

WANAMAKER'S

Store Opens at 9

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Store Closes at 5

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

Saturday Is the Day for Making Advance Selection in the Great February Furniture Sale at Wanamaker's

On the Surface of the Beautiful St. Johns River from Jacksonville on for many miles there grow what are known as

Water Hyacinths

some of them blooming, with green rosettes reaching up two feet above water.

Whether it was a good wind that blew a blossom, a seed or a cutting that took root and grew again, is not certain, but tradition has it that some woman introduced these green rafts of lustrous leaves to beautify the river. It might have been Harriet Beecher Stowe, who made her winter home in Jacksonville for sixteen years. They are unattached to the bottom of the stream and are equipped with air-filled bulbs that keep them afloat.

One sails through this Hyacinth garden for hours and hours.

Almost every one can have a little garden of pictures or plants to brighten and gladden the home.

[Signed] *John Wanamaker*

January 26, 1922.

FROM the point of view of the woman buying her furs late it does seem a piece of amazing good fortune that the Fur Sale and the bitter cold weather should have come at the same time. All the fur coats and small fur pieces in our Salon are reduced 25 per cent.

Chiffon Velvet Dresses for Women—Now \$35

Enough of these pretty and fashionable things are here at this new price for seventy-five women. They are in afternoon and evening styles, with cap sleeves, bell-shaped sleeves and long sleeves of other types; their colors are chiefly dark, such as black, brown, green and dark blue; and they are embroidered, beaded, braided and plain. A few casual cloths are among them. This late-season price means a very substantial saving.

These Novelty Underclothes Are Especially Well Made

Their materials are the finest of rainsook and batiste. They are unusually well designed, well cut and very carefully made. For ornament they have bands of silky imported gingham, or applique designs of colored batiste. There is choice of pink, blue or orchid in this trimming, which gives a little touch of color without the need of using colored ribbon. White Sale prices on these garments are:

Women's Fine High Shoes All Made in Philadelphia

In this city are some of the best known shoemakers in America. They have been making shoes for Philadelphia women for many years, and know exactly what kind of fine workmanship and high-grade materials our customers like. Here are examples of their best work in high shoes:

When Bad Weather Starts Women Want Raincoats

But there are always some wise women coming in ahead of time, as to be ready in good season.

Not Every Women Likes a Thin Waist

No, indeed, there are still some thousands who in zero weather prefer to feel that they actually have a waist on. They like—

Delightful New Styles in Silk Handbags

We have a collection of imported satin-striped moire silk handbags in black and navy that is of uncommon interest. They are all flat shapes, but in many variations, some rectangular, others rounded. Some have gilt clips along the edges of the flaps and others have fancy clasps set with rhinestones. Cord or cord and tassel handles.

New English Tweed Suitings Are Only \$2 a Yard

One would naturally expect them to be much more than this, for they are a beautiful all-wool quality and in the typical English heather mixtures which are so fashionable for Spring. They are just the thing for the new cape costumes or for sports suits, and some have an over-check of a contrasting color. The width is 54 inches.

Brushed Wool Scarfs Special at \$5

There is a marvelous amount of warmth in these scarfs, for they are all-wool and of good, generous width, some being wider than others, and a number have pockets. Also, there are all the most desirable colors, plain, plaid, striped and bordered effects to go with almost any color suit or coat.

French Lingerie

of the inexpensive sort may be had just now in the French Room—envelope chemises at \$2.65, \$3.25 and \$3.50; and night-gowns with armholes at \$3.50. They are all soft and fine material.

More Holbein Prints Have Come

These imported prints of Holbein's most characteristic portraits are great favorites as gifts or personal possessions. Appropriately framed, they are \$3 each.

These Are the Nights Women Need Warm Pajamas

Women who use a sleeping-porch or a cold bedroom, or who are up and about at night to "see to the children," are those who best appreciate these cozy, warm flannel pajamas. They are generously cut and excellently made, of good quality flannel, in two-piece regulation style, the jackets fastening with silk frogs.

Even Kisses Cost Less These Days

They are the sweetest kind, too, being the delicious sea-kisses, as light and delicate in their make-up as their name suggests, but so very delicious in their taste.

Flowerlike Frocks for Flowerlike Little Lassies

Most small girls of 6 to 12 years are a good deal like flowers, anyway; but in these charming new crepe frocks the resemblance will be increased. They are of a fine sturdy cotton crepe, in primrose yellow, canna red or a warm terra cotta brown. They are designed especially for us, are cunningly hand-embroidered, and fasten with crocheted buttons. Priced \$7.75.

Odds and Ends of Corsets

Some discontinued models of American Lady corsets are a third to a half less than usual—\$2 to \$5.



JERITZA

the new prima donna of the Metropolitan Opera Company, writes—

"Ampico"

a magic name of an instrument mystical.

