

PERFUMES POPULAR GIFT, DESPITE TAX

Dealers Sell Hundreds of Boxes to Christmas Shoppers; Foreign Supply Nearly Gone

The demand for perfume and sachet has not decreased since the war tax was placed on this line of goods. The Christmas shopper need not worry about the imported lines because France is still sending a sufficient supply to the New York importers for distribution over the United States.

The foreign supply is not expected to last over the holidays and this will give the American manufacturers an increase in business. Many of these firms are busy now getting ready to supply any demand for their perfumes.

Among the many beautiful ways in which these luxuries are sealed for delivery are the quaintly shaped vases impressed with holly and mistletoe decoration, clouded jars, which break up the color of the perfume into a dozen shades, and silver stoppers which give the last touch of elegance to the interesting Christmas displays.

Tree "Trimnings" Are Needed at Dispensary

Christmas tree "trimmings" tinsel, vari-colored balls and baubles, chains and things that help make the Yuletide tree worth looking upon, are needed at the State dispensary for the treatment of tuberculosis, 196 North Second street.

The staff of the dispensary will provide the tree, and it is said that special arrangements have been made between Santa and the doctors and nurses, to furnish a tree that will be some tree. But necessary trimmings are lacking and so the dispensary authorities have appealed to Harrisburg folks for donations in that line particularly. Dr. C. R. Phillips is in charge of the celebration.

So, if in addition to clothing and toys and things, you have some trimmings for the tree that you do not need, just call up the dispensary and someone will call for the donation, or better still, send 'em around yourself.

Heptasophs Planning Big Entertainment For Jan. 26

The committee representing the different conclaves of Harrisburg, Steelton, West Fairview and Marysville has about completed the program for the entertainment and reception to be given by the Heptasophs Tuesday evening, January 25, in the Technical High School.

The committee is composed of E. E. Ewing, E. J. Walsh, F. D. Luce, I. O. Phillips, W. W. Britsch, J. D. Seidie, H. R. Bolger, N. A. Walmer, J. J. Newbaker, Dr. H. C. Myers, Eugene Suner. This committee will visit Marysville on Saturday night.

Christmas Trees Go Up in City's Firehouses

Yuletide will be observed by nearly every fire company in Harrisburg. Trees trimmed with sparkling tinsel and electric lights will stand in many a fire house.

Members of the Citizen Fire Company will start work to-night trimming the tree. Members of the Washington Fire Company say they will have the largest and most complete tree in the city. "Washy" members have been celebrating Christmas annually. The Paxton and Reilly Hose Fire Companies will also observe the holidays by erecting Christmas trees.

EXPRESS BUSINESS HEAVY

Christmas business is taxing the Adams Express Company. Local forces will be doubled between now and Christmas. To-day a dozen more employees were put on at the main office and substations. Four more wagons were put on. On Monday three automobiles will be placed in service.

Edward E. Sanford, general agent for the Adams Express Company, reported to-day that express business is far ahead of that of last year. Deliveries and collections will be made night and day throughout next week. Extra express cars have been added to all trains. The company has also established a branch agency at 44 North Third street for the convenience of shoppers.

ELECTRICITY IN HOTELS.

Use Fluid For Elevator, Lighting and Cooking, Heating Services in Hosteries.

Hotel service would be vastly different from what it is without electricity. One large New York hotel is equipped with 1200 small motors which are used throughout the building to do the hardest work, formerly done by servants. This number is exclusive of the 1000 small motors used to drive ceiling, desk and bracket fans. The coal and ashes are conveyed by electricity; it pumps the water, drives a complete machine and repair shop, and the motor power is extensively used in the kitchen for peeling vegetables, chopping meat, for vegetable mashing, for soup straining and mixing, for turning roasting spits, for dough mixing, for ice cream freezing, for crumbing bread, for grinding coffee, for polishing silver and for dish washing. Motors also operate the machinery in the laundry, and convey the food from kitchen to serving rooms. Even the heating system is operated by motors which circulate the warmed air to all parts of the building.

