

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  
Fair

# There's a Lot of Bluster About March, But Only Solid

## As Sure as Your Thought Is True, Fair and Right

It will come to pass, if you will patiently and firmly hold on to it and diligently endeavor to work at the finding of a way to promote it, no matter how small the beginning may be.

The dawning of every morning comes slowly.

The hope of America is not in its gold, coal or metals, but in its boys, rightly trained and made ready to work to follow such men as Edison, Vaucrain, A. D. Juilliard, Marshall Field, M. J. Whittall, of Worcester, and John and James Dobson, of Philadelphia.

[Signed]

*John Wanamaker*

March 20, 1922.



## Women's Sports Dresses of Checked Silk

Trim and simple and smart, some being one-piece and some cape dresses.

Both are carried out in a crisp checked silk material of a crepe-like weave—blue with white, brown with white, bronze and sage, all bound with white silk. The dresses have white ties and sleeves to the elbow. Prices are \$30 for the one-piece dresses and \$55 for the cape dresses.

(First Floor)

## Lovely Wraps of Silver and Cobweb Gray for Women of Fashion

Not only is gray the most refined of all colors, but, being neutral, it is peculiarly adapted to wear with vividly colored hats and gowns.

One of these wraps is of a silver satin with gray ermine collar and self-frills on each side near the foot. Price \$185.

A gray duvetyn with a mole

(First Floor)

## New Paris Beaded Tunics Jewel-like in Colors

Flashing in ruby, emerald or sapphire, as the case may be, and the light is reflected from hundreds of tiny beads or iridescent spangles.

They are in the newest fashions, of course, in paneled and draped models and one of the loveliest is all-embroidered, has jet bugles and broad stripes of spangles with touches of bright red, jade or sapphire.

Prices start at \$25 and go up to \$55.

(Main Floor)

## Some School Girls Like Capes and Others Like Coats

And they are both right. The new Spring coats and capes are so pretty it is hard to choose between them.

There are some especially attractive polo capes, warm enough for cool days and in such good colors as tan, rose and bright eye blue. They are only \$14.50 and come in six to twelve year sizes.

Many other styles from the sturdy, practical school coats and capes starting at \$14.50 up to the finest boleros and duvetyns of which there is only one of a kind, at \$116.

These are for girls from six to sixteen years.

(Second Floor)

## The Silk Blouse for Her Spring Suit Is Here in Many Forms

New and most remarkably good-looking tailored blouses, white and colors for sports suits.

The prettiest new styles in silk overblouses for the more elaborate afternoon suit. These come in all the new colorings and there are many delightful novelties among them.

One can pay as little as \$5 or as much as \$25, with many gradations in between.

(Third Floor)

## A New Shipment of Georgette Crepe at \$1.50 a Yard

All-silk Georgette crepe and silk chiffon, each 40 inches wide.

And each offering a wide assortment of colors, including black, white, street shades and practically all the high shades for afternoon and evening. \$1.50 is an extraordinarily low price for the quality of either silk.

(First Floor)

**FRENCH negligees of satin are just off the steamer—negligees showing the bead motives and rosettes at shoulders and hips; also two or three novel knitted silk blouses.**

Look for them in the French Room.

(Third Floor)

## Old Furniture for the Returbished Old Farmhouse

Spring—country—old farmhouse—old furniture. By a natural association of ideas, one arrives at the early American furniture in the Colonial Room.

It came, for the most part, from old farmhouses originally.

It will return, much of it, to the modernized farmhouses of city people who like the simplest furnishing for their country life.

Nothing could be more in character than these old rush-seat and painted chairs, high-back rockers, roomy settees, quaint drop-leaf and tilt-top and side tables, four-poster beds, old cupboards, old sideboards, old desks, old bureaus and chests of drawers.

Fortunate the farmhouse or country cottage that finds itself rehoused with furniture so quaint and harmonious!

It will be found that the cost of most of these things is modest.

If we have not precisely what you want, it may be that we can get it.

(Fifth Floor)

## Women's Handkerchiefs At 25c Each

There are 500 dozen of these good practical linen handkerchiefs and they have never sold for such a little price before. They are plain hemstitched with half-inch hem and are excellent for everyday handkerchiefs.

