

The Daily Novelette

Both Ends Against the Middle
By Cora Remington

I KNOW I'll make good in the end. I have the ambition and the knowledge. It's going to take me a little while, and I can't ask her before I do, but I'll have a pretty decent income by my side. I'll let me take her. I've been accustomed to having everything she wanted all her life. I can't expect her to take to the idea of a not-so-stuff. A wrong start would spoil our happiness forever.

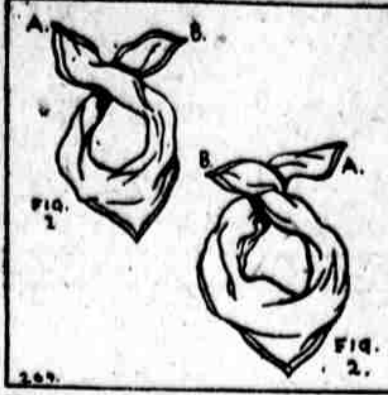
Roland Fuller walked up and down the apartment sitting room and grappled with circumstances. His fine, chiseled face showed decided worry as he stared at the rugs on the floor and dodged certain patterns as he walked up and down.

Under normal circumstances it would probably take two or three more years to work his way up to a position in the firm where he would feel justified in asking Josephine Reeves to be his wife. And he could not wait, and she would not wait. There were all too many men worshipping at the shrine for anything like that. Somehow, he must get things in shape so that he could propose within the next few weeks. If he only had a little more weight or influence, he would bring those people around down at the store. Many said that Roland Fuller was such a thing as pull, but Roland Fuller was convinced that it was fully half the victory. Loads of people with brains and power were holding their breaths, wondering how long it would take before they didn't know how to get out of their ruts. Hence, argued Roland, if pull and influence would turn the trick and you hadn't either, then the best thing to do would be to create them. But how, how on earth did a fellow work it, he wondered.

As he paced up and down the room, a vision of Josephine Reeves fitted before his eyes. She seemed to be standing so near him in all her young loveliness, and he wanted to grip the collar in his pockets as he made a silent vow to create pull—to get himself up in the world of business. After a while he stopped his tramping and suddenly dropped into a Morris chair to work out a plan.

Old man Reeves was one of the biggest stockholders in the Morton Shoe Company, where Fuller was manager of the third floor. He wished desperately that he were the stockholder and Reeves, the manager, but wishing

After-Dinner Tricks



No. 264—The Magic Knot
A knot is tied in a handkerchief. The ends are pulled tightly, and each end is held by a spectator. When they pull on the ends the knot comes out.

The trick is done by "tying" a knot that is "not a knot," although it appears to be. The ends are first placed as shown in Fig. 1. Then end "A" is turned back under end "B" and end "B" over end "A." By drawing on the ends in opposite directions the cloth will bunch up in the center of the handkerchief and will appear as a genuine knot. Naturally, when the spectators draw on the handkerchief it comes out unknotted.

did not make it so. The power of wishing may be great along some lines, good in cases like this. Doing counted but Fuller decided that it did little more than wishing and weight counted more yet.

Walking down the street the following morning a remark dropped by a man in front of him somehow struck in his mind. "Work both ends against the middle, Charley. You don't know how many business successes have been carried through that way."

The words formed themselves into a little chant and went humming through Fuller's mind. Both ends against the middle—both ends against the middle. At the close of the day, and without any feeling of shock or fear, Fuller found himself walking into Mr. Morton's office as if his mission were a daily occurrence.

"Oh, how are you, Fuller?" said Morton, genially.

"All right," he answered, still calm, "but you're going to be surprised when you hear what I came for. I'll possibly get fired, but my motto's always been: when you want a thing go after it."

"Fine motto!" said Morton, heartily. "It's the basis of all success."

"Well, I'm thinking of asking Josephine Reeves to be my wife, and with all her millions I haven't the nerve until I'm on a pretty good salary, so I was wondering whether you'd drop dead at the suggestion of making a junior partner."

A bucket of ice water in his face would have surprised Morton less, but shrewd business man that he was, he never showed what he thought. In a flash he took in the situation, and realized that the man who married Reeves' only child would some day use the Reeves millions in his own business interests unless a will were made tying it up for life; and that was hardly probable.

"We'll consider the matter at the next directors' meeting," Fuller, he answered, after a while.

"Thank you, sir."

That night Roland obtained an interview with Mr. Reeves, and he had great hopes of being taken in as a junior partner at Morton's, so I now feel that I shall be able to support a wife and I—I want to marry your daughter."

Reeves thought for a moment in silence, then:

"You're a likely young chap and I believe you can make Josephine happy. Go ahead and try your luck," he ended as he gripped the young man's hand in both of his.

When Fuller kissed Josephine goodbye for the ninth time that night she smiled up into his face and murmured: "I always knew you'd make good, Roland, and I'm dreadfully proud of you."

