

Organ Plays at 9, 11 and 4:50  
Chimes at Noon

WANAMAKER'S

Store Opens at 9

WANAMAKER'S

Store Closes at 5

WANAMAKER'S

WEATHER  
Rain or Snow

# There's a Great Deal Going On in This Store Every Single Day

## Daniel Webster's Birthday

was January 18, 1782. He was born at Salisbury, now Hillsborough, New Hampshire, where his father built the first log cabin, one story high, with a pointed roof, and four rooms on the ground floor.

The little boy, Daniel Webster, from humble beginnings, grew to be one of the greatest American statesmen.

His first schoolhouse was built of logs. Think of the little boy tramping a mile or so from his home to school with his spelling-books and a little tin pail containing his dinner!

In after days he wrote:—

"I thank you for your letter, my good-old schoolmaster, and am rejoiced to know that you are among the living. Your kind letter has awakened many sleeping recollections, and with all good wishes, I remain your friend and pupil,  
DANIEL WEBSTER."

To Mr. James Tappan.

In a speech made by Daniel Webster at Saratoga in 1840, he said these touching words, referring to his first school:

"I make it an annual visit, I carry my children to it, to teach them the hardships endured by the generations which have gone before them."

It is stated of him that when he was first called to "speak in public on the stage" he burst into tears and his effort was a failure.

Let the sons of farmers, mechanics and workingmen and of humble and hard-work beginnings, take heart and not give up for discouragements.

[Signed]

*John Wanamaker*

January 18, 1922.

**THE Fur Sale**—in which every piece of fur is marked 25 per cent below its regular price—is going on merrily and people from all around the country are taking advantage of it.

(Second Floor)

## Oriental Rugs in Large and Unusual Sizes Moderately Priced

A small collection of good, reliable pieces, all of them large, many in unusual sizes which people frequently look for, but do not always find.

Mahal, 13.7x9.6 ft. .... \$375	Mahal, 12.3x9.5 ft. .... \$245
Serapi, 12.3x9.8 ft. .... \$350	Arak, 11x6.11 ft. .... \$185
Anatolian, 14x10.1 ft. .... \$765	Kermanshah, 17x11 ft. .... \$1085
Chinese, 14x11.8 ft. .... \$425	Fereghan, 19.6x9.9 ft. .... \$1575
Chinese, 13x10 ft. .... \$175	Cabistan, 11.2x6.1 ft. .... \$365
Serapi, 14x10 ft. .... \$425	Serapi, 15.1x11.6 ft. .... \$645

(Seventh Floor)

## Annual Glove Clearance

Tomorrow continues the sale at low prices of women's and children's good gloves from our regular stock.

There are especially good value in women's gloves,

priced at \$1 to \$2.65 a pair. Children's gloves, 50c, 75c and \$1.

Prices average about half, and the gloves are the styles, colors and kinds that everybody wants.

(West Aisle)

## Lower Prices on Some Fine Luggage

Let's start with the lowest priced, a splendid brown cowhide suitcase for \$7.50, which is a great deal less than half price. Made by one of the most famous luggage makers in the business. Some with sewed corners and short straps and others with riveted corners and straps all around.

(Main Floor)

Then there are traveling bags for \$8.50 to \$25 which are just about half their former prices. Seal, cowhide and walrus, in black and brown, some leather lined, others silk lined, and all well made.

In the way of fitted luggage you can get for \$50 or \$60 pieces which were a half more.

## Some Boudoir Silver Is Greatly Reduced

All those patterns which we have decided not to reorder. It is very likely that many women are making a collection of these same patterns and may find some needed pieces among this assortment.

(Main Floor)

Hair brushes are now \$7, combs and hat brushes, \$3 each. Mirrors are \$15, military brushes \$11 a pair and many of the smaller articles, such as cold cream jars, nail files, shoe horns and so on, are \$2 each.

## Beautiful Marble Statuary at Half

All the pieces shown in the China Store are marked at half the former figures. The collection embraces many exquisite things, some with the drapery highly polished and

(Fourth Floor)

tinted in tasteful and delicate shades. Prices, from \$7.50 for a small bust to \$125 for a striking piece entitled "The Greek Slave."

## 75 Women's Fur-Trimmed Coats Are Now \$100 and \$150

There are but one or two of a kind, mostly fine bolivias and a few silk and wool duvetyns, but to make up for the missing sizes in each model, the prices show a clear saving of \$45 to \$75 on each coat.

Women will find some of the

(First Floor)

prettiest styles we have had this winter among these coats and wraps. Besides the fur collars, a number have fur cuffs and fur-trimmed panels. The furs are squirrel, wolf, beaver and Hudson seal (sheared muskrat).

