prices to y moderate. Chinese embroidered robes h the finest kind of em- ute "seeding." They are r silk foundations. ndie are \$31.75. Those y is done in white. Each

(Central)

Bracelet With Pearls

liked, is gold filled and t the bracelets, but there

(Central)

Sashes before

s, as a finishing touch, so that no dress will be disappointed there are all kinds of sashes here.

Some are wide satin affairs of black or colors, some are of braid, of ribbon or metal cord—all are finished with tassels. Prices go from \$2.75 to \$6.

(Main Floor, Central)

75 Baronet Satin Skirts Again at \$10 Each

A number of women have bought three at one time when they found they could get these skirts at this price.

This new shipment brings even better Baronet satin skirts than were here before, the satin being an even finer quality and the model an especially pretty one. In shell pink, silver gray, white, black and navy. All sizes up to 32 inches waist measure.

(First Floor, Central)

A Little Clearance of Leather-Back Cloth Brushes, 35c to \$1

Very frequently this is less than the original cost of these good brushes! The brushes have good bristles, are of generous size, and have leather backs of brown, red or black leather—some of genuine pigskin.

35c to \$1 is the way the prices run—and this is very little indeed for such good brushes.

(Main Floor, Chestnut)

Men's Handkerchiefs \$3 a Dozen

These are certainly good handkerchiefs for this price! They are of linen, every thread, and they are in the perfectly plain hemstitched style which is the best for general use.

It's a new shipment, just unpacked.

(West Aisle)

Direct from Peking and Tientsin, New Bales of Chinese Rugs

Many months ago our own representative chose these rugs off the looms of Peking and Tientsin, two of the important weaving centers in China.

We bought them on advantageous terms and we are offering them at remarkably low prices accordingly.

All the good qualities for which Peking and Tientsin are noted are pronounced in these pieces—the substantial weave, thick nap and soft, lustrous colors.

In most of the new pieces, blue is the predominant shade, often a deep, ultramarine, while many are in a lighter tone.

The figures, typical Chinese devices, are chiefly in tan or golden tints.

The shipment comprises both carpet sizes and smaller rugs, and considering the excellence of the rugs and the prices we have marked on them, is one of the best we have had in a long time.

(Seventh Floor, Chestnut and Central)

Fine House Coats and Gowns in the Men's Wear Sale

You can get a full-length Japanese quilted silk dressing gown or a house coat of the same material for as little as \$10.

Rich silk and velvet house coats are \$25.

Dressing gowns of silk moire, English foulards, Paisley pattern silks and velvet are in splendid selection at \$25 and \$35, some close to half price.

Some of the finest vicuna house gowns are \$50 and other oddments of fine woolen gowns are \$25.

(Main Floor, Market)

200 Comfortables Now \$6 to \$25

Many of these have been selling for almost double. At their lowered prices they are the best quilt values in years.

And there is such a fine variety to pick from! Wool-filled, down-filled, most of them made in our own workrooms under our own supervision.

The lower-priced, wool-filled quilts are covered with the best silkoline and bordered with saateen.

The lower-priced, down-filled quilts are covered in figured saateen. There are wool-filled quilts covered in fine habutai silk at \$16 and in brocade at \$20 each.

There are extra-size down-filled quilts at \$12 covered in figured saateen and at \$15 there are remarkably fine quilts covered with French figured saateen, finished with plain borders and interlined.

At \$20 there are down-filled quilts in coverings of habutai silk, and so the variety goes. As a collection we don't think these quilts are equaled anywhere, especially keeping in mind their excellent quality.

(Sixth Floor, Central)

Half or Less for Rugs and Matting

Odd lots of fine domestic rugs in room sizes and a limited quantity of fiber matting will be disposed of at extraordinarily low prices.

48 fine rugs at \$32 for 9x12 ft. velvet rugs, to \$95 for 11.3x15 ft. Wilton rugs.

Double-faced chenille rugs at \$70 for 9x15 ft. to \$86 for 12x15 ft.

Imported seamless chenille rugs at \$67.50 for 9x12 ft. and \$60 for 9x10.6 ft.

530 yards of fiber matting, 27 and 36 inches wide, 25c and 30c a yard.

(Seventh Floor, Chestnut)

These All-Wool Serges Are Particularly Good Values

They are chiefly navy blue and black in several very desirable weights for making Spring dresses, skirts and children's clothes, and every one of the prices is down to an extremely low level.