"Nonsense, dear. Simply a matter of pull and weight," he answered modestly. "And working both ends against the middle."

And much to Josephine's bewilderment Roland refused to explain his remark.

Too Stout or—

Too thin? It makes no difference. We really either condition. Just as many women come to us to retain their original weight as do women who are too large.

Individual treatment and attention supervised constantly by trained nurses restores the figure speedily, safely and thoroughly to normal.

Special Treatment Gratis

Collins Institute
Powered by Phila.'s Patent
BELLEVUE COURT BUILDING
1418 Walnut St. Spruce 5488

HEAVY-WINTER-YARNS
For Sport Sweaters
Colonial Yarn House
1231 Cherry St. Larch 716

For New Styles and Pretty Arms

(Beauty Notes)
Women are fast learning the value of the use of delatons for removing hair or furs from face, neck or arms. A paste is made with some powdered delatons and water and spread on the hairy surface. In 2 or 3 minutes it is rubbed off, the skin washed and every bit of hair has disappeared. No failure will result if you are careful to buy genuine delatons and mix fresh as wanted.—Ade.

Housecleaned yet?

Four walls and a roof merely make a house—there is needed the magic touch of a woman's hand to make it a home.

We are running a special sale this week on housecleaning needs. For instance—

Good Strong Brooms at 39¢ each

Many other big values. Stop in one of our Stores today.

AMERICAN

Autumn Everywhere in Wanamaker's Down Stairs Store

This brightly lighted, excellently ventilated Down Stairs Wanamaker Store of Low and Moderate Prices is receiving an average hundred thousand dollars weekly of Autumn Merchandise. The Girls' Store, the Boys' Store, the Children's Shoe Store, the Millinery Shop are ready for school. The Fashion Stores have amazing Autumn dresses at \$6, \$10, \$15, \$16.50, \$25 and so on; equally unusual Autumn coats are \$10 to \$78.50; Autumn suits are \$20 to \$25. The Millinery Salons devote a whole shop to Autumn hats at \$5—and another still larger shop to \$6 to \$10 hats.

Many Women Prefer Coats Without Furs at \$32.50



Usually because they have furs of their own or because they have all-fur coats for the severest weather. These coats of deep-pile bolivia and llama cloth are unusually worth while. Loose-back, belted and bloused models, some with embroideries, some with tassels, some with throw-scarf collars. All show the new, wider sleeves and the new narrower cuffs. Dark blue or brown. Silk lined throughout.

Winter Coats With Furs, \$20, \$22.50, \$27.50 Up to \$58.50

Velours, bolivias and lamas developed in the loose-back, belted, straight-line and wrappy styles of this Winter's fashions. Fur trimmings of wolf, nutria, beaver dyed cone and caracul, according to price. Navy blue, black and brown. All silk lined.

Sports Coats, \$10, \$12.50, \$16.50, \$18, \$22.50 Up to \$42.50

Leather mixtures, rough tweeds, plaid backs, herringbones and polo coats in tan, blue, gray and green effects. At \$42.50, beautiful coats of genuine camel's hair in tan and Chow.

(Down Stairs Store, Market)

Sale of Men's Wanamaker Shirts, \$1

All marked down at least a third from their regular prices. A good assortment of striped percales, woven madras and printed materials. All made with the care and smartness of line that characterizes Wanamaker shirts. Narrow and cluster stripes in black, blue, lavender and green. Sizes 14 to 17.

(Down Stairs Store for Men, on the Gallery, Market)

CENTRAL AISLE

Apron Dresses in Fresh, Clear Colors, \$1

Nothing gives one more zest for the day's work than to have a bright, cheery frock to slip into at the start.

New ones just in are of blue, rose, orchid and green chambray in square-neck style trimmed at neck, sleeves, pockets and belt with unusually pretty flowered cretonne. Gathers at the hips and tie-back sashes are attractive features. Sizes 36 to 46.

Imported Chamois-Lisle Gloves 75c

Strap Wrists and 12-Button Length

At this one small price are strap-wrist gloves with contrastingly embroidered backs in coffee, oak and covert or 12-button-length gloves in covert, brown, gray and mode with spear-point stitched backs. These lengths are particularly suitable to wear with dresses or suits these early Fall days.

Women's Ribbed Cotton Vests, 12½c and 18c

Bodice top or V-neck style in finely ribbed white cotton vests that are good and long.

12½c for regular and 18c (3 for 50c) for extra sizes. "Seconds."

Specially Priced Neckwear, 25c and 50c

Daintily fresh new collars and collar and cuff sets of imitation Venise lace or net and lace combined. Just what one needs to keep an often-worn dress from sameness.

25c for roll collars, white and ecru.
50c for collar and cuff sets, in roll or Peter Pan style. White and ecru.

