ONLY $2,194 IS LEFT FOR COLLIER WIDOW

Publisher's Gross Estate Appraised at $1,611,185 and Net Estate at $202,194.

COMPANY RUNS BEHIND

Decedent Made Two Specific Bequests to Employees Totalling $200,000.

Robert J. Collier, publisher of *Collier's Weekly*, left a gross estate of $1,611,185 and a net estate of $202,194. His residuary estate was only $2,194, instead of the $5,000,000 predicted by his closest friends at the time of his sudden death in November, 1918, the day after his return from France.

Attorneys for the Collier estate contended that his bond holdings in P. F. Collier & Son, of the face value of $2,500,000, were actually worth only $1,336,372 at the time of his death and that the estate was insolvent to the extent of $70,000. But John J. Lyons, appraiser for the State Comptroller, appraised these bonds at $1,509,296, which left a surplus over and above the debts and administrative expenses.

In his will Mr. Collier named his friends Payne Whitney, Finley Peter Dunne and Francis J. Garvan as his residuary legatees. They renounced all claim on the estate in favor of the publisher's widow, Sarah Steward Collier.

$200,000 From Net Estate.

Mrs. Collier will receive only $2,194 from the estate upon the basis of the appraisal, as two specific legacies, $150,000 to George C. Kennedy and $50,000 to Frank H. Rice, both officers of P. F. Collier & Son, were deducted from the net estate of $202,194. During the lifetime of the decedent, it was announced at the time his will was filed, he gave her his country place, Wickatonk, in New Jersey, and she received also a considerable sum from her father, James J. Van Alen.

Mr. Collier conducted the publishing business from 1909, the year his father died, to 1912, without incorporating it. In the latter year he incorporated the business, taking over the entire bond issue of $2,500,000 and 200 shares of preferred stock and 15,000 shares of common stock. The bonds were practically stock, as the interest of 7 per cent. was payable out of surplus earnings only. No interest was ever paid after 1912.

The State Comptroller's appraiser estimated that the corporation had assets worth $2,991,365 and liabilities of $1,754,993, exclusive of $257,916 due from Mr. Collier. The appraiser estimated the net worth of the corporation at $1,494,288. The good will he fixed at $14,957. The book valuation of the corporation assets was $6,934,061, which included good will, estimated at $2,201,798. In speaking of this Frederick Lewis, secretary of the corporation, testified:

"The item of good will was originally placed on the books as a method to provide for an income for the former proprietor of the business (P. F. Collier) and represents merely an inflation. It should never have been placed on the books."

Large Debts of the Estate.

Some of the debts of the estate were $800,000 due the West Virginia Pulp and Paper Company, secured by bonds; $62,053 due the Charles Johnson Ink Company, $686,586 due Payne Whitney and $68,033 due Harry Payne Whitney on notes. Under an agreement between the decedent and the corporation, it was alleged, there was $600,000 more due the corporation from Mr. Collier, but no effort will be made to collect this sum, as the agreement is said to be invalid.

The report shows that Mr. Collier had an equity of $85,203 in insurance policies, clothing appraised at $500, $111 in cash and salary of $5,679 due. The corporation earned $184,392 in 1915, $409,798 in 1916 and $205,925 in 1917, but there was a deficit of $118,169 the following year. Witnesses testified that the corporation lost $200,000 on accounts due from soldiers who went abroad.

The decedent's share from the estate of his mother, who died in June, 1917, is not included in the report, but this amount will be small, as she is said to have depended upon an annuity under the will of her husband. She left virtually no assets of her own.

COLVER SAYS EXCESS TAX DISRUPTS TRADE

Cause of Unsettled Business, He Tells Merchants.

The closing session of the National Wholesale Dry Goods Association at the Waldorf-Astoria yesterday featured discussions of trade campaigns, reports of the year's activities, and a paper by William B. Colver of the Federal Trade Commission, in which he declared that the excess profits tax is one of the chief causes of the unsettled condition of the business market.

