The American's Motto "We Build"

1773 1913

Baltimore American.

LIBERTY ENLIGHTENS THE WORLD

PART 1 SECTION 2 PAGES 1-14

ESTABLISHED 1773—VOL. CCXIV. BALTIMORE, SUNDAY, JANUARY 12, 1913 PAGE 1

Re-Organization Sale

Re-Organization Sale

JOEL GUTMAN & Co.

The special values printed below (typical of as many more for tomorrow's selling) are mute evidence of the fact that the second week of the Re-organization Sale offers MORE (and even better) reasons for YOUR attendance than the special items advertised last week—when all sales records in our 60 years' of business were broken.

Re-Organization Prices On

Every Imported Coat & Wrap

In Our Costume Salons Monday

THE woman or miss who wants an exceptionally fine Coat or Wrap will do well to bring both her needs and inclinations to save money as early as she can get here tomorrow. New prices, that will hurry them out quickly, have been put on every Coat and Wrap. *Our own direct importations* from such designers as—

BERNARD, CHERUIT, DOUCET, BECHOFF-DAVID, PAUL POIRET, DRECOLL, PARRY, PIPER AND MANY OTHERS.

Full-Length Coats & Wraps

WAS
- *1 Grey Suede Cloth.....$60*
- *1 Grey Mixed Cloth.....$60*
- *1 Brown Mixed Cloth...$65*
- *1 Oxford Cloth.....$65*
- *1 Black Eponge Cloth...$48*
- *1 Blue Suede Cloth.....$60*
- *1 Brown Chin. Cloth....$60*
- *1 Grey Mixed Cloth.....$60*
- *2 Black Beng. Silk.....$50*
- *1 Black Velvet.....$55*

Now **$34**

Full-Length and Three-Quarter Coats

WAS
- *1 Grey Mixed Cloth.....$75*
- *1 Grey Suede Cloth.....$80*
- *1 Brown Mixed Cloth...$60*
- *1 Seal Velour Cloth.....$75*
- *1 Blue Suede Cloth.....$75*
- *1 Black Suede Cloth....$80*
- *2 Brown Suede Cloth...$75*
- *1 Grey Velour Cloth....$75*
- *1 Black Mixed Cloth....$75*
- *1 Blue Velour Cloth.....$75*
- *1 Black Velour Cloth....$75*
- *1 Black Silk.....$80*
- *1 Black Satin.....$85*
- *3 Black Bengaline.....$65*
- *1 Black Satin.....$58*
  Skunk trimmed.

Now **$39**

Full-Length and Three-Quarter Coats

WAS
- *1 Black Velvet.....$75*
- *1 Black Velvet.....$70*
- *1 Black Panne Meteor..$95*
- *1 Black Velvet.....$75*
- *1 Blk. Panne Meteor....$80*

Now **$58**

Full-Length and Three-Quarter Coats

WAS
- *1 Blue Mixed Cloth....$200*
  Raccoon Collar;
- *1 Striped Cloth.....$150*
  Hudson Seal Collar;
- *1 Brocade Cloth.....$200*
  Hudson Seal Collar;
- *1 Brocade Cloth.....$200*
  Skunk Collar;
- *1 Black Plush.....$175*
  Skunk trimmed;
- *1 Grey Silk Plush,.....$175*
- *1 Rose Plush.....$150*
- *1 Taupe Broc. Silk.....$250*
- *1 Black Brocaded Silk..$175*

Now **$115**

Full-Length Coats

WAS
- *1 Black Broc. Silk.....$125*
- *1 Blk. Crushed Velvet...$90*
- *1 Blk. Panne Velvet....$125*
- *1 Black Velvet.....$100*
- *1 Black Velvet.....$90*
- *1 Black Panne Velvet..$110*
- *1 Black Bengaline.....$115*
- *2 Black Velvet.....$90*
- *1 Gold Broc. Silk.....$175*
- *1 Gold Broc. Silk.....$110*
- *1 Blue Broc. Silk.....$110*
- *1 Tan Matelasse Cloth.$110*
  Hudson Seal Collar;
- *1 Blk. Panne Meteor...$110*
  White Fox Collar;