(West Aisle)

## Parisienne Corsets of Elastic

The latest slip-ons and step-ins are made of pink elastic, one or two models are of mauve, and all of them are topless. Prices are \$15 to \$45.

A particularly interesting evening corset has a low back and straight lines and the material is pink. Price \$40.

(Third Floor)

## New Bloomer Dresses for Baby Girls

Such simple, dainty styles as most mothers like. They are in chambray, batiste and checked gingham in blue, pink, yellow and green.

For trimming there is a bit of hand smocking or embroidery and many have white dimity collar and cuffs. Unusually pretty for \$3.50 to \$6.75 and they are in two to six year sizes.

(Third Floor)

# Facts Behind the Great March Sales

## of Housewares and China That Are Famous at Wanamaker's

And even the blowing of March can't cloud over the fact that, after all, the best value lies in better-than-usual merchandise.

Especially when that merchandise is offered at prices that are less than usual.

Any one who has heard the stories of housewives, from far and near, who have had their homes enriched by some of the tens upon tens of thousands of things in this Housewares Sale, knows beyond question that absolute quality is the foundation of every article.

Many necessary things now can be had from ten to fifty per cent less.

(Fourth Floor)

## So Many People Come to Select Phonographs

because they want a machine with a solid world reputation behind it, and with solid merit behind the reputation, and with the solid Wanamaker guarantee behind the whole transaction.

Here they find a complete assortment of all available models in the four leading phonographs of the world—

### Brunswick Cheney Sonora Victrola

Prices \$25 to \$1800.

(Second Floor)

## Neckwear Special at \$1 and \$1.50

Collars, collar-and-cuff sets and vests with collars; made of organdy, net, lace and net and colored gingham; lots of styles.

(Main Floor)

## Not a Drum-beat Has Slackened in the March China Sale

New arrivals, coming in almost daily, keep up the varieties and values.

Today it is as good a sale in all essentials as it was at the beginning.

It is especially strong in the main factor—dinner sets.

Among the particularly good sets are these:

At \$20—American semi-china dinner sets of 106 pieces in attractive pink and blue border decorations with gold edges and gold-traced handles. About half price.

At \$30—English semi-china dinner sets of 106 pieces in a wide range of patterns, all border decorations. Regularly one-third to 40 per cent more.

(Fourth Floor)

At \$60—French china dinner sets of 106 pieces in a choice of twelve handsome border decorations, all new. One-fourth to one-half less than usual.

At \$85—French dinner sets of 106 pieces, all of the finest French china, with coin-gold handles and coin-gold edges—border decorations all of them. One of the best values in the sale.

(Main Floor)

## As to the Best Watch for a Man to Buy

For that man who wants to spend \$100 (which is by no means too much for the watch giving a lifetime of service) we would suggest the \$100 Elgin.

It is a 19-jewel movement and has a 14-kt. gold case.

All the Elgin watches are carefully timed and regulated before leaving the factory. This particular watch has been most closely adjusted to different conditions and positions.

We consider it is the best watch at its price today.

Other Elgin watches, in 14-kt. gold cases, are \$34 to \$75 and in gold-filled cases, \$17 to \$30.

(Main Floor)

## Children's Socks Come From England

and are prettier, even more colorful.

There are fancy all-over stripes or plain socks with the striped tops. Most any color imaginable is used in the stripes.

Then there are a number of socks with white grounds, embroidered clocks in colors and striped tops to match. Either cotton or lisle and the price is \$1 the pair.

Plain black or white cotton socks are 75 cents the pair.

(First Floor)

## —And Now the Topcoats From England Are in The Men's London Shop

What coats they are! Every one well worth waiting for.

They came direct from Kenneth Durward, London's famous maker of coats.

There are tweeds and homespuns and shetlands.

Among them are the single-breasted Aintree, so popular with men several seasons ago and brought back by general demand, some double-breasted models and a few Balmacaans.

Then there is the Conduit style, a single-breasted Raglan shoulder coat that's considered ultra-fashionable.

Colors are light. It seems the lighter the better with some. But as a rule a happy medium in shades prevails.

Prices are \$55 and \$65.

