

# The People Can Always Be Trusted to Recognize the Furniture

## The Eagle of Open Gaze Upward

rising in lonely lands, on broad pinions, close to the sun, leaves far behind the small-winged and weak-sighted twittering birds.

So it is with men and also with women, these days, who with steady, far vision and unflagging spirits, and with gentleness and mightiness, are making explorations and discoveries that are radiating hope and inspiring confidence in school-houses, hospitals and welfare work in cities, towns and distant nations, doing in many forms betterment work in scores and hundreds of places where it was never done before.

Such noble, self-denying women are great Aeolian harps, unconsciously dispensing music to make life easier wherever they abide.

[Signed]

*John Wanamaker*

February 3, 1922.

## The Line of a Woman's Hat Does Surprising Things

It emphasizes its wearer's best features, or exaggerates her worst, according as it is the right or the wrong hat.

That she can only tell by trying on leisurely, in a good light. Every aid that smart millinery and pleasant daylight surroundings can give her is at her convenience here.

The new between-season hats from \$12 up are surprisingly pretty and are going out very fast.

(Second Floor)



## Women's Cape Dresses and Others for Sports Wear

Have you seen the sports frocks of the new silk which is such an interesting combination of the sponge cloth and jersey weaves? We will show them Monday in white, in sunset yellow, in Mohawk red with tassels and in gray.

Other cape dresses are carried out in white wool jersey with much tucking; while a very striking one is in a new sports crepe, the gown being white with black embroidery and the cape black. A twilled cloth frock of white with black cross bars and sprays of colored flowers has a box jacket of the same, while the blouse of the dress is of white crepe.

Another twilled cloth of temple yellow has the same box coat and a great deal of fagoting.

There are hosts of such frocks between \$60 and \$210—and scarcely two of them alike.

(First Floor)

## New Silks and New Fashions Are Closely Related

Many of the Spring silks, in fact, are woven especially to carry out the newest fashions.

For example, a lovely Canton crepe with a deep border in Paisley design has just arrived. It is intended for dresses with wide flowing sleeves, the border finishing the sleeve and hem. In a number of beautiful shades, 10 inches wide, \$4.50 a yard.

New printed Paisley poplins for entire gowns or the sleeves of gowns. In rich East Indian colorings, \$5 a yard.

New printed crepes de chine, black and white effects, \$3.50 a yard.

New genuine baronet satin, black, white, jade, rose, brown and many other colors, \$3 a yard.

New Georgette crepes, 40 inches wide, \$1.50 a yard.

New all-silk crepes de chine, a fine color assortment, \$2 a yard.

(First Floor)

## Spring Will Introduce Some New Coat Fashions

Chief among them is a new sleeve which is a happy compromise between a sleeve and a cape. It is gathered in a straight band over the shoulder, widening out at the wrist and partly finished with an extended cuff.

Another new feature is a hollow pleat in the back, starting from the shoulders. It gives the required fullness. The long tuxedo collar, frequently trimmed with stitching, and the scarf collar ending in tassels are much used.

Some very beautiful examples of these new Spring coats have just come. They are in a silky bolivia in navy and Sorrento blue, burro and tortoise shell.

Their prices are \$125 and \$145.

(First Floor)

## Women's Suits Tailored to Measure of Best Scotch Homespun, \$65

The Custom Tailoring Bureau has secured a quantity of particularly fine Scotch homespun, which will be made up to measure at \$65 a suit. A choice of several Spring models is offered, and linings and workmanship are the best.

One-piece dresses of English diagonal are now made to measure with long cape to match for \$65.

Dresses of wool crepe in a variety of models are made to measure for \$25.

(Second Floor)

## February Sale of Oil Paintings and Water Colors

Included in this February Sale of 350 oil paintings and water colors is the work of some well-known artists.

Among the oils are two characteristic Autumn and Winter landscapes by Godfield; a brilliant Italian fishing scene by Petro Gabrini; a quiet landscape by Charles P. Gruppe; a bit of the Dutch coast by Carel E. Mullett; three admirable landscapes of Merritt Post; a misty green Springtime of Gustave Wiegand's, and four warm-colored small landscapes of Peter Appel's.

Included in the water colors are pictures by Carl Weber and F. F. English, several good marines of Alexander Bower's, a couple of charming things by H. A. Vincent, member of the National Academy, and of W. S. Bucklin's.

Besides these are many others of equal or scarcely less interest to the picture-lover.

February Sale prices lower every one of them from 15 to 25 per cent below usual figures. Present prices on the entire collection range from \$10 to \$840.

(Fifth Floor)

## New Tunic Robes —Beaded

Charming affairs in three styles, each of the sort that makes a delightful gown when worn over a satin slip.

Georgette with taffeta applique, heading and side panels; price, \$48.75.

Georgette with ribosine embroidery, \$38.75.

Georgette with side panels and all its ornamentation in beads, \$45.

Navy, brown, black, gray and rust are the colors.

(Main Floor)

## New High Combs Are Gayly Colored

Not enough colors to match all one's gowns, of course, but there are lovely combinations of jade-and-black, garnet-and-black, black-and-white, all-black or shell color.

