

# It Seems That Everyone Realizes Buying Winter Things Can't Be Put Off Any Longer

### It Is Not Extraordinary Circumstances or Rich Friends or large capital that create the golden opportunities of life.

It is something in the person that thinks and gets an idea, and seizes the first possible moment to do what he can toward developing it. He may not reach the goal he wishes. One must harden at his work, prove his honesty and ability, and keep steadily on until he reaches the goal.

[Signed] *John Wanamaker*  
November 3, 1922.

### Mr. Courboin's Second Organ Recital

of the Fall season will take place Friday evening, November 10th, and tickets will be ready tomorrow. They will be given to those who apply at the Concert Bureau, Main Floor, near the Juniper Street motor entrance.

### A Dozen Styles in Fashionable Gray Handbags, \$3 to \$5

Gray to match the gray hats, the gray furs and the gray footwear so fashionable now. Here are bags of duvetyne, of plain or broche velvet, of striped moire silk and the softest, most velvety calf. All beautifully lined and fitted.

(Main Floor)

### Silk-and-Wool Matelasse Crepe \$5.50 the Yard

A rich, heavy crepe weave, patterned all over in self-color design. Effective shades of bark and seal brown, rust, navy, taupe, as well as black. 38 inches wide.

(First Floor)

### 100 Novelty Silk Overblouses Specials, \$2.25 to \$5

It seems the prettiest blouses of the season are in this collection, but, of course, the little prices tell the story of only a few of each kind.

They are in all the good colors for suits. Crepe de chine, printed silks, satin, stitched crepe de chine and so on.

(East and West Aisles)

### Special Manicure Sets in Cases

A necessity for any one who travels. Those at home often prefer them because they roll up so conveniently, taking little space, yet are complete. Each article is made of particularly the steel. The cases are mostly of good leather, attractively lined.

(Main Floor)

### Claire's Fleurette From Paris

Fleurette is Claire's exquisite fragrance, which is found exclusively at Wanamaker's. It is always packed in a dainty orchid color. Extract, \$5. Face powder, \$1.25. Toilet water, \$2.50.

(Main Floor)

### Favorite Slippers in Black Satin and Patent Leather

For the many women who always prefer a strap slipper, here are three styles in black satin, all with one strap, and offering choice of either narrow or medium toe, high or low French heel.

A favorite one-strap style in patent leather with medium French heel, has a band of perforating around vamp and top. Priced \$10 a pair. A new patent leather tongue slipper, with low Spanish heel and a touch of perforating, \$12 the pair.

(First Floor)



### The Splendid English "Redleaf" Gloves Have Come

Finest cold-weather gloves made, for the entire family.

Fur-lined, fleece-lined or just the soft, warm unlined skins. Ideal gloves for motoring and outdoor wear. The best Christmas gloves for many a one.

But please choose early, for they have a way of selling very quickly.

Made exclusively for us in England, and to be found nowhere else. Hurried in before the new tariff, or the prices would have to be considerably more.

Notice especially the genuine deerskins, and the squirrel-lined gloves, both hard to get. All the buck suedes are in soft velvet finish:

#### For Women

Genuine deerskin gloves, soft as mocha and wonderful for wear; two button or two clasp, in sable, tan or gray, \$4 a pair.

Strap-wrist gloves, of velvet-lined heavy buck suede, with six-inch tops; sable, tan or gray, \$5 a pair.

Fleece-lined strap-wrist cape gloves, the cuffs rabbit-lined; black or brown, \$5 a pair.

Fleece-lined cape gloves, two clasp, black or brown, \$3.50 a pair.

Two-clasp buck suede gloves with seamless wool lining, \$4.50 a pair.

Rabbit-lined and fur-trimmed buck suede gloves, brown or gray, \$10 a pair.

Full squirrel-lined buck suede gloves, brown or gray, \$16.50 a pair.

Slip-on gloves of wool-lined buck suede with six-inch tops, \$4.50 a pair.

(Main Floor)

the cuffs fur-lined and fur-bordered, \$8 a pair.

Fur-trimmed buck suede gauntlets, wool lined, with leather-lined cuffs, \$7.50 a pair.

#### For Children

Wool-lined buck suede gloves in brown or gray, \$2.75 a pair.

#### For Men

Unlined buck suede gloves in gray or tan, \$3.50 a pair.

Lightweight gray mocha gloves, \$4.50 a pair.

Tan cape gloves, seamless wool lined, \$5 a pair.

