The American's Motto
"We Build"

1773 1913

Baltimore American.

LIBERTY ENLIGHTENS THE WORLD

PART 1
SECTION 2
PAGES 1-12

ESTABLISHED 1773—VOL. CCXIV. BALTIMORE, SUNDAY, MARCH 2, 1913 PAGE 1

JOEL GUTMAN & CO.

March Sale of LACES

Spring Laces From Every Great Lace-Making Centre of the European Continent.

AS "The Lace Store" buys its laces right at the firesides of the lace makers, it goes without saying that tomorrow's very attractive prices are due to saving every intermediate toll—save custom duties. This means that you can buy LACES THAT ARE FINE and GENUINE and EXCLUSIVE at the cost of the ORDINARY—or even less!

15,000 Yds. Pure Linen **CLUNY LACES**
VALUES FROM 45c to $1.50.
AT 29c, 39c, 49c, 59c, 69c and 97c
The above comprise edges and bands from 4 to 12 inches wide; entirely new designs, and so much like the hand-made Cluny and Point d'Auvergne that an expert can hardly tell the difference. Patterns not to be seen elsewhere.

Imitation Filet Laces
Four to 9 inches wide. **25c, 35c, 45c, 69c** and **79c** a yard.

150 Pieces **Shadow FLOUNCING at 45c**
Values from 75c to 85c.
18 Inches Wide—White, Cream and Ecru.
VALENCIENNES LACES BY THE DOZEN.
German and Italian meshes; various widths; edges and insertings. Special values at **39c, 49c, 59c, 69c, 79c, 89c** and **97c** a dozen.

Oversea Fashions in **LACES**

The styles in Laces this year are in the two extremes—the very filmy, shadowy Laces (made in Lyons and Calais), and the heavy Cluny and Filet (made in Germany and Italy). THESE LACES ARE THE LACES OF THE HOUR.

For making entire dresses, for waists and for trimming the new soft silks and crepes there is nothing more beautiful or becoming.

In these goods flouncings are greatest in demand.

Silk and thread Shadow, Chantilly, Venise, Cherviеu, Applique, Soft Bohemian effects, Paraguay, and Exquisite Embroidered Net Effects--
75c, $1.25, $1.50, $1.75, $2.00, $2.50, $3.50, $4.00, $4.50, $5.00 to **$12.00** a yard
9 to 45 Inches wide—White, Cream and Black.

All Over Laces. 18 & 45-in. Wide
REPOUSSE, PARAGUAY, VENISE, SHADOW, CHANTILLY, APPLIQUE, IMITATION DUCHESSE, and all of the very latest designs in figured nets for yokes, guimps and dresses, **50c, 75c, $1.00, $1.25, $1.50, $1.75, $2.00, $2.50, $2.75, $3.00, $3.50, $4.00, $4.50** to **$8.50** a yard.

New Val. & Point d'Paris Laces
Exact copies of the hand-made, our own reserved patterns, three-quarters to five inches wide. **$1.25** to **$6.00** a dozen.
PLAIN NETS—So much in demand for trimmings. In cotton and silk. White, Cream, Flesh, Ecru and Black; 45 inches to 2 yards wide. **39c.** to **$3.00** a yard.
Exquisite Hand-made Filet and Cluny Edges and Bands
Two inches to 15 inches wide. **$1.50, $1.75, $2.00, $2.50, $3.00, $3.50, $4.00, $4.50** to **$15.00** a yard. —Main Floor.

Bulgarian TRIMMINGS

ALL the newest Balkan colors. Wonderful color combinations. Bands, edges and separable designs. **75c to $4.50 a yard.**

Rhinestone and Crystal Bands and Edges
Entirely new effects, 3 to 6 inches wide.
$3.50 to $8.00 a yard. —Main Floor.

Dainty New Low SHOES

New Models in Women's Pumps

Note their high arch, Cuban heel and the generally attractive appearance. Flexible, perfect fitting, comfortable. Other good styles, too, in Colonials and Oxfords in all leathers, and in addition we give you the advantage of experienced salespeople, which enables you to obtain footwear most adapted to your foot and to the season's mode.