Many graceful fan shapes or curling ostrich feathers giving the effect of fine curvings. There are some as little as \$4 and prices mount slowly to \$18.

(Main Floor)

## New Crepe de Chine Overblouses at \$5 and \$8.75

A straight-line and long-waisted model at \$5, coming well down over the hips, and fastening down each hip with button-and-loop trimming. The neck is round and collarless, and the long bracelet sleeve is slashed to the elbow. In white, lark, cinder or henna crepe de chine, embroidered all over in attractive design.

Another style, of equally good lines, at \$8.75. This is in canna, lark or marbella crepe de chine, with bracelet sleeves, and a little inset vest of Valenciennes lace ruffling on crepe.

(Third Floor)

## Women's Enameled Leather Mannish Oxfords, \$12

Shiny black enameled leather, such as men's shoes used to be made of.

Fashioned on a mannish last, with low, broad heel and stout welted sole, soft toe with long wing tip, plentiful perforations, six blind eyelets.

The newest shoe to wear with woolen hose. Priced \$12 a pair.

(First Floor)

## Final Clearaway of —Women's Stockings —Children's Stockings —Children's Underwear

All the broken lots from the January Sale grouped together and marked at about half the sale prices, which in turn averaged half regular prices.

### Women's Stockings

25c a pair for full-fashioned lisle, plain and open clocks.

50c a pair for black and cordovan artificial silk and silk mixed, "seconds."

75c a pair for heather mixed ribbed wool, 9 and 9½ only.

80c a pair for black and cordovan silk with cotton tops.

\$1 a pair for black, white and colored seamless and full-fashioned silk, "seconds."

\$1.75 a pair for black and colored silk-and-wool sports hose.

\$3.75 a pair for accordeon and derby ribbed silk sports hose, "seconds."

(West Aisle)

## 5000 Yards Printed Voile, Special, 25c a Yard

Just about half price and in the very desirable dark-colored grounds with small and medium sized designs.

They are all so pretty you could choose with your eyes shut and be in no danger of getting something you didn't like.

(West Aisle)

## Blu-Mottle Laundry Soap 5c a Bar During March

Orders will be taken now in the Housewares Store for March delivery of this excellent soap at 5c a bar.

It is a new and remarkable soap that contains the right proportion of bluing to properly whiten the clothes, but contains no resin or filling matter.

It lessens work, it saves money and it gives universal satisfaction.

(Fourth Floor)

THE fact that they have made Wanamaker Furniture Sales the greatest sales of any kind in the world shows that in the buying of furniture good taste and common sense are very much in the ascendant.

Cheapened, showy and alluring goods may have "their day," but they also have a day of reckoning.

The future belongs to merchandise of soundness and service. There is more sound, serviceable and beautiful furniture in this sale than there is in any other three sales put together.

There is a real advantage in choosing where there is such a vast assortment to choose from and where everything is of the most reliable and desirable kind.

These stocks are three-fold in their appeal. There is the great assemblage of medium-priced furniture of the most attractive and thoughtfully chosen grades that are desired in the great majority of homes.

Then there are the sets and pieces in which all the distinctive attributes of the finest design and cabinet-work stand out irresistibly. In this division are included all the rich and impressive bedroom and dining-room suits in the several noted periods, together with a wealth of rare and captivating reproductions noted for individual character and charm.

Finally, one of the best features of the sale is that it embraces the greatest collection of reliable and good-looking low-priced furniture to be found anywhere at retail.

All our furniture is in the sale.

Savings are 10 to 50 per cent, averaging 25 per cent.

Qualities are better and prices lower than in years.

And the sale brings the first overstuffed furniture with a stuffing of clean curled hair ever offered at low and medium prices—no tow or moss used in any one piece.

But our prices for the hair-filled kind are relatively less than those asked elsewhere for moss or tow filled kind.

(Fifth, Sixth and Seventh Floors)

## Fine New Shipments Ready to Give the Oriental Rug Sale a New Start Monday

Among the new arrivals are rich, splendid Araks and Kermanshahs and Chinese rugs in carpet sizes.

Like all the other weaves in the Sale, these are Oriental rugs of the most reliable kind, heavy and substantial in weave and in a selection of beautiful colors and designs that are bound to harmonize well with practically all modern schemes of furnishing.

They are rugs that you are bound to get your money out of in service and satisfaction, especially in view of the low prices we have marked on them.

Arak Rugs	Kermanshah Rugs	Chinese Rugs
11.6 x 7.1 ..... \$257	11.4 x 8.7 ..... \$780	13 x 9.1 ..... \$430
10.3 x 8.5 ..... \$297	10.5 x 7.2 ..... \$600	10 x 8 ..... \$240
11 x 8 ..... \$309	11.6 x 9.1 ..... \$795	12 x 10.4 ..... \$425
12.10 x 9.4 ..... \$426	10.9 x 7.2 ..... \$397	10 x 8.2 ..... \$245
11.10 x 9.8 ..... \$398	10.4 x 7 ..... \$375	12 x 9 ..... \$375
12.8 x 10.8 ..... \$475	12.4 x 9.1 ..... \$795	10 x 8.5 ..... \$244
13.10 x 10.5 ..... \$495	11.10 x 8.4 ..... \$895	13 x 9.3 ..... \$387
12.2 x 8.10 ..... \$383	10.10 x 8 ..... \$575	10 x 8.1 ..... \$235

(Seventh Floor)

NATURAL mink, stone marten, natural gray squirrel, kolinsky and Japanese marten are among the small furs most in favor for end-of-the-Winter and early Spring wearing. The boas have one and two skins and prices run from \$16.50 for mink to \$80 for stone marten.

