# Intensive Selling 

To us this Birthday Month-for it is a season and not the observance of a day-is only worth while if it means something to the communities served by our stores.

To be thankful for patronage won-that is the idea, and to so express those thanks that our public will feel that it has been fair to itself in giving us that patronage; that Gimbels at no time will be a store to carry shoppers off their feet by sensational stunts, but that it is at all times an instrumentality of service. You may respect our methods-we
can demand respect through our actions-but your business can be won and held only by making it profitable to you to buy here.

We mean to make this business much greater-we can in fairness ask your support only if you can feel confident that as the business grows in volume it grows in power to serve

We know that is logically
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day.


Yes, the New, New
Colors, All-Silk Canton Crepe $\$ 2.95$ tos.
It is worth much to have-
Ten Million Dollars' Worth of Goods to Choose From -when those goods represent the trained buying of experts all over the world. It is very literally true that Gimbels Lead in Fashions; Gimbels Lead in Value-Giving.

This month, for emphasis-
A Series of Sales bringing large and very real economy.

| Women's \$69.75, $\$ 75$ and $\$ 85$ Coats, Capes, Wraps <br> Anniversary Sale-Priced <br> \$48 <br> Flare models. Straight lines. <br> Circular models. Draped styles. <br> And all are style's with wonderful, wonderful sleeves-sleeves that "grow out" of the back and front; or that flare; or that tuck up in Lanvin's way: or those drip tassels. <br> Three-Fourths of Them Have Collcrs $\pi^{*}$ Syativei Furfor Beaver -or Wolf or F/ox <br> Ebrics are bolivias-fing to finest. <br> colors ate all the brotyns, navy, Ensign blue, trupe, black. <br> Linings are silk crepe de chine-mostly "to match." <br> All sizers.' <br> -Gimpdis. Anniveramy Sale. Saions, of Drese. Third Soor. |  |
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Women's \$69.75,
$\$ 75$ and $\$ 85$ Coats, Capes, Wraps \$48

Exquisitely Hand-Embroidered Philippine


Women's Fine White Gold Bracelet Watches \$14.95 Bula sez Jatues





Porcelain Table Tops $\$ 1.58$
Choice of Size ${ }_{27 \times 4}^{22 \times 3} \mathrm{in}$ in. $255 \times 401 /{ }^{2} \mathrm{in}$ in.





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50c St. James Coffee at $\mathbf{2 8 c} \mathbf{l b}$.

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| Suger | ${ }^{\text {Heinz }}$ | ${ }_{\substack{\text { a }}}^{\text {Mammalede }}$ Sper |
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| Sticter | 1/2 Dozen, Doen, |  |
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