All styles, **$3.50** to **$5.00**
—Annex.

FLOUNCINGS *of Three New Kinds*

--All Very Pretty

SPECIAL PRICES brought about by buying direct in St. Gall, and by placing large quantity orders.

85c 18-Inch Swiss Flouncings, **59c**
Blind effects, of heavily embroidered designs; all the newest styles; for lingerie dresses and waists.

$1.50 27-inch Swiss Flouncings 98c
Blind effects of heavy embroidery; these are to match the 18-inch flouncings, and are the newest for the double-flounce dresses.

$2.50 45-inch Voile and Linen Flouncings, $1.49
Scalloped and hem effects, in a large assortment of elaborte styles; the linens are in light blue, pink and lavender, besides white of linen and voile.
—Annex.

In Milady's HOSIERY Shop

A FASCINATING corner of the Annex where a woman may find the newest fashions and the most luxurious of silken hose.

Straight from Paris has come delightfully hand-embroidered and hand-worked stockings. **$2.50** *to* **$5.00** *pair.*

SPECIAL TOMORROW!

$1.50 Women's Black **SILK HOSE, $1**
Double tops and soles.
—Annex.

Sale of Spring NOTIONS

25c SPOOL RICHARDSON SEWING SILK, **19c.** Contains 425 yards.
5c BUNDLE HAIR PINS, **3c.** 100 Pins to the bundle; plain or waved; 2 to 4 in.
6c TO 12c ENGLISH TWILL TAPE, **5c.** ¼ to ⅞ in. wide; 10 yards; fine quality.
10c SHOE LACES, Dozen, **5c.** 4-4, 5-4, 6-4 Black Tubular Laces.
25c FLORINE NETS, **18c.** All Shades.
5c SHEET PINS, **3c.**
LISLE LOOM ELASTIC, **5c** Yard. All widths, from ¼ to 1 in.
25c WEST ELECTRIC HAIR CURLERS, **19c.** Five to the card.
10c CORSET LACE, **8c.** Eight yards; mercerized.
10c GRIPFAST SHIRT WAIST BELTS, **8c.**
10c "VERAX" PIN BOOK, **8c.** Black, White, assorted.
10c. DOZEN IRONING WAX, **7c.** Wood Handles.
10c INITIAL TURKISH WASH CLOTHS, **8c.**
LINEN BOBBIN, Dozen, **10c.** All Widths.
5c HAIR PIN CABINETS, **4c.**
—Annex.

Exit WINTER!——Enter SPRING!

The Store and Its Spring Stocks Are Supremely---

READY!

TO-MORROW each Department will be brightly clad in Springtime attire whose newness will fairly shine out at you, wherever you look!

Because of the unusually early return of Easter, our Spring stocks are here earlier than in past seasons. This, then is to announce that we are abundantly prepared to care for your every Spring (and Summer) want. In fact, tomorrow's showing will be wider in scope and larger in variety than will be gathered here at any ONE time later on.

Together with all this newness and novelty of fashion's last demands we present herewith many specially attractive values for tomorrow:—

A Sale of Women's & Misses' Pretty New Spring Dresses at . . $17.75

These Dresses Were Made to Sell Up to **$37.50**

WITH the help of a noted manufacturer who was anxious to secure his share of our business (by making a special-price inducement), we are able to offer, at the above astonishingly little price, Dresses so NEW that they were only unpacked LAST EVENING!

Distinctive and very unusual are the smart models of finely-tailored Serge and Mestral and fashionable Bedford Cord. Captivating and wholly original are the jaunty models of fine Eponge, modish Shepherd Plaids and modish Stripes and Diagonals.

The Dresses are in both plain-tailored and trimmed effects—the variously-designed collars are in Lace, Lingerie, Silk and Eponge, and the belts of Ribbon, Velvet, Silk, Cloth or Embroidered. All beautiful and new in style.

