The Better Goods Are the Better They Sell—Especially Right Now

An Honest Man Is None the Worse

because a dog barks at him, so says an old and true proverb. Poor men have frequent discouragements and trials of which they never speak. It is no fault of theirs at this

time that they are out of work and compelled to fall back on the savings that they wisely laid away for a possible rainy One of the most remarkable facts of this good old city

of Philadelphia is its large amounts in the old and safely guarded Saving Funds, like the "old Philadelphia." the Western and the Beneficial.

The habits of saving they have encouraged and protected for so many years are of great value to the

Workingmen know that it was an emergency of war that required extra work and extra wages, as well as advanced costs of living.

It is not fair to workingmen to say that they preferred to keep up the war to keep up their wages and that they are

A Word to Employers

Go slow-begin by letting go the lazy, careless, "I don't care," selfish people and add to the wages of the most productive workers, if any have been overlooked. Do not strike heavy blows. Give your people a chance to volunteer to work for lower wages, instead of shutting down on them and throwing them out on short notice.

Talk things over softly without uppishness on either side and find the fairest way.

October 19, 1921.

Some of the Cleverest Gowns for Young Women Are Made of Broadcloth

Broadcloth was a favored material among Paris couturiers this Autumn. And some of the most effective new gowns in the Young Women's Store are made of this satiny

A cape costume of midnight blue broadcloth conceals under its demure cloak one of the most delightful little frocks whose only gayety is in its vivid sleeve lining. The costume is \$68.

"Down Dilly," the captivating shoulder-cape dress, also appears in broadcloth, and is especially charming in midnight or mohawk, with contrasting cape lining. Price \$45.

Smart new wrap-over coat-dresses of fine broadcloth with wide silk braiding are \$65. And an effective new broadcloth dress embroidered in dull gold threads is \$48. The sizes throughout are 14 to 20.

N. B .- A new group of "Diana" dresses in navy blue tricotine with grosgrain ribbon trimming have just come

(Second Floor)

Young Women Will Like These Beaver-Collared Top Coats

The golden russet of the deep-piled velvety coating is so retty for autumn and winter wear. And the golden brown of the beautiful beaver fur collar tones in with it so well. It is a full-length, smartly fashioned top-coat, warmly inter-

ed and well lined with peau de cygne.
And the surprising price is only \$58. Sizes 14 to 20. Another very good topcoat in the same sizes is of deep-piled bolivia in nankin blue or malay brown, made in an unusually pretty fashion and finished with beaverette collar. It is \$45.

The Latest L. R. Corsets to Arrive

make a very representative group altogether-including, as they do, models for slight as well as for large women.

There are three new girdles for college girls, one short and nearly all of elastic, two of broche and elastic. These ere \$1.50 to \$3.50.

A topless model with long skirt and broad elastic band

A fancy pink silk batiste with a very low top is \$9. An L. R. for large women has a graduated front steel.

Another for short, full figures, \$6. A topless front-lace model, \$6.50. (Third Floor)

The Magic Influence of a Bit of Fur

felt throughout the entire world of fashion this year, and everything, from the most severely tailored costume to the most frivolous evening gown, is likely to be fur

are here, including natural and black caracul, monkey. beaver, Australian opossum squirrel and many from one to eight nches wide, with prices from \$1 to \$56 a yard. (Main Floor)

Lingerie Ribbons From France

In white, pink and blue, in

75c the piece for No. 11/2

\$1.40 \$1.50 the piece for No. 3

\$2.10 the piece for No. 5

Paris creators of mourning

Mourning Millinery No millinery requires to be chosen with greater care than the all-black or black-andwhite hat or bonnet to accom-

pany mourning attire. The extreme of simplicity and distinction is achieved in the collection of hats, toques and bonnets of this nature now in the Mourning Salon. Many are from the foremost

millinery. The tendency of French milliners to lighten with white crepe the somber-From the tiniest bonnet or

toque to the largest hat with its becoming brim of plisse crepe ornamented with flat ribbon roses, cach is unusual and

The Tunic Blouse

Has Certainly Done It

It has won over every woman to the advantage of the long straight lines which are so becoming to every type of

With the addition of a skirt, it is a costume in itself and one that can be worn suitably on many occasions. For this reason it is a most economical garment for a woman to have in her wardrobe.

The new tunic blouses come the most varied materials, in plain crepe de chine, in Georgette crepe and lace, in panne velvet, brocaded velvet, satin striped duvetyn and in They start as low as \$8.75



The Black Caracul Coat Is a Favorite of Fashion

Black caracul is among the most fashionable furs of this year. It was extremely scarce last season, which may have something to do with Fashion's emphatic welcome to it now.

It is a supple, soft, satiny fur, and so beautifully are the glossy skins in these caracul coats of ours worked up that the desirable moire effect is moderately priced garments.

