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Soothing and Healing
For Baby's Tender Skin

Cleanse and Remodel HAIR

in the newest shapes for
sports and outdoor. Forty
years' expert experience.
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BEST COAL

WE SERVE YOU RIGHT
Owen Letter's Sons
Largest Coal Yard in Philadelphia
TRENTON AVE. &
WESTMORELAND ST.
WRITE OR PHONE NOW!
Bell, Frankford 2150
Keystone, East 7754

Twelve New-Laid Eggs
in every dozen



Strictly fresh
Eggs
carton of twelve **47c**
Sold only in our Stores
AMERICAN STORES CO.

Do you really
enjoy having the
car springs recoil

and kick you
every time
you hit a
bump?

WATSON STABILATORS

John Warren Watson Company
24th & Locust Sts., Phila.



The Sentinel at
the Postern
As in the days of old
do the people of this
generation still cling to
the sentiment of the
postern lantern—the
gateway to their hospi-
tality.

An iron lantern of this
type on one or both
sides of the stone gate-
posts that flank your
drive will lend a touch
of picturesque interest
that is both inviting
and enduring.

made in copper metal,
or iron, black finish,
Colonial style, with
clear cathedral glass

LIGHTING FIXTURES CO.
BIDDLE-GAUMER CO.
3846-56 Lancaster Ave.
Take No. 10 Car in Subway
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ASKS STANDARD RULE FOR SERVANT IN HOME

Estelle Lauder Asserts Domestic Work Should Be
Treated the Same as Other Industries, With
Regular Hours and Stated Duties

The whole system of domestic service in use today stands in need of a thorough investigation and reorganization, according to Miss Estelle Lauder, of the Consumers' League. Miss Lauder has made notable contributions in the fields of social work and industrial investigation.

"Important as is the matter of domestic service," said Miss Lauder, "it has never received that careful study and attention which it deserves.

"As any one with a family can tell you, there is no more essential field of labor than that connected with the multitudinous duties of the home. At the same time it has presented so many unique problems and is governed by such varying circumstances that a really comprehensive examination of the subject has not yet been undertaken.

"In its present state, domestic service is, of course, an entirely unregulated trade. Although it is labor in its fullest sense, it does not figure in any of the special legislation which our civilization has constructed for the protection and regulation of labor.

"There is no such thing as workmen's compensation in domestic service, nor minimum hours or pay. The legislation on that subject expressly specifies 'domestic service' excepted."

Miss Lauder declined at this point to hazard an opinion as to whether or not this clause had been introduced through the influence of legislators' wives, and continued:

"In fact, servants in this line of work are a class unto themselves, as compared with other branches of labor. Their work has no standards, for every household is different. They have no unions nor other centralizing agencies through which they may speak.

"To my mind, such a chaotic system, if it may be called, is one that calls for a scientific study, conducted along certain lines that will end the end to some standardization in working conditions.

"In a manufacturing plant today, if there is continued trouble, either with production, or labor, or any of the ills which attack business, the practice is to call in an expert industrial engineer, who looks at the problem from a fresh point of view, and with scientific precision.

"That is what is needed for the whole field of domestic service. The old conditions have existed for years, and there has been a corresponding amount of trouble, about which there is much complaint, but little action.

"One reason for that is that the work of the woman of the house has never been given any actual monetary value, and by analogy this has been extended in part to the work of the domestics.

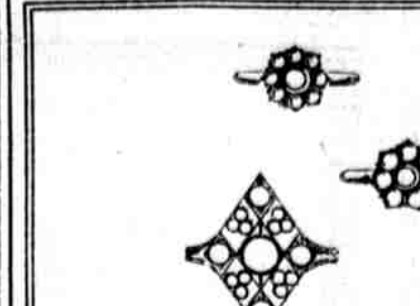
No Recognized Status
"As the housewife's labor has never had any hard money value, it has never been treated as a recognized branch of industry. Perhaps, too, having been almost exclusively in the province of women, it has never occupied the attention of the men, who in the past have done most of the organizing.

"Why is it needed, and what are we trying to get, is an exhaustive investigation into the whole matter. It will take money, of course, and time. That is another reason why the problem has never been approached along these lines.

"That is the way that matters stand now. Such a treatment is needed. It will take resources such as are available only in certain places. I have tried to get the Russell Sage Foundation to undertake this work in the past, but its allotments had been completed. We shall persevere, however, and I expect that it will come sooner or later.

worked out to allow the domestic servants some share in the actual intelligent working out of their duties it will be a great step forward. The creative, the planning instinct, is strong in us all, and when it enters into work of any kind the results are always better.

"These conclusions on my part have



Modernize Your Jewels
These discarded rings were rarely worn by their owner. With the skill of our expert craftsmen, this magnificent medalion was created. The cost was moderate.