Although the size assortment is complete—14 to 20 years for misses and 34 to 44 bust measure for women—the sale is limited to about 3-score Garments—so choose yours early in the day, if possible. All same price, **$17.75.**

Distinctive CLOTH DRESSES

FOR WOMEN AND MISSES

At $10.75
Will Sell Later This Season at From $15.00 to $18.00

THESE charming Dresses have just come out of their boxes. Most of them are copied from English models—with none of the original charm lost in the process.

They are made of men's-wear serge in black and navy; open front; small box pleat and panels and new style ornaments at back. Pretty Colored Cretonne silk collar and cuffs; tassels to match at collar; fancy pearl buttons.

Sizes 14 to 20 years for misses and 34 to 44 bust measure for women.

New Smart CLOTH SUITS

FOR WOMEN AND MISSES

At $20.00
ALSO AT $22.50 and $25.00.

JUST unpacked, during the past two days—the cleverest, prettiest models and materials made into suits for Women and Misses.

Whether a serge, shepherd plaid, Bedford cord, poplin or pretty striped suiting, you will find these suits quite out of the ordinary.

The newest colorings, too, besides black, navy, copen, tan, brown, gray, black and white, blue and white and mixtures.

All have guaranteed linings to match.

Sizes range 14 to 20 years for Misses—34 to 46 bust measure for Women.
—Costume Salon, Second Floor.

The Correct CORSET Foundation For The Spring Costume

SPRING models in all our scientifically-constructed Corsets are being demonstrated and individually fitted by our expert Corsetiere.

Our Corsets come in such an extensive variety that there is just the right model for every figure—slender, medium and stout.

Our Corsetiere personally directs fittings. —Second Floor.

Excellent Values in New KIMONAS

At **95c, $1.98 and $4.95**

At $4.95 WE show exquisite flowered Messalines, bordered top and bottom, and finished as daintily as the highest priced imported models. Old Rose, Lavender, Copenhagen, Black and Light Blue.

At 95c PLAIN CREPE
In the straight effect; trimmed with a floral border, in light blue, pink, cadet, lavender; sizes 36 to 44.

At $1.98 TWO STYLES
In plain or figured crepe; Empire or straight effect; trimmed with striped silk or plain satin border; size 36 to 44.
—Second Floor.

Special Sale of
MESH BAGS

Manufacturers' Samples
$3.50 to $6 values at **$2.19**

ONLY one of a kind. German silver, also gilt; several distinctive style frames and meshes.

A small lot, so we advise an early choosing.

Genuine Gunmetal Mesh Bags
$5.00 values for **$3.45.**
—Main Floor.

"Epaulette" Women's COLLARS

50c to $3.00

IMITATION Venice and Bebe Irish in cream and white, also the new collarless chemisettes.

Crepe de Chine Plaiting, Yard, **75c**
In white and black, two inches wide.

5½ inches wide to match narrow, yard, **$1.50.**

NET AND SHADOW LACE CHEMISETTES, **50c.**
Rubber around bottom.
—Entrance.

Display of Exquisite Spring Millinery

Grey Salon, Second Floor

We show Tomorrow Early Importations of

French Model Hats

embodying the latest ideas from Paris

—Also—

Original Models

of our own designing

at very moderate prices

A very choice selection of

Flower-Trimmed Hats

$19.50 to $35.00

A special line of

Smart Tailored Hats

$14.50 to $24.50

Two Smart Models of Our Own Designing

New "Dolly Varden" WAISTS

NEW models in white batiste, one at **$1.35**, trimmed with tucks and Valenciennes insertion and edging, with pretty sailor collar and jabot; others at **$1.50**, with square neck and trimmed with motifs and insertion of Valenciennes lace. —Second Floor.

New Silk PETTICOATS VERY SPECIAL VALUES.

Messaline Petticoats, $3.45
Made with a fold and pleating and silk drop.

Black Mercerized & Taffetine, $1
One model has a side pleated flounce and ruffle.
—Second Floor.

A Spring Sale of Joel Gutman SILKS

ALL sorts of Sterling Pure Silks; all up to the very latest decrees of fashion. Not odds and ends, gathered for clearance, but ample quantities of each style and color.

$1.85 Satin Charmeuse, $1.35
40 Inches wide; soft, mellow fabric; rich, beautiful sheen. All the street, evening and reception tints, also black.