Huge collars and cuffs of lynx, skunk, Australian opossum, natural squirrel and other contrasting furs are used most effectively. The beautiful linings are a study in themselves. Indeed, one could not well choose a handsomer, more practical fur garment than one of these black caracul coats or wraps.

Prices range from a threequarter ripple-back coat, selftrimmed, at \$245, to a coatwrap with great collar and cuffs of brown kolinsky at \$785, with an unusual variety

Women's Wool Velour Coats at \$37.50 and \$38.50

They are a very nice quality all-wool velour and warmly

interlined. The style at \$37.50 has a wide circular collar of near-(dyed coney) which may be worn high or low, and a very pretty long-

These are particularly pointed panel effect in good coats at these prices. stitching at either side the front. It has a narrow belt. The other model at \$38.50

has a shawl collar of the material, a stitched pleat down the back and is belted. It is silk lined throughout. The colors are navy, black.

brown and deer.

A Novel Jersey Silk for Overblouses at \$2 a Yard

Just imagine a heavy grade of silk jersey, printed in the quaintest little Japafigures and other equally picturesque designs so decorative in character that no trimming whatever is needed. There are about forty patterns.

This jersey silk, moreover, has all the suppleness that the new loose overblouses require and the colors are charming. width is 36 inches.

The best part of all, however, is the price. Ordinarily this beautiful novelty silk would sell for several times the present price. It has never sold for this price before to our knowledge.

1000 Yards 56-Inch Serge Special at \$1.50 a Yard

One of the best serges for good, hard wear that we know of. It is every bit wool and it is the sturdy weave that is used so much for men's and boys' suits and women's suits and coats.

Both the weave and the heavier weight make it an especially desirable serge for Winter. It is unusually wide and a remarkable value at \$1.50 a yard. In navy blue only at this price. (West Atale)

> A Favorite Chamois Lisle Glove for Women

Some of our best-looking chamois lisle gloves have a fancy contrasting stitching on the back. On the fawn, beaver, chamois, biscuit and gray this is particularly

The two-clasp glove of this character is \$1 a pair; the mousquetaire 12-button length is \$1.50, and the 16button length \$1.75. (Main Floor)

Silk-and-Wool Sports Hose

"Seconds" for \$1.35 Good news for the women who wear low shoes all

would be nearly double. (Wast Aisle)

PARIS HANDBAGS

Paris is ever a word to conjure with.

When a woman thinks of a Paris handbag she thinks of a bag inimitable in style and unique in design; of colors combined as none but the French would dare.

Here is a collection of Paris handbags well worth seeing just for the joy of it.

Silk and velvet bags wonderfully embroidered in steel beads or ornamented with colored leather.

Hand-crocheted bags in drawstring style, ornamented with cut-steel beads and with tassels of these beads.

Little dinner bags of steel beading over silk.

Flat pocketbooks, beaded all over.

Other drawstring and frame bags with allover beading in the most artistic designs.

And such colors! Soft, gently harmonizing effects or bold, striking contrasts. Colors for every costume.

Prices range from \$7.50 for the little dinner or handcrocheted bags to \$125 for superb copies of antique pieces in which the blending of colors is nothing short of marvelous.

You'll Need Dance Records for Hallowe'en

We suggest the following snappy numbers, all of which can be played on any make of phonograph.

No. 2030 f Whose Baby Are You? Wabash Blues. 1 Someone. No. 5061 / Stolen Kisses, No. 2129 f The Last Waltz, Cherry Blossoms, Mississippi Cradle, 85c No. 2125 Sweetheart, No. 2130 f Saturday, l've Got the Joys, 85c All By Myself, No. 2024 f Just Like the Rose, No. 4421 f Canadian Capers,

Watch for New Brunswick Records-Ready Thursday

Brunswick records, as you know, can be played on any phonograph. This release includes not only dances, but a wide variety of themes.

Mail orders filled, parcel postage extra. (Second Floor)

Prices Halved on All



That means all of these famous health shoes now in our stocks. Not every style and size for everybody, but wonderful values for those who are fitted.

This extraordinary opportunity may never occur again. It comes now because we are transferring our Anatomik shoe orders to another factory and intend to dispose of all stock on hand at exactly half the regular price.

Women's Anatomik high shoes, half price at \$6.25

Women's Anatomik low shoes, half price at \$5.50

Men's Anatomik high shoes (five styles), half price at \$6.75

Men's Anatomik low shoes (three styles only), half price at \$6.25 Bous' Anatomik high shoes (one style only), half price at \$4.85

Women's Silk Umbrellas at \$5

It's hardly necessary to say they are colored-ever since women discovered how much brighter a dull day could look under a rich-hued umbrella they have almost foresworn black. These are navy, purple, green, brown and garnet, and they have various handles-wood with white tips, wood with leather loops and bakelite with bakelite rings. Also, in some instances, there are white or amber tips or teeth.