"Through this medium the stars of the piano-forte play for me. I am enraptured and stand in wonder at the mysteries of the marvelous AMPICO."

The AMPICO Reproducing Piano may be seen, heard and bought in the Wanamaker Piano Salons. Private hearings arranged by telephone or letter. All the famous pianos with which the AMPICO is incorporated are here—

Chickering Haines Bros.
Schomacker Marshall & Wendell
and the celebrated KNABE

Good terms.
(Second Floor)

Men's Suits for Less in the London Shop

In this clearaway of Winter suits are to be found some of the finest two and three button sack suits in Philadelphia. Fine in fashion, fine in fabric, fine in workmanship. All at prices materially less than they have been.

Starting as low as \$28 and going no higher than \$48.

Not an ordinary sale but a disposal of superior suits that will interest men who rarely patronize sales.

Splendid Additions to the Men's Shirt Sale

Our Men's Wear Sale showed that a great many men were just waiting for an opportunity to buy the Wanamaker kind of shirts at substantial savings. Some of the shirt groups were practically cleared out in a few days.

This is to say that men who were disappointed in not getting their share of the opportunities offered will have another chance. We have just bought 1800 fresh, new shirts to sell at

\$1.50, \$1.65 and \$2.35

All of the same qualities as those in the sale at the beginning, and all bringing the same savings.

The \$1.50 shirts are a splendid grade of fast color percale.

The \$1.65 shirts are in woven and printed madras and some with starched cuffs in fine percale.

The \$2.35 shirts are all of finest woven madras.

Stag Handle Carving Sets Are All Reduced

We have only the finer kind of carving sets from the best American manufacturers.

The three-piece sets are now \$1.50 to \$2.25.

The five-piece sets are \$10.50 to \$28.

Finest Knit Wool Caps Very Low Priced

At \$2 and \$3 these men's and boys' caps are less than they were before the war.

Mens's Brogue Oxfords in Well-Liked Styles

They are made of Scotch-grain calfskin, one style in tan and the other in black. With perforated tips, perforated vamp seams, perforated back seams, they are fine shoes to wear with woolen hose.

And Here Is Something for Everybody Who Uses Furniture to Read Carefully and Think Over Well

TO BEGIN with it is a fact that the progress of Wanamaker Furniture Sales has been a record of improvement in furniture quality.

This was the first store that ever had brass bedsteads finished so that they could be specifically guaranteed.

It was said at the time that this could not be done, but we had it done.

As time went on we saw where certain "lines" of essentially good furniture could be improved, particularly as regards interior construction and finish, without necessitating higher prices.

We went to the makers of these "lines" and pointed out to them what we wanted.

Manufacturers Saw the Light

At first, as is usual in such cases, they hemmed and hawed and made wry faces, but eventually they came around to our view and when the improvements were accomplished, nobody was more enthusiastic about it all than they were.

Indeed, they acted as if it was all their own idea and not ours, but this kind of feeling is so good that we let them indulge it, and welcome, especially as they were men of honest purpose and anyhow we had the improved goods that we wanted.

It would require a deal of newspaper space to tell in detail of these improvements, but they had to do chiefly with drawer-linings, dovetailings, dustproofing and rubbing and shellacking of interior parts previously let go practically in the raw.

We told the particulars of these things in our advertising at the time.

Curled Hair for Stuffing

And now we are writing another chapter of furniture improvement by the use of curled hair in our upholstered furniture instead of moss—as for tow, we never use it anyhow.

This is a very valuable improvement in upholstered pieces. It means that all parts of our furniture that are upholstered (speaking in the regular trade sense of the word) are now filled with curled hair.

Loose cushions have hair stuffing with the careful overlay of cotton to keep the hair from coming through.

To any one buying upholstered furniture this means so much that we do not need to emphasize it further.

What should be emphasized and what everybody should keep in mind is that—

Saturday next, January 28, is the first day for seeing the goods and placing advance orders in the Great February Sale.

It will be the greatest day Philadelphia has ever known from the standpoint of the home and the furniture that should go into it.

Popular Novels for 38c Publisher's Clearaway

Several thousand volumes of the best sellers of the last two or three years, including such authors as W. B. Maxwell, Richard Harding Davis, Robert W. Chambers, Mrs. Humphry Ward, Arnold Fredericks, Owen Wister, Maud Diver, Jack London, Dave Coolidge, Helen R. Martin, W. J. Locke, Harold MacGrath, George B. McCutcheon, Gilbert Parker and others.

An unusual opportunity to secure a choice lot of good reading matter at a very low price.

(Main Floor)

SO-CALLED Japanese rainsook is to be had while the White Sale lasts at \$3.50 for each ten-yard piece. The width is 39 inches.

(First Floor)