36-inch Quaker Silk, $1.50
A new and distinctly different weave; an ideal fabric for summer dresses. Chiffon finish; pure dye; water spot proof. Black and navy.

$1.25 All-Silk Ratine, 75c
36 Inches wide; all silk; will wash perfectly; richer and better than wool or cotton. Good assortment of colors, also solid white. First shipment sold in a few hours.

$3.00 Broche Crepe de Chine, $2.25
40 inches wide; a crepy weave with beautiful floral designs for combination costumes. Splendid line of street tints, Ivory and Black.

$1.25 Tub Satins, 98c
36 inches wide; an exceptional line of rich washable striped Satins. All the tints of the rainbow on white grounds for Waists and Shirtings.

$1.65 Crepe de Chine, $1.25
40 Inches wide. The crispy, luminous weave, with soft, mellow sheen. Splendid array of colors. Also ivory white and black.

$2.00 Crepe Ondule, $1.50
40 Inches wide. High lustre, soft crinkle. A beautiful fabric for full dresses. Excellent assortment of colors.

$2.25 Crepe Meteor, $1.69
40 Inches wide. Satin finish, soft, crepy weave; light in weight, excellent wearing fabric. 25 street, reception and evening shades, also ivory and black.

$1.50 Chiffon Taffetas, $1.00
36 inches wide; fine lustrous face, soft mellow chiffon finish; absolutely pure dye; 30 choice colorings, White, Ivory and Black.

$2.50 Crinkle Crepe Meteor, $2.00
40 inches wide; a beautiful reversible fabric; satiny one side, wavy, crepy on the opposite; 15 choice elegant shadings, also white, ivory and black. —Second Floor.

New RIBBONS of Fashion

80c Black Velvet Ribbon, 69c

Chiffon Hair Ornaments, **69c**
Plain or dewdrop, with spun glass ponpon. —Annex.

Pure Linen HANDKERCHIEFS

12½c *Men's Hemstitched Handkerchiefs,* **10c.**
Plain all linen.

12½c *Women's Handkerchiefs,* **10c.**
Pure linen initial, all letters.
—Main Floor.

JOEL GUTMAN & CO. N. EUTAW STREET

JOEL GUTMAN & CO.

Baltimore "The Half Way House"

to Washington and the Inauguration,

WITH its famous hotels, its old-fashioned hospitality, and the Splendid Service and Courtesy of

The Joel Gutman & Co. Store.

Make use of our rest and writing rooms and other public conveniences while here. Ask for information about Time Tables, etc.

March Sale of New Dress COTTONS

$1 Ratine-Bordered VOILES, 55c

THIS is a strikingly unusual offering. A 45-inch-wide crispy weave Cotton Voile. Sheer and fine enough to wear over colors if desired. Clean, even spacing of threads. An elegant border, fully 12 inches deep, formed of alternate bands of self-colored Ratine and Voile, separated by rows of hemstitching and fancy drawn-work. These goods are made in America (no import duty to pay) and are a direct copy of a twice as high-priced French fabric. To be had exclusively at Joel Gutman & Co., in Baltimore. All solid colors, in eleven different shades, including Black and White, and are worth $1.00 a yard. While the present lot lasts 55c yard.

$1.75 and $2 Bordered Crepe & Voiles, **$1.35 Yd.**

Beautifully woven imported White Crepes and Voiles, 45 and 47 inches wide, with Embroidered Borders in White and colors. Some in Heavy Blind Embroidery; others in the open-work designs. A splendid assortment to choose from right from our own stock, and the price is only for a few days' selling.

60c White Chiffon Batiste, 29c
47-inch pure white crisp finish Batiste in the sheer, open mesh chiffon weave. Launders perfectly. What could be nicer for that Confirmation dress?

40-inch Silk and Cotton Voile, 50c
Sheer weight white cotton Voiles, with silk stripes, in colors of Pink, Blue, Helio and Gold, with the new "Juney" printing so much talked of in the Fashion Magazine; also in ¼-inch satin stripes of Pink, Helio and Green.

