

STORE CLOSED
ALL DAY TOMORROW

WANAMAKER'S

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WEATHER
Fair

The Wanamaker Store Will Be Closed All Day Tomorrow

Here Is a Newspaper Page to Take Home With You and Talk Over With the Family

It Is About a Great Sale of Pianos at the Wanamaker Store—Next Monday

Sailing One Morning Over the Gulf to the

Caloosahatchie River, we met a stretch of the main land on which for a long distance there was nothing but scrubby trees; and a little later we passed a lovely field of radiant green that rested the eye and offset all the uncultivated acres of miles of virgin growth of pines and palmettos.

Such is life. We journey far with eyes weary of heavy tasks.

Suddenly the whole aspect changes when a cheery man or woman crosses our doorstep, whose time is not wasted when their visit is a sunbeam that shines away the morning shadow.

[Signed]

John Wanamaker

August 19, 1921.

Eight More Days of the August Furniture Sale— Every Day a Day of Opportunity

Do you need some new furniture, or are you likely to need some within the next several months?

If so, now is the time to buy it.

Of the Wanamaker Great August Furniture Sale there are just eight days left.

Time is one of those all-conquering things that nobody can get ahead of.

But people get ahead in ever so many other directions by knowing how to use it—and using it.

You remember the old adage—too many people are inclined to forget it—"time and tide wait for no one."

Neither will the opportunities in the Furniture Sale.

These will go and go rightfully to those who act and not to those who wait. Not, however, that the sale is becoming a picked bush, or anything like it.

It is still a sale of abundances.

It will be a sale of abundances up to the last day and hour, because we have the goods to keep it just so.

Nobody coming in next Monday morning and seeing the assemblage of furniture on these floors could well imagine that we have sold more furniture since this sale began than we have ever sold in any corresponding period.

So far as the goods are concerned it looks more like the beginning of a sale than the beginning of the end of it.

In one sense eight days is a good, long time to have for taking advantage of the opportunities in this sale; and certainly there are plenty of opportunities to be taken advantage of.

But there is no longer any room for putting things off.

The last six or eight days of these sales are amongst the days of greatest activity, and the business becomes greater and greater the nearer we get to the end.

The thing to do is to come in at once and take advantage of all that the sale means to you, and that is a great deal.

(Fifth, Sixth and Seventh Floors)

WHERE is the home that can do without a piano? Especially if it is a home with children in it? Who is there that can afford to deny to the children the joys and the opportunities of music?

The piano is the one essential musical instrument of the modern home. It is the universal instrument. It is the instrument that every one can play or can learn to play. The modern American home can no more do without a piano than it can do without books, than it can do without curtains, than it can do without the rugs on the floors.

Sooner or later every home must have a piano—especially if there are children in it.

The piano to buy is a good piano. It is a great mistake to have any other kind. It may be an inexpensive piano, but it must be a good one. The piano that is not faithful to the fundamental principles of construction can never in a thousand years be a good piano.

Yet, not every new home can afford to buy a fine, new, good piano.

And at the same time there are many homes that can afford very well a fine, new, good piano but where it is deemed wiser to get a used piano for the children to begin their lessons on.

For these two kinds of homes the Wanamaker Annual Sale of Used Pianos is a golden opportunity.

It is the one Sale that brings good pianos of standard, meritorious makes at low prices, many of them even much less than half price.

If your home is a home that needs a good piano at a low price, then take home this newspaper tonight, go over the list and talk it over with the family.

Then come in next Monday morning, bring the wife and children and be prepared, after having read the advertisement, to pick out the instrument you want sent home. This will be wonderfully easy to do. You can pay for the piano at once, or you can buy it upon a system of extended payments, and you can have the piano sent home at once.

Please note that the Wanamaker piano sales are different from any other piano sales. They are held for one purpose only, and that is to clear out our warehouses of accumulated instruments taken in exchange or reduced from the regular stock.

The new pianos reduced offer great opportunities; in some cases hundreds of dollars are taken off the prices, simply because of almost undiscoverable case blemishes.

Think of choosing pianos with such renowned names as Schomacker, Knabe, Chickering and Emerson, practically brand-new, at two or three hundred dollars savings, as you will find in many cases.

HERE IS THE LIST

Let us know on Monday which of the pianos you want.

