

## At a Cost of $\$ 1000$ a word

A distinguished author may receive one dollar a
word for his production. An advertising expert sometimes writes a message the production of which dollars a wor A great reading public knows and applauds the
author. The copy-writer of the advertisment is author. The copy-writer of the advertisment is
known to very few. even in his own little world The oldest and most experienced advertiser values he real expert most.
The newest and most inexperienced advertiser
eaves it all with sublime confidence to-"a clever oung chap-my wife's cousin. In advertising, as in the i
e are developing specialists.
When you advertise. secure expert advice Publishers don't

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Mav Head vew trmy of L nemploved Lnless Congress shoves

BONWIT TELLER \& CO. CHLSTNUT AT ITM STREET


COST PRICE
Sale of
Gorgeous Sports
Overblouses

For Wednesday Only

PENN COUNCIL NAMED
 835

## Deep-Down

You can dye a sparrow. hat it looks like a will wear off. You can press surface sleekness into a mach ne-made Summer off.
Styleblet Clothes thisgoes deep-down. wear off
the Hilton Company 2


## STRAWBRIDGE \& CLOTHIER

1000 Men's Spring Suits
Blue Serges, Worsteds, Herringbones, Tweeds and Cassimeres, in smart new styles for young men and men of conservative taste.

## With Extra Trousers!

## A spic-span, fresh, new lot of the smartest, the best-tailored Suits we've seen in many a day at the price - an extra pair of trousers to every Suit-to sell at far below present retail price, and very close to one-half of what men

 extra pair of trousers to every Suit-to sell at far below present retail price, and very close to one-half of what menpaid for similar grades last year. They are from manufacturers who have been steady contributors to our stock. pary Suit made to exacting specifications to insure excellent quality. The fabrics include the smartest weaves of the present season-grays, blues, browns and tans-and the same is true of the styles. While we shall have practically
all sizes and proportions to begin with-the intensive selling activity bound to result from such a remarkable opporty all sizes and proportions to begin with-the intensive selling activity bound to result from such a remarkable opportu-
nity should warrant early selection.

Equipment to Meet Every Sports Need in the Sale

Bicycle Tires-Savings Average One-third


Complete Golf Sets-now $\$ 19.50$
${ }_{\text {Ball }}^{\text {Cata }}$
Complete Tennis Sets- $\$ 25.00$
Four Rackets,
and
Instruction Bo
Be
A A merican League Base Balls- $\$ 1.75$
"Life-Guard" Bathing Suits- $\$ 4.65$
White Wool shirit fast-celor blue Wool Pants, white canvas
nonn-rustrble bickle les
Ord-size Guaranteed Tires $-\$ 12.90$
Ford-size Guaranteed Tires- $\$ 12.90$
Thousands of Books Far Below Regular Prices


Men's Panama Hats, $\$ 3.65$
Worth One-half More to Twice This Price


## Sennit Straw Hats, worth

One-Half More-now \$2.10


Men's Leghorn Hats Fully One-Third Under Price-\$4.55
 China, Cut Glass and Art Wares in the Great Sale
 $=\mathrm{F}=\mathrm{va}=$
 More Than 800 Dinner Sets, Including 175 Different Decorations, Under Price Porcelain Sets. 51 to 107 pieces- 811.00 to 872.50 .
China Sets. 50 to 107 pieces- 824.00 to $\$ 250.00$.

Hundreds of Pieces of Cut Glass Such values as Bonbon Dishes, at \$1.20; Bread Trays, at $86.60-$
and hundreds of others.
for shat -cut Gummer service-are also included.

Fancy China Greatly Reduced Bronzes, Jardinieres, Art Wares Too numer


Women's Dust Coats and Capes
At $\$ 2.75$

One Hundred Sports
Coats-now $\$ 7.25$

1200 Infants' Slips Under Price


Baby Coaches
In the Sale

Porch Swings-\$3.7. Lawn Swings \$9.75 and \$10.75

Wheel Toys and Playthings
$\begin{aligned} & \text { Misses' Wash Dresses Much } \\ & \text { Under Regular Price at } \$ 4.85\end{aligned}$
$\begin{aligned} & \text { Misses' Wash Dresses Much } \\ & \text { Under Regular Price at } \$ 4.85\end{aligned}$
Five Hundred Girls' New Wash
Dresses Greatly Under Price, $\$ 1.85$

Long Cloth, 10 Yards, $\$ 1.50$
Colored Drapery Scrim, 25c Which Is One-third Its Value

Taped Scrim and Marquisette, 25c

Wonderful Millinery Values 450 Fine Trimmed Hats Half-Price and Less. at
$\$ 7.50$

600 New Trimmed Hats Worth Nearly Double
$\$ 4.75$
${ }_{\text {Worth the Trimmed Hats }}^{300}$ Light $: \$ 6.50$

Five Hundred Soft Ribbon $\$ 2.95$
Crusher Sports Hats, now



Women's New
Cloth Skirts
At $\$ 2.75$
$\frac{\text { About One-Third Less }}{\text { Than the Regular Price }}$



Notable Values in White Petticoats Naint, oratien and etraor.
 atine Pettionats. now 81.50



## BOYS' HATS

 In the Sale it Great Savings hem in goon thead durns, saer is

## Men's Oxfords

Mechanical Trains- $\$ 1.75$
Boys' Oxfords