Rabbit-lined buck suede gloves, \$7.50 a pair.

Squirrel-lined buck suede gloves in gray or tan, \$16.50 a pair.

Strap-wrist gloves of heavy tan cape with lamb's-wool lining, or black or tan cape with rabbit lining, \$9.50 a pair.

(Main Floor)



## Here Is the Sale That the Young Women of Philadelphia Have Been Waiting For

### An Annual Event of Surpassing Importance In Fashionable Things to Wear

THE prettiest frocks and the smartest coats in many a day! Fashions that say the last word on the correct thing for young femininity. It's an event that has as important a place as the Army-Navy game on the calendar of young Philadelphia.

### Young Women's Dresses \$15 to \$45 Young Women's Coats \$15 to \$110

First of all—every coat and every dress is new. Everything was made to our own order, so that we might be absolutely sure of the quality. We selected the materials, chose the styles, the trimmings, the furs, the findings.

We know that down to the last detail every garment in this sale is RIGHT.

Only the most fashionable furs are used on the coats, only the finest linings.

In the dresses we have never once sacrificed quality to garish trimming. Some of the simpler dresses are perfectly plain, but the material is as fine as that used in dresses of twice the price.

There is a genuine money saving on every coat and frock in the sale. In many instances the exact qualities have been marked \$10 to \$25 more in our own stocks. All are a great deal better than one can ordinarily find for like sums.

Everything is fresh, youthful and charming and there are fashions for all occasions. Sizes range from 14 to 20.

#### Dresses Start at \$15

and there are a dozen different models. Plain draped affairs of beautiful satin-back crepe; frocks with side panels, with circular skirts, with bolister rolls at the low waistlines. Navy, black, cocoa, brown and a few light shades.

#### Wonderfully Fine Frocks at \$25 and \$30

Satin frocks with tucked panels and wee ruffles of moire ribbon at \$25.

Satin frocks nearly covered with all-over embroidery done in big circles, \$25.

Canton crepe dresses with the popular "penny" trimming, \$25.

Poirot twill dresses with Balkan blouses embroidered with gay little sprigs, \$30.

An afternoon dress of satin has a deep bertha collar of black net embroidered in white, \$30.

Another, of Canton crepe, has a deep pleated Bertha and a pleated skirt, \$30.

Evening frocks of gleaming soiree taffeta are also marked \$25.

(Second Floor)

### Fine Millinery of Higher Value at \$15 to \$20

THE woman who usually has to pay from \$25 up to get the kind of hat she wants, will find it here tomorrow in a group of exceptionally lovely millinery specially priced \$15, \$16, \$18 and \$20.

They are fine velvet hats in the most exquisite colorings and shapes; soft little French felts in the most sought-after styles, and smart hatter's pluches in unusual colors, as well as black.

All are of a quality not ordinarily found in hats at such prices. And the fine trimmings—many of them French—and skillful decoration by our best milliners, are all in keeping with the quality of the hats.

A little poke in old blue felt with a French nosegay set in silver lace; a soft felt of seaweed green, trailing uncurled ostrich in the same color; verberna velvet circled with tiny mauve-shaded flowers and silver leaves; brown hatter's plush with dull gold and brown French flowers; and dozens more as artistic and satisfying. Many, but not all, are in uncommon and delightful colors.

Please ask for them in the Gray Millinery Salon.

(Second Floor)

### Women's Special Tweed Coats, With Raccoon Collars, \$47.50

WOMEN have been waiting for these to arrive. There is nothing to equal them anywhere, they say.

Once again there are all the pretty gray, tan, brown and cocoa colored herringbone and mixtures in heavy Winter-weight tweed with plaid or plain backs.

All have large shawl collars of beautifully blended raccoon fur. It is a good-fitting sports model with raglan sleeve and slit seam down the back and a narrow belt. It makes the nicest kind of a coat for motoring or everyday wear on train or trolley.

(First Floor)

### Women's Everyday Dresses, \$22.50, \$25 and \$27.50

DRESSES of Canton crepe, crepe-backed satin and other silks; of matelasse or stitched satin, of wool crepe with drawnwork, and of Poirot twill, made up in ever so many different styles, from the gracefully draped to the trim little affairs with pleated skirts and Balkan blouses.

Also there are one-piece coat models and models with loose panels which dip below the bottom of the skirt.

Colors are the most wanted shades of brown and blue, besides black.

