

**2,167,000 NEW GAS USERS IN U. S., STATISTICS SHOW**  
Amount Used Now Three Times as Much as Twenty Years Ago

000 and smashed all past records by running up its total annual sales of gas to a new high figure of \$10,888,000,000 cubic feet, which is more than three times the amount of gas consumed by the American people twenty years ago and more than double the amount used ten years ago.

ceived from member gas companies and extended by reports from various authoritative sources to include all of the 1966 gas companies of the country, which serve approximately 4000 cities, towns and villages.

the City Club, last night, which was attended by many prominent men connected with the building and allied trades. Clarence O. Zantinger was toastmaster. Mr. Boyd, after acknowledging the manifestations of esteem which marked the addresses of previous speakers, pleaded for a closer understanding and co-operation between the different factors comprising the building industry.

**Architect Is Honored**  
David Knickerbocker Boyd, architect, was the guest of honor at a dinner in

# The House that Heppe built

Founded in 1865  
Inaugurated the One-Price System in 1881

C. J. Heppe & Son Downtown—1117-1119 Chestnut Street Uptown—N.W. Cor. 6th & Thompson Streets

## Now is the time to buy a Victrola

A Victrola in the home is a constant source of entertainment. Every home should have one.

At Heppe's you may secure a complete outfit—a Victrola, records, needles, albums, etc.—all in one purchase. We have outfits at all prices to suit every requirement.

### Heppe Outfits are all Victor-Victrolas

Victrola No. IV, \$30.10 with 6 10-inch double-face records Pay only \$10 weekly

Victrola No. 50, \$55.10 with 6 10-inch double-face records Pay only \$11 weekly

Victrola No. 80, \$110 with 10 worth of records Pay only \$1.50 weekly

Victrola No. 90, \$135 with 10 worth of records Pay only \$1.75 weekly

Victrola No. 300, \$265 with 15 worth of records Pay only \$2 weekly

Victrola No. 130, \$375 with 25 worth of records Pay only \$3.75 weekly

## Duo-Art Reproducing Piano

The Duo-Art is the latest and most advanced product of the piano industry. The Duo-Art will play piano music like a Victrola plays band music—and the reproduction is exact. It plays just as if your favorite pianist were seated at the piano.

The Duo-Art is made only in the Steinway, Weber, Steck, Wheelock and Stroud pianos—all on sale at Heppe's.



### The Heppe Rental-Payment Plan

If it is not convenient for you to make full payment at purchase, you may rent any piano, player-piano or Victrola that we sell and all rent will be applied toward the purchase price. You are free to purchase the instrument or return it at any time.

### Bargain Department

#### Used Pianos and Players

We have hundreds of rebuilt instruments at bargain prices. Many of these have come from excellent homes. They are guaranteed for five years and exchangeable at full value in one year. Here are a few sample values.

- Chickering \$180 (dark case; good tone)
- Heppe \$295 (slightly used; mahogany)
- Steinway \$195 (glove dark case; good tone)
- Schomacker \$390 (88-note player; mahogany case; good tone)

Mail This Coupon for Full Information  
C. J. Heppe & Son (Downtown—1117-1119 Chestnut Phila. Uptown—6th & Thompson Sts.)

Without any obligation on my part, please send full information about (mark X below):

- Pianos  Player-Pianos  Victrolas

Let. 1-6-22.

# SNELLENBURGS

Friday, January 6, 1922. Store Opens at 9 A. M. Closes at 5:30 P. M.  
ENTIRE BLOCK—MARKET 11<sup>TH</sup> TO 12<sup>TH</sup> STREETS

## High-Grade Footwear For Men, Women and Children

In Our January Shoe Sale at Extremely Low Prices



Shoes Taken Right Out of Regular Stock and Sharply Reduced—A Marvelous Collection of High-Class Footwear at a Splendid Range of Prices—All Sizes.

Women's \$10 Brogue Oxfords..... \$7.95

Wing-tip and saddle-strap brogues in a wonderful variety of fashionable leathers, including mahogany grain, tan grain, tan calf and gunmetal calf. Also one and two strap slippers in several fashionable leathers, all with welted or stitched soles. All sizes and widths.