If you have any diamond jewelry of which you have grown tired, bring it to us. We will show you how effectively the diamonds can be remounted into fashionable jewelry for little outlay. Designs and estimates cheerfully submitted without obligation.

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Wurlitzer's Clearance Sale of
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When we say sale, we mean sale. These instruments are going to go, and they are marked so low, value considered, that you cannot fail to accept this opportunity if once you see the instruments. The name of Wurlitzer is an absolute guarantee of reliability. You can rest assured that any statement we make to you is founded on facts and your own best interests. On account of the exceptional values, these instruments will not last long, and we would advise you to come without delay.

Pianos & Talking Machines Almost at Your Own Price



Great Piano Sale. Tell your friends about it.

Name	Former Value	Sale Price
KINGSTON PLAYER	\$690.00	\$188.00
WURLITZER PLAYER	1000.00	700.00
KINGSTON PLAYER	690.00	395.00
NORDEMAN PLAYER	850.00	188.00
KINGSTON PLAYER	690.00	350.00
KRANICH-BACH	600.00	98.00
SCHUMACKER UPRIGHT	550.00	75.00
PATTON UPRIGHT	350.00	19.00
STONE UPRIGHT	450.00	85.00

DURING THIS SALE WE WILL ALLOW A
30% CASH DISCOUNT
On all Sonora, Columbia, Cheney,
Modernola Talking Machines in Stock
ALSO RECORDS
COLUMBIA, OKEH, REX

VICTOR RECORDS
REDUCED
ENTIRE LIBRARY of latest and most popular
10 inch \$.85 Records, now \$.75
12 inch \$1.35 Records, now \$1.25

The Rudolph Wurlitzer Co., 1012 Chestnut St., Phila., Pa.
Without obligation we will in any way, please send the full particulars about your Player Piano.
The Rudolph Wurlitzer Co.
809-811 Chestnut Street
Between 8th & 9th
Walnut 2626, 2621, 2622
Open Evenings During Sale

STRAWBRIDGE & CLOTHIER

Hart, Schaffner & Marx
Winter Suits and Overcoats
Choice of the Factory Surplus Stock
At Less Than the Manufacturer's Prices



No need to tell men of the matchless quality and style of Hart, Schaffner & Marx Clothing. The point is—as exclusive Philadelphia distributors of this famous Clothing, we have been given first choice of the manufacturer's surplus stock at a price concession which enables us to sell this Clothing for less than we ourselves have recently paid for identical grades.

Hart, Schaffner & Marx
Winter Suits
\$29 and \$34
Less Than the Manufacturer's Prices

Styles to meet YOUTHFUL as well as CONSERVATIVE tastes—and including the new and highly desirable SPORTS JACKET Suits. Handsome fabrics. All sizes and proportions—regular, stout, slender, short, tall, short stout and long stout. Two splendid groups—\$29.00 and \$34.00.

Hart, Schaffner & Marx
Overcoats
\$34 and \$44
Less Than the Manufacturer's Prices

Ulster and Ulsterette Overcoats for men and young men. Some with belted back, others belted all around. Of rich, fleecy fabrics, beautifully tailored. Many large sizes included. Two groups—\$34.00 and \$44.00.



Other Remarkable Clothing Values in the Great Sale
Among the many attractions in the \$200,000 Sale of Men's Clothing, now going on—in which savings average one-third—these groups are outstanding:
Separate Trousers, about 40 per cent. under price—now \$2.45, \$3.45, \$4.45 and \$6.45.
Fur-lined Overcoats at half price—now \$95.00 and \$115.00.
Suits with Two Pairs of Trousers—now \$23.50, \$29.50 and \$32.50.

UMBRELLAS
Specially Priced
\$2.50

American taffeta (cotton) on sturdy paragon frames. Women's Umbrellas with plain or fancy wood handles, some with bakelite tops; wrist cords or rings. Men's Umbrellas with plain or fancy carved wood handles in hook or crook styles.
Strawbridge & Clothier—
Aisle 7, Market Street

Wool-filled Comfortables
\$5.00

A rare value—for these are warm winter-weight Comfortables, seroll-stitched and covered with figured material, bordered with plain satin. A special group in the Sale at \$5.00.
Strawbridge & Clothier—
Aisle 11, Filbert Street

Women's New Canton Crepe DRESSES
Special Value at
\$25.00

Just in, new Canton Crepe Dresses—one model never shown here before, with flying panels and Paisley trimming, is sketched at the left. Another model has been among our best selling numbers this season. It is made in a simple straight-line style with inverted plaits and inlaid with braid. Excellent quality throughout. In black, brown and navy blue.
Crepe Roma, Canton crepe, crepe Sheba and tulle, in smart straight-line and draped effects, with graceful flowing sleeves and elaborate girdles. Beige, brown, cornflower, mauve, gray, tangerine, black, white, brown and navy blue.
Strawbridge & Clothier—
Second Floor, Market Street