Now **$69**

Full-Length Coats

WAS
- *1 Grey Velour Cloth...$150*
- *1 Blk. Suede Cloth.....$115*
  Hudson Seal Collar.
- *1 Tan Suede Cloth.....$120*

Now **$89**

Women's & Misses' SUITS
Formerly Up to $33.00
Newest style. Serges, Diagonals, Broadcloth, Whipcord, Bedford Cord, Cheviots and Fancy Suitings; sizes 14 to 20 years, women's 34 to 46.....
Sizes 14 to 20 years. Women's 34 to 46.
NOW **$16.75**

Women's & Misses' DRESSES
Formerly Up to $35.00
Serges and Eponges; all colors; all sizes.....
NOW **$13.75**

Women's & Misses' SUITS
Formerly Up to $35.00
Cheviots, Serges, Diagonals and Rough Weaves, plain and trimmed effects. All sizes.....
NOW **$20.00**

Women's & Misses' WRAPS
Formerly Up to $35.00
Of Broadcloth and Velvet. Lined with guaranteed silks, in all colors.....
NOW **$19.50**

—Second Floor.

Re-Organization Prices on

Joel Gutman & Co. Silks

From Our Regular Stocks

59c Satin Messaline, 39c
1,159 yards. Good range of colorings. Exceptional for gowns, lining and lingerie.

$1 Satin de Chine, 58c
2,115 yards. Excellent line of colors. Street, reception and evening wear.

$1.75 Charmeuse Satin, $1.19
469 yards of this double width fabric. Especially adapted for full costumes.

$2 Printed Satin Foulards, $1.19
42 inches wide. Excellent variety of colorings.

$3 Cashemire de Soie, $1.78
42 inches wide. An imported costume fabric. Soft finish, crepe weave.

$1.35 Washable Satins, $1
36-inch "Tub" Mousseline Satin; soft mellow finish; neat dainty stripes; guaranteed fast colors.

$1.75 to $4 High Grade Novelty Silks, 98c
A broken assortment. 23-in. to 42-in. wide. Suitable for waists, dresses and petticoats.

$2 Crepe Charmeuse, $1.39
1,231 yards of excellent kid-finish Charmeuse; double width; 27 colors to choose from. Also White, Ivory and Black.

$2 Crepe Meteor, $1.49
1,015 yards of fine close crepy face suede-like finish, including Black; double width.

$1 Satin Messalines, 79c
36 inches wide. Soft luminous finish; beautiful range of shadings.

—Main Floor.

Re-Organization Prices on High Grade

DRESS FABRICS & COATINGS

49c For Dress Fabrics Worth up to $1.50
Imperial Serges, French Voiles, All-wool Taffetas, Striped Mohair Cashmeres, Homespun, Clan Plaids, etc.

78c For Dress Fabrics Worth up to $1.75
Wide-wale Diagonals, Cheviots, Storm Serges, Chevron Diagonals and Novelty Suitings.

98c For Dress Fabrics Worth up to $2.25
Two-toned Diagonals, Venetian Whipcords, Storm Serges, Prunella Diagonals, Mixtures.

$1.25 for Dress Fabrics Worth up to $3.00
Imported Striped Broadcloth, Two-toned Ratine, Heavy Diagonal Coatings, French Serges, Imported Cheviots and Novelty Suitings.

$1.49 for Dress Fabrics Worth up to $3.50
High-class Novelty Suitings and Imported Broadcloth Serges, Diagonal and Iridescent Suitings.

$1.69 for Dress Fabrics Worth up to $4.50
Imported Eponge, Camel's-Hair Suitings, Changeable Diagonals, Velour de Laine, Imported Whipcords and Wide-wale Diagonal Suitings.

$1.98 *for Coatings Worth to $4.50*
54-inch double-faced Chinchilla, Camel's-Hair and Zibeline Plaids, etc.

Hurrying Out

FINE VELVETS

***$3.00 Imported Chiffon Velvet,* $1.25**
A broken assortment.

***$1.00 Imported Velveteens,* 79c**
A fine close fast pile, in staple colors.

***$1.75 Imported Corduroy,* $1.25**
Smooth even fabric. "Hollow Cut" pile.

—Main Floor.