The main use of electricity in hotels is for illumination. Electricity is also used in cooking in hotels. A few hotels and large restaurants are now equipped with complete electric kitchens where all the cooking is done by electricity. A number of heating and cooking devices, such as electric toasters, percolators, grills, etc., are extensively used in most hotel kitchens as auxiliaries to the gas and coal ranges.

HOW TO SAVE ELECTRICITY.

A Few Simple Rules for Householders whereby They Can Save on Their Electric Lighting Bills.

An illuminating engineer of the General Electric Company, in a recent discourse, gave the following helpful rules for caring for electric lights in the house to secure the best light efficiency at the greatest economy.

AT 10:30 SATURDAY NIGHT THIS SALE WILL ABSOLUTELY AND POSITIVELY CLOSE.



EVERY FLOOR IS JAMMED. This TREMENDOUS Stock Must Go! NOW FOR THE GRAND WIND-UP. THIS TREMENDOUS SALE CLOSSES SATURDAY NIGHT. LET NOTHING PREVENT YOU FROM BEING HERE. THIS IS THE END.

ONLY 15 MINUTES TO A CUSTOMER

The limit of time given to any customer will be 15 minutes. The store will be jammed Saturday. Pianos will sell as fast as we can wait on the customers. Buy quick. When you see the Piano you want "Nail it." A positive guaranteed saving of \$100 on any Piano.

DON'T STAND IN ONE PLACE

Keep moving. Do your part to handle the mob that will be here. Seats will be provided on the different floors for customers. We will consider it a special favor if you will bear with us. We have taken on additional salesmen and will wait on you as soon as we possibly can.

PLEASE KEEP TO THE REAR OF STORE

Keep back to the rear of the store. We have a competent man in charge of the elevator and he will instruct you when your turn arrives. But as the time limit is fifteen minutes you will not be compelled to wait an unreasonable length of time.

DON'T CONGEST THE TRAFFIC IN THE MAIN ENTRANCE

The main entrance must be clear to allow the people to come in and the Pianos to go out. Come early and in that manner you will have a larger stock to select from. But in any event we will ask you to keep back. Your turn will come and you will be waited on in a competent manner.

HANDBAGS MUST BE CHECKED IN THE MAIN OFFICE

All handbags must be checked in the main office. We have provided a space to accommodate several hundred articles. You will receive a check for same and in that manner we will be responsible and guarantee safety of the article checked. Please bear this fact in mind and be governed accordingly.

DON'T CROWD DON'T PUSH

We expect the greatest demonstration on these floors Saturday that has ever been witnessed, and why not? We will sell Pianos as low as \$10 each if it becomes necessary. Do not crowd. Don't push. Nothing can be accomplished by it. Every customer will be treated exactly alike. One man's money is as good as another's.

BUY QUICK

When you see the Piano you want and the price and terms are satisfactory "Nail it." Don't hold back. The Piano you want may be taken while you are hesitating. You will not need a salesman to wait on you. Every Piano is marked in plain figures. Quick sales is the motto for Saturday.

THIS IS THE END OF THE BIG PIANO SALE

This tremendous stock must be sold. We will not take "NO" for an answer. When the doors close Saturday night at 10.30 o'clock we will not have a single instrument of this stock unsold. Even if we have to give them away. We will then resume business under the old methods that we established here.

MR. WORKINGMAN, READ THIS

We have been laughed at for selling New Pianos \$2 Down and \$1 a Week. But there is many an honest man and woman in Central Pennsylvania who cannot afford to pay cash for a piano or pay the tremendous prices asked by small dealers. Come to this store—Come Saturday—Bring along whatever amount of money you can spare. The man or woman with a two dollar bill looks just as good to us as the millionaire. That is the foundation of this business. COME DOWN, MR. WORKINGMAN, bring along the wife and kids. You will be well received and courteously treated.

A LAST WORD

This is the last call. The end is here. It is only a matter of hours now and this great mammoth sweeping and tremendous sale will be a matter of history. Come here under any and all circumstances. Come and name your own price and terms. Can we say more? Is there anything in the English language that will make this proposition more attractive? This sale will go down in history as the most remarkable of any kind or character that has ever been introduced in the history of this country.