Silk Afternoon Frocks
Special, \$35.00 to \$80.00

Finer Wilton Rugs in the Sale
Royal Wilton Rugs and Superfine Wilton Rugs are well represented in the January Sales, with many attractive patterns and all desirable sizes at such low prices as these:
SUPERFINE WILTON
Rugs, 8.3x10.6—\$92.50
Rugs, 9x12 feet—\$97.50
ROYAL WILTON
9x12 ft.—\$63.00, \$72.50
8.3x10.6—\$61.00, \$68.50
Rugs, 11.3x12—\$100.00
Rugs, 11.3x15—\$135.00
Strawbridge & Clothier—
Fourth Floor, West

CHOCOLATES
45c a Pound
Assorted Chocolates that would sell regularly for more than this special price.
Chocolate-covered Almonds—now 65c a pound
Strawbridge & Clothier—
Basement and Filbert Street—Coke A-Aile

Save on Shoes for the Whole Family
Special Purchases at Price Concessions and Shoes from Regular Stock Reduced

Women's Pumps and Oxfords, Special—\$9.45
Strap Pumps and smart Oxfords of chestnut brown calf and black gun-metal calf, welted soles, low heels. De Ponce Pumps of patent leather and black glazed kidskin; chestnut brown calf Pumps and gray Pumps—all special at \$9.45. OTHER SPECIAL VALUES FOR WOMEN INCLUDE:
Three-strap Patent Leather Pumps, Special—\$6.75
New Gray Satin Opera Slippers, Special—\$6.45
One-strap Patent Leather Pumps, Special—\$5.95
Odd Lots Turn-sole Pumps & Oxfords—now \$3.90
Smart Welted-sole Oxfords Reduced—now \$3.75

Special Purchase of Women's All-wool Kersey Cloth Spats, in Fawn Shades, One-third Under Price at \$1.95 and \$2.95.

Special Purchase of 500 Pairs of Misses' and Children's Shoes, Special at \$3.25 and \$3.75
Chestnut brown calf Lace Shoe, with broad nature-shaped lasts and solid leather welted soles.

Children's Shoes Reduced to \$2.75
Tan Calf Shoes, lace and blucher; also brown kid with soft oozie tops, and tan Elk Lace Shoes.

Children's Black & Tan Shoes Reduced—\$1.85
Growing Girls' Pumps and Oxfords—now \$3.95
At \$3.95, are chestnut brown calf Oxfords and brown and black gun-metal calf Pumps in one-strap styles.

Men's Chestnut Brown Calf Lace Shoes—\$4.95
English last, invisible eyelets, solid leather heels and soles.

Men's Shoes Greatly Under Price at \$6.45
Chestnut brown calf Brogue Shoes, lace and blucher patterns; tan grain Oxfords and chestnut brown calf, English-last, Lace Shoes.

Men's High and Low Shoes from the Famous James A. Banister Co., One-third Less at \$9.65
English-last High Shoes of gun-metal calf; Brogue High Shoes of black Scotch grain leather; and Brogue Oxfords of tan grain and tan calf.
Strawbridge & Clothier—
Eighth and Filbert Streets

Most of the Furniture for Our Semi-Annual Sale Can be Seen Now

The greater part of the collection is already assembled on the Third Floor. Be sure to see it if you expect to buy Furniture soon. Please note that the whole wonderful, extensive collection is entirely NEW.
You can also inspect Brass and Metal Bedsteads, as well as Davenport. These are ready on the Fourth Floor, East Store.

Continuing the Wonderful Sale of Women's Coats

Still excellent assortments, and the same remarkable values that had everybody talking when the Sale started.
High-grade Cloth Coats—now \$25.00
Soft, warm wool cloths, silk-lined throughout, smartly belted, and with tailored collars that close up well at the throat.
Coats of Plaid-back Mixtures—\$27.50
Mannish Tailored Coats, good heavy cloths, belted and tailored in mannish effects, body and sleeves satin-lined.
Fur-collar Cloth Coats—now \$35.00
All high-grade cloths in good dark colorings; deep collar of fur.
Fine Fur-trimmed Coats—now \$50.00
Bolivia Coats—one model with collar and cuffs of natural opossum or dyed wolf; another model in wrap effect with deep collar of the material.
Strawbridge & Clothier—
Second Floor, Centre

Sanford's Fringed Velvet Rugs, 9x12 feet, \$39.50

Among the many January Sale values in the Department of Lower-priced Floor Coverings is this group of the celebrated Stephen Sanford & Sons Seamless Velvet Rugs. They are in attractive Oriental patterns as well as in the popular 9x12 size—all finished with fringe and in many respects resembling floor coverings at much higher prices. The January price is \$39.50.
Strawbridge & Clothier—
Fourth Floor, Filbert Street