"The excess profits tax was never designed to be and never was a revenue measure," said Mr. Colver. "It was intended as an equalizer to bring undue profits arising from the imperative need for certain commodities back into the public treasury. Prices are no longer fixed by the Government, and therefore the only reason for the existence of the excess profits tax system has disappeared."

The following officers were elected: President, M. G. Cooper, Cooper, Coate, Casey Company, Los Angeles; vice-presidents, F. H. Lloyd, Pittsburg Dry Goods Company, and James Wilson, Clawson, Wilson & Co., Buffalo; members of executive committee, M. E. Smith, Omaha, Neb.; W. T. Farley, Boston; Fred R. Castle, St Joseph, Mo., and J. W. Gillis, Detroit.

DRUG TRAFFICKER TO PRISON.

Wrote 50,000 Prescriptions at From 50 Cents to $1 Each.

Dr. M. A. De Preta of 444 East 118th street wrote out for drug addicts some 50,000 prescriptions at from 50 cents to $1 each, even while he was being tried for drug trafficking, Assistant United States Attorney David V. Cahill told Judge Augustus N. Hand yesterday in the Federal District Court. Judge Hand sentenced De Preta to four years imprisonment at Atlanta.

Antonio Peirneglia, a druggist in First avenue, pleaded guilty to filling the prescriptions. De Preta was released on $20,000 bail pending an appeal, which he entered after sentence was imposed.

Teachers Get Delayed Pay.

At last New York city's public school teachers actually are being paid their December salaries, according to announcement at the office of Comptroller Charles L. Craig yesterday. The delay, which left many teachers all but penniless, was ended when the warrant from the Board of Aldermen for $620,000 reached the Comptroller and distribution began.

WILLIAMS TO TRY TO LOWER BREAD PRICE

Will Appeal to Public Spirit of Retailers.

Arthur Williams, Federal Food Administrator, announced yesterday that he will make an appeal to the patriotism and public spirit of 25,000 retailers in New York city to refrain from increasing to the consumer their bread prices in the event of the master bakers increasing wholesale prices to retailers as a result of the recent raise in flour prices.

Flour took a sudden jump from $12 to $15 a barrel to the manufacturers despite the fact that the United States Grain Corporation recently placed on the market a high grade flour which undersells the regular bakers' flour by $3 a barrel. A conference between Government experts and master bakers is being arranged by Mr. Williams to be held in his office next week to ascertain if the new Government offering cannot be utilized to forestall the contemplated increased bread price. Julius H. Barnes, wheat director, will be invited.

According to bakers questioned yesterday, an increased price for their product has been made necessary by the condition of the market. An average of about 300 loaves of bread is obtained from a barrel of flour and an increase in price of a cent a loaf would barely cover their added expenses.

URGES INCREASE FOR COPS AND FIREMEN

La Guardia in Favor of a $2,400 Maximum.

A new increase in pay for the city's firemen and policemen will be asked of the Board of Estimate soon. President F. H. La Guardia of the Board of Aldermen is the sponsor of the proposed boost in salaries. He said yesterday that, although the pay of patrolmen and firemen was raised from $1,650 to $1,900 in the 1920 budget, he does not think that is sufficient and will ask that a maximum of $2,400 and a minimum of $1,500 be fixed for the rank and file of the two departments. He said he will confer with representatives of the departments in a day or two.

Although the last increases were granted after Comptroller Charles L. Craig had insisted upon it, it is understood both he and Mayor Hylan are opposed to further increases now.

President La Guardia explained that even with his salary of $7,500 a year, Mrs. La Guardia does her own washing, nd he believes that the wife of a patrolman would have to take in washing in order to make both ends meet.

The Aldermanic President said he favors providing the money for the increases by special revenue bonds.

WIND SHIFT SAVES HOMES FROM FIRE

Flames, However, Sweep Brooklyn Lumber Yard.

Freezing winds handicapped Brooklyn firemen in two stubborn fires yesterday morning. A shift in the wind, however, was fortunate during the blaze in the Charles H. Finch & Co. lumber yard on Coney Island avenue and Avenue I. It saved a number of detached houses on Coney Island avenue toward which the flames were being driven and lumber valued at thousands of dollars. The yard is on the north side of the Long Island Railroad cut. It is thought that sparks from a passing locomotive may have been responsible for the flames. The damage is estimated to be $35,000.