50c Crepe Shirtings, 39c
32-inch white ground Crepe Shirting; "no need to iron it;" fast colored stripe in two styles; colors are Black, Helio, Green, Blue and Pink.

30c Yard-wide Pique, 21c
36-inch wide White Pique; medium width wale, close examination will show a slight imperfection here and there in the weave, not enough to be called a damage, but enough to make the price 21c instead of 30c.
—Main Floor.

25c & 35c Women's VESTS, 19c

TWO kinds; low neck; sleeveless. A rare opportunity for women to buy good quality vests at an unusually low price.
—Annex.

New GLOVES at $1. *Extra Good Values*

FABRIC GLOVES of quality so fine that the sense of touch alone tells that they are not real skins. Cut in pique style, which is new and exquisitely embroidered. White with black trimming. All sizes.

New SILK GLOVES
The makers have excelled themselves!

SILK Gloves in all lengths and weights—and in all the new colors. At all prices the qualities are better than we've offered before, and every length is full in all dimensions. For Monday we shall offer a very unusual value in black and white at **69c.** They compare favorably with the gloves regularly offered elsewhere at $1.00. Other prices are **50c, 75c, $1.00** and **$1.50.**

—Entrance.

The Season's Wanted Styles In a
Sale of DRESS GOODS

Prices Are Perhaps the Lowest Yet Quoted For the Premier Dress and Suit Materials.

$1.50 Silk & Wool Crepe, $1.19
Forty inches wide, a fabric closely resembling crepe de chine. Colors—Black, Navy, Royal, Golden Brown, Tan and Old Rose.

$2.75 Eponge (Ratine) Suiting, $1.95
54 Inches wide. Fashion has decreed this as one of the popular weaves of the season. Colors—Black, Marine, New Brown, Reseda, Cadet and Wilhelmina Blue.

$1.25 Shepherd Check Suiting, 89c
54 Inches wide. The stylish, up-to-date fabric for dresses, skirts and combination costumes.

$1.39 Panama Serge, $1.00
54 Inches wide. A Panama weave with an indistinct twill. Excellent wearing fabric. Black and Navy.

$1.50 Cream Serge, $1.00
48 Inches wide, all wool, soft finish, fine texture, especially adapted for dresses and smart coat suits.

$2.00 Imported Wool Charmeuse, $1.39
44 inches wide, high lustre, satiny face. A beautiful fabric for costumes and tailor suits.

$1.00 Imperial Serge, 79c
44 Inches. A soft finish fabric, especially adapted for dress purposes.

$2.00 Crepe Scintellant, $1.50
A rich lustrous black crepy weave. This season's novelty.

$1.25 Imported Serge, $1.00
48 Inches. Fine imperial Serge—Navy and Black only.

$1.25 Novelty Mixtures, $1.00
A beautiful line, new Spring colorings, for dresses.
—Main Floor.

Pretty FROCKS For Little Girls

New Children's Dresses of Linene and Percale
Trimmed with piping, bands of plain material and buttons, either in the Russian or waist dresses. Sizes 2 to 14 years. Special, **$1.00.**

New White and Colored Dresses
In figured Percale, Gingham, Chambray and India Linen. Sizes 6 to 14 years. Special value at **$1.79.** Other styles at **$1.50, $2.50** to **$15.50.**

Children's Petticoats
Cambric with a deep ruffle of India linon, with tucks and torchon insertion and edge; size 4 to 14 years. A very good value for 50c.

Children's Petticoats
Cambric with India linen tucked flounce; made on a band; size 4 to 14 years. Special, 25c.
—Second Floor.

Economies for the Housekeeper

$2.00 NICKEL MOUNTED CASEROLE
With 6 Custard Cups, 2 baking dishes; set, **$1.69.**

75c Decorated China Comb & Brush Trays, 59c

$3.00 Nickel Rim Coaster Star Bottom, $2.49

75c HAMMERED BRASS SHADES, 49c

$1.25 Brass Chimes Mission Bracket, **98c.**

50c. Silver Cuirasses, **29c.**

50c. Beaded Fringe Linings, **35c.**

30c. Candles, all Colors, **25c.**
—Basement.

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