

DREAMLAND ADVENTURES

Two Minutes of Optimism

By HERMAN J. STICH

Character

"STRANGE," I remarked to the chief, "that Jones didn't get that loan at the bank; I always thought he had lots of money back of him."

"Not at all so strange," answered the chief. "There are a great many men whose credit is unquestioned, but it is not because it is believed that they have money back of them. Very often it is regardless of whether they have any financial backing at all."

"A man gets credit because people believe in him. He might not be 'worth' anything. J. P. Morgan once testified under oath that he had known a good many men to come into his office, and he had given them a check for a million dollars when he knew they hadn't a cent in the world. In the same cross-examination he said that a man that was not trusted could not get money from a bank or banker on all the bonds in Christendom; and I think that is the rule the world over; that is the fundamental basis of business."

"Commercial credit is not based primarily upon money or property. The first consideration is character. Before money or property or anything else is considered. Money cannot buy it. A man with character with nothing behind it can usually get all the credit he needs; but it is very frequently the case that the man with the property and without character cannot get it. That is the rule of business."

"When a man goes to the bank and asks for a loan the bank goes into what a man has; but the first thing they say is: 'We want to see your record.' He may own Government bonds, railroad bonds, and he may go in to get a loan on the security of those bonds; but if he gets a loan, he gets it on his character."

them more than the place where they hang their hats and sleep. As a matter of fact, the long head indicates a tendency toward the practical, let us say the practical ideal. It's also an indication of charitable tendencies, of sympathy and humane inclinations.

Tomorrow: Round Faces.

Decorating Rooms

Combining the colors of the draperies with those of the painted furniture is often pleasing in results. If the furniture in a bedroom has been painted Italian blue, with a dull gold design, the bedspreads, table covers and other draperies would be lovely, made of gold-colored tulle, trimmed in bands of Italian blue tulle. The windows should have gold-colored silk gauze glass curtains, and inside draperies of the same blue tulle that is used for trimmings. To break the monotony of the same two colors, a flash of bright rose color should be thrown into the scheme. A pillow or some other decorative piece might serve the purpose to advantage.

Broil and cover with melted butter

Baby Norway Mackerel

3 for 10c

At all our Stores



Light Weight Sweaters

Priced for Quick Disposal

\$4 to \$15; formerly \$8 to \$23.

Shetland Weave Mohair Slip-ons and Turtlenecks, now \$4 to \$8.

Chiffon Alpaca Slip-ons, Turtlenecks and Tie-backs, now \$5 to \$8.

Drop stitch Alpaca Slip-ons and Jackets of finest quality, now \$13.50 to \$15.

Standard Jaeger quality in the season's best colors.



Now at our new address Chestnut, cor. of 17th St.

WANAMAKER'S WANAMAKER'S WANAMAKER'S

Wanamaker's Down Stairs Store

Half Price Clearaway of 500 Boys' Wash Suits at \$1

Sizes 2 1/2 to 7 Years

All are little button-on suits, the most becoming style for small lads.

Of good, sturdy galatea, chambray, rep and poplin in blue, maize, tan, brown, navy; usually with white waists trimmed with color. Some have Dutch necks, some are embroidered or smoked.

Careful workmanship characterizes every suit, as these are all from our regular stock. Until now they have been marked twice and even three times as much.

All sizes from 2 1/2 to 7, though not all sizes in every style. Some of the suits are a little mussed.

Wise mothers will buy these little suits by the half dozen.



(Gallery, Market)

Modart Corsets, \$5

A Special Price on an Excellent Model for Average Figures

Modart corsets are favorites with all women who wear front-lace corsets. They are skillfully cut to give straight, slender lines and, at the same time, are delightfully comfortable. Only high-grade materials enter into their making and all of the fine points of finish are carefully observed.

This corset is of pink broadened jean, cut low in front and slightly higher toward the back. It is well boned and is suitable for medium to stout figures.

(Central)

Pretty Frocks for the Little Girls

\$1.25 and \$1.50

Just in time to replenish the small girl's summer wardrobe come these dainty little chambray frocks. The fresh, bright colors, the original touches of hand embroidery, and above all the sturdy wearing and tubbing qualities of these little dresses are sure to appeal to any one who must plan for a wee girl.

One frock at \$1.25 has the chambray skirt buttoned to a white linene waist which has a touch of black feather stitching.

Another at \$1.50 has hand smocking below the yoke, which shows some effective cross-stitch embroidery. Still another pleated model has inverted, faced pockets as a distinctive touch.

All of these dresses come in blue, green, corn and pink, and in sizes from 2 to 6.

(Central)

Bathing Suits for Late Vacationists

Women who are just starting on Summer trips will find a good selection of bathing suits in a variety of styles, beginning with the knitted California suit at \$1 and going to \$15 for beach costumes of silk.

Plenty of cotton tights at 50c and \$1.

(Market)

Are You Tired of Your Summer Hats?

Beginning to look a little faded and draggled, aren't they? New, fresh, Autumn hats are here to take their places.