The two story frame building of the General Carbonic Company at 444 Van Brunt street, at Erie Basin, caught fire and the flames swept into 442 and 446 Van Brunt street, on each side, inflicting considerable property damage. Families were led to the street in night clothes. Some were taken to the Amity street station.

WOMEN TO DECIDE RACE, GERARD SAYS

Ex-Ambassador's Hat Is Still in Ring.

James W. Gerard, former United States Ambassador to Germany, speaking yesterday afternoon to a gathering of more than 100 women in Mrs. Ernesto Fabbri's home, 7 East Ninety-fifth street, told them of the power that was theirs as voters, and said that the women of the country would be the deciding factor in the next Presidential election.

"If you ladies were Senators," he said, "the League of Nations would be settled in a week and the treaty agreed on. Women are more practical than men."

Later, out in the hall, when asked a personal question about the Presidential race, he said: "Oh, yes, I'm still in the ring." That was all he would say on that subject. He expressed his opposition to the ousting of the five Socialist members from the Assembly in Albany and said that he thought it was a great mistake.

The meeting was on behalf of the Girls Protective League and the New York Probation Protective Association. Mrs. Frank A. Vanderlip presided.

107 AGE RECORD OF BROOKLYN CENSUS

"Oldest Inhabitant" Is Found Up and Doing.

Ellis A. Mars, census enumerator in Brooklyn, came across Bryant Drusilla, an aged negress, at 1682 Fulton street.

"Age?" remarked the census enumerator.

"One hundred and seven," returned the old woman, brightly.

She added that she was born in North Carolina during the War of 1812. She has the distinction of being the oldest resident of Brooklyn discovered by the census thus far. She is in good health.

SUGAR PROFITEER JAILED.

Carlisle President's Son Put Behind Bars, Also Fined.

H. H. Thornton, son of the president of the Carlisle Company, operating a chain of retail stores in Brooklyn and Long Island, was sentenced to two days in jail and fined $100 in the Brooklyn Federal Court yesterday following his plea of guilty to a charge of profiteering in sugar. This was the first jail sentence for a violation of the Lever anti-profiteering law. Thornton, who lives at 360 Lewis avenue, Brooklyn, was accused of selling 100 pounds of sugar at 18 cents a pound, taking a profit in excess of the margin permitted by the Food Administration.

The resumption of competitive sugar buying and the reopening of the market for trading in sugar futures will be considered to-day at a special meeting called by the board of managers of the New York Coffee and Sugar Exchange.

Maeterlinck on Animal Souls.

Maurice Maeterlinck will speak on "Some Views on Immortality and the Souls of Animals," for the benefit of the New York Women's League for Animals, at 3:30 o'clock to-morrow in the home of Mrs. James Speyer, 1058 Fifth avenue. Mrs. Speyer is president of the league and Mrs. Frederick W. Vanderbilt, Mrs. M. Orme Wilson and Mrs. Lewis Gouverneur Morris are its vice-presidents.

CHEATING CHARGE IN $6,500 BETS ON CARD

Krohnberg With Lawyer Seeks Man Who Said He Had a Marked Deck.

SAYS HE LOST $68,805

Norma Talmadge's Husband Wants Jerome to Sue for $350,000 Gone at Poker.

As the result of a series of stud poker games, in which as much as $6,500 was bet on the turn of a card, Louis Krohnberg, 789 West End avenue, and Joseph M. Schenck, 270 Park avenue, respectively, have retained as their lawyers Max D. Steuer and William Travers Jerome.

On behalf of Krohnberg, who is a manufacturer of clothing, Mr. Steuer says that suit for libel or slander, or both, will be started just as soon as he is able to learn who it was circulated the story that Krohnberg's card playing was ever unethical or that Krohnberg ever introduced "reader" cards into any game or that Krohnberg was beaten up by Schenck or any other person at the conclusion of the poker session in Schenck's house the night of January 1.