Price \$5. (Main Ploor)

THOSE children's ■ sweater sets—cap, mittens, leggings and sweater in each set-which so many mothers have been waiting for are here at last in sizes one to four. Some are of brushed wool, prices \$8.50 and \$10; and some of knitted wool, prices \$5 to \$9.50. White and beaver brown are the favorite (Third Floor)

\$1 a Pound for the Wanamaker Electric Iron

Weighs six pounds and sells for \$6. Heating element guaranteed perpetually against defects. An excellent iron, constructed especially for us and at a low price, too. (Fourth Ploor

Men's Good Sound New Fall Overcoats at Lowest Prices

Our new overcoats-every one of them brand new-are the best that we have seen in

They are also at the lowest prices that have been known for some years.

Last year, as all men remember, good overcoats started at \$50 and went up to \$100.

This year the starting point is \$30 and on up to \$80.

So that there is an average saving of \$20. But there is also more than saving. These are better overcoats than we had last year, better than we have had at any time since the war began. And they are truly better than any others

you can find at equal prices. Every one of them all-wool and hand tai-

lored, correct in fit, tasteful in their designs. Now is the time to buy your new Fall and Winter overcoat and here is the Store that you can depend on.

(Third Floor)

The Sort of Handkerchiefs Many Men Like

In other words, handkerchiefs that are not too fine or high in price to be used every day. The kind that are of generous size, narrow of hem and a linen that will wear well. Under such circumstances we recommend our good \$4 a dozen handkerchiefs which fill all these requirements.

Some Points About Irish Point and Other Point Curtains

One of the interesting points about these curtains is that they are of a particularly good quality. Look, for example, at these imported Irish point curtains and note the exceptionally fine net on which they are

Equally excellent are the point de Paris and point de, Gene curtains which belong to the same family. Another interesting point about all of them is that their prices are approximately one-third less than they were last

They are now marked \$10 to \$30, in long and sash sizes, and come in both white and ecru.

A Fresh Batch of Wool Quilts Fine at \$10

This fine new collection brings a choice of wool-filled quilts in sateen coverings, in practically every pattern and color combination that any one can desire.

They are filled with sheets of lamb's-wool, and for service and comfort it would be hard to excel them at the price-\$10 each. Sixth Floor

America Bicycles at **New Low Prices**

These bicycles have the latest equipment, including coaster brake, heavy road tires, front and rear mud guards, rear stand, tool bag and tools. All are beautifully finished,

Men's and women's models, \$45. Boys' and girls' models, \$37.50.

These Newest Chinese Rugs Are Just the Pieces People Want

They are the kind that furnish well and serve well and that are priced moderately.

Fields of various blues and golden shades are enlivened with floral and figure patterns of a refined character in contrasting shades.

There is a wonderfully increasing appreciation of the value of these rugs in effective schemes of furnishing at the present time. 10.5 x 8.1 ft. \$252 12.2 x 9.3 ft. \$341 12.2 x 9.2 ft. 12.1 x 9.1 ft. \$329 10.1 x 8.2 ft. \$247 12.3 x 9.3 ft. \$340 12 x 9.3 ft. \$337 New Saruk mats, 2.6 ft. to 3 ft. by 2 ft., very attractive pieces in rich,

beautiful colors, \$30 to \$35. New Kermanshahs, mat sizes, in soft, delicate shades, \$30 to \$35. Also at \$37 to \$55, a lot of extra heavy Mosuls, splendid pieces, in a choice of rich color effects, chiefly red, blue and ecru combinations. These are in size 3x5 ft., approximately.

Bands of all the furs used

even-yard pieces. lain Fancy 65c the piece for No. 1

\$1 the piece for No. 2

(Main Fleer)

On a Dainty Woman's Toilet Table

Queen Mary perfumes and powders are almost certain to be found. The exceptional delicacy and fineness of these preparations make them the chosen toilet aids of thousands of fastidious women.

Queen Mary Charme d'Amour extract is \$1.50, \$3 and \$5.50 a bottle. The toilet water is \$3 and \$5.50. Sachet, \$1.50. Face powder in white, flesh or brunette, \$1.50. (Main Floor)

Women's Bathrobes of Corduroy

This time they are lined. and the corduroy is of the wide-wale persuasion. They are collared, pocketed and belted, and the colors are light blue, cherry and wistaria. Price, \$6.75.



Quaintest Suits for Littlest Boys

Nothing more deliciously quaint and becoming has ever been designed for chubby little lads than these Copperfield and smock suits. Made of chambray, satin, poplin and kindergarten cloth, they sometimes have colored trousers with white shirts and sometimes are colored all over. Sizes are to 5 years; prices, \$2.75 to \$8. (Third Floor)

effective.

These stockings are all in good heather mixtures, and at this price they will go out rapidly. If first grade they

colors.