

## Don't Believe 1T!

-When a piano dealer tells you that because YOU ARE YOU, he will sell you Don't Believe It

## -When a piano dealer assures you he is giving you a bigger discount than he is

 anyone else.-Because he quotes you a first price of $\$ 450$ and finally offers to sell the piano to you for $\$ 300$ doesn't mean that you are saving $\$ 150$. Probably the piano ISN'T WORTH EVEN $\$ 300$. The price simply slides to the point where you mill accept it.
-The sliding price dealers fairly DARE YOU to make them an offer.
-Don't let your nisdom be obscured by the "Special Discount" dust.
-Don't buy a piano or player just because of ridiculously small payments. Re member the dealer who continually advertises LOW paymenis must of necessity have a much larger profiu.
-DON'T LET ANYONE PERSUADE YOU from a careful examination of our pianos and genuine pianolas, and of our ONE PRICE, NO COMMISSION PLAN.
-The combination of high quality and low price in our store makes piano buying safe and easy. REASONABLE PAYMENTS, IF DESIRED.
-We are factory distributors for Weber, Steck, Haddorff, Conover, Cable, Clarendon and Wellington Pianos. Also the genuine STEINW AY and other DUO ART REPRODUCING PIANOS as well as the famous Vocalian Phonographs and Records.

## 

## Have You Examined

A Smart Five-Passenger Model of
the Light Car Men Praise so Highly

## The Essex Sedan?

Yueau

## More than a thousand are in service. <br> You Will Recognize It At \& Glance


Has Large Car Comforts With Small Car Costs
For one reason, men speak of the car finiaish and equipment. The Essex has ousess length or weight and no sacrifice has been made win any of the comlorger cars afford.
You have but to ride in an Esesex to
know its comfort. There is the large know ito comfort. There is the large sense of its weight in size. And ye

It makes the Essex easy to drive. It can be steered with two fingera. It can
be turned in a short radius, parked in a small space, and of course there is an immense saving in operating costs. And, too, its size accounts for its It Is Just as Lively as the Other Essex
Many, will tell you the fastest automobile

Others say it is the quickest and liveliest car in acceleration they know. We leave it to the Essex to reveal those qualities.
But rest assured it is not sluggish It gives way to no car where accelere
tion, speed and comfort of driving tion, speed and comfort of driving and

The concerned.
The season when the Sedan will be most enjoyed is approaching. So you
should speak for your Essex without de lay. The one thousand nothing of ten times in service, to say models in use, indicates a continued Es sex shortage.

## GUY L.SMITH

## -service frast



Salvation
Army Drive Tomorrow

Thompson-Beldaen \&Co
The Fashion Center for Women

Store Hours Are
9A.M.to6 P.M. . DAILY..

## $\mathfrak{A} \mathbb{N}$ ew Store Directory Main Floor.

Men's wear, ribbons, gloves, linens, neckwear, trimmings, notions silks, woolens, hosiery, toilet goods and shoes.

## Second Floor

Infants' wear, knitted underwear lingerie, corsets, art department, patterns, wash goods, bedding and draperies.

## Third Floor.

Suits, dresses, wraps, blouses, furs negligees, petticoats, rest room and offices.
Fourth Floor Millinery and alteration fitting rooms:

Gloves for Street Wear
Bacmo gloves in tan, brown, gray and beav A soft cuff gauntlet in' tan and gray, splendid for driving,
$\$ 5.50$ a pair.
Mocha gloves in gray and butternut for $\$ 4$ a pair.

Leather Bags and Purses..
Hand tooled leather purses, exquisite in design and workmanship, $\$ 25$ to $\$ 30$ each.
Black pin and creped seal purses attractive
Bags of creped sea made in several new mades, $\$ 10$ to $\$ 25$ each
Salvation
Army Drive
Tomorrow
The work of the past
will be continued-with
more farterching re-
salts-with your assist-
ance.
Subscribe To This
Worthy Cause

Salvation
Army Drive Tomorrow The work of the past
will be continued-with more
sults
sar-reaching reSubscribe To This Worthy Cause

Mosaic Luncheon Napkins..
A new shipment of unusually fine mosaic pieces has been received, hand-hemstitched with a variety of designs, handdrawn. Mosaic work is both substantial and attractive and this assortment is especially fine.
Luncheon napkins for $\$ 8.75$ and $\$ 10$ a dozen. Square, hemstitched mosaic doilies, 6 -inch, for 30c each.

Children's Hose Silk plaited hose for children, in black or white; small sizes, \$1; large sizes,\$1.15 a pair.
Pure silk hose, fine ribbed, in black, white, light blue and pink, $\$ 2.50$ a pair.
Infants' pure thread, fine ribbed silk hose, \$1 a pair.
Infants' silk and wool


Silks of Extreme Loveliness for Evening Gowns

> The utterly luxurious is typified in the fabrics designed for the dinner gowns and dancing frocks of the coming season.
> T To the taffetas, crepe meteors and Crepe de chines have been added a number of very new silks worthy of individual mention.

Satin Panne, an exquisite clinging silk, combining the draping qualities of velvet with the lustre of satin, is a real triumph of the weaver's art, reminiscent of the foreign productions of before the war. This satin comes in a rose, Pekin, turquoise, pink, orchid and black.
The Georgettes for evening wear are in the unusually luminous, vital shades necessary in a sheer fabric which is to be seen under artificial light. The range of colors is unlimited, allowing amply for combination with other silks.

A wonderful metal cloth has been evolved to satisfy our inIt is a sheer, crisp elaborate. thing which should adapt itself readily to the bouffant skirt which has gained favor in Paris. In gold and a silvery white, it is particularly daz zling, but shades of pink, Nile green, maize, and turquoise may also be had.
Then like an invigorating memory from the past comes a true Dolly Varden pattern in a heavy gros grain broche. The gay little roses and leaves are charmingly naive in contrast to the sophisticated fabrics of today, and for a short, slimwaisted, full skirted frock with fluffy panniers at the side and

A Seasonable Sale of Fall Shoes
A large assortment of attractive Fall shoes in bronze and black, both button and lace, high and low heels. Wonderful bargains tomorrow

## for $\$ 8.65$ a Pair

One lot, consisting of black and brown shoes with white tops, black kid and patent leathers, in both high and low heeled styles-
for $\$ 6.65$ a Pair
-All Sales Are Final
Marabou Capes and Scarfs.
Fluffy, becoming neckpieces that are quite as flattering as fur and Either natural taupe or black marabou with effective touches

Women's Knit Undergarments Lisle bloomers in flesh color
and black, $\$ 1.25$. Lisle vests with low neck, for ${ }^{85 c}$ each.
Lisle union suits, low neck
leeveless with fitted knee Stretton make, for
suit. Extra size,
Second Floor.