On the other hand it was made known that Schenck, the least of whose motion picture interests is not his wife, Norma Talmadge, instructed Mr. Jerome to consider the advisability of instituting legal efforts to regain more than $350,000, said to have been lost at poker during the last six months by Schenck and some friends, who are associated with him in appealing to Mr. Jerome.

Neither lawyer has started any legal proceedings. Both contend that their clients lost money. Mr. Steuer says that Krohnberg's losses amount to $68,805, and he produces checks to prove it. The checks are for such amounts as $3,450, $3,950, $4,115 and like sums. The games were played at the houses of several of the regular participants in the games.

Both lawyers declare that their clients are aware that there exists in this State a law providing that the Department of Charities may collect from persons convicted of gambling three times the amount involved in the gambling.

SOLID AMERICANISM IS DANIELS'S DEMAND

Too Much Hyphenated Propaganda, He Says in Address.

Charging that the consideration of the League of Nations has been largely influenced by a studied propaganda of hyphenated Americanism Secretary Daniels in an address before the Holland Society at the Waldorf last night called for an expression of solid, independent Americanism in deciding all political issues. "It is clear now," he said, "that due to hyphenated propaganda the covenant may not be disposed of because it is or is not the development of an American ideal, for it is sadly true that many come to its consideration wholly from a foreign made point of view or the fear of the foreign controlled vote."

Bishop Charles Sumner Burch also addressed the society, making his position clear on the question of radicalism which recently has been agitating his diocese by saying that "no matter whether one, two or three strident voices may be lifted in the body which I represent, causing the imputation that we are disloyal, it is a false imputation. We are loyal to the constituted authority, to our Government, not to any other country's interests." He concluded by severely condemning alien radicals who seek to undermine the Government under which they prosper, and declared his approval of the Buford deportations.

Augustus Thomas also spoke, and Judge Augustus Van Wyck, brother of the former Mayor and president of the society, presided.

GRAND JURY DEAF TO SWANN SUGGESTION

District Attorney Offered to Name Any One of Seven.

District Attorney Swann declared last night that the Extraordinary Grand Jury failed to tell Gov. Smith and the Attorney-General that five days before they wrote their latest letter of appeal to Albany they had received from the District Atorney his offer to appoint any one of the seven following named lawyers as their special counsel:

Charles S. Whitman, William M. K. Olcott or Charles Albert Perkins, all former District Attorneys; former Supreme Court Justice Goff, former Judge Warren W. Foster, former Assistant District Attorney Charles W. Appleton or William Dean Embree, counsel for the Public Defenders Committee.

The letter containing the offer to name those lawyers, as made public by Mr. Swann, says he was desirous that the grand jurors should be correctly informed about everything they sought to know about the District Attorney's office, and to that end he would appoint any one of the lawyers designated above as special counsel to the jurors.

WARNED ACCUSED CAPTAIN.

Told Detzer to "Watch Step," Says Witness.

Capt. John M. Weir, Assistant Judge Advocate in the court-martial of Capt. Karl W. Detzer for alleged army brutalities, was called to the stand yesterday to explain a letter he wrote to the Colonel commanding at Le Mans criticising Detzer's military police, with special reference to the methods by which confessions were obtained from prisoners.

Capt. Weir defended the letter, stating that he had repeatedly told Detzer to "watch his step" in the treatment of prisoners, and believed conditions were so bad under Detzer's administration they needed investigation.

SENTENCED TO DEATH CHAIR.

"Sam the Landlord" to Pay Penalty for Murder of Mrs. Niznick.

For the murder of Mrs. Elizabeth Niznick at Yonkers last October Samuel Michalow, "Sam the Landlord," of the East Side, was sentenced in the Supreme Court at White Plains yesterday to die in the electric chair at Sing Sing during the week of February 22. Before leaving the courtroom he turned to his counsel and remarked that he didn't think an appeal would do any good.

"I'll get the chair anyway," he remarked as he was led out.

Fire Routs 1,200 Children.