Re-Organization Prices on Beautiful And

FASHIONABLE LACES

LACE ALLOVERS AND FLOUNCINGS FOR LACE WAISTS. Shadow, Chantilly, Imitation Duchesse and Novelty Lace; White and Cream; 18 to 45 inches wide; values $2.00 to $3.50. At.... **$1.39**

ALLOVERS—WHITE, CREAM and BLACK. 18 to 45 inches wide. Silk Shadow, Chantilly and Net; values from $1.25 to $2.50. At..... **97c**

10,000 yds: Laces and Insertings
Silk and Cotton Shadows, Linen Clunys, Valenciennes, Chantilly, Net Top, Venise and Novelty; 4 to 9 inches wide; Black, White and Cream; values 25c to $1.25. **12½c, 19c** and **39c.**

Chiffons and Marquisettes.
An odd lot of French Chiffon and Marquisettes, in desirable colors for waists and dresses; plain, figured and some borders; $1.50 to $2.50 values. At..... **97c**

Clearance of Lace Bed Sets.
For single and double beds, flat and with ruffles, White and Arab. Real Arabian, Renaissance and Filet Lace, with net; All Renaissance and Combination Laces—
$12.00 to $18.00 values at **$9.97**
$25.00 to $40.00 values at **$15.00** and **$19.00**
$45.00 to $75.00 values at **$25.00** to **$59.00**

—Main Floor.

EVERY PAIR OF SHOES
In Our Entire Stock
Reduced 10 to 50 Per Cent.

THIS SALE COMPRISES ALL OUR WOMEN'S AND MISSES' HIGH-BUTTON BOOTS.
High-lace Boots and Storm Boots — every wanted leather, every size, every width.
Former prices, $3.50 upward to $5.00. Tomorrow, **$2.45, $2.85, $3.39** and **$3.90.**

ALSO ALL OUR GROWING CHILDREN'S SHOES.
Regular and extra high-button and lace boots and storm shoes. Former prices, $2.50 to $3.00. Tomorrow, **$1.69, $2.29, $2.49.**

—Annex.

Re-Organization Prices on

$3.50 WOMEN'S LONG BLACK GLOVES AT $1.69

16-Button Length

The above are finest quality Suede Gloves, soft, chiffon finished skins in perfect black. All sizes. The quantity is limited and will be entirely disposed of in the course of the day.

Women's $1.00 Capeskin Gloves, 85c
Women's $1.25 Overseam Gloves, 85c
The Capeskins are in tan only. The overseams are French glace kid skins; in Black, Grey and Tan.

—Entrance.

Re-Organization Prices on

STAPLE NOTIONS

$1.00 CHICAGO FEATHERBONE; Box, **79c**—12 yards to a box.
10c SEAM BINDING PIECE, **7c**—Full ½ inch wide.
10c COTTON GROSGRAIN BELTING, yard, **4c**—1½ to 3 in.; black or white.
25c BOX IMPORTED ENGLISH PINS, **19c**—One-half pound.
12c TO 15c DRESS SHIELDS. PAIR, **6c**—Light weight.
16c TO 25c DRESS SHIELDS. PAIR, **10c**—Double covered; sizes 2-3-4-5.
5c MACHINE NEEDLES. PAPER, **2c**. All makes.
8c SHOE LACES. DOZEN, **5c**—4-4, 5-4, 6-4 tubular.
5c DIAMOND OR "SHIELD" PINS. PAPER, **3c**.
5c STOCKING FEET, BLACK OR WHITE. PAIR, **3c**—All sizes.
5c BOX BONE HAIR PINS, **3c**—6 to the box.
10c MERCERIZED WASH CLOTHS, **7c**.
5c BELT PIN BOOKS, **3c**—5 dozen to the book; assorted sizes.
10c PIECE CHAMOIS, **6c**—Good size.
5c BOX TAILOR'S CHALK, **3c**—Six pieces; assorted colors.
JET MOURNING PINS. BOX OF 40, **1c**.
SANITARY BELTS, **14c**—Two styles.
TOLSON SHAPES BINDING, YARD, **3c**—Black, white or gray.
W. W. COLLAR SUPPORTS. DOZEN, **10c**—All heights; black or white.
5c NEW YORK COLLAR FORMS, **3c**—All sizes; black or white.
5c PAPER ENGLISH PINS, 3 FOR **5c**—400 assorted sizes to a paper.
3c WARRIOR SAFETY PINS, 3 FOR **5c**—One dozen to the card.
12½c TO 20c OCEAN PEARL BUTTONS, CARD, **8c**—All sizes.
7c TO 15c BIAS SEAM TAPE, PIECE, **7c**—Lawn or cambric, 12-yd. pieces.
5c TO 7c CLINTON SAFETY PINS, CARD, **4c**—All sizes.