Women's \$8 Black and Brown Oxfords—Pair \$4.95

Straight-laced oxfords with low, flat or military heels. In tan calf, brown kid, black kid and gunmetal calf. All have welted and stitched soles.

Women's \$7.00 and \$8.00 Strap Pumps—Pair \$4.25

One and two strap styles, mostly in tan and brown calf. Welted and turned soles. Baby French or military heels.

Women's \$10.00 to \$12.00 High Lace Shoes..... \$6.95

Every new and desirable style included in the lot. Fine black kid, tan calf and brown calf. All extra high cut, with leather military heels and welted soles.

Women's \$9.00 High Shoes at..... \$5.95

Wing or straight tips in tan calf or black kid; welted soles and military heels.

Boys' \$5.00 Tan and Black Shoes at..... \$3.45

Black calf English lace shoes; brown calf English lace shoes; tan calf blucher shoes. All with welted and stitched soles. Sizes 10 to 5½.

Boys' Heavy Tan Grain High Cut Storm Shoes

With strap and buckle and extra heavy sole. Sizes 10 to 13½. Special at \$2.95. Sizes 1 to 5½. Special at \$3.45.

Children's Extra High-Cut Tan Elk Broad-Toe School Shoes

With Korry Krome soles. The best wearing shoe for children. Sizes 8½ to 11. Reg. \$5.00, at \$3.95. Sizes 11½ to 2. Reg. \$6.00, at \$4.95.

Children's High Cut Tan Lace Shoes

On broad, comfortable toe lasts. Sizes 6 to 8. Special \$2.75. Sizes 8½ to 11. Special \$3.25. Sizes 11½ to 2. Special \$3.75.

Demonstration of Levitt's Foot Comfort Vacuum Arch Supports for Fallen or Weak Arches—Expert in Attendance—Free Consultation  
SNELLENBURGS Second Floor

## Exquisite New Overblouses

\$5.00

Tie-Back Overblouse model pictured comes in heavy quality crepe de chine, the fugating appearing in back and front, and extending throughout the length of the sleeve. Designed with becoming collarless neckline, finished with tie and ball trimming. Shown in flesh, white, bisque, navy and henna.

Clearance of \$3.00 and \$4.00 Pongee Blouses At \$2.00 Each

Becoming tucked and tailored models in roll and convertible collar styles.

Clearance of \$4.00 & \$5.00 French and Domestic Voile Blouses At \$1.65 Each

Beautiful models, trimmed with real flit, real Irish and Val lace, embroidery, tucks and frills, in excellent variety of styles. Choice of collar or collarless necklines. Wonderful values.  
SNELLENBURGS Second Floor

## Two Exceptional Values in Women's Handkerchiefs

Bring Fine Opportunities for Saving

25c Irish Print Handkerchiefs 15c Each

Several attractive styles and smart color combinations—also some in white with embroidered corners. Slightly muscled.

15c Imported White Linen Handkerchiefs Special at 12½c Each

\$1.35 a Dozen

Splendid handkerchiefs for everyday use. Daintily finished with quarter-inch hems.  
SNELLENBURGS First Floor

## Women's Blanket Cloth Robes

Shown in Lovely Floral Patterns and Rich Oriental Designs AT \$3.95 EACH

Very attractive models—the collars and cuffs prettily finished with bands of satin.

Women's Robes of Embossed Corduroy, Special at \$3.95 Each

Warm, richly colored robes in light and dark effects. All straight-line models. With girdle to match.

Women's Prettily Embroidered Crepe Kimonos In All the Dainty Boudoir Colorings \$2.95 Each

Straight-line models, sashed, the sleeves and fronts edged with bands of white crepe. Embroidered in various pretty designs.

Women's Fine Canton Crepe Kimonos At \$2.95 to \$5.95 Each

Picturesque models in rose, Copenhagen, pink, wistaria and lavender, some designed with elastic at the waistline, others in slip-over style, finished with embroidery and ribbon.