Hatters' Plush Sailors at \$8

A number of sailor shapes are fashioned of hatters' black plush of excellent quality. Brims are faced with velvet or duvetyne in burnt orange, blue, fawn, brown and other becoming shades.

Tailored Toques for \$6

The woman who prefers a small, close-fitting hat will like these. The crowns are of felt, and the small rolling brims of beaver caught at the side front with a flat, tailored bow of gros-grain ribbon.

(Market)

Men's Half Hose, 20c

Smoothly woven of mercerized cotton in desirable summer weight, with reinforced toes and heels. In white, black, unbleached and navy, in all sizes.

Men's Cotton Mesh Union Suits, 75c

The cool and open mesh weave is a feature of these well-fitting union suits with short sleeves and in either knee or ankle length. "Seconds," but one can hardly find what the faults are.

(Gallery, Market)

Exquisite Underthings of Gleaming Radium Silk

(Perfect for Autumn Trousseau)

Any girl who is going to be a bride this Fall will be thrilled with these delightful underthings. Radium silk, with its silvery, frosty surface like nectarines, has a practical side, as well as it washes beautifully and wears for a long, long time.

Chemises and nightgowns, often in matched sets, are in orchid, pink, white and light blue, simply tailored and trimmed with hemstitching or quite elaborate with real filet lace, two-tone ribbons and French flowers.

Envelope chemises are \$5 to \$10.50. Nightgowns are \$10.50 to \$16.50. Camisoles are \$3.50.

Step-in drawers, edged with picot, are in pink and white, at \$5.50; with elastic at the knee, \$5.

(Central)

Fine Sports Skirts, \$13.50

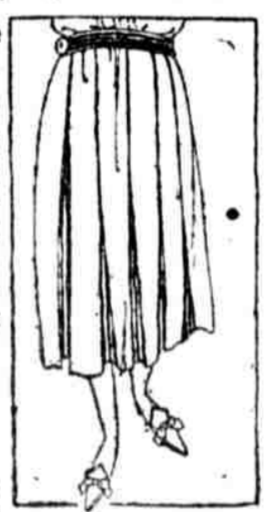
Soft, crinkly silk crepes, in the most exquisite tints, and gleaming baronets in plain colors or stripes make up this group of lovely skirts. All have been marked a great deal more, some almost double. It's a good investment to buy one of these to finish this season and wear next Summer.

The skirt sketched is of white baronet satin, striped with black, and box pleated. \$13.50.

Striped Flannel Skirts \$10

Creamy flannel with stripes in almost every color. Ever so smart to wear with sweaters.

(Market)



\$13.50

Men's and Boys' Outing Shoes

Oxfords and laced shoes in all-white, all-brown, and brown and white canvas trimmed with leather. Sizes, small 11 to big 11. \$2 to \$3.75.

Scout Shoes for Hard Wear

Sturdily built of tan leather, after the approved boy scout model. Sizes and prices are:

- 10 to 13 1/2, \$3.50
- 1 to 2, \$3.90
- 2 1/2 to 5 1/2, \$4.50
- 6 to 11, \$5.40

(Gallery, Market)

House Dresses and Negligees, \$1.50

The negligees are of printed voile in the style sketched. They have deep shawl collars, sashes which slip through and a ruffle edges the hem of each.

House dresses are in Billie Burke style with white poplin collars, cuffs and pocket tops. Of checked gingham in pink, light blue, navy or lavender. (Sketched.)

Good choosing among other house dresses of voile at \$2.50 and of gingham at \$2 to \$3.85.

Extra-size House Dresses, \$3

Generously cut dresses in sizes 46 to 52 are of gingham in a small plaid—black-and-white, pink, green or blue trimmed with plain-color chambray. They have long Tuxedo collars and sashes. (Sketched.)

Extra-size Silk Petticoats, \$5.50

New Autumn petticoats of pretty silks in plain navy and black and in a variety of changeable shades. They are of taffeta, of messaline or of silk jersey with messaline flounces.

Petticoats Special at \$2.50

Of durable printed cotton material, with the rustle of silk, these petticoats are special value. Extra sizes.



\$1.50

\$1.50

\$3

(Central)

60% repeat business

Year after year, since 1864, more than half of our business has come, unsolicited, from clients we previously served. Below we list a few of our clients, the number of years we have been their building counsel and the number of buildings we constructed for them:

Folwell, Bro. & Co.	28 years	8 bldgs.
Drueding Brothers Co.	25 years	6 bldgs.
Electric Storage Battery Co.	8 years	26 bldgs.
John Wanamaker	20 years	7 bldgs.
Dill & Collins Co.	15 years	17 bldgs.
Joseph H. Bromley	20 years	11 bldgs.
Langston Monotype Co.	8 years	3 bldgs.

The money these clients saved and the satisfactory service they received from the factories we built for them demonstrates that The Steele Idea is the right idea for industrial construction.

Under our method your factory is designed, built and equipped under one contract, one supervision and one responsibility. You get a plant complete in every detail—ready to operate. We welcome an opportunity to study your factory problems and to prove to you the dollar-and-cents value of our service.

WM. STEELE & SONS CO.

Architects : Engineers : Constructors

Philadelphia

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