

# "Time Is Money"—Always—But Especially Now in the February

Old Neighbors of Ben Franklin With Whom He Loved to Chat said of him that he often hurled "hurry ups" at them, saying

One "today" is worth two "tomorrows"

Inaction is thought, by many persons, to be carefulness when it is simply procrastination.

You make up your mind as to a course you will pursue, but often think it will not matter to wait another day. But how often it happens that one forgets, and often days pass, and finally what you from the first intended to do is done in a hurry that partially spoils it all!

Steer clear of the tomorrows as far as you can.

[Signed]

*John Wanamaker*

February 20, 1922.

## A Camel's-Hair Coat Is the Softest, Warmest Kind

to smuggle into for motoring, beach and country wear. Some exceptionally good coats of this material have just come into the Young Women's Store. They are made in a full-length sports model, with easy raglan shoulders, large convertible collars, straight and seamless backs and wide buckled belt.

They are in the natural tan color, lined throughout with satin. Priced \$68, in sizes for 14 to 20 years.

(Second Floor)

## Sports Millinery Brings Many Colors in Straw-and-Wool

New and distinctive sports millinery will appear in the Gray Salons tomorrow.

The colors are exceptionally varied and good, and the materials embrace many new effects in straw, straw-and-wool, straw with satin or silk, brushed wool and straw, ratine and other fabrics.

To wear with high-colored sweaters and sports apparel, or with tweed clothes, these hats are the



extreme of modish correctness. Prices start at \$12.

(Second Floor)

## Women Buy Miles of This Silk and More Is Wanted

It is known as No. 1 American silk broadcloth and is the original silk of this kind. We have sold hundreds of thousands of yards of it and the demand is still growing.

If there is any better recommendation for a silk we don't know what it can be.

Originally American silk broadcloth was used for men's shirts because it wears and washes so well. Now it is used for women's sports and house dresses, separate skirts, blouses, negligees and children's garments. White or white with colored stripes, 32 inches wide, \$2 a yard.

(First Floor)

## Women's Imported Duplex Strap-Wrist Gloves, \$1 a Pair

Not since before the war have these gloves been procurable to sell at \$1. They are fine fitting, well made, with full five-inch tops, and a finish that looks like suede.

(Main Floor)

## Wee Shoes and Moccasins for Feet That Are Never Still

The first soft little bits of footwear which babies wear before they begin to walk. The moccasins are of white kid touched up with pink and blue, and of natural-colored chamouis; and cost \$1 and 75c respectively. The shoes are of white kid and priced at \$1 and \$1.25.

The proper stockings to go inside them are 55c for cotton and wool; 85c for silk and wool, and \$1.25 for all-silk.

(Third Floor)

## Prettiest New Blouses for the Sports Suit

Just out of their boxes and every little detail is finished to perfection.

One blouse is an English cross-barred dimity, with Peter Pan collar, cuffs and front pleat edged with picot lace, \$3.85.

Another shows the new square neck with roll collar and front pleat edged with checked gingham, \$5.

Still a third is of dimity with a novel two-color piping. It has a Tuxedo collar and is \$5.50.

(Third Floor)

**ROSEVILLE pottery, noteworthy for the extreme simplicity and beauty of its flower-bowls, candlesticks and vases, is being shown in the China Store. Pieces with the ordinary glaze are in lavender only; pieces with high luster in copper, yellow and rose. Prices are \$2.50 to \$15.**

(Fourth Floor)

## PARIS SENDS WALKING STICKS FOR WOMEN

They are carried at Southern France resorts, at Palm Beach and elsewhere. The slender stick is long—quite different from the little "swagger" stick of other days. It is a smooth dark green with a gay carved parrot's head at the top. There is a tasseled cord to swing it over the arm, and a horn ferrule to tap the ground.

The price is \$7.50.

(Main Floor)

## TWO LOVELY NEW SILK HANDBAGS

Both large, roomy bags with double inner frames and double handles.

One is of black and navy moire with gilt or nickel catch and ruffle around center. This is \$18.50.

The other is of satin-striped silk in black and navy and has engraved catch. This is \$16.50.

(Main Floor)

## New Titles on the Reprint Fiction List

Price 75c

"Christopher and Columbus," by "Elizabeth," author of "Elizabeth in Her German Garden."

"Mary Wins Her Business," by George Weston.

"The Man of the Forest," by Zane Grey.

"Oh, You Tex.," by William MacLeod Rains.

"The River's End," by James Oliver Curwood.

(Main Floor)

Imagine creamy wax candles upon whose sides are modeled—also in wax—the daintiest of poppies, violets, lilies of the valley and heather, all in the natural colors—could anything be more charming for decorative purposes? The candles are imported, made of beeswax, and astonishingly little priced, being only 45c a pair, each pair prettily packed in a white box.

Other candles in the same importation are round and square, in many colors, and decorated in gilt and colors. Price, 45c and 50c a pair.