—Annex.

Re-Organization Prices On

KNIT UNDERWEAR

WOMEN'S EXTRA LARGE SIZE LOW NECK UNION SUITS; good fitting; regular price $1.25. At..... **85c**

WOMEN'S LOW NECK NO SLEEVE UNION SUITS; either loose or tight knees; regular price $1.25. At..... **75c**

WOMEN'S PART WOOL LOW NECK SWISS RIBBED UNION SUITS; our $2.85 quality. At **$2.25**

WOMEN'S SWISS RIBBED LOW NECK VESTS; our 50c grade. At **33c**

WOMEN'S BLACK WOOL TIGHTS, knee or ankle length; our $1.75 quality. At **$1.48**

A LOT OF SWISS VESTS, with hand-crocheted yokes; all $1.00 and $1.25 qualities. At **79c**

WOMEN'S FINE LISLE THREAD VESTS, low neck; sleeveless; our 25c quality. At..... **19c**

—Annex.

Just In—On Sale Tomorrow

UP TO $7.00 HANDBAGS, $2.89

A splendid collection, in Red, Seal, Morrocco, Vachette, Pin Seal, Walrus, &c. Large and small shapes, gilt, silver and gunmetal trimmings. Newest styles.

—Main Floor.

Re-Organization Prices On

BOYS' WASH SUITS

$1.25 Wash Suits, at.....98c
$2.00 Wash Suits, at..... $1.49
$2.50 Wash Suits, at..... $1.95
$3.00 Wash Suits, at..... $2.45
$3.50 Wash Suits, at..... $2.95
$5.00 Wash Suits, at..... $3.98

—Annex.

Re-Organization Prices On

TOILET TABLE THINGS

A SMALL LOT OF COLLAR BAGS; Black and colors; large and small sizes; value to $5.00. Special, **$1.75.**

A SMALL LOT OF LADIES' AND GENTLEMEN'S TRAVELING SLIPPERS; value to $3.00. Special, **$1.59.**

PYRALIN, IVORY AND CELLULOID ARTICLES, in Pink, Blue and Ivory, at greatly reduced prices.

ALL FANS—Gauze, spangled and lace trimmed. 25% off regular price. price.

METAL PICTURE FRAMES—Gilt and silver finish; 50c value, **39c**; 25c value, **19c.**

—Main Floor.

Butterick Fashions

LATEST SPRING STYLES
February Books and Patterns now ready.

—Annex.

Re-Organization Prices On

TOILET ARTICLES

15c PEAR'S SCENTED SOAP, **13c.**
19c OAKLAND DIOXOGEN, **16c.**
38c OAKLAND DIOXOGEN, **33c.**
12c 20-MULE TEAM BORAX, lb., **8c.**
18c CUTICURA SOAP, cake, **16c.**
CASTILE SOAP, bar, **55c.**
67c FLORAMAYE and AZUREA EXTRACT, oz., **55c.**
25c box ARMOUR'S and 4711 SOAPS, **19c.** 3 cakes to the box.
19c SANITOL TOOTH POWDER, PASTE and WASH, **12½c.**

—Main Floor.

Re-Organization Prices on

CHINA, CRYSTALS, ETC.