Fire in the laundry of the Hebrew Orphan Asylum caused a general alarm at 6 o'clock yesterday morning, and all 1,200 child inmates were turned out of bed. They were allowed time to dress and were then marched to the playrooms in the first floor, from which they could make a quick exit if the fire gained headway. The damage was slight, the blaze being confined to the basement.

SHOWS A PLANE THAT FLIES STRAIGHT UP

Australian Here Hopes to Win $100,000 Prize.

An airplane which rises vertically in the air, sustaining itself by rapidly revolving horizontal propellers, was demonstrated yesterday afternoon by its inventor, William J. Beach, an Australian, in his workshop at 125 East Twenty-third street.

Mr. Beach, who has been flying since 1908, and has designed machines on more conventional lines, believes that his machine, when built in normal proportions, stands a good chance of winning the prize of $100,000 offered by M. Michelin, through the Aero Club of France, for the first machine of this type which shows itself capable of rising vertically from a space about the size of a small roof. The principal advantage of this type of machine is that it can land in a small space, while an airplane of the ordinary type requires a landing field.

A model shaped much like the present type of plane, about two feet long and weighing two pounds, lifted itself directly from a drafting board. Cole Younger, chairman of a special committee of the American Flying Club appointed to examine the invention, was the first to hold the machine and note that its two propellers, mounted on each side of the nacelle in the usual place for wings, actually lifted it from the ground.

The governing principle, which Mr. Beach says is original with him, is in the propeller rotation. Instead of one motor working directly on the vertical shaft, he has two rotary motors which rotate in a circle beneath the propellers around a circumference almost as large as that described by the propeller tips. By removing the motors from the direct centre to a circumference, Mr. Beach says, it is possible to cut down the amount of power necessary to rotate the shaft at great speed. Each propeller has two little motors, driven in the case of the model by compressed air and in practice by gasolene.

"CHINK" M'ALLISTER RECEIVES LIFE TERM

He Is a Fourth Offender Who Shot Detective.

"Chink" McAllister, 24, was sentenced to life imprisonment yesterday by Judge Louis D. Gibbs in Bronx county. He was captured last December after having been some months at liberty from Sing Sing prison, where he had been sentenced to serve four and a half years as a burglar. When he was caught McAllister shot through his overcoat at two detectives, wounding one of them. While he was waiting sentence in the Bronx county jail he was regarded as such a dangerous criminal Sheriff Donnelly put him in solitary confinement.

McAllister is a fourth offender. He was doing his third bit at Sing Sing when he staged the hoax that put the keenest detectives on his trail and made laughing stocks of the prison authorities. "Chink" modeled a dummy head out of dough and bread crumbs and put it in the cell bed. While the guards, glancing at the bread crumb thatch, walked their beat unsuspectingly "Chink" was over the walls and running to cover. He had escaped once before from a New Jersey prison. Detectives said they managed to pick up his trail through "Chink's" sweetheart. After they had caught him and the bracelets were on his wrists "Chink" swore that he had been living decently since his flight from Sing Sing, working as a sign painter in Connecticut. He was earning enough to have hopes of making a home for himself and the girl, he said.

Judge Gibbs made it "life," because McAllister has been given three trials and as the law saw it failed to make good each time. He said McAllister was dangerous and that he would never recommend him to the Parole Board. If McAllister ever secured a pardon the Judge said he would see that he was brought back to Bronx county to stand trial for two indictments remaining. "Chink's" mother and sweetheart, the only two who were permitted to see him in the Bronx jail, heard him sentenced.

BROOKLYN CHURCH TO SELL BUILDING

Second Unitarian Plans to Move to Park Slope Section.

The trustees of the Second Unitarian Church in Brooklyn have been authorized to sell the historic church property erected sixty-five years ago at Clinton and Congress streets.

One of the first pastors of the church was the Rev. Samuel Longfellow, brother of the poet. Men of eminence have spoken from its pulpit, including Ralph Waldo Emerson.

The change in the character of the neighborhood has compelled the church members to seek a new site, perhaps in the Park Slope section. It is possible that the church property may be bought for the use of the Syrian Presbyterian Church.