(The Gallery)



## Hundreds of Men Want Silk Shirts, but They Fear Wild Stripes

More than likely it was just these men we had in mind when we ordered the silk broadcloth shirts made up in solid colors.

And what wonderful shirts they are!

Colors. Handsome colors, yet not in the least conspicuous.

There are tans and yellows and blues and greens and pinks and helios. All rather pale and all decidedly nice to see.

But the big story about these shirts is the service—real solid-wearing quality.

Not ordinary for a silk shirt, but an end-and-end silk broadcloth is bound to stand up.

Certainly a worth-while buy at \$7.50.

(Main Floor)

## All the Style of a Better Shoe in a Man's Brogue at \$6.40

Going a little further, it's a grain-calf brogue with full perforations and soft toe.

Right at the start of the season, it comes as one of the best shoe opportunities we have been able to offer men for many a day.

Of course, it's tan.

(Main Floor)

## Brief Cases—and the Prices Are Brief, Too

In fact, we don't remember ever having had such good brief cases for so little.

Real cowhide in three colors, tan, black and mahogany.

Either the fifteen or sixteen inch sizes.

There are two prices, \$3 and \$5.

The better ones have the adjustable locks that snap in three positions, 3 pockets and the all-around straps.

(Main Floor)

## Lighter Blankets for Warmer Spring Nights

Now shown for the first time, and shown here only.

Made of white felted wool, bound in rose, blue and cream-colored satin.

The wool is a clean, new Cape Colony staple, making a lightweight, seasonable and serviceable bed covering for Springtime use.

(Sixth Floor)

All are specially shrunk, for instance those woven 92 inches wide are shrunk to 60 inches; woven 104 inches to 72 inches; woven 110 inches to 80 inches. This insures a sound body fabric and splendid wearing quality.

Size 60x84 inches, \$9 each; 72x84 inches, \$10 each; 80x90 inches, \$12 each.

## The Satisfaction of Being Thoroughly Well Dressed

is hers who has her suit tailored to measure by the Wanamaker Custom Tailoring Bureau.

The choicest of fabrics, the most distinctive models, and the most skillful man-tailoring combine to make that irreplaceable *tailleur* which is the most essential item in the careful dresser's wardrobe.

The cost is by no means excessive. Made to measure the suits are:

Homespun or tweed, \$65.

Tricotine or Poiret twill, \$75.

Silk, \$75.

White Poiret twill or gabardine, special at \$65.

Cape and jumper suits, \$65.

(Second Floor)

## A New Paris Belt Has a Hanging Purse

A lovely thing and highly ornamental.

In a soft dove-gray suede leather studded with bright jade green. The purse ends in a point and is finished with a long tassel of leather.

This is but one of a number of the most beautiful belts that we have ever had from Paris. They are quite barbaric in their huge cabochon and chain effects and some are gorgeously jeweled. They are newly opened and are priced from \$10 to \$45.

Also there are a few handsome buckles and ornaments which came with them, \$7.50 to \$18 are the prices.

(Main Floor)



## The Incomparable Ampico—May Now Be Had at New Prices

Ampico-in-the-Marshall & Wendell  
**\$1050**  
(Upright)

Ampico-in-the-Marshall & Wendell  
**\$1975**  
(Small Grand)

The Ampico does something no other pianoforte can do—it brings into the home a faithful reproduction of the actual playing of Rachmaninoff, the great-Russian composer and pianist, and of many other masters of the pianoforte, who have recorded their playing exclusively for the Ampico.

It brings into the home a vast library of the best music—not merely conversation as expressed in the lighter selections and in dance music, but thoughts expressed in music as in Rachmaninoff's compositions, the etudes of Liszt, and

other great composers. Wonderful inspiration for routine-ridden workers, and for growing children.

And, of course, whenever you wish, you may play the Ampico yourself, for the inclusion of the Ampico structure within the piano in no wise interferes with the use of the instrument as a pianoforte only.

Ampico Uprights, \$1050 to \$1800.

Ampico Grands, \$1975 to \$3500.

Immediate delivery. Convenient terms.

Used pianos taken in part exchange, at fair valuation.

(Myrtan Hall, Second Floor)