Women's Jap Silk Quilted Vests \$4.50 Each

Choice of white or lavender lining, with sleeves.  
SNELLENBURGS Second Floor

## Silverware Specials for Saturday

Quadruple Silver-Plated Fruit Bowls \$12.45

Large and imposing centerpieces; bright finish. In the pattern pictured.

Sheffield Silver-Plated Water Pitchers \$13.75

Plated on nickel silver; octagon shape, bright finish.

Sheffield Silver-Plated Water Pitchers \$12.75

Extra large; silver plated on nickel silver.  
SNELLENBURGS First Floor

## Big Less-Than-Half-Price Sale of WOMEN'S Smartly Styled Sports Skirts

At \$5.95 Each

All of excellent quality prunella cloth in good-looking striped effects—a few in broken plaids—cleverly designed to show either the plain color or the pattern on top of the pleat.

Single and Double Box Pleated Models in Rich Brown, Tan, Green, Navy and Effective Roman Colorings

Smart, serviceable skirts for wear with sweaters, sports coats and top coats—just the thing for school, business, college and general wear. Band sizes 25 to 32 inches. Two models sketched. SNELLENBURGS Second Floor

## An Attractive Group of Brand-New Ready-to-Wear HATS

In Smart Combinations of Satin, Taffeta and the Fashionable Braids

\$2.98 & \$3.98 each

A variety of becoming styles in satin taffeta, effectively combined with visca braid, maline and hair braid, and smartly trimmed with bright pins and metallic ornaments. Good-looking hats that can be worn from now on until late spring—in the best colors, black, brown, navy, gray and henna. Two sketched.  
SNELLENBURGS Second Floor

## A Special Sale of Box & Folding Cameras

In Snellenburg's Kodak Section Offers Characteristically Fine Savings!

- \$19.00 Vest Pocket Camera, 7.5 Lens... \$9.00
  - \$18.75 2-C Folding Rexo Camera, R. R. Lens... \$16.00
  - \$21.00 3-A Folding Rexo Camera, R. R. Lens... \$16.00
  - \$20.00 1-A Folding Rexo Camera, 7.5 Lens... \$16.00
  - \$51.00 1-A Folding Rexo Special, 6.3 Lens... \$40.50
  - 2-A Boy Scout Camera... \$3.50
  - 2 Rolls Eastman Films... .60
  - 7x10 Photo Album... 1.50
- Value \$5.60  
Special Today \$4.39

## Photo Supplies At Our Usual Savings

- Metal Tripods, 4 fold... \$4.50 \$1.98
- 7x10 Photo Album... 1.00 .79
- 7x10 Photo Album... 1.50 1.00
- 7x10 Photo Album... 3.00 1.98
- Milmer Exposure Meter... 1.50 1.19
- Retouching Outfits... 1.00 .84
- Thermeter Stirring Rod... 1.25 .75
- Spreader Flash Lamp... 1.75 1.29
- Revoli Water Colors... .50 .23
- No. 2 Blotting Books... .45 .39
- Printing Frames, 5x7... .45 .39
- Printing Frames, 3½x4½... .40 .36
- Printing Frames, 3¼x4¼... .35 .29
- Ruby Candle Lamp... .50 .39
- Ruby Oil Lamp... 1.25 .98
- 3½-in. Metal Clips, pair... .35 .27
- No. 2 Eastman's Trimmers... .85 .79
- Print Tongs, pair... .30 .26
- Rubberoid Trays, 4x5... .25 .12
- Rubberoid Trays, 5x8... .50 .39
- 8-oz. Graduate... .25 .19
- Negative Albums, 2½x4½... .40 .36
- Negative Albums, 3¼x5½... .50 .46
- 1-lb. Acid Fixer... .25 .19
- M. Q. Developing Tubes... .05 .02

1922 Calendar Mounts Each... 5c  
SNELLENBURGS First Floor



Ask for the REDUCED PRICE when you buy CREAM of WHEAT TODAY Look for "Rastus" on the Package

SNELLENBURGS First Floor