(Fourth Floor)

## HERE IS THE CANDY FOR WASHINGTON'S BIRTHDAY

No need to say how much the children will enjoy it, and they may eat to their hearts' content, for all the ingredients are of the purest and the making was done in our own Candy Kitchen.

These are the most appropriate candies, too, for table decoration for hostesses.

Red, white and blue straws and Princess chips, 70c a pound.

Almond paste cherries with stems, \$1.50 a pound.

Chocolate fudge with cherries, 40c a pound.

Baskets in red, white and blue, to hold candy or nuts, 10c, 15c, 20c and 25c each.

(Down Stairs Store)

## Furniture Sale

There are just six more days of the Sale. But the opportunities it offers are out of all proportion to the shortness of the time.

It will be a great sale up to the last day and hour. Up to the last day and hour it will be backed to the limit with the best and most desirable furniture in America at the lowest prices, qualities compared.

That is the only kind of backing that matters much in a sale—the right merchandise and plenty of it at prices that suit.

Now, however, with the end of the sale in sight, it becomes a race between time and opportunity—your opportunity.

You can win if you mean to.

### A Few of the Living-Room or Library Suits

\$165 for an overstuffed suit with removable seat cushions, upholstered with tapestry, three pieces.

\$264 for a tapestry-covered suit with wide roll spring arms, three pieces.

\$340 for a mohair velour suit in mulberry with spring seat and back, panel effect, three pieces.

\$255 for a suit upholstered in mulberry velour, Turkish effect, three pieces.

\$195 for a Queen Anne style suit upholstered in blue velour, loose seat cushions, three pieces.

\$923 for a suit upholstered in fawn-color mohair with down seat and cushions, four pieces.

(Fifth Floor)

\$965 for a tapestry upholstered overstuffed suit in gold and silver with black background, three pieces. A fireside chair covered in fine velour to match may also be had.

\$575 for an Italian carved frame suit, luxuriously upholstered in fine tapestry, three pieces.

\$1090 for a suit luxuriously upholstered in the best grade of tapestry with sunburst pillows, four pieces.

\$1175 for an Italian Renaissance suit with carved frame, covered with fine tapestry, trimmed with blue velour, cushions filled with down, three pieces.

## HIGH-NECKED NIGHTGOWNS AGAIN

Fresh supplies include three styles with long sleeves.

A muslin with embroidery and hemstitching, \$2.50.

A nainsook with square neck and embroidery, \$3.50.

Another nainsook with square neck and lace trimming, \$3.75.

(Third Floor)

## A FEW MEN INSIST ON COLORED UMBRELLAS

Quiet colors, of course, such as dark green, dark brown and London smoke. They are quite smart and thoroughly in keeping with a gentleman's attire.

Made of heavy English silk, on strong English paragon frames with wood shanks topped by hook handles of hardwood, cherry or malacca, their price is \$15.

(Main Floor)

## WHEN PICTURE FRAMES ARE BRIGHT

It seems that the whole room radiates a new cheerfulness. And, of course, gold is prettiest of all. A gold enamel that is splendid for picture frames as well as moldings or bedsteads costs 30 cents the box.

(Fourth Floor)

## 1000 Dozen Boys' Handkerchiefs, Special, \$3.85 a Dozen

Usually the price is a little over twice as much. They are a good, sturdy Irish linen, plain hemstitched with quarter or half inch hem. Bought separately they are 85c each.

(West Aisle)

## High-Grade Electro-Plate With New Low Prices

No need to say what a good investment this fine electro-silver-plated ware is. It can be depended upon for years of service. These new little prices should prove very attractive to many housekeepers:

Electric candlesticks, \$13.50 and \$14 each.

Bread trays, \$5.50 and \$6 each.

Cake baskets, \$8 and \$9 each.

Cheese-and-cracker dishes, \$7.50 to \$10 each.

Trivets, \$8.50 each.

Crumb trays and scrapers, \$6 each.

Salad bowls, \$5.50 each.

(Main Floor)

## Women Will Wear Large Plaids in Their Spring Sports Coats

And some very smart new coats of this kind are not only made of men's overcoating, but they are fashioned on distinctly mannish lines.

The plaids are quite indistinct, in red, green, blue or violet on soft-toned tan grounds. A pretty touch of color is in the lining, which extends to the waist and is of the same color as the plaid.

There are three good models, one without a belt at \$57.50 and two belted styles at \$60 and \$67.50. A very full circular cape of the same overcoating is \$57.50.

(First Floor)

## 500 Yards All-Wool Serge Special, \$1.50 a Yard

One of the most popular dress serges we have ever had and there is good reason for it.

It is a remarkably nice quality, a fine "French" weave, and the most desirable weight for Spring dresses and cape costumes and for children's clothes. 48 inches wide and in navy blue, black and brown.

(First Floor)

## Certain New Corsets Bring Forth New Features

which we have just brought into the Corset Salon are so beautifully made from such fine materials that we invite women to look them over.

There are—

A model of dotted pink broche, topless, with elastic gores, and a topless with crossbands of elastic, each \$15.

Another giraffe top of exquisite pink broche, very heavy, and having short bones over the abdomen, \$15.