$2.00 to $3.00 GOLD VENETIAN GLASSWARE. Basket, Flower Vases, Bowl. Choice **$1.49**
$3.00 to $3.50 GOLD VENETIAN GLASSWARE. Comports, Basket, Bowl, Sugar and Cream. Choice **$1.98**
75c up to $1.75 GOLD VENETIAN GLASSWARE. Basket, Bon-Bon Dishes, Comports **89c**
$1.50 CHINA MOUNTED BASKETS **98c**
$1.00 SET BRASS CHIMES; set..... **79c**
$2.00 to $3.00 HAND-PAINTED FRENCH CHINA. Bon-Bon Dish, Celery Trays, Comport. Choice **$1.49**
$2.50 BRASS UMBRELLA STANDS, with side handles **$1.98**
$30.00 GOLD AND WHITE 100-PIECE DINNER SETS **$25.00**
$2.00 HAMMERED BRASS 10-INCH JARDINIERES **$1.69**

—Basement.

Re-Organization Prices On

WOMEN'S 50c HOSE AT 25c

Genuine Imported Hose, in Black and colors. Some plain, others embroidered.
But act quickly, as women will buy them by the dozen pairs at this price.

—Annex.

JOEL GUTMAN & CO., NORTH EUTAW STREET

ESTABLISHED 1857 JOEL GUTMAN & Co.

SALE OF WHITE

***$1.00 Combinations,* 78c**
COMBINATIONS: Corset cover and drawers; corset cover and short petticoat; corset cover and Dupont drawers.

***$1.50 Combinations,* 95c**
MATERIAL: Sheer Nainsook; Seco Silk.
COMBINATIONS: Corset cover and drawers; corset cover and short skirt.

***$2.00 Combinations,* $1.48**
NAINSOOK COMBINATIONS: Corset cover and drawers; corset cover and short skirt.

***$2.25 Combinations,* $1.68**
NAINSOOK COMBINATIONS: Corset cover and drawers; corset cover and short skirt.

***$1.75 Combinations,* $1.19**
COMBINATIONS: Corset cover and drawers; corset cover and short skirt; also Princess.

***$1.50 Gowns at* 95c**
MODELS: Empire; round, square high or V neck.
SLEEVES: Long, short and three-quarter sleeves.

***$1.75 Gowns at* $1.19**
MODELS: Square, high, V and round neck; slip-over and button.
SLEEVES: Butterfly or ¾ sleeves.

***$2.00 Gowns at* $1.48**
MODELS: Empire, round, V, high, square neck.
SLEEVES: Butterfly, long or ¾.

***$2.25 Gowns at* $1.68**
MODELS: Empire, round, square neck; slip-over or button.
SLEEVES: Long, three-quarters and short.

65c Nainsook Drawers.....48c
Circular, Dupont and narrow cut.
85c Cambric, Nainsook and Muslin Drawers.....68c
$1.00 Values.....78c
$1.50 Values.....95c
75c Cambric Petticoats.....48c
Scalloped embroidery ruffle.
85c Cambric Petticoats.....68c
Wide torchon lace edge.
$1.00 Cambric Petticoats.....78c
Wide embroidery edge or hemstitched tucks in ruffle.
$1.50 Nainsook Petticoats.....95c
Deep ruffle, with four Val. lace insertions; also lace edge; lace and ribbon above ruffle.
$1.50 Nainsook Petticoats, $1.19
$2.00 Cambric Petticoats....$1.68
And similar savings on up to Petticoats at **$25.00.**
40c Short Petticoats, 25c
50c to 68c Corset Covers, 39c
$1 to $1.25 Undergarments, 79c
Gowns, Drawers, Chemises, Corset Covers, Combinations and Princess Slips and Petticoats.
$1.50 to $2 Undergarments, $1
Gowns, Drawers, Chemises, Corset Covers, Princess Slips, Combinations and Chemises.
$2.50 to $2.95 Undergarments, $1.79
$4.85 to $6.50 Undergarments, $3.95
$1.29 House Dresses, 89c
Plain Chambray.

$6.50 to $8.50 Negligees & Sacques, $5.00
Albatross, Silk and Challie.
$5.00 Dressing Sacques, $3.75
Crepe de Chine.
$1.98 Kimonos, $1.49
Plain colors, with wash silk border.

SHIRTWAISTS
$1.00 & $1.25 WAISTS, **88c.**
$2.50 TO $3.50 WAISTS, **$1.50**
$3.95 TO $4.50 WAISTS, **$1.95**
$4.95 TO $5.50 WAISTS, **$2.95**
$1.50 WAISTS.....**$1.00**
$3.95 AND $4.95 CREAM CHALLIE SHIRT WAISTS, **$2.95**
With hairline stripes.