(Down Stairs Store, Central Aisle)

Sports Hats Are "Different" \$3.50 to \$6

School girls will like them. College girls will like them. Girls with cropped hair will like them. And business girls and women of the sports or tailored types will like them, too! Soft adaptability is their outstanding characteristic. The shapes may be turned to almost any angle of becomingness; the colors are shades that blend well with practically any scheme; the styles are the kinds one wants for knockabout, for rainy weather and for everyday wear.

Some at \$3.50 combine crowns that look like brushed angora with soft, up-turned brims of velvet.

At \$3.85 there are felt-and-velvet combinations, brushed wool novelties, tailored felts and embroidered plush hats.

Those at \$6 are strictly sports types of nappy velour, or tailored shapes in felt and felt-and-velvet combinations.

(Down Stairs Store, Market)

All-Wool Plaid Blankets Exceptional at \$10 Pair

The excellence of their quality "sticks out" all over them and makes the price seem most delightfully low. Thick, soft nap, firm texture and satin-bound warmly-colored Scotch plaids make them as inviting looking as they are comfortable. It's hard to imagine a blanket that would make an alarm clock more necessary. 68x80 inches.

Wool and Down Filled Comfortables \$10 and \$12.50

Gayly flowered saten tops with plain border and back make them just the dainty sort of thing one likes for a pretty room. And they are so warm and soft!

\$10 for pure wool-filled comfortables, 70x80 inches.
\$12.50 for pure down-filled comfortables, 72x72 inches; made especially for Wanamaker's Down Stairs Store. "Mighty good!"

(Down Stairs Store, Central)

Boys' All-Wool Mackinaws Specially Priced \$8.50

Big, warm, plaided coats with collars that button close and will turn up to cover a fellow's ears on wintry days. Short enough to be comfortable for hunting, skating or tobogganing, as well as regular school wear. Pockets cut on the same roomy lines as the rest of the coat. Another style at the same price—and not at all the price one would expect for so much stout service—has yoked back, inverted pleat style with muff pockets in addition to two deep ones. Sizes 8 to 18 years.

(Down Stairs Store for Men, on the Gallery, Market)

About Half Price for Nightgowns "Billie Burkes" and Pajamas All 85c

Another very "special" lot will be added tomorrow, Wednesday, to the Autumn Refreshing Sale of Women's Underclothes.

High-neck long-sleeve nightgowns of the standard muslin best known to our grandmothers—the kind that one practically never finds at any such low price as 85c.

Low-neck shoulder-strap gowns for debutante daughters are equally "special"; these are of woven striped dimity bound with colored checks.

"Billie Burke" one-piece pajamas are of the best-known cotton crepe and two-piece pajamas are of dainty pink batiste with wide bindings of white.

Limited quantity. (Down Stairs Store, Central)

"Wanamaker Special" Silk Stockings, \$1.75

Made especially for John Wanamaker! Guaranteed to give good service.

In the brown shades so much wanted, including taupe, Russian calf and African brown, as well as navy, steel, black and white.

Full fashioned, with cotton tops and soles to add to their "length of life."

(Down Stairs Store, Central)



Surprising News of Many Autumn Frocks at \$10.75 to \$20

Authentic Autumn models in the season's fashionable silks, crepe de chine, satin-back crepe, charmeuse and Canton crepe, are \$11.50 and \$16.75.

More than a dozen models in Poiret twill are \$10.75, \$11.50, \$16.75, up to \$20.

Exceptional styles in wool jersey are in a special group priced \$15 to \$20.

The silk frocks are straight of line, distinguished with the side-drapery of the season; or with the new pleated skirts which are just making their appearance. Trimmings of beads, embroideries, girdle ornaments, new and different kinds of panels. Navy, brown and black. The Poiret twill dresses are in tailored, coat-effect and more elaborate styles. Trimmed with bright or self-color embroideries, plain or lacquered braid, beads, bright color facings and pipings. Navy, brown and black.

Sizes 16 to 44 in the two groups, but not, perhaps, in every style.

Exceptional Poiret Twill Dresses for Larger Women, \$22.50

Well-designed frocks, straight of line, with fuller-than-usual shoulders and skirts with additional fullness at the hem and across the hips. Braided, with vestee of pleated georgette. Navy or black; sizes 38 to 48.

(Down Stairs Store, Market)



At the Polo and Tennis Tournaments

At the Horse Shows and Regattas

PHILADELPHIA is singularly fortunate in staging the championship events in tennis, polo and sculling.

Her own athletes furnish a goodly share of the contestants. Tilden in tennis, Kelly as an oarsman—and a long line of champions in other sports.

Philadelphia produces the athletes, the ideal setting and the appreciative audiences.

As this city has excelled in athletic competition, so has she won fame for genuinely good ice cream. Philadelphians see the best athletes. They eat the best ice cream. It is significant that **SUPPLEE ICE CREAM** is customarily served at these fashionable events. At Philadelphia Country Club, at Bryn Mawr, at Devon and along Boathouse Row **SUPPLEE ICE CREAM** wins favor just as it does everywhere.

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