R. R. Fares and Freight Paid to Out-of-Town Purchasers.

Your Last Chance

Give the kiddies a Piano. Buy them their Christmas Piano NOW. Prices and terms are torn to atoms. Read every word of this advertisement. Bring it with you and ask the salesman to show you the Pianos advertised in this paper to-day. Can you ever hope to buy a Piano at this price again? REMEMBER THAT THIS SALE WILL CLOSE SATURDAY NIGHT AT 10.30 O'CLOCK. Every Piano in the entire building must go at some price. Be here Saturday. We Will Positively Close at 10.30 Saturday Night.

WINTER PIANO CO.

23 N. 4th St., Harrisburg, Pa.

H. M. Eldridge, Mgr.

THREE OF THE WORLD'S BEST PIANOS --- PRICES AND TERMS SLAUGHTERED

These three Pianos are only a sample of the many that must be sold here Saturday. Come in and look at them. Bring along any professional musician of your acquaintance. Come prepared to buy. This is your last chance. Get your Christmas Piano now.

WAS \$375
NOW \$90
DOWN \$2.00
PER WEEK \$1.00

KRUUFF

WAS \$325
NOW \$92
DOWN \$2.00
PER WEEK \$1.00

KNABE

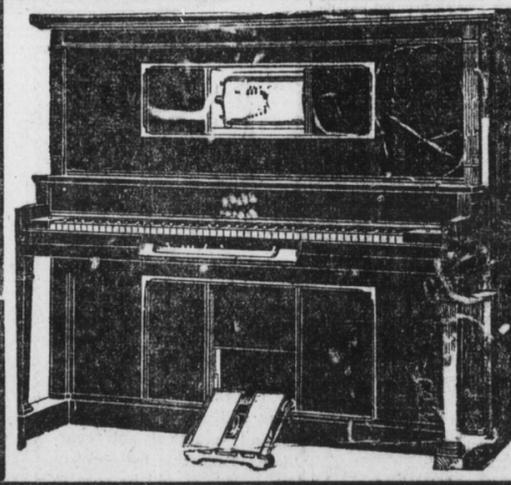
WAS \$350
NOW \$110
DOWN \$2.00
PER WEEK \$1.00

CHICKERING

This Piano must go. This price will buy it as a last resort. Come and see this Piano. If the price is not low enough you can name it yourself.

This Piano will be sold for the above price. Can you afford to lose this opportunity? This is a bargain if ever there was one.

Here's a Piano that will be cleaned out for \$110. As low as \$2 down and \$1 a week. Stool, scarf, delivery and tuning free.



An 88-Note Player Piano \$310 \$10 Down \$2 a Week \$10 Worth of Music, Bench and Scarf Free Tuning and Delivery Free



A Spot Cash Special \$64 This is a Beautiful Crown. Stool and Scarf Free.

TIME PIANO BUYERS, READ THIS! Buy your Piano on time. Pay for it according to your own ideas. To-morrow morning at the stroke of eight we will cut loose and throw every Piano Player, Piano and Organ on the market at prices and terms that will startle the Piano buying public. Be here bright and early to-morrow. We are open to-morrow evening till 10.30 o'clock. This is your last chance. This is your opportunity. Take advantage of it. Be here. This is the end.

We Will Deliver Pianos Until Midnight Saturday

Any Piano selected now can be left with us (without any extra charge) and we will deliver it Christmas Eve.

ten as the furniture is dusted, or at least once a week. Keep a supply of unused Mazda lamps, of various sizes, in the house. Don't wait until the lamps are broken or burned out before securing new lamps. Don't keep empty lamp sockets about the house. Cap all sockets filled with proper sized lamp. Don't use light absorbing shades

just because they look pretty. Use reflectors made purposely to direct the light as necessary. Don't use focusing reflectors where a diffusing reflector is proper. Use small 19-watt lamps for

porches, halls, entrances, etc., where a little light is necessary but no great amount of illumination required. Don't use old carbon lamps just because they are cheap and handy. They are expensive in the end, re-

I know not where His Islands lift Their fronded palms in air; I only know I cannot drift Beyond His love and care. —Whittier.