A 42-inch serge, medium weight, sturdy quality, at \$1 a yard.

A 44-inch serge, especially fine twill, at \$1.50 a yard.

A 50-inch serge, very fine soft weave, at \$2 a yard.

A 54-inch serge, heavier grade, at \$2 a yard.

(First Floor, Chestnut)

Lamp Sale

100 small desk or boudoir lamps with metal bases and eight-inch glass shades are \$4.75 each.

100 Empire lampshades of silk, fringe trimmed, size 22 inches, \$3.75 each.

100 smaller mahogany gas lamps with strong holders, \$4.50 each.

The picking among other items—especially parchment shades at half—is still very good.

(Fourth Floor, Central)

The Luggage Sale Makes a Hit!

Hundreds of pieces of the finest luggage made are being sold here now at savings of 35 to 60 per cent.

Probably half of these goods are exactly half price—half what they were selling for a few days ago.

This half-price group consists of new merchandise from two leading factories which made a flat 50 per cent concession in their prices, and pieces taken out of our own good stocks and reduced one-half.

The other goods are also from our own stocks, and on them prices have been lowered 35 to 60 per cent.

There are traveling bags, suit cases, vanity bags, overnight cases, kit bags and portmanteaus, all of fine black and tan leathers.

Nearly half the pieces are fitted with ivory, ebony, sterling silver or white or shell-finish celluloid.

Prices start at \$7.50 and go to \$125, with many stops between.

The values are wonderful.

(Main Floor, Chestnut)



WANAMAKER Standard of America PIANOS

Certain very fine and famous goods have come unscathed through the turmoil of the past few years.

Among them are Wanamaker pianos, standard of America.

The reputation of these splendid instruments was no ephemeral thing, to flicker and wane under changing business conditions. It was built on years of faithful service.

In the not-so-long-ago days when any piano was salable, Wanamaker Standard Pianos kept the faith. Their excellence never varied.

Today, when people want to be certain of satisfaction in piano, player-piano or reproducing piano, they remember the

*Chickering
Schomacker
Emerson
Haines Bros.
Lindeman
Marshall & Wendell
Brambach
J. C. Campbell
and the celebrated Knabe*

These distinguished instruments are sold at Wanamaker's only in Philadelphia. Their prices compare agreeably with those of other pianos of the same grades and any one may be bought on convenient terms.

(Egyptian Hall, Second Floor)

200 Pieces of Colored and Decorated Glassware 35c to \$2.50 Each

Chiefly flower vases and in a remarkably attractive variety of decorations and color effects. Included also are a few pieces in orange and black and blue and black decorations, and some pretty pieces of iridescent glass.

The prices, 35c to \$2.50, are away below those for which these attractive and popular pieces have all along been selling for.

(Fourth Floor, Chestnut)

200 Beautiful Double Damask Table Cloths at Wonderfully Low Prices

By taking all he had we were able to secure this surplus lot of cloths from an importer at remarkably low prices. Judged by what cloths of this high grade are selling for today, there is a saving on these of one-third.

They are very handsome, finely woven cloths of double damask, with a rich satin-like sheen and in a choice of lovely, picturesque-looking floral patterns.

They come in three sizes—72x72 inches, \$12; 72x90 inches, \$15; 72x108 inches, \$18 each.

(First Floor, Chestnut)

White Sale Petticoats and Kimonos Sell for \$9.75

We still have a pretty fair allowance of nainsook and soft cambric petticoats, with flounces of good embroidery—usually eyelet. One style has lace for those who wish it. Prices are \$1.65 to \$3.85.

The kimonos are of Japanese cotton crepe. One style in lavender, pink, rose, light blue and Copenhagen with native sleeves, price \$1.90, and one in gray blue, a pink and rose, price \$2.85. The first is hand-embroidered and the second striped.

(Third Floor, Central)

Women's Fine Fashion Oxfords That We Can Sell for \$9.75

They were bought to sell for nearly a third more and are in every way equal to shoes of a higher price.

Light tan Russian calfskin with straight tips, medium toes and military heels.

Light tan grain calfskin with long wing tips, perforations, medium toes and military heels.

Black glazed kidskin with straight tips, medium toes and military heels.

Black glazed kidskin with straight tips narrow toes and Cuban heels.

(First Floor, Market)

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