The Rev. Charles H. Lyttle is the present pastor.

NEW BOOK CALLED INDECENT.

Manager of Publishing House Arrested as a Result.

Guy Holt, manager of the book department of Robert McBride & Co., publishers, of 31 East Seventeenth street, was charged in Yorkville court yesterday with selling a book which is alleged by John S. Sumner of the Society for the Suppression of Vice to be immoral.

Mr. Sumner told Magistrate Tobias the book contains passages so indecent he would not repeat them, but he supplied the court with the numbers of the book pages on which the alleged indecencies occur. Mr. Sumner said the book in question was "Jurgen," a story by James Branch Cabell. Mr. Holt was released to appear January 23 for a hearing. He said "Jurgen" was written for highly developed minds, and to such readers is not indecent.

SPARES FORMER SOLDIER.

Judge Rosalsky Lenient to Victim of Shell Shock.

When Judge Otto A. Rosalsky in General Sessions yesterday learned from Dr. M. S. Gregory of the psychopathic ward at Bellevue Hospital that John Hutton, 25, of 439 West Thirty-ninth street was suffering from shell shock and nervousness sustained while in the war he suspended sentence on the former soldier. Hutton had been found guilty of burglarizing the grocery store of William De Markos at 309 Seventh avenue.

Hutton had been sent to Dr. Gregory for observation and the latter presented a history of the malady from which Hutton suffered. Judge Rosalsky remarked that recently several such cases have come before him in court.

To Build Fleet of Tankers.

Eight new tankers, six of 10,600 tons and two of 7,500 tons, for service between Mexican oil ports and the United States and for overseas transportation of oil, have been ordered by the Sinclair Petroleum Company, it was learned yesterday. The new tankers, which will bring the ocean going fleet of the Sinclair company up to more than sixteen vessels, will be delivered late this coming summer or early in the fall.

JOHN WANAMAKER

Broadway at Ninth, New York — *Formerly A. T. STEWART & CO.* — *Store hours—9 to 5*

The JOHN WANAMAKER February SALE OF FURNITURE

Begins This Morning---Ahead of Time

It is of far greater importance to the people than any Furniture Sale in our history

"Anybody who expects to need furniture during the next two or three years ought to get it now." So said an expert who is making an investigation of the lumber and furniture industries

"Within the next five years," he said, "there will be 5,000 less lumber centers in the South—lumbered out—and 90,000 men less engaged in lumber getting.

"Today furniture manufacturers are almost entirely stripped of workable lumber, with far less than normal supplies to draw upon.

"October is the big logging month in the South. Heavy rains last October prevented any timber of consequence being cut.

"Gum wood sixty days ago was $85 a thousand. Today it is $125—and you can't GET it even at that price.

"Mahogany and mahogany veneers are scarce and at prohibitive prices. In 1917, veneers sold at $10 a thousand feet. A week ago they were $21. Yesterday they sold as high as $50.

"Walnut veneers are scarce. The best grain is in the stumps, near the ground. Cutting for airplane material during the war when length was needed, the stumps were cut so low there was mighty little left for furniture use.

"One chair manufacturer was asked by a large concern to place an order. He gave an order equaling the *reserve* stock he used to keep on hand in the old days.

"'Why, that's more lumber than I have,' said the lumberman, 'and I'll have to split it up among all my customers.'

"The furniture industry of America is in a very difficult position.

"Prices will never go back to the figures of five years ago. They are still rising."

We might add

There was no furniture market in Grand Rapids this month.

They went through the form of holding one, but there was no furniture to see, no furniture to buy.

And these are some of the reasons why—

Many retailers *(we were not among them)* cancelled furniture orders after the armistice was signed; and manufacturers went after more certain business and easier-to-make goods.

Phonograph manufacturers placed broadcast large orders for cabinets.

There came a tremendous call for closed motor cars, and plate glass used for mirrors became less and less obtainable by makers of bedroom furniture.

Plate glass is sold ahead for a year, at highest prices in its history—a fifty per cent. increase having gone into effect since December 1 last.