(First Floor)

### Boudoir Silver for Christmas Is Usually Bought Early

Which is one reason for the Jewelry Store being so fully prepared right now.

There are as many as sixteen patterns in boudoir silver alone. All sterling silver, and prettier ones would be hard to find. All are in complete sets, or one may buy the pieces separately.

One of the newest silver patterns has a striped decoration, except the center monogram shield, which is plain.

The mirror is priced \$38, hair brush, \$35; comb, \$8; puff, \$8 and all the smaller articles in proportion.

(Main Floor)

### Serviceable Reading Lamps

The kind men like to have standing beside the arm chair—brass floor lamps of the adjustable goose-neck type, with oval metal shades. Price \$8.50.

Other floor lamps of bronze-finished metal with smoker's attachments, \$12.

(Fourth Floor)

### Weight Can Be Lost and Grace Gained

If one faithfully follows the scientifically arranged exercises which can be taken to the music of the phonograph.

Wallace Reducing records are carefully arranged and sell for \$15 the set.

An expert will be here to consult with each day next week and appointments with her can be made now.

(Second Floor)

## NOW LOOK HERE, MR. MAN— It's November and the Air's Full of Frost

Persimmons are ripe, chestnuts are falling and every good, sound, sane companion you meet on the street is wearing

### A Big Robust, Out-and-Out Manly Looking Overcoat



It's time you joined the rest and there's no time like tomorrow to do it.

What's more, there's no place like Wanamaker's to get it.

The best coats to be found the whole length and breadth of this land are here. Best in fabrics, tailoring, designing, everything.

More of them in more models—young men's models, smart and full of swing, or just the big, warm-looking coats that any man would wear.

Lots of them are light colors. So light that overcoats would never have dared to look that way before. Plaids, overplaids, mixtures. But with them are the usual darker coats and there are enough different styles that every man is going to get the one that looks as if it were made for him.

Prices, \$32 to \$85, with the greatest choosing around \$50.

(Third Floor)

## What Do You Think Is a Right and Proper Price for a Hat?

Every man has a different idea, because every man wants a different kind of a hat.

But the big thing to know is that no matter what kind of a hat a man wants he can see all kinds at Wanamaker's.

Every one good, every one up with the season, every one of a type that will look well.

\$2.50 is the lowest price for a dependable hat, then they go \$3, \$4, \$5, \$6 and upwards.

## About the Newest Thing in a Fall Shirt, \$2

A good woven madras shirt with a separate starched collar to match.

And the collar is the new comfortable cut that men like

so well, copied after the kind that are usually found with higher-priced shirts.

Neat—no pin stripes must be neat—and in several color arrangements.

(Main Floor)

## Everything That a Good Oxford Should Have—\$6.40

Smart, roomy, comfortable and built big enough to endure the weather, sturdy enough to defy wear.

Naturally they are broguish in style, of grained calfskin, either black or tan, and have full double soles clear to the heels. Rubber heels.

(Main Floor)

## There's a Strong Football Line-up in the Sporting Goods Store

Football, soccer balls and most everything the player wears. Everything of the best make and reasonably priced.

Footballs, \$1.50 to \$2.

Imported soccer balls, \$3 to \$5.

Football pants, \$2.75 to \$10.  
Football shoes, \$6 to \$10.  
Shoulder pads, \$8.75.  
Pure worsted jerseys, \$2.50.  
Football hose, \$1.25 and \$1.50.  
Heavy shock-knit pullover sweaters, \$5 to \$12.50.

(The Gallery)

## Little Things to Take Home A Whole World of Baskets

If a basket is needed—for anything at all—it is safe to say that it is here.

There are baskets for firewood for fruit, for cut flowers, for plants, for window boxes, for sewing, for marketing, sweet grass baskets, plain baskets and decorated baskets of every size and color.

15c to \$14.50.

### Turkey Time Is Coming

and here are the roasters. Self-basting roasters of enameled ware can be had in six sizes, \$2.25 to \$5.50.

1750 roasters are priced \$1.25 for 8-pound size; \$2 for 14-pound size.

## Wanamaker Food Choppers Are Extra Good

A fine feature is that they are easy to clean.

They are of superior casting and smooth. Four knives, including a pulverizer, come with each.

In three sizes, \$1.50, \$1.75 and \$2.

## An Old-Fashioned Southern Butler

with a smiling black face and white side-whiskers will hold your smother for you.

Other smokers' stands in character are Perkins, the English butter, and a smartly uniformed bell-hop, \$1.

(Fourth Floor)