USED UPRIGHT PIANOS

	Price If New	Our Sale Price
Waters	\$275	\$75
Stuyvesant	350	75
Hallet & Davis	375	125
Ivers & Pond	400	125
Haines Brothers	375	125
Martin Brothers	300	150
Hallet & Cumston	295	150
Keller Brothers	300	175
Haines Brothers	375	175
Madelon	350	175
Cornish Company	375	175
Huntingdon	350	175
Stuart	300	175
Needham	300	175
Ivers & Pond	400	175
Decker Brothers	500	200
Majestic	300	200

The Birth of Music

To Be Read to the Children

There is an old, old story, which it is said the ancient Greeks used to tell to their children about how music came into the world.

It is a story of something that happened ages and ages ago, in the very golden dawn of the world. It was before there was speech, before there was song, before there was sound of any kind. It was even before the trees began to grow, or the clouds to gather in the sky, or the rains to fall. It was before the sea had begun to move, and before the living creatures of the earth and the sky were even awake for the first time.

Only the fairies and the young gods of the fable stories and the magic tortoise of the sea had begun to live.

And it was in the sunshine of this earliest dawn that a wandering god found on the golden sands of an Orient shore a tortoise shell that had a few dried strands stretched across its empty bowl.

In his play, the sportive god caught up the new toy and swept his hand across the vibrant strands and a chord leapt forth.

It was the new world's first sound—it was music.

	Price if New	Our Sale Price
Russell	375	200
Harrington	350	225
Vose	400	225
Vose & Sons	400	225
Mozart	390	225
Schomacker	600	250
Frederick	375	250
A. D. Cameron	375	250
Armstrong	400	250
Ludwig	400	250
Blasius	425	250
Regent	375	275
Steinert	375	275
Emerson	550	275
Henry F. Miller	500	275
Knabe	600	295
Haines Brothers	600	295
(2) Schomacker	650	295
Steinway & Sons	750	295
Haines Brothers	550	295
Schomacker	650	325
Knabe	600	395
Schomacker	750	525

NEW REDUCED UPRIGHTS

	Regular Price	Reduced Price
(4) Stodart	\$395	\$295
(6) Lindeman	475	350
(2) Lindeman	475	350
(2) Marshall and Wendell	525	425
Haines Brothers	575	475
Schomacker	765	650
Knabe	1150	800
Chickering	1150	850



USED PLAYER-PIANOS

	Price If New	Our Sale Price
Cable & Sons	\$550	\$300
Blasius	675	400
Behning	750	450
Angelus	850	450
(3) Lindeman	850	450
Doll & Sons	650	450
Pianola	750	475
(3) Doll & Sons	650	475
(4) White	750	475
(6) Lindeman & Sons	850	475
(2) H. & S. G. Lindeman	750	475
(2) Pianista	750	500
(2) Pianista	750	525
Marshall & Wendell	800	565
(5) Angelus	900	575
(2) Shoninger	950	625
Emerson Angelus	1050	675
Schomacker Angelus	1200	750
Chickering Angelus	1250	795
(2) Knabe Angelus	1250	800

USED GRAND PIANOS

	Price If New	Our Sale Price
Weber	\$900	\$275
Weber	1000	350
Chickering	1250	375
Hallet & Davis	1000	325

NEW REDUCED PLAYER-PIANOS

	Price If New	Our Sale Price
(8) Stodart	\$750	\$525
(3) H. & S. G. Lindeman	750	535
(3) Angelus	900	695
(2) Pianista	775	525
(2) Pianista	800	550
(3) Lindeman	850	685
Emerson	900	800
J.C. Campbell (Phonograph Attachment)	1000	785
Schomacker	1200	1050

NEW REDUCED PLAYER-PIANOS

	Price If New	Our Sale Price
(With Motor to Operate Electrically)		
Lindeman	\$1000	\$750
(Motor included)		
Emerson	1150	950
(Motor included)		

On payment of \$150 additional an electric motor can be installed in any foot-pump player-piano, so that it can be operated electrically.

TERMS: Any piano in this collection, or any piano in our store, may be bought upon a plan of extended payments, covering, if the customer wishes, a period of several years. This will be arranged in all cases to suit the convenience of the customer.

John Wanamaker Philadelphia