## The Dangling Earring Sways Many Hearts

Not only is it becoming, but it does seem to be a necessary part of the new round-neck gown. One can carry out almost any color scheme among some newly arrived earrings of this kind. They are in the long pendant

(Main Floor)

shape or hoops and they are charming imitations of jade, amber, lapis, coral, amethyst, sapphire or pearl. As for the prices, they start as low as 50c and go up to \$21 a pair.

## 3000 Yards Printed Voile Special at 25c a Yard

Just in time for those women who like to start the making of Spring dresses this early in the season.

They are a nice quality voile

(West Aisle)

and the designs are unusually good. The colors include dark grounds of navy, gray, brown, Copenhagen, and a number of pretty black and white effects. All are 38 inches wide.

## Unlimited Supplies of Snowy White Underthings

is every dainty woman's idea. She likes never to come to the end of them. And to forestall that catastrophe she regularly renews her supplies in the

### Wanamaker White Sale

where good garments cost little. Women are saying—and we know it before—that the values this time are better than ever.

Nainsook chemises at \$1 are plain tailored or lace and embroidery trimmed. At \$1.50, \$1.85, \$2.35, \$2.75, \$3.75 and \$5 there are exceptionally good values.

Philippine batiste chemises, hand made and hand embroidered, are especially good at \$2.65, \$2.85 and \$3.85. Those who prefer straight styles will find unusually good value at \$2.35 and \$2.85.

Silk chemises offer unusual quality at \$2, \$2.85, \$3.85 and \$5. Most are crepe de chine, but there is satin also at \$3.85, and radium silk in three colors at \$5.50.

(Third Floor)



## Great Pianos Exclusively at Wanamaker's CHICKERING

The all-American piano, built in Boston. Founded by Jonas Chickering in 1823—America's greatest pianoforte, accorded the world's highest honors. Uprights. Grands. Reproducing Pianos.

### SCHOMACKER

The piano of the Presidents. Built in Philadelphia, in which city there are homes where SCHOMACKER pianos have been for more than three-quarters of a century. The dignity of its character, the nobility of its tone, the fame of its name, all give the SCHOMACKER a peculiar and particular standing among pianofortes. Uprights. Grands. Reproducing Pianos.

### EMERSON

"The sweet-toned," built in Boston, and of which more than 117,000 have been sold to satisfied customers the country over. Every step in its construction since 1849 has been toward better achievement. Grands. Player-pianos. Reproducing Pianos.

### LINDEMAN & SONS

One of the only four pianofortes which have come down to us from the remote past surrounded by the halo of priority and original achievement. Built in New York. A piano that has been tested more than 80 years! At the very top of the list of moderately priced grands. Player-pianos. Reproducing Pianos.

## Other Pianos and Reproducing Pianos at Wanamaker's

### HAINES BROS.

### BRAMBACH

### THE CELEBRATED KNABE

and the incomparable Reproducing Piano—

### AMPICO

which may be seen in the Wanamaker Piano Salons, incorporated in the CHICKERING, SCHOMACKER, HAINES BROS., MARSHALL & WENDELL and the celebrated KNABE pianos.

### Pianos of Quality

—concerning which there never has arisen, nor ever can arise, any question. And back of every one of which we stand.

### Convenient Terms of Purchase

Old pianos accepted in part payment

A representative will be glad to call at the home of any one interested in knowing more of the above pianos, or anything about good pianoforte music for the home—in which we specialize.

(Second Floor)

## Winter Sale of Men's Suits \$30, \$35 and \$40

A fine going Sale just replenished so you can come in now and choose from about 500 fine winter suits at this reduced price. Savings all the way from \$8 to \$25.

All sizes for all sorts of men. Sack suits, double-breasted suits, sport models and conservative business suits. Cheviots, cassimeres and worsteds, the best fabrics of the season.

All-wool, hand tailored, the only all-wool and hand-tailored suit Sale that we know of, certainly the best Sale of the season in Philadelphia.

(Third Floor)

## Shirts, Neckties, Pajamas in the Men's Wear Sale

Plenty of good picking still in these three major groups and a few other good furnishings to be had for the searching.

All at prices which represent savings of a third to a half, and all Wanamaker standard goods.

Shirts at \$1.65, \$1.85 and \$5, including woven and printed madras, some with starched cuffs; silk-

and-cotton, silk-and-wool and silk.

Neckties at 50c and 85c—four-in-hands of cut silk in this season's patterns and including nearly all our finer winter ties.

Pajamas and night-shirts at \$1, \$1.50, \$1.65, \$2 and \$2.50 for domed, percale, silk-and-cotton and colored cheviot.

(Main Floor)

## Men Can Save a Third on Fine Fur Collars

Separate fur collars, all of selected furs, and designed to use on overcoats that have none. Now priced as follows:

Blended muskrat, \$16.50. Beaver, \$50. Alaska seal, \$80. Otter, \$40 to \$100.

(Main Floor)

## Men Surely Do Like These \$8.50 Shoes

Probably one reason is that they look for all the world like shoes their friends pay a great deal more for.

