

Organ plays at 9, 11 and 4:50
Melody and Chimes at Noon

WANAMAKER'S

Store Opens at 9
Daylight-Saving Time

WANAMAKER'S

Store Closes at 5
Daylight-Saving Time

WANAMAKER'S

WEATHER
Thunder showers

**It Is Much to Be Desired
That All of Us Try to Make
People Happy**

in their work. To be too exacting and never satisfied with what our workers do adds to their discontent.

People who accept places should be fit for the work expected of them, and if not, they should make themselves fit or quit of their own accord.

An employer must not expect too much, and must find ways to advise and encourage.

[Signed]

John Wanamaker

August 18, 1922.

The Wanamaker Store Will Be Closed Tomorrow—Summer Saturday Holiday

PIANO SALE

Next Monday Morning

AT WANAMAKER'S

THE TIME HAS COME when we must have a complete outclearing of the accumulation of those pianos and player-pianos that we have taken in exchange for the splendid Schomacker, Chickering, Emerson and Knabe pianos that we have been selling in such numbers during the past six months. At the same time we will dispose of such of our own new instruments as have suffered any case blemish or other inconsequential injury in our showrooms, making notable reductions in their prices.

We must point out that in this Sale there are only 164 pianos, a much smaller number than we used to have in the great piano sales which were so widely known throughout the country, owing to the fact that during the past year or two it has been our custom to sell off these taken-in-exchange instruments, usually to music teachers or concert halls, as fast as they come in.

It is only just now that the accumulation has gotten to such a point that we must dispose of them in a general Sale and this will be done next Monday.

Please note, that buying a used piano at Wanamaker's is an altogether different thing from the usual second-hand piano proposition of piano stores.

All instruments that we take in exchange are, before we offer them

for sale, first reconditioned and put in playing condition in our own Schomacker Piano Factory.

Every piano in the list is a good piano and capable of excellent things.

If you have children to train in music you could hardly do better than buy them one of these low-priced used pianos for their practice years.

Or if a music teacher needs a piano, look what opportunities there are among the grands. Concert halls, schools, dancing teachers, moving-picture houses, will all find excellent choice for small prices.

Terms of purchase:—We usually consult the convenience of the customer in arranging terms of purchase. Payments can be spread over a long period of time if this be desired and the piano can be sent home at once.

Every piano shown in the list will be here Monday morning ready for the choice of the first comer. None has been reserved in advance.

Let the family look over this list tonight and decide on first and second choice, so that you will know just what piano to ask for when you come in on Monday morning

SOME PEOPLE who read this page will say: "There is nothing in that list for me; I want a new piano, and the best to be had." Then for you we have something that is the climax of achievement in the development of musical instruments. It is

The Ampico

Here is a piano that not only reproduces music without touch of hand or visible mechanism. Any ordinary player-piano does that.

But the Ampico goes farther and reproduces the very spirit and expression of the pianist.

The greatest pianists living today have entrusted to the Ampico the responsibility of recording their genius for future generations.

Over and over again, in public tests, the pianist has alternated his actual playing with the Ampico's playing of one of his recordings, and so perfect has been the Ampico's performance that critical audiences have not been able to distinguish the one from the other.

With an Ampico in the Home

the most famous pianists in the world are ready to play at a moment's notice, and the best of the whole world's music can be heard at will, with no more effort than is required to turn on an electric light.

Life's most effective relaxation and inspiration—Music—is constantly present.

Glorious dance music may be commanded in an instant. A perfect accompanist is ever ready to play to voice or violin and to lead the family group in the familiar old songs.

Today the Ampico may be considered a luxury, but in time it will be recognized as a necessity. Its potential owners are not merely the wealthy, but all who truly love music and are willing to make some sacrifice to attain their ideals.

The Ampico does not change the size or the appearance of the piano in which it is installed.

It may be had in conjunction with the Chickering, the Knabe, the Haines Brothers and the Marshall & Wendell pianos.

It is priced from \$1050 up in upright pianos, and from \$1975 up in grand pianos.

In Philadelphia it is on sale only in the Wanamaker Piano Salons, where it may be heard at any time.

Convenient terms of purchase will be made, and literature or any information concerning it will be sent upon request.