—Second Floor,

Re-Organization Prices on

EMBROIDERIES

BATISTE AND VOILE ROBE DRESSES. Straight skirts, embroidered in panel effects, elaborate and neat designs, with waist trimming to match, making complete robe. Values from $10.00 to $15.00 each, **$6.98.**

BATISTE WAIST PATTERNS. The fronts are embroidered in attractive and neat effects, with plain material for back and sleeves. Regular $2.00 and $2.50 value, each **$1.49.**

CAMBRIC AND SWISS EDGES. 17 inches wide in a nobby line of styles, suitable for skirts, corset covers and dresses, also double edge bandings. Regular 40c value, yard **25c.**

VOILE ALLOVER EMBROIDERY, 45 inches wide; blind styles; suitable for dresses and waists. Regular $1.50 value, yard **98c.**

SWISS AND CAMBRIC EDGES AND INSERTINGS. A variety of open and blind styles, suitable for underwear. Regular 18c value, yard **12½c.**

18 AND 27 INCH FLOUNCINGS. Blind and open styles; large assortment of patterns, for children's and ladies' dresses and skirts. Regular 65c value, yard **49c.**

SWISS FLOUNCING. 27 and 45 inches wide; also voile flouncings, 45 inches wide, in all the newest styles of the season, for ladies' and children's dresses. Regular $1.50 value, yard **98c.**

—Annex.

Re-Organization Prices On

WHITE GOODS, ETC.

12½c Muslin, 8½c
Just one case of fine count, medium-weight, full bleached Muslin. If it had the label on, it would sell at 12½c yard.

$2.00 Long Cloth, $1.49
2 cases only; 36 inches wide; soft finish; 12-yard pieces.

$3.50 Box Nainsook, $2.98.
12-yard length; sheer weight; finest count; 42 inches wide; nicely boxed; our regular stock.

—Main Floor.

Re-Organization Prices on

LADIES' NECKWEAR

WOMEN'S EMB. LINEN COLLARS in blind and open effects; all heights and sizes. Regular 25c value for **12½c.**

BLACK AND NATURAL MARABOU AND PINK AND WHITE OSTRICH TRIMMING, now so much used. Regular $1.00 quality. Special, **67c** yard.

FANCY NECWKEAR at half price, consisting of jabots, collars and stocks. Values from 50c to $4.00. Now **25c** to **$2.00.**

BLACK AND NATURAL MARABOU CAPE AND THROWS; best quality long fibre, full and fluffy. Regular $8.00 values. Special, **$6.39.**

—Entrance.

¼ Of Value for Sample

TRIMMED MILLINERY

Just received, an importer's line of fine samples—NO TWO ALIKE—values, $15 to $30. To be sold in two groups tomorrow.

Group No. 1
SAMPLE TRIMMED MILLINERY at..... $3.98

Group No. 2
SAMPLE TRIMMED MILLINERY at..... $5.00

—Grey Salon, Second Floor.

Re-Organization Prices on

LINENS, ETC.

$12 and $13 Embroidered Linen Spreads, $6.98
An importer of odd lots offered us 50 Hand-Embroidered Hemstitched Linen Bed Spreads at a price; sizes for single and double beds.

$7.50 Lunch Cloths, $3.75
54-inch and 42-inch square hemstitched pure Irish Linen; elaborate hand-embroidered design in corner.

$1.15 Table Damask, 88c Yd.
Mill ends; 2 and 2½ yard length; heavy weight; full bleached.

15c Crash, 10c
18-inch pure white Huckaback Crash, with a plain satin stripe effect. Good for rollers, tea cloth or fancy enough for scarfing.

50c Guest Towels, 36c
Half a dozen patterns; embroidered, scalloped or hemstitched ends and Damask borders.

Colored Table Cloths ⅓ Off
Your choice of any colored Table Cloth in the department in 2, 2½ or 3 yard sizes in Turkey Red; or some hemmed, some fringed. Prices were $2.50, $3.00, $3.50, $4.00. Prices are **$1.67, $2.00, $2.38, $2.66.**

—Main Floor.

©Maryland State Archives, msa_sc4150_1_156-0235