(Second Floor)

## New Books

"The Latest Thing and Other Things," by Alexander Black, \$2. A volume of essays which represents chiefly his adventures in various fields written during 1921.

"Working With the Working Woman," by Cornelia Stratton Parker, \$2. A story of actual experiences more interesting than fiction—a vivid picture of things as they are.

"Sleeping Fires," by Gertrude Atherton, \$1.90. Closely packed with action.

"Why Lincoln Laughed," by Russell H. Conwell, \$1.50. A new contribution to Lincoln literature.

(Main Floor)

## Lots of Silk Handbags for \$2 to \$5

Mostly moire silks, including the new moire pattern, and some gilles, in black, brown and navy.

Many shapes and many sizes, chiefly with metal frames and inner frames. Some trimmed with little petals of Paisley silk.

Uncommenced values at these low prices.

(Main Floor)

## Artists' Supplies and Drawing Materials

have changed their location, and will now be found in the Picture Store.

(Fifth Floor)

## The Story of the Ampico



The AMPICO, "the world's greatest musical instrument," is the product of the genius of Charles Fuller Stoddard. Nearly twenty-five years ago he heard a player-piano for the first time and, seeing in it great possibilities, he determined to devise a piano that would reflect exactly the interpretation given a composition by an artist. To what extent he has succeeded is shown by the fact that hundreds of the world's greatest pianists have entrusted the immortalization of their artistry to the AMPICO.

The AMPICO is the only real reproducing mechanism which, when installed in a piano, does not necessitate a change of key lengths, or the elongation or widening of the piano case. And it is the only instrument that gives unlimited, exact intensities of tone—that reproduces the most minute shades and variations of tone as played by the artist. In fact, the reproduction of an artist's playing on the AMPICO differs only from that of the living artist in that in one case the artist is actually present, and in the other he is not at the keyboard; the performances are identical.

The AMPICO brings into the home the world's finest music faultlessly interpreted by the greatest living pianists. A few of the great artists who have recorded for the AMPICO are:

- Godowsky
- Rachmaninoff
- Strauss
- Buson
- Steeb
- Carreno
- Ornstein
- Levitzi
- Hofmann
- Kreiser
- Herbert
- Rubinstein

The AMPICO may be obtained in the following well-known instruments:

- Chickering
- Schomacker
- Marshall & Wendell
- Haines Bros.
- and the celebrated Knabe

Obtainable in Philadelphia only at WANAMAKER'S.

(Second Floor)

## The Silver Tea Service for the New Furniture

There are fashions in sterling silver patterns, just as there are in clothes and many other things, but necessarily they follow the trend of public opinion in furniture, as the two are so closely related.

The Wanamaker Jewelry Store offers a more than usually large number of the finest patterns in sterling silver tea services and they are as moderately priced as possible, considering their high character.

In the softened gray finish are Sheraton, Maitland, Lansdowne, Portsmouth chased, Lafayette, Daniel Marot and King Albert.

In the bright finish are Heppelwhite, Newport, Portsmouth, Plymouth, Mary Chilton, Fairfax and Washington.

(Main Floor)

## Mr. Business Man, What About Your Office Furniture?

Your business furniture, we might well call it.

Is it as good as efficiency and the proper business outlook demand?

If not, the offering of our entire stock of office furniture in the February Sale at substantial savings brings you an opportunity to choose from the best selection we have had in years, at price advantages no business man can afford to overlook.

(Third Floor)

## All Our Mattress Stocks in the February Sale at the Lowest Prices in Years

For the first time in years we are able to offer hair mattresses, with roll or stitched edge, in a good cotton ticking and in double-bed size, for \$20. The same mattresses in the single-bed size are now \$14.50.

Prices grade up, according to the quality of hair and coverings, to \$80 for one of the finest construction, covered with linen ticking, upholstered with wool on both sides and faced, not tufted, and in the double-bed size.

The sale also takes in our whole stock of cotton mattresses, floor mattresses, feather pillows and bolsters and bed-springs, all at substantial reductions.

(Sixth Floor)

## This Is the Famous White Mountain Refrigerator at Lowered 1922 Prices

This refrigerator comes in two sizes, representing unequalled value. Three-door style, enamelled food chambers with special compartments for butter, milk and eggs directly under the ice. At \$32: 33 in. wide x 18 in. deep x 48 in. high; ice capacity 100 pounds. At \$36: 35 in. wide x 20 in. deep x 50 in. high; ice capacity 125 pounds.



(Fourth Floor)