(Second Floor)

Upright Pianos		Original Price	Sale Price
Leins	.....	\$250	\$75
Behr Brothers	.....	450	100
Decker Brothers	.....	450	100
Keller Brothers	.....	400	100
Baumeister	.....	350	100
Decker & Sons	.....	425	100
Bell	.....	300	125
Royal	.....	350	125
Wylie	.....	300	125
Schuman & Sons	.....	275	125
Trowbridge	.....	250	150
Thayer	.....	275	150
Tiffany	.....	275	150
Newton	.....	275	150
Brambach	.....	300	150
Martin	.....	275	150
Haines Brothers	.....	450	150
Ramsdell	.....	250	175
Sterling	.....	350	175
Heppe	.....	300	175
York	.....	350	175
Jacob Brothers	.....	350	175
Binghampton	.....	275	175
Lester	.....	325	175
Cambridge	.....	275	175
Marcellus	.....	275	175
Kurtz Brothers	.....	275	175
Decker & Sons	.....	400	175
Kohler	.....	275	175
Albrecht	.....	325	175
Regent	.....	350	200
Lester	.....	375	200
Melville Clark	.....	425	200
Schomacker	.....	500	200
Emerson	.....	475	200
Bellak	.....	325	200
Bellak	.....	350	200
Armstrong	.....	300	200
Bellak	.....	325	200
Stultz & Bauer	.....	350	200
Painter & Ewing	.....	325	200
Regent	.....	350	225
Schomacker	.....	500	225
Charles Kohler	.....	275	225

Conried	Original Price	Sale Price	
Conried	\$300	\$225
Ludwig	350	225
Francesca	300	225
Emerson	500	250
Ludwig	450	250
Lester	425	250
Ludwig	425	250
Regent	350	250
Emerson	500	250
Packard	475	250
Blasius	450	275
Steinway	550	275
Ludwig	425	275
Sterling	375	275
Emerson	400	295
Knabe	875	375
Weber	600	375
Knabe	875	400
Schomacker	725	400
Chickering	875	450
Knabe	875	450
Knabe	875	475
Steinway	850	495

Player-Pianos		Original Price	Sale Price
Lindeman (2)	.....	\$650	\$300
Autopiano	.....	650	325
Perryola	.....	650	325
Autopiano	.....	650	325
Lindeman	.....	585	375
Lindeman	.....	650	395
Blasius	.....	750	395
Steger Sons	.....	750	395
Lauter	.....	800	395
Kranich & Bach	.....	800	395
Behning	.....	850	395
Doll & Sons	.....	650	400
Krakauer	.....	750	400
Behning	.....	850	400
Lindeman-Angelus	.....	850	425
Sterling	.....	750	450
Lindeman-Angelus	.....	850	475
Lindeman-Angelus	.....	650	495
Angelus Player	.....	800	495
Emerson-Angelus	.....	950	495

Original Price	Sale Price			
Lindeman	\$650	\$500	
Emerson-Angelus	950	500	
Schomacker-Angelus	1250	575	
Schomacker-Angelus	1250	595	
Schomacker-Angelus	(foot pump Electric combination)	1250	750

Grand Pianos

Original Price	Sale Price		
Emerson	\$1050	\$595
Schomacker	1250	650
Chickering	1400	700
Schomacker	1150	700
Chickering	1475	750
Steinway	1500	750

Player Grands

Original Price	Sale Price			
Knabe Angelus	\$2500	\$1050	
Schomacker-Angelus	(Concert)	3000	1050

Rented Upright Pianos

Original Price	Sale Price		
Lindeman	\$385	\$250
Haines	525	400
Emerson	550	400
Schomacker	725	425
Chickering	875	625

Rented Player-Pianos

Original Price	Sale Price		
White	600	325
Lindeman	650	395
Lindeman	585	425
H. & S. G. Lindeman	650	425
Angelus	650	475
Lindeman	585	500
Emerson	850	595
Schomacker	1000	800

Rented Reproducing Pianos

Original Price	Sale Price		
J. C. Campbell	\$1100	\$975
Schomacker	1650	1200

New Uprights Reduced

Original Price	Sale Price		
Lindeman	\$425	\$325
Emerson	585	475
Emerson (6)	550	475
Emerson	585	475
Schomacker (7)	725	550
Schomacker (6)	750	550

New Grands Reduced

Original Price	Sale Price		
Brambach	\$685	\$585
Lindeman (3)	795	650
Emerson (3)	975	850
Emerson	1050	900
Schomacker (3)	1150	950
Schomacker (3)	1250	1000

New Player-Pianos Reduced

Original Price	Sale Price		
Lindeman	\$585	\$500
Emerson	850	650
Schomacker Angelus	1000	850
J. C. Campbell (with Phonograph Attachment)	1000	600

Reproducing Pianos Reduced

Original Price	Sale Price		
Emerson upright	\$1500	\$1250
Schomacker upright	1650	1350
Schomacker grand	2500	2250
Emerson grand	2500	1850

JOHN WANAMAKER Philadelphia