The supply of shellac—which comes from India—is far below the demand.

Nail makers are doing a favor by selling them for $6 a keg. They were $4 in December.

Castors—pulls—knobs—upholstery fabrics—leather—EVERYTHING going into the manufacture of furniture has gone up in price, and is hard to get.

Furniture manufacturers used to be glad to have retailers buy their goods.

Today retailers are glad to have the manufacturers sell — *and deliver* — their goods to them.

We foresaw the furniture shortage a year ago. And we set out to make sure that it should not interfere with the February service the people expect of Wanamaker's

It never fails.

Square your shoulders, throw up your head, and step forward to the difficult task, and you'll win out.

Some call it luck. Some, good fortune.

Call it anything you like, but—

We set out a year ago to prepare for this February Sale, with 30 years' experience in the furniture business, and a knowledge of the market.

We went here, and there, everywhere; looking, buying, easing up a situation here, smoothing out another there, finding new sources of supply of the kind of furniture our customers want, trying to keep prices down, trying to get good assortments, making slow progress, when—

Only a couple of months ago—

there came to us a totally unexpected offer involving almost half a million dollars.

The buyer was to pay cash, and move the goods. The price was lower than has obtained on furniture of equal grade for fifteen months.

We examined the furniture. Found it to be OUR kind. Paid cash for it. Crated it all. Trucked it to the railroad—more than 470 tons of furniture, in more than 7,000 crates and packages, requiring more than 120 cars to bring it to New York—

the greatest single purchase in retail furniture history ever made by one firm.

The February Sale was sure.

This furniture is now on our floors and in our warehouse, and, together with our regular stocks on hand and a stream of cars coming from factories all over the country, makes us READY—ready to begin to fill the demand for good furniture, and for a saving in its cost, NOW.

AND—

So we start the sale today (1) because we are ready, and (2) because it will make for economy of operation in handling the great volume of business, to spread it over these few extra days in January.

This latter fact has been figured in the prices, so that our customers will benefit by the economies of the earlier beginning of the sale.

The few extra days will be welcomed by home-makers who want furniture now.

Choose now, and take now, if you want.

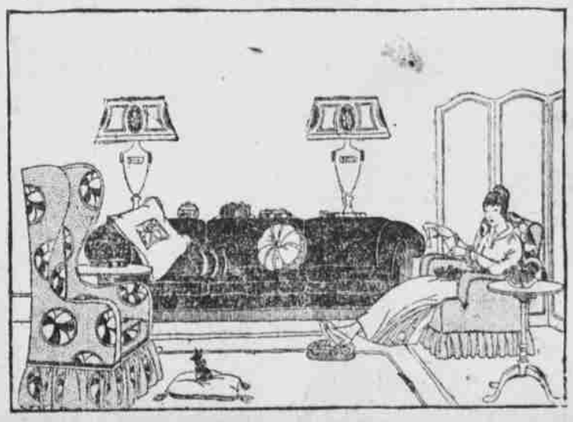
Choose now, and take after February 1st, if you prefer. For, to those who have not planned to purchase before February 1st, we have arranged to extend the courtesy of immediate selection and February purchase.

More than a Million Dollars of Furniture Here

The WANAMAKER kind, at genuine savings of 10 to 33 Per Cent.

What we have set down above about furniture conditions we have set down because we felt it our duty so to do. We are not primarily SELLERS of goods. We are engaged in the very serious business of supplying the people's needs. Any information we get about goods the people need is at the service of the people for their enlightenment, to be acted upon as and when each one sees fit. We have never been so happy at the result of our work as we are with the service we are ready to render, beginning tomorrow, in this February Sale of Furniture.

Bedroom furniture, dining-room furniture, living-room furniture, library furniture, hall furniture, upholstered pieces, porch furniture, small novelty furniture—EVERY PIECE of home furniture in the Wanamaker Galleries on the fifth and sixth floors of the New Building is in the sale at a reduced price except the office furniture and the antique and special order furniture in **Les Galeries Belmaison** and **Au Quatrieme.**



NO FURNITURE SOLD TO DEALERS.