A model of pink broche with low top for tall women, \$17.

A topless of pink broche with tricot elastic insertions in the skirt, \$23.

(Third Floor)

**"QUEEN MARY"** means perfection in toilet waters and perfumes. Delicately scented violet, lilac, rose, yasmine, lily of the valley, charme d'Amour are at 75c to \$5.50 for the toilet waters and 65c to \$5.50 for the extracts. They are here exclusively.

(Main Floor)

## GLOSSY FLOORS WILL STAND SCRUBBING

and no end of walking on when painted right. And it doesn't take an expert to do it.

The secret lies in the paint. Many people seem to prefer a varnish gloss paint that sells for \$1.05 a quart and \$3.75 a gallon.

(Fourth Floor)

## DOTTED SWISS AT 65c A YARD

Women planning ahead for their Spring sewing will be glad to know that they can get imported swiss for so small a price.

The width is 30 inches.

(First Floor)

## It's Surprising How Many Men Are Buying Spring Clothing

It's not a bit too early. Any man who wants a suit right now naturally would want a new Spring style.

It's comforting to know they are ready. Ready hardly describes it. They are here in abundance, more coming in every day and already it's one of the finest selections in years.

So many and so different that a man's bound to find the one he has been wanting.

Spring has said "light" when choosing colors.

And light they are, grays, tans, browns and greens mostly in the tweed and homespun fabrics.

But, of course, a man who wants darker colors will find them.

Price? Another sound business reason for action. The suits and topcoats start at \$35 and go up to \$65.

(Third Floor)

## What Man Doesn't Want a Golf Jacket at \$12?

Better still, nearly every man is bound to see the real business of having one now when he knows they actually are worth half again as much.

Perfect ones that we were fortunate enough to buy specially. Every one is all-wool, in fact, they are part cashmere wool, which makes them ever so much softer.

In colors they range from browns, grays and greens to slate blue.

(Main Floor)

## 300 Men May Have Office Umbrellas at \$1

The kind they wouldn't mind lending or losing, yet mightily handy to find waiting in an unexpected rain. Black American tafetta (cotton) with tape edge on paragon frames, with hardwood hook handles.

(Main Floor)

## A Shoe for the Man Who "Slushes" to Work

Heavy boxed calf with a full sole all the way to the heel, and absolutely damp proof.

A shoe that's a boon to all outdoor men.

The thick heavy soles not only resist the moisture, but join with the inverted welts to hold off wear.

When you think of the price as \$9 you get hardly a conception of the service the shoe holds.

(Main Floor)

## It's Good Business to Buy Office Furniture Now

The February Sale has only six more days to run. Good business men who know the value of time and of good office facilities need hardly be told that the earliest possible moment is the time to take advantage of the opportunities which end with this Sale.

All our office furniture is comprised in it at substantial savings.

(Third Floor)

## 200 Fine Hamadan Mosul Rugs Newly Unbaled—\$27 to \$47.50

This is the largest shipment of these rugs we have secured in several years.

It affords a most attractive opportunity for the many people who are all the time interested in small-size, low-priced pieces, and who like Mosuls for their splendid wearing qualities and inexpensiveness.

They are bound to be delighted with these.

In the assortment there are color effects and patterns in great choice, the prevailing shades being blue, rose and ivory.

All are heavy, Hamadan Mosuls, the finest of their family. Sizes, approximately 2.8x4 up to 3x4.10 ft. priced at \$28.50 to \$47.50.

They are one of many remarkable lots of Oriental rugs that we are now showing.

(Seventh Floor)

## What Kind of Mirror Does Your Room Need?

It may just lack a round mirror, an oval or square or oblong mirror; a glass for over the mantel or the buffet, or to top a console table; or a narrow panel mirror to fit between windows. Some furnishings call for a Colonial mirror, others for a French or Italian design. In many a Queen Anne or Chippendale mirror is just right, while for others the Adam urn top is the fitting note.

Remember, every glass is reduced appreciably.

(Fifth Floor)

## Finest Laundry Soap That Can Be Produced The Famous Blu-Mottle Laundry Soap 5c a Cake During March

Orders taken now for March delivery.

Every ingredient that goes into the making of Blu-Mottle is of such a quality that this soap could be used for all household use as well as for every laundry purpose. Fine enough for the very finest of fabrics, and inexpensive enough to be used for all heavy laundry work, it is the ideal soap in every way. Perhaps that is why there have been so many testimonials and complimentary reports received regarding BLU-MOTTLE.

It contains bluing in a mottled form—that is how it gets its name. It is the soap that above all others we have selected, given our name, and that we recommend as the best soap value that is to be had.

Blu-Mottle is most economical because it does not "melt" or become soft, as so many soaps do. It will do the work as well as any laundry soap, if not better, and it saves work because it "blues" as it cleanses.

Single Cakes or in Cartons of 10, 25, 50 and 100 Cakes

Order any quantity you wish. Orders will be filled commencing March 1st.

(Fourth Floor)