High and low shoes of stout grain calfskin and made on brogue lasts with perforated tips, perforated vamp seams, very wide shanks and flat heels.

(Main Floor)

## Men's Handkerchiefs Specials, \$3.85 a Dozen

They're 35c each for less than a dozen, but most men want a dozen or more of these good linen handkerchiefs for they are excel-

lent values. They are a good quality, generous size and have quarter-inch hems.

(Main Floor)

## Splendid Holland Blankets at Half

### "Gegarandeerd Zuiver Wol"

Which latter phrase means, guaranteed all-wool.

And the guarantee is that of the Holland Government. Not only are these blankets woven of all-wool, but the wool in them is of a particularly fine and serviceable kind, being a mixture of Siberian and Australian.

They are marvelously warm, with a long, fleecy nap, and moreover they are remarkably heavy. All are white blankets, in a choice of blue, gold and rich, bright red border designs.

These blankets were made in Leiden, of the Pilgrim fathers.

We have marked them at half for a clearaway. Size 70x84 inches, \$7 and \$9 each. Size 62x84 inches, \$5.50 and \$7 each.

(Sixth Floor)

## Re-covering Umbrellas

This is the month when umbrellas can be re-covered most quickly and cheaply and here are the various prices:

\$2.25 for a silk warp material with cotton filling. \$3.50 for the old-fashioned plume—men are very fond of this. \$3.50 for all-silk—blue, green, purple and garnet.

(Main Floor)



## Out Go All Our Women's Winter Suits New Prices—\$15 to \$100

There are exactly a hundred and fifty of the suits, and nearly all of them have been reduced to half to hurry them out as fast as possible. They are odds and ends, of course, but they are really wonderful things.

At \$15 expect one-piece dresses with capes, of tweed in oxford, heather mixtures and warm browns.

At \$25. Plain tailored suits of the mannish suitings and fur-trimmed suits.

At \$38.50. Other plain and fur-trimmed suits; a great many of pile materials. This group has in it large as well as regular sizes.

At \$65 to \$100 are the fine novelties usually cut from pile fabrics and usually fur trimmed.

All the coats in the entire lot are interlined, the linings are fine and the colors are the most desirable. And while sizes are very much broken, there are all sizes in the lot.

(First Floor)

## Parisienne Corsets

Half a dozen of the finest models so far are these—

A topless model slightly higher front and back, with cross elastic over the diaphragm. The material is pink che, and the price \$20.

Very dainty satin corsets—

pink, white, lavender and black, \$15 and \$20 and \$25.

Exquisite silk broche model with embroidered elastic top and long skirt, \$25.

A model expressly adapted to tall figures has long skirt, low bust and is made of a durable silk broche, \$18.

(Third Floor)

## Best Things to Buy in the Hosiery and Underwear Sale

Out of the great mass of merchandise assembled for this sale, and from which so many splendid purchases have been made, we select the following groups as affording the best values now:

- |  |  |  |  |
|--|--|--|--|
| <b>Women's Stockings</b>   | <b>Children's Stockings</b>  | <b>Men's Half Hose</b>   | <b>Men's Underwear</b>   |
| 65c a pair for black silk and fiber stockings with cotton tops, "seconds"                        | 12 1/2c to 75c for many kinds of socks, three-quarter hose and long stockings, of various materials. | 40c a pair for black and navy artificial silk                                    | 50c each for part wool and unbleached cotton shirts and drawers.                 |
| 85c for full-fashioned silk in black and cordovan with cotton tops and soles.                    | (First Floor)  | 50c for heather colored striped wool.  | 75c each for wool-and-cotton shirts and drawers, heavy.                          |
| \$1 for full fashioned and heavy seamless silk in black, "seconds"                               | <b>Women's Underwear</b>   | 85c for fancy full fashioned wool.   | 85c for white and ecru ribbed cotton union suits, Winter weight.                 |
| \$1.25 for heather-colored ribbed wool sports hose.  | 50c for ribbed cotton union suits, regular and extra sizes.  | \$1 for French lisle in black and colors.  | \$2 for gray ribbed wool-and-cotton union suits, Winter weight.                  |
| \$1.50 for brown silk-and-wool sports hose.  | 85c for summer-weight athletic union suits in pink and white crepe and voile.                        | \$1.50 for fancy French lisle in colors and wool golf stockings with fancy tops. | \$3.50 each for untrimmed all-wool shirt, and drawers, medium and heavy weights. |
| \$2.50 for all-wool and silk-and-wool ribbed sports hose in heather colorings, some with clocks. | \$1.75 for athletic union suits of pink and white silk-and-wool.                                     | \$1.25 for wool golf hose with wool half hose with embroidered clocks.           | (Main Floor)   |
| (West Aisle)   | \$2.75 for wool spencers in bright colors.   | \$2.50 for fine wool golf hose with fancy tops.                                  |  |
|  | (First Floor)  |  |  |